



**Mullen Group**  
Ltd.

# ANNUAL FINANCIAL REVIEW



**2021**

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## MANAGEMENT'S DISCUSSION AND ANALYSIS

This Management's Discussion and Analysis ("**MD&A**"), dated February 9, 2022, has been prepared by management of Mullen Group Ltd. ("**Mullen Group**" and/or the "**Corporation**") for the fiscal year ended December 31, 2021, and should be read in conjunction with the audited annual consolidated financial statements for the fiscal year ended December 31, 2021 (the "**Annual Financial Statements**"). Unless otherwise specified, information in this MD&A is provided as at such date and any reference to "Mullen Group", "we", "us", "our" or the "Corporation" means Mullen Group Ltd., a corporation incorporated under the laws of the province of Alberta and includes its predecessors where context so requires. The Annual Financial Statements and other additional information on Mullen Group, including the Annual Information Form dated February 9, 2022, are available on the Corporation's issuer profile on SEDAR at [www.sedar.com](http://www.sedar.com) and on our website at [www.mullen-group.com](http://www.mullen-group.com). Such documents are also available upon request, free of charge, from the Corporate Investor Services group at [ir@mullen-group.com](mailto:ir@mullen-group.com). This MD&A and the Annual Financial Statements were reviewed by Mullen Group's Audit Committee and approved by the Board of Directors (the "**Board**") on February 9, 2022.

### ACCOUNTING STANDARDS

The Annual Financial Statements have been prepared in accordance to and comply with International Financial Reporting Standards ("**IFRS**"), which include the International Accounting Standards ("**IAS**") and the interpretations developed by the International Financial Reporting Interpretations Committee ("**IFRIC**"), as issued by the International Accounting Standards Board ("**IASB**"). Unless otherwise indicated, all amounts contained in this MD&A are in Canadian funds, which is the functional currency of the Corporation.

#### ADVISORY:

**Forward-looking statements** - This MD&A reflects management's expectations regarding Mullen Group's future growth, financial condition, results of operations, performance, business prospects, strategies and opportunities and contains forward-looking statements and forward-looking information (collectively, "**forward-looking statements**") within the meaning of applicable securities laws. Wherever possible, words such as "anticipate", "may", "will", "believe", "expect", "potential", "continue", "view", "objective", "should", "plan", "intend", "ongoing", "estimate", "project" or similar expressions have been used to identify these forward-looking statements. These statements reflect management's current beliefs and assumptions and are based on information currently available to management. Forward-looking statements involve significant inherent risks and uncertainties, numerous assumptions and the risk that the predictions and forward-looking statements will not be achieved and that the actual results or events may differ materially from those anticipated in such forward-looking statements. A number of factors could cause actual results, performance or achievements to differ materially from the results discussed or implied in the forward-looking statements. Although the forward-looking statements contained in this MD&A are based upon what management believes to be reasonable beliefs and assumptions, Mullen Group cannot assure readers that actual results will be consistent with these forward-looking statements. Some of the risks and uncertainties include, but are not limited to certain strategic, financial and operational risks, most important of which are geopolitical risks including but not limited to a slowdown in the general economy, reduced oil and natural gas drilling and decreased oil sands and heavy oil activity; e-commerce and supply chain evolution; acquisitions; competition; foreign exchange rates; change in the return on fair value of investments; access to financing; reliance on major customers; customer relationships; impairment of goodwill or intangible assets; credit risk; prevailing interest rates; employees & labour relations; labour disruption and driver retention; cost escalation & fuel costs; accidents; cost of liability insurance; digital infrastructure & cyber security; business continuity, disaster recovery & crisis management; environmental liability risks; weather & seasonality; access to parts, development of new technology & relationships with key suppliers; regulatory framework governing matters such as tax and the environment in the jurisdictions in which the Corporation conducts and will conduct its business; government mandates and litigation. Given these risks and uncertainties, readers should not place undue reliance on the forward-looking statements contained in this MD&A. Readers are cautioned that the foregoing list of factors and risks is not exhaustive. Additional information on these and other factors and risks that could affect the operations or financial results of Mullen Group may be found under the heading "Principal Risks and Uncertainties" starting on page 69 as well as in reports on file with applicable securities regulatory authorities and may be accessed through the Corporation's issuer profile on SEDAR website at [www.sedar.com](http://www.sedar.com). The forward-looking statements contained in this MD&A are made as of the date hereof and Mullen Group undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, unless so required by applicable securities law. Mullen Group relies on litigation protection for "forward-looking" statements. Additional information regarding the forward-looking statements contained in this MD&A and the material assumptions made in preparing such statements may be found under the heading "Forward-Looking Information Statements" beginning on page 91 of this MD&A.

**Non-GAAP Terms** - Mullen Group reports on certain financial performance measures that are described and presented in order to provide shareholders and potential investors with additional measures to evaluate Mullen Group's ability to fund its operations and information regarding its liquidity. In addition, these measures are used by management in its evaluation of performance. These financial performance measures ("**Non-GAAP Terms**") are not recognized financial terms under Canadian generally accepted accounting principles ("**Canadian GAAP**"). For publicly accountable enterprises, such as Mullen Group, Canadian GAAP is governed by principles based on IFRS and interpretations of IFRIC. Management believes these Non-GAAP Terms are useful supplemental measures. These Non-GAAP Terms do not have standardized meanings and may not be comparable to similar measures presented by other entities. Specifically, adjusted OIBDA<sup>1</sup>, adjusted operating margin<sup>1</sup>, operating margin<sup>1</sup>, net income – adjusted<sup>1</sup>, earnings per share – adjusted<sup>1</sup>, net capital expenditures<sup>1</sup>, net debt<sup>1</sup>, total net debt<sup>1</sup>, net revenue<sup>1</sup> and cash flow per share<sup>1</sup> are not measures recognized by Canadian GAAP and do not have standardized meanings prescribed by Canadian GAAP. For the reader's reference, the definition, calculation and reconciliation of Non-GAAP Terms are provided in the "Glossary of Terms and Reconciliation of Non-GAAP Terms" section of this MD&A. The Non-GAAP Terms should not be considered in isolation or as a substitute for measures prepared in accordance with Canadian GAAP. Investors are cautioned that these indicators should not replace the forgoing Canadian GAAP terms: net income, earnings per share, purchases of property, plant and equipment, proceeds on sale of property, plant and equipment and debt.

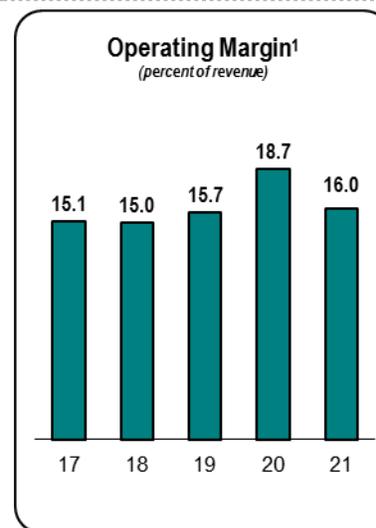
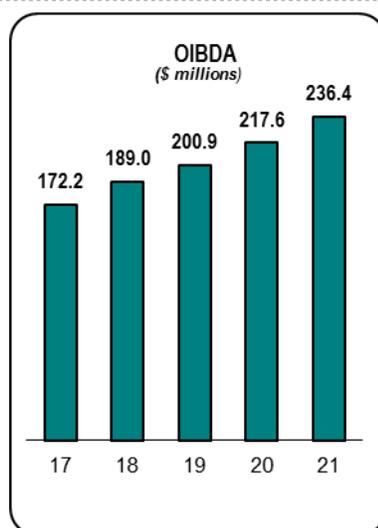
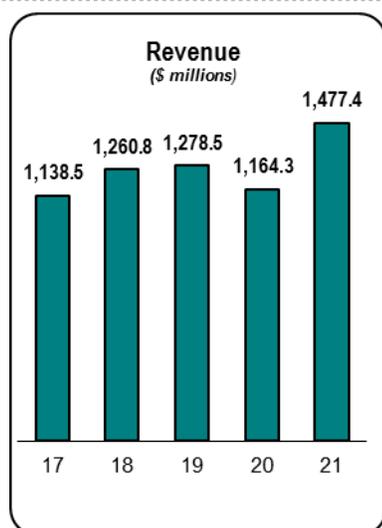
<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".

## FINANCIAL HIGHLIGHTS – CONSOLIDATED

<b>PERFORMANCE:</b>	Years ended December 31		
(\$ millions, except share price and per share amounts)	2021	2020	2019
<b>Financial Results</b>			
Revenue	\$ 1,477.4	\$ 1,164.3	\$ 1,278.5
Operating income before depreciation and amortization <sup>(1)</sup>	236.4	217.6	200.9
Adjusted operating income before depreciation and amortization <sup>(2)</sup>	218.7	191.1	200.9
Net foreign exchange (gain) loss	(0.7)	(2.4)	(14.1)
Decrease (increase) in fair value of investments	(1.2)	1.0	—
Net income	72.4	64.0	72.2
Net income – adjusted <sup>(2)</sup>	70.4	62.4	48.2
Net cash from operating activities	198.0	224.8	170.6
Cash dividends declared	46.0	33.2	62.9
<b>Financial Position</b>			
Cash and cash equivalents	\$ —	\$ 105.3	\$ 79.0
Bank indebtedness net of cash	89.0	—	—
Private Placement Debt	460.7	461.7	467.4
Private Placement Debt covenant (threshold 3.50:1)	2.52:1	2.10:1	2.30:1
Total assets	1,922.0	1,717.9	1,749.3
<b>Share Information</b>			
Cash dividends declared per Common Share	\$ 0.48	\$ 0.33	\$ 0.60
Earnings per share – basic	\$ 0.75	\$ 0.64	\$ 0.69
Earnings per share – diluted	\$ 0.75	\$ 0.64	\$ 0.69
Earnings per share – adjusted <sup>(2)</sup>	\$ 0.73	\$ 0.62	\$ 0.46
Net cash from operating activities per share	\$ 2.06	\$ 2.23	\$ 1.63
Share price – December 31	\$ 11.63	\$ 10.90	\$ 9.27
<b>Other Information</b>			
Net capital expenditures <sup>(2)</sup>	\$ 47.5	\$ 50.4	\$ 68.5
Acquisitions	\$ 207.5	\$ 20.2	\$ 15.7

<sup>(1)</sup> Management relies on operating income before depreciation and amortization ("OIBDA") as a measurement since it provides an indication of our ability to generate cash from our principal business activities prior to depreciation and amortization, financing or taxation in various jurisdictions.

<sup>(2)</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".

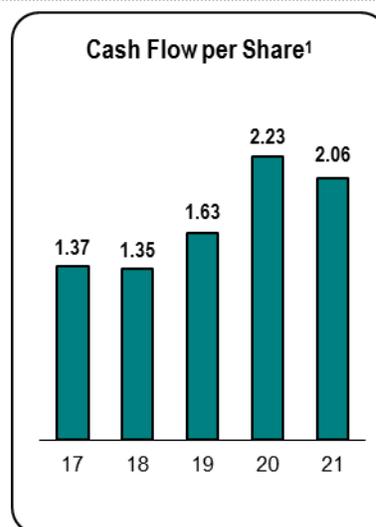
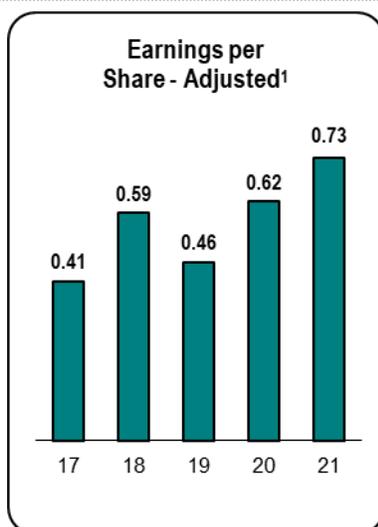
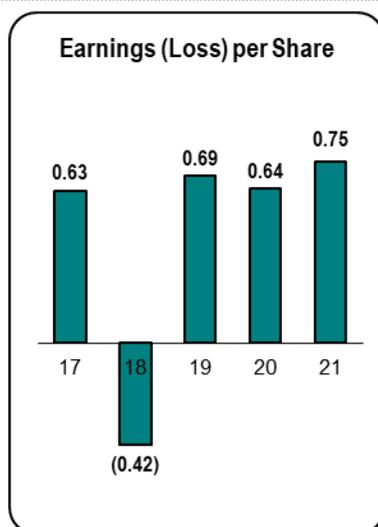


## POSITION (as at December 31, 2021):

- Well-structured balance sheet
  - Working capital: \$50.8 million (includes \$89.0 million of amounts drawn on our \$250.0 million of bank credit facilities)
  - Net debt<sup>1</sup> of \$587.5 million, which represents a debt to OIBDA ratio of 2.49:1
  - Private Placement Debt of \$460.7 million (operating cash flow covenant at 2.52:1) with no scheduled maturities until 2024 (average fixed rate of 3.93 percent per annum)
- Net book value of property, plant and equipment of \$986.0 million, which includes \$630.7 million of carrying costs of owned land and buildings

## 2021 PROGRESS:

- Record consolidated revenue as compared to any previous year
- Revenue increased by 26.9 percent on a year over year basis to \$1.5 billion:
  - Less-Than-Truckload increased by 31.9 percent to \$585.3 million
  - Logistics & Warehousing increased by 28.6 percent to \$465.6 million
  - Specialized & Industrial Services decreased by 13.4 percent to \$313.4 million
  - U.S. & International Logistics, a new operating segment, added revenue of \$118.2 million
- Adjusted OIBDA<sup>1</sup> increased by 14.4 percent from the prior year to \$218.7 million as compared to \$191.1 million in 2020:
  - Less-Than-Truckload increased by \$23.6 million to \$93.9 million
  - Logistics & Warehousing increased by \$17.9 million to \$83.4 million
  - Specialized & Industrial Services decreased by \$17.3 million to \$49.4 million
  - U.S. & International Logistics added Adjusted OIBDA<sup>1</sup> of \$4.9 million
- Completed 6 acquisitions for \$207.5 million adding incremental annualized revenue in excess of \$400.0 million
- Repurchased and cancelled a total of 3,469,869 Common Shares at an average price of \$12.78 in 2021
- Announced a 25.0 percent increase in the monthly dividend for 2022 to \$0.60 per Common Share on an annualized basis (\$0.05 per Common Share paid monthly)
- Canada Emergency Wage Subsidy ("**CEWS**") reduced to \$17.7 million from \$26.5 million 2020



<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



## SELECTED FINANCIAL DATA

### Consolidated – Seven Year

Years ended December 31 (\$ thousands) (unaudited)	2021	2020	2019	2018	2017	2016	2015
	\$	\$	\$	\$	\$	\$	\$
Revenue	1,477,434	1,164,331	1,278,502	1,260,798	1,138,489	1,035,059	1,214,372
Expenses							
Direct operating expenses	1,055,392	796,541	909,911	902,813	811,378	711,847	844,025
Selling and administrative expenses	185,664	150,216	167,679	168,970	154,953	142,179	140,928
Operating income before depreciation and amortization <sup>(1)</sup>	236,378	217,574	200,912	189,015	172,158	181,033	229,419
Depreciation and amortization	113,964	101,590	111,491	87,489	86,570	85,300	94,247
Finance costs	30,381	28,464	23,625	20,027	27,499	32,460	35,815
Net foreign exchange (gain) loss	(723)	(2,393)	(14,140)	8,537	(21,693)	(5,778)	39,701
Other (income) expense	(3,089)	3,779	(201)	(445)	(504)	(2,694)	19,289
Impairment of goodwill	—	—	—	100,000	—	—	—
Gain on contingent consideration	(150)	—	—	—	(2,000)	—	(3,000)
Income (loss) before income taxes	95,995	86,134	80,137	(26,593)	82,286	71,745	43,367
Income tax expense	23,559	22,155	7,896	17,194	16,777	19,707	30,001
Total comprehensive income (loss)	72,436	63,979	72,241	(43,787)	65,509	52,038	13,366

### Segmented Information – Four Year

Years ended December 31 (\$ thousands) (unaudited)	2021	2020	2019	2018
	\$	\$	\$	\$
<b>Less-Than-Truckload Segment</b>				
Revenue	585,318	443,792	451,582	429,286
Direct operating expenses	411,096	307,786	321,458	307,830
Selling and administrative expenses	78,292	61,018	59,503	58,120
Operating income before depreciation and amortization <sup>(1)</sup>	95,930	74,988	70,621	63,336
Operating margin <sup>(2)</sup>	16.4%	16.9%	15.6%	14.8%
<b>Logistics &amp; Warehousing Segment</b>				
Revenue	465,614	362,007	404,840	424,852
Direct operating expenses	327,234	251,331	294,617	316,637
Selling and administrative expenses	51,838	39,090	45,394	46,931
Operating income before depreciation and amortization <sup>(1)</sup>	86,542	71,586	64,829	61,284
Operating margin <sup>(2)</sup>	18.6%	19.8%	16.0%	14.4%
<b>Specialized &amp; Industrial Services Segment</b>				
Revenue	313,394	362,041	426,312	410,578
Direct operating expenses	218,623	243,504	302,946	288,925
Selling and administrative expenses	32,760	36,185	48,420	51,071
Operating income before depreciation and amortization <sup>(1)</sup>	62,011	82,352	74,946	70,582
Operating margin <sup>(2)</sup>	19.8%	22.8%	17.6%	17.2%
<b>U.S. &amp; International Logistics Segment</b>				
Revenue	118,193	—	—	—
Direct operating expenses	107,555	—	—	—
Selling and administrative expenses	5,703	—	—	—
Operating income before depreciation and amortization <sup>(1)</sup>	4,935	—	—	—
Operating margin <sup>(2)</sup>	4.1%	—	—	—

<sup>(1)</sup> Effective January 1, 2019, the Corporation adopted IFRS 16 – Leases. As is permitted with this new standard, comparative information for previous years has not been restated.

<sup>(2)</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



## Other Information

Years ended December 31 (\$ thousands) (unaudited)							
	2021	2020	2019	2018*	2017	2016	2015
<b>Ratios – Operating</b>							
Return on equity <sup>(1)</sup>	8.1%	7.1%	8.0%	3.5%	6.7%	5.9%	1.6%
Gross margin – percentage of revenue <sup>(2)</sup>	28.6%	31.6%	28.8%	28.4%	28.7%	31.2%	30.5%
Selling and administrative expenses – percentage of revenue	12.6%	12.9%	13.1%	13.4%	13.6%	13.7%	11.6%
Operating margin <sup>(3)</sup>	16.0%	18.7%	15.7%	15.0%	15.1%	17.5%	18.9%
Adjusted operating margin <sup>(4)</sup>	14.8%	16.4%	15.7%	15.0%	15.1%	17.5%	18.9%
Operating ratio <sup>(5)</sup>	91.6%	90.5%	93.2%	92.2%	92.4%	90.7%	90.4%
<b>Financial Position</b>							
Acid test ratio <sup>(6)</sup>	0.94:1	2.80:1	2.74:1	1.74:1	1.76:1	1.88:1	1:85:1
Property, plant and equipment	\$985,971	\$939,107	\$954,604	\$965,683	\$916,140	\$948,540	\$992,206
Total assets	\$1,921,996	\$1,717,936	\$1,749,292	\$1,645,852	\$1,750,657	\$1,873,027	\$1,817,035
Long-term debt (including current portion)	\$745,315	\$607,872	\$616,842	\$512,185	\$539,973	\$695,697	\$780,901
Equity	\$888,664	\$896,418	\$917,921	\$898,076	\$989,731	\$960,410	\$806,644
Debt-to-equity ratio <sup>(7)</sup>	0.84:1	0.68:1	0.67:1	0.57:1	0.55:1	0.72:1	0.97:1
Total net debt to operating cash flow <sup>(8)</sup>	2.52:1	2.10:1	2.30:1	2.46:1	2.40:1	2.37:1	3.33:1
Net cash from operating activities	\$197,967	\$224,821	\$170,653	\$140,710	\$142,085	\$174,314	\$211,572
<b>Share Data</b>							
Net cash from operating activities per share	\$2.06	\$2.23	\$1.63	\$1.35	\$1.37	\$1.76	\$2.31
Book value per share <sup>(9)</sup>	\$9.40	\$9.26	\$8.76	\$8.57	\$9.55	\$9.27	\$8.80
Earnings (loss) per share (basic) <sup>(10)</sup>	\$0.75	\$0.64	\$0.69	\$(0.42)	\$0.63	\$0.52	\$0.15
Price/earnings ratio <sup>(11)</sup>	15.5	17.0	13.4	37.0	25.0	38.1	93.4
Weighted number of shares outstanding (thousands)	96,069	100,624	104,825	104,274	103,654	99,165	91,653
Total shares outstanding (thousands)	94,532	96,852	104,825	104,825	103,654	103,654	91,661

\* 2018 operating ratios and share data are calculated before the effect of the impairment of goodwill.

### NOTES:

<sup>(1)</sup> Return on equity was calculated by dividing net income (loss) by average shareholders' equity.

<sup>(2)</sup> Gross margin was calculated by dividing revenue less direct operating costs by revenue.

<sup>(3)</sup> Operating margin was calculated by dividing operating income before depreciation and amortization by revenue.

<sup>(4)</sup> Adjusted operating margin was calculated by dividing adjusted operating income before depreciation and amortization by revenue.

<sup>(5)</sup> Operating ratio was calculated by dividing the total cost before impairment of goodwill, taxes, interest, earnings from equity investments and net gains and losses on foreign exchange, as a percentage of revenue.

<sup>(6)</sup> Acid test ratio was calculated by dividing cash (bank indebtedness) plus receivables by current liabilities.

<sup>(7)</sup> Debt-to-equity ratio was calculated by dividing total debt by shareholders' equity.

<sup>(8)</sup> Total net debt to operating cash flow was calculated as per the financial covenant terms within the Private Placement Debt agreement.

<sup>(9)</sup> Book value per share was calculated by dividing shareholders' equity by the number of shares outstanding.

<sup>(10)</sup> Earnings (loss) per share was calculated by dividing net income (loss) by the weighted average number of shares outstanding.

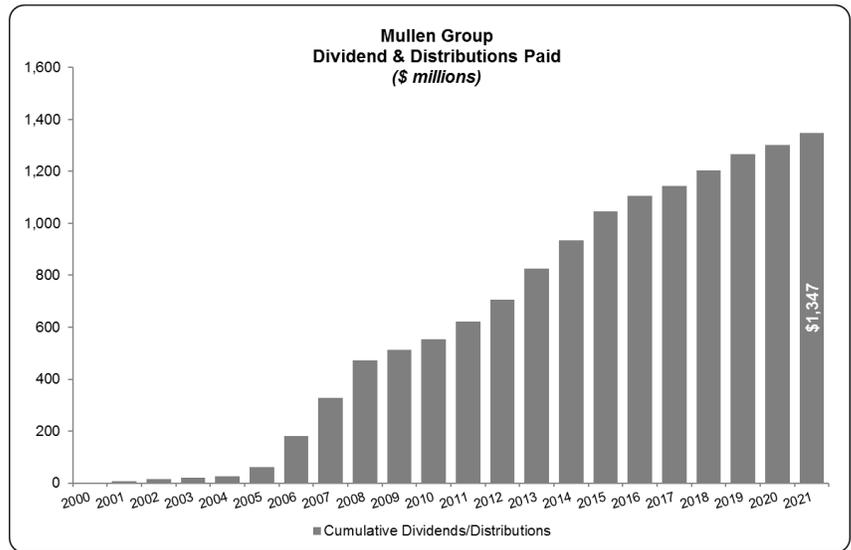
<sup>(11)</sup> Price/earnings ratio was calculated by dividing the year-end closing price by earnings (loss) per share adjusted for the impairment of goodwill.



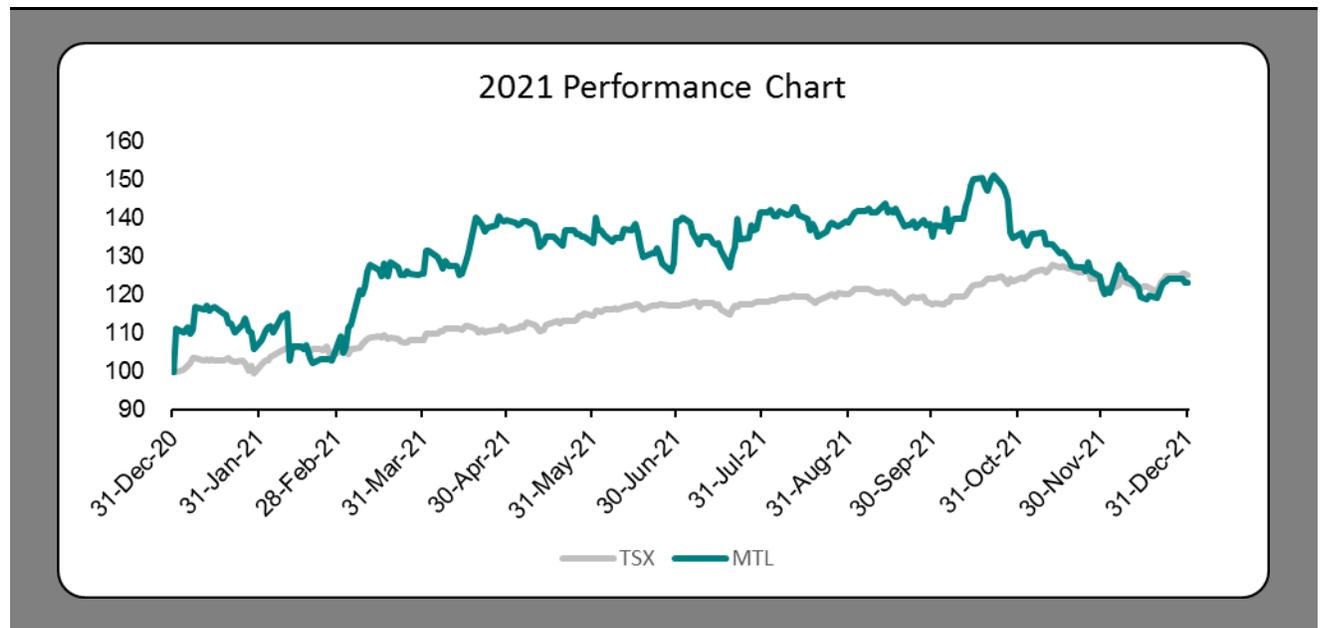
## SHAREHOLDER INFORMATION

Mullen Group's shares are listed on the Toronto Stock Exchange ("**TSX**") under the trading symbol **MTL**.

Our acquisition strategy is focused on generating free cash and is designed to ensure we build a better company – not a bigger company. Through our commitment to disciplined capital allocation and our diversified and stable portfolio of cash generating Business Units (as hereafter defined on page 12), we have generated substantial free cash in excess of our operating needs, year after year. This has allowed us to surpass \$1.3 billion in cumulative dividends and distributions to our investors in the past twenty years. In addition, during 2020 and 2021 we returned a further \$97.7 million to shareholders by repurchasing and retiring 11,442,795 Common Shares at an average price of \$8.54 per share.



The following graph illustrates the cumulative return of our Common Shares for 2021, assuming an initial investment of \$100 on December 31, 2020, compared to the S&P/TSX Composite Total Return Index, assuming the reinvestment of all declared dividends.



## EXECUTIVE SUMMARY

This is the second consecutive quarter that we achieved record revenue. Earlier this year we acquired six quality companies. They have driven, not only, revenue growth, we have expanded into new markets that we believe there is the potential for continued growth, gained access to an expanded customer base and added to our workforce at a time when recruiting new employees has turned into a real challenge. Suffice to say, we are most pleased with these investments.

Aside from our strong financial performance, which could not have been attained without the commitment of a dedicated workforce, we were so impressed with how our entire team of logistics professionals handled the ongoing challenges associated with COVID-19. Our people responded in ways that we could not have imagined even a year ago. There were so many stress points, so much uncertainty and challenges, yet they still persevered to get the freight moved to customers. We are so proud to represent these hardworking essential workers.

Mullen Group generates cash in excess of its operating needs through a diversified business model combined with a highly adaptable and variable cost structure. The financial results for the three month period ended December 31, 2021, are as follows:

- generated record quarterly revenue of \$441.9 million, an increase of \$144.2 million, or 48.4 percent, as compared to \$297.7 million in 2020 due to \$136.1 million of incremental revenue generated from acquisitions and internal growth resulting in:
  - an increase of \$52.5 million to \$168.8 million in the Less-Than-Truckload segment
  - an increase of \$35.0 million to \$131.8 million in the Logistics & Warehousing segment
  - a decrease of \$2.8 million to \$82.0 million in the Specialized & Industrial Services segment
  - added \$61.2 million of revenue in our new U.S. & International Logistics segment
- earned adjusted operating income before depreciation and amortization ("**Adjusted OIBDA**"<sup>1</sup>) of \$60.6 million, an increase of \$13.7 million as compared to \$46.9 million in 2020 resulting in:
  - an increase of \$8.0 million to \$25.7 million in the Less-Than-Truckload segment
  - an increase of \$4.4 million to \$23.3 million in the Logistics & Warehousing segment
  - a decrease of \$2.3 million to \$12.3 million in the Specialized & Industrial Services segment
  - added \$2.0 million of Adjusted OIBDA<sup>1</sup> in our new U.S. & International Logistics segment

### **Fourth Quarter Financial Results**

**Record quarterly revenue increasing by \$144.2 million, or 48.4 percent, to \$441.9 million and is summarized as follows:**

- Less-Than-Truckload segment up \$52.5 million, or 45.1 percent, to \$168.8 million – revenue improved by \$52.5 million due to \$44.7 million of incremental revenue generated from acquisitions, a \$6.9 million increase in fuel surcharge revenue and from the continued strength in consumer spending.
- Logistics & Warehousing segment up \$35.0 million, or 36.2 percent, to \$131.8 million – revenue improved by \$35.0 million due to \$26.3 million of incremental revenue from acquisitions, a \$3.1 million increase in fuel surcharge revenue and from a \$5.6 million increase in same store sales as economic activity continued to improve resulting in greater demand for freight services.
- Specialized & Industrial Services segment down \$2.8 million, or 3.3 percent, to \$82.0 million – revenue declined by \$2.8 million mainly due to a \$14.3 million reduction in revenue from Premay Pipeline Hauling L.P. ("**Premay Pipeline**") and a \$3.3 million decrease at Smook Contractors Ltd. ("**Smook**"), resulting from a drop in pipeline activity and civil construction projects, respectively. These decreases were partially offset by a \$4.6 million increase in revenue from drilling related services as higher crude oil and natural gas prices led to greater drilling related activity in western Canada and from \$3.9 million of incremental revenue from acquisitions.

<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



- U.S. & International Logistics segment added \$61.2 million – this segment generated \$61.2 million of gross freight revenue from freight tendered through the company's logistics group or to contracted Station Agents. Revenue was above expectations due to the strong U.S. freight market and new business generated from the addition of new regional Station Agents.

**Adjusted OIBDA<sup>1</sup> increased by \$13.7 million, or 29.2 percent, to \$60.6 million and is summarized as follows:**

- Less-Than-Truckload segment up \$8.0 million, or 45.2 percent, to \$25.7 million – Adjusted OIBDA<sup>1</sup> improved due to \$7.0 million of incremental Adjusted OIBDA<sup>1</sup> from acquisitions and strong demand being somewhat offset by higher purchased transportation costs. Adjusted operating margin<sup>1</sup> remained consistent at 15.2 percent as compared to the same period in 2020.
- Logistics & Warehousing segment up \$4.4 million, or 23.3 percent, to \$23.3 million – Adjusted OIBDA<sup>1</sup> improved due to \$4.7 million of incremental Adjusted OIBDA<sup>1</sup> from acquisitions and from the improved performance by most Business Units (as hereafter defined on page 12). These increases were somewhat offset by higher purchased transportation costs, which was mainly associated with the new acquisitions. As a result, adjusted operating margin<sup>1</sup> decreased to 17.7 percent as compared to 19.5 percent in 2020.
- Specialized & Industrial Services segment down \$2.3 million, or 15.8 percent, to \$12.3 million – Adjusted OIBDA<sup>1</sup> declined due to a \$3.5 million decrease relating to those Business Units providing specialized services including pipeline hauling and stringing services being somewhat offset by a \$1.5 million increase from those Business Units tied to drilling and drilling related activity. Adjusted operating margin<sup>1</sup> decreased by 2.2 percent to 15.0 percent as compared to 17.2 percent in 2020 due to a change in revenue mix associated with large diameter pipeline projects.
- U.S. & International Logistics segment added \$2.0 million of Adjusted OIBDA<sup>1</sup> in the quarter, which represents a margin of 3.3 percent of gross revenue. This margin is lower than our asset based segments due to the nature of the business.

**Net income increased by 100.0 percent to \$20.2 million, or \$0.21 per Common Share due to:**

- A \$13.6 million increase in OIBDA, a \$5.1 million decrease in the loss on sale of property, plant and equipment, a \$1.1 million decrease in amortization of intangible assets and a \$1.1 million increase in earnings from equity investments.
- The above was partially offset by a \$4.5 million increase in income tax expense, a \$2.8 million increase in depreciation of right-of-use assets, a \$2.1 million increase in depreciation of property, plant and equipment, a \$0.7 million increase in finance costs and a \$0.7 million negative variance in net foreign exchange.

**Year End Financial Results**

**Record revenue increasing by \$313.1 million, or 26.9 percent, to \$1.5 billion and is summarized as follows:**

- Less-Than-Truckload segment up \$141.5 million, or 31.9 percent, to \$585.3 million – revenue improved by \$141.5 million due to \$104.9 million of incremental revenue generated from acquisitions, a \$17.5 million increase in fuel surcharge revenue and from the continued strength in consumer spending.
- Logistics & Warehousing segment up \$103.6 million, or 28.6 percent, to \$465.6 million – revenue improved by \$103.6 million due to \$82.4 million of incremental revenue from acquisitions, a \$6.8 million increase in fuel surcharge revenue and a \$14.4 million increase in same store sales as economic activity continued to improve throughout the year resulting in greater demand for freight services.
- Specialized & Industrial Services segment down \$48.6 million, or 13.4 percent, to \$313.4 million – revenue declined by \$48.6 million mainly due to a \$46.2 million reduction in revenue from Premay Pipeline and a \$14.8 million decrease at Smook, resulting from a drop in pipeline activity and civil construction projects, respectively. Revenue from the transportation of fluids and servicing of wells also declined by \$9.0 million. These decreases were partially offset by a \$13.3 million increase in revenue from drilling related services as demand for services improved in the last half of 2021 and from \$10.4 million of incremental revenue from acquisitions.

<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



- U.S. & International Logistics segment added \$118.2 million – this new segment generated \$118.2 million of gross freight revenue from freight tendered through the company's logistics group or to contracted Station Agents during the second half of 2021. Revenue was above expectations due to the strong U.S. freight market and new business generated from the addition of new regional Station Agents.

**Adjusted OIBDA<sup>1</sup> increased by \$27.6 million, or 14.4 percent, to \$218.7 million and is summarized as follows:**

- Less-Than-Truckload segment up \$23.6 million, or 33.6 percent, to \$93.9 million – Adjusted OIBDA<sup>1</sup> improved due to \$16.1 million of incremental Adjusted OIBDA<sup>1</sup> from acquisitions and strong demand. Adjusted operating margin<sup>1</sup> increased modestly to 16.0 percent as compared to 15.8 percent in 2020.
- Logistics & Warehousing segment up \$17.9 million, or 27.3 percent, to \$83.4 million – Adjusted OIBDA<sup>1</sup> improved due to \$16.9 million of incremental Adjusted OIBDA<sup>1</sup> from acquisitions and from the improved performance by most Business Units. Adjusted operating margin<sup>1</sup> decreased slightly to 17.9 percent as compared to 18.1 percent in 2020.
- Specialized & Industrial Services segment down \$17.3 million, or 25.9 percent, to \$49.4 million – Adjusted OIBDA<sup>1</sup> declined due to a \$19.1 million decrease relating to those Business Units providing specialized services including pipeline hauling and stringing services and a \$2.6 million decrease from those Business Units involved in the transportation of fluids and servicing of wells being somewhat offset by a \$4.4 million increase from those Business Units tied to drilling and drilling related activity. Adjusted operating margin<sup>1</sup> decreased by 2.6 percent to 15.8 percent as compared to 18.4 percent in 2020 due to a change in revenue mix associated with large diameter pipeline projects.
- U.S. & International Logistics segment added \$4.9 million of Adjusted OIBDA<sup>1</sup> in the last two quarters of 2021, which represents a margin of 4.1 percent of gross revenue. This margin is lower than our asset based segments due to the nature of the business.

**Net income increased by \$8.4 million to \$72.4 million, or \$0.75 per Common Share due to:**

- An \$18.8 million increase in OIBDA, a \$5.3 million increase in the gain on sale of property, plant and equipment, a \$2.2 million positive variance in the fair value of investments and from a \$0.2 million gain on contingent consideration.
- The above was partially offset by a \$6.3 million increase in depreciation of right-of-use assets, a \$5.3 million increase in amortization of intangible assets, a \$1.9 million increase in finance costs, a \$1.7 million negative variance in net foreign exchange, a \$1.5 million increase in income tax expense, a \$0.8 million increase in depreciation of property, plant and equipment, a \$0.4 million negative variance in the fair value of equity investment, and a \$0.2 million decrease in earnings from equity investments.

### **Financial Position**

The following summarizes our financial position as at December 31, 2021, along with some key changes that occurred during the fourth quarter of 2021:

- Working capital of \$50.8 million including \$89.0 million of amounts drawn on our \$250.0 million of bank lines of credit consisting of our RBC Credit Facility (as hereafter defined on page 20) and our CIBC Credit Facility (as hereafter defined on page 19).
- Total net debt<sup>1</sup> (\$598.4 million) to operating cash flow (\$237.2 million) (as hereafter defined on page 44) of 2.52:1 as defined per our Private Placement Debt (as hereafter defined on page 26) agreement (threshold of 3.50:1).
- Private Placement Debt of \$460.7 million with no scheduled maturities until 2024 (average fixed rate of 3.93 percent per annum). Private Placement Debt decreased by \$1.4 million due to the foreign exchange gain on our U.S. \$229.0 million debt.

<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



- Book value of Derivative Financial Instruments down \$2.2 million to \$37.4 million, which swaps our \$229.0 million of U.S. dollar debt at an average foreign exchange rate of \$1.1096.
- Net book value of property, plant and equipment of \$986.0 million, which includes \$630.7 million of carrying costs of owned real property.
- Year to date, we repurchased and cancelled 3,469,869 Common Shares at an average price of \$12.78 per share under our normal course issuer bid.

### **2022 – Another Year of Growth**

Clearly acquisitions were the main driver of our revenue growth last year, in fact we suspect this may be the case for some time due to the current state of this economic cycle. The economy is running at near full capacity. We have virtually no way to add additional equipment to our fleet due to OEM allotments and there is a shortage of available workers, all of which explains why inflation has taken hold. In this environment we see growth through acquisition as the most plausible outcome. The other outcome will be higher pricing, feeding the inflation spiral. The worker shortage, higher wages, along with some serious productivity losses associated with new health and safety protocols, supply chain bottlenecks all contribute to a period of rising costs. We must adapt to these changing market conditions.

As we start the new year COVID-19 continues to dominate the headlines and impact business, especially in Canada. Throughout our system, we are experiencing government mandates, blockades, coupled with a multitude of issues associated with the supply chain. It is our expectation that these issues will be temporary in nature and that the economy, along with our business, will recover as the year unfolds.

## **OUTLOOK**

Predicting how 2022 will unfold has become more complicated lately given the level of uncertainty associated with inflationary pressures. Unlike the last two years, central bankers, led by the U.S. Federal Reserve and the Bank of Canada, have now reached an inflection point where they must start raising interest rates and withdrawing monetary liquidity from the financial system, steps designed to slow economic activity and contain the inflation spiral, economic conditions that were created with excessive quantitative measures and easy monetary policy. In other words, it is our view that the fast-paced economic expansion of the last 18 months will begin to slow as central banks withdraw liquidity from the system and consumers start to feel the stresses from rising prices. And we cannot forget COVID-19 still impacts business. The health and safety protocols associated with the virus continue to have a significant impact on the economy, productivity levels and employee availability, issues we must carefully monitor on a regular basis.

A slowdown in the economy, however, is not expected to materially change our business outlook for 2022, primarily due to the expansion efforts we implemented last year. In 2021 we used a strong balance sheet and cash position to acquire six outstanding companies, gaining access to new customers, an experienced workforce and critical mass in key strategic markets. These investments are expected to add annual revenues of \$400.0 million and generate margins consistent with our existing business. In 2022 our results will include a full year performance from these acquisitions. In addition, the logistics sector of the economy and the supply chain remain capacity constrained, conditions that indicate that pricing leverage is expected, especially with the current tightness in the labour market.

We own a diversified portfolio of Business Units (as hereafter defined on page 12) providing a wide range of logistics services and solutions to several key parts of the economy. This diversification is a key component of our strategy and is one of the primary reasons we have grown over the years, regardless of market fluctuations and changes. In 2022 it is our expectation that overall economic activity, the main factor influencing the demand for the transportation and logistics services, will remain stable driven by steady consumer spending, a recovery in capital investment, most notably in the construction and energy sectors of the economy, and rising prices. For these reasons we expect another solid performance in 2022.

We continue to maintain a strong balance sheet with additional liquidity available to pursue strategic acquisitions. Overall, however, we are uncomfortable with the current valuation expectations of the opportunities presented to us. As such, we will focus on the integration of last year's acquisitions, streamline business to capture synergies and focus on a new differentiated pricing model to ensure, at the very least, that margins are maintained. We are very confident that 2022 will be a year Mullen Group generates record revenues.



## CORPORATE OVERVIEW

Mullen Group is a publicly-traded company listed on the Toronto Stock Exchange ("TSX") under the symbol "MTL". We are one of North America's largest logistics providers. Our network of independently operated businesses provide a wide range of service offerings including less-than-truckload ("LTL"), truckload, warehousing, logistics, transload, oversized, third-party logistics ("3PL") and specialized hauling transportation. We also operate as a 3PL provider in the U.S. In addition, we provide a diverse set of specialized services related to the energy, mining, forestry and construction industries in western Canada, including water management, fluid hauling and environmental reclamation.

### Objective – Maximize Shareholder Value

We strive to maximize the overall returns to shareholders, over the long-term, by focusing on the following strategies:

- *Focused Growth*
- *Return Free Cash to Shareholders*
- *Maintain a Well-Structured Balance Sheet*
- *Strive for Operational Excellence*
- *Operate a Decentralized Business Model*

#### ***Focused Growth***

Our approach to achieving maximum overall returns to shareholders is based upon the following strategic components:

- Deploy capital to expand business over the long-term.
- Invest in sectors of the economy where we believe future growth opportunities exist.
- Invest in accretive acquisitions – acquire competing, complementary or new business lines that can accelerate growth over the long-term.
- Diversify – continue to grow and invest where opportunities exist in the four sectors of the economy where we have strong market penetration and customer relationships, namely, the Less-Than-Truckload segment through our final mile delivery network, the Logistics & Warehousing segment including a wide range of trucking and logistics services, the Specialized & Industrial Services segment providing specialized equipment and services to several different industries and the U.S. & International Logistics segment where we provide 3PL services to a wide range of customers.

Since going public in 1993, Mullen Group, and its predecessors the Mullen Group Income Fund and Mullen Transportation Inc., have grown annual revenues from \$72.6 million in 1993 to over \$1.4 billion in 2021. During this period over 77 acquisitions have been completed.

#### ***Return Free Cash to Shareholders***

One of our objectives is to build a business that generates cash in excess of our operating and financing requirements, funds that can be returned to shareholders through dividends, share buybacks or reinvested to grow the business.

During 2021 we declared dividends of \$0.48 per Common Share. In 2020 we paid annual dividends of \$0.35 per Common Share. On December 8, 2021, we announced our intention to pay annual dividends of \$0.60 per Common Share (\$0.05 per Common Share on a monthly basis) for 2022, subject to the Board approval. Since going public in 1993, we have distributed over \$1.3 billion in cash dividends and distributions to our shareholders. Since March



2020, the Corporation has returned an additional \$97.7 million to shareholders by repurchasing and cancelling 11.4 million Common Shares under the NCIB (as hereafter defined on page 18) program.

### ***Maintain a Well-Structured Balance Sheet***

We strive to maintain a balance sheet structured in such a manner to ensure that sufficient liquidity is maintained to allow us to meet our liabilities and corporate objectives under both normal and stressed conditions. In terms of liabilities, we maintain sufficient liquidity to not only meet our obligations when due, but to avoid incurring unacceptable losses or risking damage to our reputation. Furthermore, we have balanced our equity with a reasonable proportionate use of structured long-term debt. Most notably, we use Private Placement Debt (as hereafter defined on page 26), which matures in 2024 and 2026 and has a 3.5 times total net debt<sup>1</sup> to operating cash flow (as hereafter defined on page 44) covenant.

We generated \$198.0 million in net cash from operating activities (2020 – \$224.8 million). At December 31, 2021, we had \$50.8 million of working capital (2020 – \$239.1 million), including \$89.0 million of borrowings on our \$150.0 million RBC Credit Facility (as hereafter defined on page 20) and our \$100.0 million CIBC Credit Facility (as hereafter defined on page 19), a debt-to-equity ratio of 0.84:1 (2020 – 0.68:1) and a total net debt<sup>1</sup> to operating cash flow of 2.52:1 (2020 – 2.10:1). Total net debt<sup>1</sup> to operating cash flow financial covenant under our Private Placement Debt enables the Corporation to include the trailing twelve months operating cash flows for acquisitions. We have not included the trailing twelve months of operating cash flows from our most recent acquisitions in our calculations.

### ***Strive for Operational Excellence***

Our business is managed upon the basic principles of generating superior profitability, striving for excellence in safety and committing to the process of continuous improvement. Operating in a team environment, we challenge ourselves to make decisions on all aspects relating to the operations of the business, improve customer service, enhance business processes, maintain cost controls, obtain excellence in safety and generate superior profitability. We evaluate operational excellence by benchmarking the financial performance, safety statistics and return on invested capital of each Business Unit.

### ***Operate a Decentralized Business Model***

We operate a decentralized business model that is non-hierarchical in nature. Each Business Unit is held accountable for its own performance and results. The management and employees of the Business Units (as hereafter defined below) are remunerated based upon the performance of their respective business. Corporate Office (as hereafter defined below) provides overall support to the Business Units by coordinating business strategies, monitoring financial and business performance and providing shared services on an as-needed basis. In addition, the Corporate Office has invested significantly in real estate holdings and operating facilities, mainly for use by the Business Units. The carrying costs of such holdings at December 31, 2021, was \$630.7 million (2020 – \$591.6 million).

We believe this model generally results in superior customer service, lower costs and provides greater operational flexibility as compared to a fully-integrated business model. Giving responsibility and the necessary authority to the Business Unit encourages greater entrepreneurship and innovation as the teams are empowered and rewarded for their actions.

## **Business**

The business is operated through a network of wholly-owned companies and limited partnerships (the "**Business Units**"). The segments are differentiated by the type of service provided, equipment requirements and customer needs. Mullen Group provides the capital and financial expertise, legal support, technology and systems support, shared services and strategic planning (the "**Corporate Office**") for the Business Units. The Corporate Office also invests in certain public and private corporations. In addition, the Corporate Office, through its subsidiary MT Investments Inc. ("**MT**"), owns a network of real estate holdings and facilities that are leased primarily to the

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<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



Business Units. Such properties are leased to the Business Units by MT on commercially reasonable terms. The day to day management of the Business Units is conducted at the subsidiary level.

## New Operating Segment

In the third quarter of 2021, we commenced reporting financial results in four segments with the addition of the **U.S. & International Logistics segment**. The new segment reflects the strategic decision to expand our business outlook from the Canadian market, which was the focus of our growth strategy since inception. The change in segment reporting structure more accurately reflects our strategic direction and the business of Mullen Group today and aligns with how financial information was reviewed internally for the purpose of decision-making; capital allocation and assessing performance. The acquisition of the assets and business of QuadExpress (as hereafter defined on page 16) was the first investment in the U.S. & International Logistics segment.

## Operating Segments

### Less-Than-Truckload Segment

Less-Than-Truckload consisted of 13 regionally focused Business Units and is often referred to as the final or last mile delivery of general freight consisting of smaller shipments, packages and parcels. Through an extensive terminal network the pickup, handling and delivery of a wide range of freight including ambient, temperature controlled and consumer goods is coordinated from regional hubs located in Ontario and western Canada. We are committed to investing in the most advanced technologies available ensuring the continued improvement in all aspects of our business, shortening delivery times and providing customers with visibility, via tracking and tracing, to their shipments during transit.

<i>Service Offerings</i>	<i>Key Drivers and Considerations</i>
<ul style="list-style-type: none"> <li>Less-Than-Truckload Trucking (LTL)</li> </ul>	<ul style="list-style-type: none"> <li>Regional network comprised of 114 terminals;</li> <li>Tied to consumer needs</li> </ul>
<ul style="list-style-type: none"> <li>Ambient Temperature Controlled Transportation</li> </ul>	<ul style="list-style-type: none"> <li>Tied to the movement of healthcare products</li> </ul>

### Less-Than-Truckload Segment:

Business Unit	Primary Service Region	Number of Units		
		Power Units	Trailers	Other*
APPS Cargo Terminals Inc. <sup>(1)</sup>	Western Canada	88	33	40
APPS Cartage Inc. <sup>(1)</sup>	Ontario	130	392	265
Argus Carriers Ltd.	Lower Mainland British Columbia	61	52	13
Courtesy Freight Systems Ltd.	Northern Ontario	52	44	49
DirectIT Group of Companies <sup>(2)</sup>	Calgary, Alberta	17	—	94
Gardewine Group Limited Partnership	Manitoba and Ontario	860	1,703	391
Grimshaw Trucking L.P.	Northern Alberta	130	327	55
Hi-Way 9 Express Ltd. <sup>(3)</sup>	Southern Alberta	289	692	36
Inter-Urban Delivery Service Ltd.	Lower Mainland British Columbia	50	35	1
Jay's Transportation Group Ltd.	Saskatchewan	205	371	152
Number 8 Freight Ltd.	Lower Mainland British Columbia	59	—	1
Pacific Coast Express Limited <sup>(4)</sup>	Western Canada	43	78	17
R.S. Harris Transport Ltd. <sup>(5)</sup>	Manitoba	80	169	13

\* Other includes miscellaneous equipment such as: pick-ups, warehousing and yard equipment.

<sup>(1)</sup> Acquired June 24, 2021.

<sup>(2)</sup> Acquired October 1, 2021.

<sup>(3)</sup> On January 1, 2020, the operations of Load-Way Ltd. and Streamline Logistics Inc., were integrated into Hi-Way 9 Express Ltd.

<sup>(4)</sup> Acquired September 1, 2020.

<sup>(5)</sup> Acquired July 1, 2021.



## Logistics & Warehousing Segment

The Logistics & Warehousing segment consisted of 12 Business Units that provide shippers throughout North America with a wide range of trucking and logistics service offerings including full truckload, specialized transportation, warehousing, fulfillment centres that handle e-commerce transactions, and transload facilities designed for intermodal and bulk shipments. Operations and customer service are supported by a robust suite of leading edge technology solutions including a fully integrated transportation management system, customized inventory management and warehouse systems along with our proprietary Moveitonline® and Haulistic™ technology platforms, applications that are positioning our organization for an evolving and changing supply chain.

<i>Service Offerings</i>	<i>Key Drivers and Considerations</i>
<ul style="list-style-type: none"> <li>Long-Haul Trucking (T/L)</li> </ul>	<ul style="list-style-type: none"> <li>Tied to general economy (i.e., GDP)</li> </ul>
<ul style="list-style-type: none"> <li>Logistics, Intermodal and Transload Services</li> </ul>	<ul style="list-style-type: none"> <li>Requires less maintenance capital</li> </ul>
<ul style="list-style-type: none"> <li>Bulk Hauling</li> </ul>	<ul style="list-style-type: none"> <li>Primarily contract services</li> </ul>

### Logistics & Warehousing Segment:

Business Unit	Primary Service Provided	Number of Units		
		Power Units	Trailers	Other*
24/7 The Storehouse (2015) Ltd.	Value-Added Warehousing and Distribution Services	—	—	24
Bandstra Transportation Systems Ltd. <sup>(1)</sup>	LTL, Irregular Route Truckload & Specialized Transportation	159	333	65
Caneda Transport Ltd.	LTL & Irregular Route Truckload	52	102	11
Cascade Carriers L.P.	Dry Bulk Freight	88	370	12
DWS Logistics Inc.	Value-Added Warehousing and Distribution Services	—	—	53
International Warehousing & Distribution Inc. <sup>(2)</sup>	Value-Added Warehousing and Distribution Services	52	71	1
Kleysen Group Ltd.	Irregular Route Truckload & Multi-Modal	240	918	842
Mullen Trucking Corp.	Irregular Route Truckload & Specialized Transportation	90	255	44
Payne Transportation Ltd.	Irregular Route Truckload & Specialized Transportation	123	212	10
RDK Transportation Co. Inc.	Irregular Route Truckload & Specialized Transportation	57	109	4
Tenold Transportation Ltd.	Irregular Route Truckload & Specialized Transportation	69	58	32
Tri Point Intermodal Services Inc. <sup>(3)</sup>	Intermodal Transportation and Storage Services	50	137	5

\* Other includes miscellaneous equipment such as: pick-ups, rail cars, containers, and warehousing and yard equipment.

<sup>(1)</sup> Acquired April 16, 2021.

<sup>(2)</sup> Acquired October 2020.

<sup>(3)</sup> Acquired on June 1, 2021.

## Specialized & Industrial Services Segment

Specialized & Industrial Services consisted of 16 Business Units and is comprised of a wide range of unique businesses providing specialized equipment and services to the oil and natural gas, environmental, construction, pipeline, utility, telecom and civil industries. Strategically located throughout western Canada, these specialty Business Units are focused on providing advanced technology solutions and leading edge service capabilities.

<i>Service Offerings</i>	<i>Key Drivers and Considerations</i>
<ul style="list-style-type: none"> <li>Production Services</li> </ul>	<ul style="list-style-type: none"> <li>Commodity prices (i.e., oil and natural gas)</li> </ul>
<ul style="list-style-type: none"> <li>Specialized Services               <ul style="list-style-type: none"> <li>oil sands, dewatering and infrastructure</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Infrastructure and capital projects</li> <li>Take-away / Pipeline Capacity</li> </ul>
<ul style="list-style-type: none"> <li>Drilling and Drilling Related</li> </ul>	<ul style="list-style-type: none"> <li>Drilling activity in western Canada</li> <li>Drilling trends and evolving technologies</li> </ul>



## Specialized & Industrial Services Segment:

Business Unit	Primary Service Provided	Number of Units		
		Power Units	Trailers	Other*
Babine Truck & Equipment Ltd. <sup>(1)</sup>	Original Equipment Manufacturer Parts and Service Dealer	2	—	4
Canadian Dewatering L.P.	Water Management Services	2	42	1,853
Cascade Energy Services L.P.	Production services, Turnaround and Industrial Cleaning Services	316	440	93
Canadian Hydrovac Ltd.	Hydrovac Excavation Services	25	4	10
E-Can Oilfield Services L.P.	Fluid Transportation	150	90	45
Engolve Energy Services Corp.	Processing and Disposal of Oilfield Fluids	—	—	3
Formula Powell L.P.	Mud / Fluid Transportation & Warehousing	36	345	74
Heavy Crude Hauling L.P. <sup>(2)</sup>	Fluid Transportation	134	302	29
Mullen Oilfield Services L.P. <sup>(3)</sup>	Rig Relocation Services	155	325	43
OK Drilling Services L.P.	Conductor Pipe Setting	8	15	22
Premay Equipment L.P.	Specialized Heavy Haul	33	315	40
Premay Pipeline Hauling L.P.	Large Diameter Pipe Transportation	77	175	86
Recon Utility Search L.P.	Hydrovac Excavation Services	13	5	11
Smook Contractors Ltd.	Civil Construction	39	74	103
Spearing Service L.P.	Fluid Transportation	207	528	50
TREO Drilling Services L.P.	Core Drilling	20	94	46

\* Other includes miscellaneous equipment such as: pick-ups, mounted dri-prime diesel pumps, submersible pumps, earthmoving equipment, yard equipment and containers.

<sup>(1)</sup> Acquired April 16, 2021.

<sup>(2)</sup> On April 1, 2020, the operations of R. E. Line Trucking (Coleville) Ltd. were combined into Heavy Crude Hauling L.P.

<sup>(3)</sup> On January 1, 2020, the operations of Withers L.P. were combined into Mullen Oilfield Services L.P.

## U.S. & International Logistics Segment

The transportation and movement of goods throughout the supply chain is critical to every company and an important component of the global economy representing approximately 10.0 percent of total GDP. 3PL, which is typically defined as providing non-asset based value-added transport services, is one of the fastest growing components of the supply chain. 3PL is a transportation management service, generally performed in conjunction with freight brokerage and requires a software platform to facilitate a seamless and efficient transaction, regardless of the mode of transportation required. In the United States, industry statistics estimate 3PL to be a U.S. \$160.0 billion industry.

The U.S. & International Logistics segment currently consists of one Business Unit, HAUListic LLC ("HAUListic"), a Naperville, Illinois based 3PL provider, that offers a wide range of logistics services through a combination of professional representatives and a network of independently owned and managed Station Agents, to over 2,700 customers in the United States and Mexico, utilizing over 6,000 certified sub-contractor carriers. HAUListic owns a proprietary integrated transportation management platform, branded as SilverExpress, that provides real time information to customers and carriers, offering price and capacity discovery along with tracking and tracing capabilities.

### Service Offerings

- Third-Party Logistics (3PL)

### Key Drivers and Considerations

- Tied to general economy in the U.S. (i.e., GDP)

## U.S. & International Logistics Segment:

Business Unit	Primary Service Provided
HAUListic LLC <sup>(1)</sup>	Third-Party Logistics

<sup>(1)</sup> Acquired June 30, 2021.



A more detailed description of the Business Units is set forth in the Annual Information Form, which is dated February 9, 2022, and is available on the Corporation's issuer profile on SEDAR at [www.sedar.com](http://www.sedar.com), our website at [www.mullen-group.com](http://www.mullen-group.com) or upon request, free of charge, from the Corporate Investor Services group at [ir@mullen-group.com](mailto:ir@mullen-group.com).

## **Human Resources**

As at December 31, 2021, approximately 7,200 people were employed or engaged by the Business Units and at Corporate Office. These people include owner operators and dedicated subcontractors engaged by the Business Units. This compares to approximately 5,600 people in 2020. The increase is mainly due to acquisitions that were completed in the Less-Than-Truckload, and the Logistics & Warehousing segments in 2021. The new segment, U.S. & International Logistics, added approximately 300 employees in 2021, while employment levels within the Specialized & Industrial Services segment and the Corporate Office remained largely consistent on a year over year basis.

## **Capital Allocations**

### **Acquisitions**

*The acquisitions set forth below have been accounted for by the acquisition method and the financial results of operations have been included in the accompanying Annual Financial Statements from the date of acquisition.*

### **2021**

**Bandstra Transportation Systems Ltd./Babine Truck & Equipment Ltd.** – On April 16, 2021, we acquired all of the issued and outstanding shares of Bandstra Transportation Systems Ltd. ("**Bandstra**") and Babine Truck & Equipment Ltd. ("**Babine**") for total cash consideration of \$76.4 million. Bandstra is a privately held company headquartered in Smithers, British Columbia and provides a wide range of transportation and logistics services to communities in northern British Columbia including truckload, general freight, LTL and specialized hauling services. Customers are serviced through a network of three leased and eight owned facilities, all of which are included in the acquisition. They operate a fleet of approximately 180 power units, 360 trailers and 70 pieces of support equipment. Babine is an Original Equipment Manufacturer ("**OEM**") parts and service dealer providing parts, service and maintenance work from three locations in British Columbia supporting the natural resources, energy and transportation industries. We acquired Bandstra and Babine as part of our strategy to invest in the transportation sector. The financial results of Bandstra are included within the Logistics & Warehousing segment while Babine's financial results are included within the Specialized & Industrial Services segment.

**Tri Point Intermodal Services Inc.** – On June 1, 2021, we acquired all of the issued and outstanding shares of Tri Point Intermodal Services Inc. and Trillium Drayage Services Inc. (collectively, "**Tri Point**") for total cash consideration of \$8.8 million. Tri Point is based out of Mississauga, Ontario and mainly provides intermodal transportation and storage services to and from the Greater Toronto Area. We acquired Tri Point as part of our strategy to invest in the transportation sector in eastern Canada. The financial results of Tri Point's operations are included in the Logistics & Warehousing segment.

**APPS Transport Group Inc.** – On June 24, 2021, we acquired all of the issued and outstanding shares of APPS Transport Group Inc. including its operating businesses APPS Cartage Inc. and APPS Cargo Terminals Inc. (collectively, "**APPS**") for total consideration of \$75.9 million consisting of \$66.5 million of cash consideration and from the issuance of 750,000 Common Shares of Mullen Group. APPS, based in Mississauga, Ontario with operations in western Canada, provides LTL, truckload and intermodal along with warehousing services. Through a combination of company trucks, independent owner operators, and interline partners, APPS and its dedicated group of 300 plus employees, service the commercial supply; food and beverage; and retail and consumer sectors which supports the business-to-business along with the business-to-consumer e-commerce space. We acquired APPS as part of our strategy to invest in the transportation sector in Canada. The financial results of APPS' operations are included in the Less-Than-Truckload segment.

**QuadExpress** – On June 30, 2021, we acquired all the assets and business of QuadExpress ("**QuadExpress**") from Quad Logistics Services, LLC, an indirect subsidiary of Quad/Graphics, Inc., ("**Quad**") for total cash consideration of \$49.6 million. We recorded \$49.6 million of cash used to acquire the assets and business of QuadExpress in our consolidated statement of cash flows. QuadExpress was rebranded as HAUListic LLC



("HAUListic") and provides 3PL, logistics, technology, delivery and freight transportation services to its customers throughout the United States and internationally, by utilizing its proprietary transportation management platform known as SilverExpress, through an expansive agency network. HAUListic operates out of Naperville, Illinois. We acquired the assets and business of HAUListic as part of our strategy to grow and expand our service offerings into the United States and internationally. The financial results of HAUListic' operations are included in the U.S. & International Logistics segment.

**R.S. Harris Transport Ltd.** – On July 1, 2021, we acquired all of the issued and outstanding shares of R.S. Harris Transport Ltd. ("Harris") for total cash consideration of \$11.4 million. Harris is a privately held company headquartered in Winnipeg, Manitoba and provides a wide range of transportation and logistics services including intermodal, truckload and general freight services. The acquisition of Harris aligns with our strategy of acquiring transportation and logistics companies that have a strong regional presence. The financial results of Harris are included within the Less-Than-Truckload segment. Harris will be managed by Gardewine Group Limited Partnership ("Gardewine") and combined with Gardewine effective January 1, 2022.

**DirectIT Group of Companies** – On October 1, 2021, we acquired the DirectIT Group of Companies consisting of all of the issued and outstanding shares of West Direct Express Ltd., including certain related companies and tradenames ("DirectIT") for total consideration of \$14.7 million consisting of \$9.4 million of cash consideration, subject to a working capital adjustment and from the issuance of 400,000 Common Shares of Mullen Group. Pursuant to the purchase and sale agreement, the vendors may receive cash consideration of \$1.0 million for achieving certain financial targets over the 12 month period ending December 31, 2022. We have estimated the fair value of this contingent consideration to be \$1.0 million. Based in Calgary, Alberta, DirectIT provides courier and small package delivery transportation services within the Calgary regional district. The acquisition of DirectIT aligns with our strategy of acquiring transportation and logistics companies that have a strong regional presence and will support our growth plans in the e-commerce, direct to consumer business as well as ambient deliveries. The financial results of DirectIT are included within the Less-Than-Truckload segment.

## 2020

**Pacific Coast Express Limited** – On August 1, 2018, we acquired 40.0 percent of the issued and outstanding shares of Pacific Coast Express Limited ("PCX") for \$2.0 million. We used the equity method to account for this investment and recognized \$1.6 million of earnings from August 1, 2018 until September 1, 2020. On September 1, 2020, we acquired all of the remaining issued and outstanding shares of PCX including two of PCX's operating facilities, one in Calgary, Alberta and one in Winnipeg, Manitoba for cash consideration of \$14.4 million. We recorded \$14.4 million of cash used to acquire PCX in our consolidated statement of cash flows, which consists of \$14.2 million of cash consideration paid on closing and \$0.2 million of bank indebtedness acquired. The fair value of PCX was \$18.4 million on the date control was obtained resulting in a \$0.4 million gain on this equity investment being recognized within other (income) expense on the consolidated statement of income. PCX is based out of the Lower Mainland of British Columbia and provides expedited handling of international LTL and truckload shipments to and from western Canada, the western United States and Mexico, along with shipments between multiple points in western Canada. PCX operates an owner operator and logistics model from four locations with its head office in Surrey, British Columbia, along with operating terminals in Edmonton and Calgary, Alberta and Winnipeg, Manitoba. We acquired PCX as part of our strategy to invest in the transportation sector in western Canada. The financial results of PCX's operations are included in the Less-Than-Truckload segment.

**International Warehousing & Distribution Inc.** – In October 2020, we announced an agreement to acquire all of the issued and outstanding shares of International Warehousing & Distribution Inc. ("IWD") for total cash consideration of \$5.7 million. IWD is based out of Mississauga, Ontario and provides sufferance warehousing and distribution services in Ontario. We acquired IWD as part of our strategy to invest in the warehousing and transportation sector in eastern Canada. The acquisition of IWD expands our service offering to the greater Toronto, Ontario market. The financial results of IWD's operations are included in the Logistics & Warehousing segment.



## **Normal Course Issuer Bid**

On March 3, 2021, we announced that we received approval from the TSX for the renewal of our normal course issuer bid ("**NCIB**"), commencing March 9, 2021, to purchase for cancellation up to 7,928,623 Common Shares in the open market on or before March 8, 2022. As at December 31, 2021, we had repurchased and cancelled 3,469,869 Common Shares for \$44.3 million under this NCIB program. All purchases were made in accordance with the NCIB at prevalent market prices as permitted by the TSX. The NCIB can be cancelled at the discretion of the Corporation at any time provided the Corporation is not in a blackout period. At December 31, 2021, the Corporation had 94,532,178 Common Shares issued and outstanding. In 2020 we completed our previous NCIB that began on March 9, 2020 and expired on March 8, 2021, by repurchasing the maximum allowable number of 7,972,926 Common Shares under the program for a total of \$53.4 million, representing an average price of \$6.70 per Common Share. Early in 2020, we announced a plan to allocate \$100.0 million over the course of three years to repurchase Common Shares of Mullen Group via an authorized share buyback program. In 2022 we intend on requesting approvals from the TSX to renew our share buyback program.

As at February 28, 2021, the average daily trading volume of the Common Shares on the TSX ("**ADTV**") for the most recently completed six calendar months was 286,151. Pursuant to TSX policies, the maximum number of Common Shares that may be purchased in one day pursuant to the NCIB was the greater of 1,000 and 25.0 percent of ADTV, which amounts to 71,537 Common Shares, subject to certain prescribed exceptions.

The Corporation entered into an automatic securities purchase plan (the "**ASPP**") with its broker, to allow for the repurchase of Common Shares at all times during the course of the NCIB including when the Corporation ordinarily would not be active in the market due to its own internal trading blackout periods, insider trading rules or otherwise. The funding for the purchase of Common Shares under the NCIB is financed out of the working capital of the Corporation. The ASPP can be cancelled at the discretion of the Corporation at any time provided the Corporation is not in a blackout period.

## **Dividends**

In 2021 we declared monthly dividends of \$0.04 per Common Share totalling \$0.48 per Common Share (2020 – \$0.33 per Common Share). At December 31, 2021, we had 94,532,178 Common Shares outstanding and a dividend payable of \$3.8 million (December 31, 2020 – \$2.9 million), which was paid on January 17, 2022.

On December 8, 2021, we announced our intention to pay annual dividends of \$0.60 per Common Share (\$0.05 per Common Share on a monthly basis) for 2022. On January 24, 2022, the Board declared a monthly dividend of \$0.05 per Common Share to be paid on February 15, 2022 to the holders of record at the close of business on January 31, 2022. The Board will continue to consider the amount of and the record date for the monthly dividend.

## **Capital Expenditures**

In 2021 gross capital expenditures were \$69.6 million as compared to \$67.0 million in 2020, including \$1.4 million of equipment transferred between segments. These capital expenditures were comprised of \$29.0 million in the Less-Than-Truckload segment (2020 – \$25.2 million), \$17.5 million in the Logistics & Warehousing segment (2020 – \$7.7 million), \$11.0 million in the Specialized & Industrial Services segment (2020 – \$11.4 million), nil in the U.S. & International Logistics segment (2020 – nil) and \$12.1 million in the Corporate Office (2020 – \$22.7 million). The \$2.6 million increase in gross capital expenditures was mainly due to a greater amount of capital invested in the Logistics & Warehousing segment as compared to the prior year. The majority of the capital invested in the Less-Than-Truckload segment mainly consisted of trucks and trailers to support growth opportunities as well as replace some older less efficient equipment. The majority of the capital invested in the Logistics & Warehousing segment mainly consisted of the construction of a new salt warehouse at our Esterhazy, Saskatchewan production facility and from purchasing new trucks, trailers and operating equipment to replace some older less efficient equipment. The majority of the capital invested in the Specialized & Industrial Services segment mainly consisted of pumps, generators and water management equipment along with civil construction equipment to support demand at Canadian Dewatering L.P. ("**Canadian Dewatering**") and Smook, respectively. There were no gross capital expenditures in the U.S. & International Logistics segment. Gross dispositions were \$22.1 million in 2021 as compared to \$16.6 million in 2020. These gross dispositions were comprised of \$2.0 million in the Less-Than-Truckload segment (2020 – \$0.8 million), \$2.2 million in the Logistics & Warehousing segment (2020 – \$2.1 million), \$8.2 million in the Specialized & Industrial Services segment (2020 – \$6.0 million), nil in the U.S. & International Logistics segment (2020 – nil) and \$9.7 million in the Corporate Office (2020 – \$7.7 million). In



addition, we expanded our real estate holdings with the \$8.5 million purchase of a 29,000 square foot cross dock facility in Edmonton, Alberta to support growth in our LTL network. MT also commenced construction of our 32,000 square foot cross dock facility in Kamloops, British Columbia to support the future expansion of our LTL operations in that province. The total cost of real property owned by Mullen Group as at December 31, 2021, is \$630.7 million.

On December 8, 2021, the Board approved a \$70.0 million capital budget for 2022, exclusive of corporate acquisitions, investment in facilities, land and buildings, with \$60.0 million to be allocated towards maintenance capital primarily to invest in trucks, trailers, specialized equipment and technology to improve the operations of the Business Units. In addition, we will allocate \$10.0 million to invest specifically towards sustainability initiatives.

### **Convertible Debentures**

In June 2019, we issued \$125.0 million of convertible unsecured subordinated debentures (the "**Debentures**"), by way of a bought deal, at a price of \$1,000 per Debenture. The Debentures are publicly traded and are listed on the TSX under the symbol "**MTL.DB**". The Debentures will mature on November 30, 2026 and bear interest at an annual rate of 5.75 percent payable semi-annually in arrears on May 31 and November 30 in each year beginning November 30, 2019.

Each \$1,000 Debenture is convertible into 71.4286 Common Shares of Mullen Group (such is based on a conversion price of \$14.00) at any time at the option of the holders of the Debentures. Thus, an aggregate of approximately 8.9 million Common Shares of Mullen Group may be issued if all the holders convert their principal amount. The proceeds of the offering was used for general corporate purposes, including acquisitions. As subordinated debt, the accounting value assigned to the Debentures including any related interest expense is excluded from our financial covenant calculations under our Private Placement Debt (as hereafter defined on page 26).

The Debentures shall not be redeemable by the Corporation prior to November 30, 2023. On or after November 30, 2023 and prior to November 30, 2025, the Debentures may be redeemed by the Corporation, in whole or in part from time to time, on not more than 60 days and not less than 40 days prior notice at a redemption price equal to their principal amount plus accrued and unpaid interest, if any, up to but excluding the date set for redemption, provided that the arithmetic average of the volume weighted average trading price of the Common Shares on the TSX for the 20 consecutive trading days ending five trading days prior to the date on which notice of redemption is provided is at least 125.0 percent of the conversion price. On or after November 30, 2025 and prior to the maturity date, the Debentures may be redeemed in whole or in part at the option of the Corporation on not more than 60 days and not less than 40 days prior notice at a redemption price equal to their principal amount plus accrued and unpaid interest if any, up to but excluding the date set for redemption.

The details of the debt component of the Debentures are as follows:

(\$ millions)		December 31, 2021		December 31, 2020	
Year of Maturity	Interest Rate	Face Value	Carrying Amount	Face Value	Carrying Amount
2026	5.75%	\$ 125.0	\$ 113.5	\$ 125.0	\$ 111.1

### **Credit Facilities**

On October 1, 2021, we entered into a new credit agreement (the "**CIBC Credit Facility**") with Canadian Imperial Bank of Commerce ("**CIBC**"). The CIBC Credit Facility is a \$100.0 million revolving demand credit facility to finance the Corporation's general operating requirements including acquisition transactions. Interest on the CIBC Credit Facility is based on either the Canadian bank prime rate plus 0.50 percent or U.S. bank base rate plus 0.50 percent, in each case payable in arrears or banker's acceptance rates plus an acceptance fee of 1.50 percent payable upon acceptance. The CIBC Credit Facility is unsecured although MT has granted an unlimited guarantee of any indebtedness owing on the CIBC Credit Facility. The CIBC Credit Facility does not have any financial covenants, however, we cannot be in default of our Private Placement Debt (as hereafter defined on page 26) and we must be in compliance with certain reporting and general covenants. We are in compliance with all of these reporting and general covenants.



We also have a loan agreement to borrow up to \$150.0 million on an unsecured credit facility with the Royal Bank of Canada (the "**RBC Credit Facility**"). Interest on the RBC Credit Facility is payable monthly and is based on either the bank prime rate plus 0.50 percent or bankers' acceptance rates plus an acceptance fee of 1.50 percent. This facility does not have any financial covenants, however, we cannot be in default of our Private Placement Debt and we must be in compliance with certain reporting and general covenants. We are in compliance with all of these reporting and general covenants. We amended the terms of our existing RBC Credit Facility on October 1, 2021, to add MT as a guarantor. MT has granted an unlimited guarantee of any indebtedness owing on the RBC Credit Facility. All other material terms of the RBC Credit Facility remain the same.

As at December 31, 2021, there was \$89.0 million drawn on the CIBC Credit Facility and the RBC Credit Facility (collectively, the "**Credit Facilities**").

### **Subsequent Events**

Subsequent to December 31, 2021, until the date of this report, we repurchased 482,868 Common Shares at a total cost of \$5.8 million.

**Monarch Messenger Services Ltd.** – Effective January 1, 2022, we acquired the assets and business of Monarch Messenger Services Ltd. ("**Monarch**") for total cash consideration of \$3.4 million. Monarch is a privately held company headquartered in Calgary, Alberta and provides courier and small package delivery transportation services as well as ambient temperature controlled freight in Alberta. The acquisition of the assets and business of Monarch aligns with our strategy of acquiring transportation and logistics companies that have a strong regional presence. The financial results of Monarch will be integrated into DirectIT, which is included within the Less-Than-Truckload segment; and Caneda Transport Ltd., which is included within the Logistics & Warehousing segment.

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## 2021 CONSOLIDATED FINANCIAL RESULTS

Strong top line revenue growth is the highlight of 2021 driven by the acquisitions of six quality companies, another year of economic expansion supported by the seemingly insatiable propensity for consumers to spend, accommodative monetary policy, and, for the first time in a very long time, an increase in capital investment by the resource and mining industries due to rising commodity prices. These were the primary reasons we are reporting record consolidated revenue in 2021.

The year, however, was not without challenges. COVID-19 continued to dominate the headlines leading to public policy initiatives, mandated business closures and new safety protocols – all of which contributed to supply chain disruptions, slowdowns and additional costs associated with a loss in productivity. A shortage of labour and inflationary pressures emerged as the newest obstacles to managing business. And there were numerous natural events, such as the floods in British Columbia that closed roads and rail systems and virtually bringing the supply chain to a halt for extended periods. Our Business Units did a masterful job of managing through these issues, a major reason the Mullen Group produced another profitable year.

One of the keys to our business is the diversification of service offerings, which is delivered through 42 Business Units. In 2021 we added new business lines, established a new reporting segment, the U.S. & International Logistics segment, expanding our reach deeper into the North American supply chain with the acquisition of HAUListic, invested in new facilities and enhanced our technology initiatives.

We used our strong balance sheet to fund the acquisitions while still maintaining ample liquidity to pursue new growth opportunities. And the business generated cash in excess of funds required to operate the business, pay dividends and repurchase shares via the share buyback program.

### Revenue

Revenue is generated by the Corporation through its Business Units. These Business Units are divided into four operating segments: Less-Than-Truckload, Logistics & Warehousing, Specialized & Industrial Services and U.S. & International Logistics. The Business Units utilize a combination of company assets that are either owned by the Business Unit or leased ("**Company Equipment**"), owner operators who provide trucks and/or trailers and work exclusively for the Business Unit under annual contracts and subcontractors who own their own equipment and are used during times of peak demand (collectively, "**Contractors**").

Consolidated Revenue by Segment						
Years ended December 31						
(\$ millions)	2021		2020		Change	
	\$	%*	\$	%*	\$	%
Less-Than-Truckload	585.3	39.5	443.8	38.0	141.5	31.9
Logistics & Warehousing	465.6	31.4	362.0	31.0	103.6	28.6
Specialized & Industrial Services	313.4	21.1	362.0	31.0	(48.6)	(13.4)
U.S. & International Logistics	118.2	8.0	—	—	118.2	—
Corporate and intersegment eliminations	(5.1)	—	(3.5)	—	(1.6)	—
<b>Total</b>	<b>1,477.4</b>	<b>100.0</b>	<b>1,164.3</b>	<b>100.0</b>	<b>313.1</b>	<b>26.9</b>

\*as a percentage of pre-consolidated revenue

Consolidated revenue in 2021 increased by \$313.1 million, or 26.9 percent, to \$1,477.4 million as compared to \$1,164.3 million in 2020. Acquisitions were the primary contributor to revenue growth adding incremental revenue of \$315.9 million, including \$118.2 million associated with our new reporting segment, U.S. & International Logistics. Consumer demand remained strong, the major reason freight shipments in both the Less-Than-Truckload and Logistics & Warehousing segments grew year over year. This growth was somewhat offset by declines in the Specialized & Industrial Services segment, primarily due to a drop in pipeline activity and civil construction projects. Revenue decreased in the first quarter by \$27.7 million, and increased by \$55.0 million, \$141.6 million and \$144.2 million in the second, third and fourth quarters, respectively, primarily due to acquisitions and a rebound in economic activity commencing in the second quarter.



In terms of revenue by segment, the Less-Than-Truckload segment grew by \$141.5 million including \$104.9 million of revenue generated by recent acquisitions as well as higher revenue experienced by Business Units owned for over one year (the "**legacy Business Units**") due to strong consumer spending and an increase in fuel surcharge revenue. Revenue in the Logistics & Warehousing segment grew by \$103.6 million including \$82.4 million generated by the acquisitions in this segment. The Specialized & Industrial Services segment revenue decreased by 13.4 percent, or \$48.6 million, largely due to the delays in pipeline and civil construction activity. The new U.S. & International Logistics segment added a further \$118.2 million of revenue. Consolidated fuel surcharge revenue increased by \$47.9 million to \$114.5 million as compared to \$66.6 million in 2020 with acquisitions contributing \$22.1 million of incremental fuel surcharge revenue and the remaining \$25.8 million of increased fuel surcharge revenue being attributable to higher diesel fuel prices.

Consolidated Revenue						
Years ended December 31						
(\$ millions)	2021		2020		Change	
	\$	%	\$	%	\$	%
Company	1,007.6	68.2	854.4	73.4	153.2	17.9
Contractors	462.5	31.3	305.2	26.2	157.3	51.5
Other	7.3	0.5	4.7	0.4	2.6	55.3
Total	1,477.4	100.0	1,164.3	100.0	313.1	26.9

Revenue is primarily generated by owned and operated Company Equipment and by utilizing the services of independent Contractors. Company revenue increased by \$153.2 million, or 17.9 percent, to \$1,007.6 million as compared to \$854.4 million in 2020 and represented 68.2 percent of consolidated revenue in the current period as compared to 73.4 percent in 2020. Revenue related to Contractors increased by \$157.3 million, or 51.5 percent, to \$462.5 million as compared to \$305.2 million in 2020, and represented 31.3 percent of consolidated revenue in the current period as compared to 26.2 percent in 2020, largely due to the effect of the U.S. & International Logistics segment that added \$118.2 million of revenue related to Contractors.

## Direct Operating Expenses

Direct operating expenses ("**DOE**") include two main categories of expenses. The first category of DOE relates to the direct costs incurred to operate and maintain Company Equipment. The major DOE associated with operating Company Equipment are wages, (which was offset by CEWS), fuel, repairs and maintenance, purchased transportation and operating supplies. The other expenses included under DOE – Company mainly consist of short-term or low value leases, equipment rent, insurance and licensing costs. The second category of DOE are the costs incurred to hire Contractors, whether owner operators or subcontractors.

Consolidated Direct Operating Expenses						
Years ended December 31						
(\$ millions)	2021		2020		Change	
	\$	%*	\$	%*	\$	%
Company						
Wages and benefits	250.2	24.8	230.3	27.0	19.9	8.6
CEWS	(13.1)	(1.3)	(20.1)	(2.4)	7.0	(34.8)
Fuel	87.9	8.7	66.7	7.8	21.2	31.8
Repairs and maintenance	117.0	11.6	106.4	12.5	10.6	10.0
Purchased transportation	155.5	15.4	87.8	10.3	67.7	77.1
Operating supplies	65.1	6.5	65.5	7.7	(0.4)	(0.6)
Other	29.4	3.0	26.5	3.0	2.9	10.9
	692.0	68.7	563.1	65.9	128.9	22.9
Contractors	363.4	78.6	233.5	76.5	129.9	55.6
Total	1,055.4	71.4	796.6	68.4	258.8	32.5

\*as a percentage of respective Consolidated revenue

DOE in 2021 were \$1,055.4 million as compared to \$796.6 million in 2020. The increase of \$258.8 million, or 32.5 percent, was attributable to the \$313.1 million, or 26.9 percent, increase in consolidated revenue. As a



percentage of revenue these expenses increased to 71.4 percent as compared to 68.4 percent in 2020 due to higher purchased transportation, fuel and Contractors expenses.

DOE associated with Company Equipment increased to \$692.0 million as compared to \$563.1 million in 2020. This increase of \$128.9 million, or 22.9 percent, was attributable to the \$153.2 million, or 17.9 percent, increase in Company revenue that occurred during the year, mainly as a result of acquisitions. As a percentage of Company revenue these expenses increased by 2.8 percent to 68.7 percent as compared to 65.9 percent in 2020. CEWS in the current period accounted for a \$13.1 million reduction in expenses in 2021 as compared to a \$20.1 million reduction in 2020. Excluding CEWS, as a percentage of Company revenue these expenses increased by 1.7 percent to 70.0 percent as compared to 68.3 percent in 2020 due to an increase in purchased transportation and fuel expenses.

Contractors expense in the fourth quarter increased to \$363.4 million, as compared to \$233.5 million in 2020. This \$129.9 million, or 55.6 percent, increase was generally in line with the \$157.3 million rise in Contractors revenue. As a percentage of revenue related to Contractors, Contractors expense increased by 2.1 percent to 78.6 percent as compared to 76.5 percent in 2020, largely due to the addition of the U.S. & International Logistics segment. Excluding Contractors expense experienced by our new asset light U.S. & International Logistics segment of \$107.3 million, as a percentage of revenue related to Contractors, Contractors expense would have been reduced to 74.3 percent as compared to 76.5 percent in 2020.

## Selling and Administrative Expenses

*Selling and administrative ("S&A") expenses include salaries (which was offset by CEWS), employee profit share and other administrative expenses incurred to support the operations of Mullen Group and its Business Units.*

Consolidated Selling and Administrative Expenses						
Years ended December 31						
(\$ millions)	2021		2020		Change	
	\$	%*	\$	%*	\$	%
Wages and benefits	115.7	7.8	92.4	7.9	23.3	25.2
CEWS	(4.6)	(0.3)	(6.4)	(0.5)	1.8	(28.1)
Communications, utilities and general supplies	51.5	3.5	42.2	3.6	9.3	22.0
Profit share <sup>(1)</sup>	12.2	0.8	13.1	1.1	(0.9)	(6.9)
Foreign exchange	1.1	0.1	0.7	0.1	0.4	57.1
Stock-based compensation	0.4	—	1.1	0.1	(0.7)	(63.6)
Rent and other	9.3	0.7	7.0	0.6	2.3	32.9
<b>Total</b>	<b>185.6</b>	<b>12.6</b>	<b>150.1</b>	<b>12.9</b>	<b>35.5</b>	<b>23.7</b>

<sup>(1)</sup> The profit share calculation excludes any benefits received from the CEWS program.

S&A expenses for the period increased by \$35.5 million to \$185.6 million as compared to \$150.1 million in 2020, largely due to the \$33.9 million of incremental S&A expenses associated with acquisitions as well as the \$1.8 million reduction in CEWS and a \$0.4 million negative variance on foreign exchange. Excluding the effects of CEWS and foreign exchange, S&A expenses were reduced as a percentage of revenue to 12.9 percent as compared to 13.4 percent in 2020.

## Operating Income Before Depreciation and Amortization

*Operating income before depreciation and amortization ("OIBDA") is net income before depreciation of property, plant and equipment, depreciation of right-of-use assets, amortization of intangible assets, finance costs, net foreign exchange gains and losses, other (income) expense and income taxes.*

*Adjusted OIBDA<sup>1</sup> is a Non-GAAP term and is defined as OIBDA excluding CEWS. Management relies on Adjusted OIBDA<sup>1</sup> as a measurement since it provides an indication of our ability to generate OIBDA without CEWS. "Adjusted operating margin"<sup>1</sup> is a Non-GAAP term and is defined as Adjusted OIBDA<sup>1</sup> divided by revenue. Management*

<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



relies on adjusted operating margin<sup>1</sup> as a measurement since it provides an indication of our ability to generate an appropriate return without CEWS.

Consolidated Operating Income Before Depreciation and Amortization						
Years ended December 31						
(\$ millions)	2021		2020		Change	
	\$	%	\$	%	\$	%
Less-Than-Truckload	95.9	40.6	75.0	34.5	20.9	27.9
Logistics & Warehousing	86.5	36.6	71.6	32.9	14.9	20.8
Specialized & Industrial Services	62.0	26.2	82.4	37.9	(20.4)	(24.8)
U.S. & International Logistics	4.9	2.1	—	—	4.9	—
Corporate	(12.9)	(5.5)	(11.4)	(5.3)	(1.5)	13.2
Total	236.4	100.0	217.6	100.0	18.8	8.6

OIBDA was \$236.4 million, or 16.0 percent of revenue, as compared to \$217.6 million, or 18.7 percent, in 2020. The increase of \$18.8 million was comprised of the following:

- a \$20.9 million increase in the Less-Than-Truckload segment;
- a \$14.9 million increase in the Logistics & Warehousing segment;
- a \$20.4 million decrease in the Specialized & Industrial Services segment;
- the addition of \$4.9 million from the U.S. & International Logistics segment; and
- a \$1.5 million increase in Corporate costs.

The U.S. & International Logistics segment generated revenue, OIBDA and operating margin<sup>1</sup> of \$118.2 million, \$4.9 million and 4.1 percent, respectively. Without this segment's lower operating margin<sup>1</sup>, consolidated operating margin<sup>1</sup> would have been 17.0 percent as compared to the reported 16.0 percent.

Operating margin<sup>1</sup> decreased by 2.7 percent to 16.0 percent as compared to 18.7 percent in 2020, largely due to the following:

- a change in business mix associated with our new acquisitions, most notably the effect of the U.S. & International Logistics segment, an exclusive user of Contractors;
- a change in business mix due to the \$53.3 million decrease in revenue generated by those Business Units providing specialized services to the oil sands, environmental, construction, pipeline, utility, telecom and water management industries including a \$46.2 million decrease in pipeline hauling and stringing services revenue as well as a \$14.8 million decrease in demand for civil construction services at Smook; and
- the detrimental impact on operating margins associated with the \$47.9 million increase in fuel surcharge revenue that resulted in a corresponding increase in expense.

<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



Consolidated Adjusted Operating Income Before Depreciation and Amortization <sup>(1)</sup>						
Years ended December 31						
(unaudited) (\$ millions)	2021		2020		Change	
	\$	%	\$	%	\$	%
Less-Than-Truckload	93.9	42.9	70.3	36.8	23.6	33.6
Logistics & Warehousing	83.4	38.1	65.5	34.3	17.9	27.3
Specialized & Industrial Services	49.4	22.6	66.7	34.9	(17.3)	(25.9)
U.S. & International Logistics	4.9	2.2	—	—	4.9	—
Corporate	(12.9)	(5.8)	(11.4)	(6.0)	(1.5)	13.2
Total	218.7	100.0	191.1	100.0	27.6	14.4

<sup>(1)</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP and Additional GAAP Terms".

Adjusted OIBDA<sup>1</sup> for the period was \$218.7 million, or 14.8 percent of revenue, as compared to \$191.1 million, or 16.4 percent, in 2020. The increase of \$27.6 million was mainly due to \$39.0 million of incremental Adjusted OIBDA<sup>1</sup> generated by acquisitions. Specific factors include:

- a \$23.6 million increase in the Less-Than-Truckload segment;
- a \$17.9 million increase in the Logistics & Warehousing segment;
- a \$17.3 million decrease in the Specialized & Industrial Services segment;
- the addition of \$4.9 million from the U.S. & International Logistics segment; and
- a \$1.5 million increase in Corporate costs.

Adjusted operating margin<sup>1</sup> declined on a year over year basis, primarily due to the U.S. & International Logistics segment, which generates lower margins due to the nature of the business.

## Depreciation of Property, Plant and Equipment

Depreciation of property, plant and equipment was \$73.2 million in 2021 as compared to \$72.4 million in 2020. This increase of \$0.8 million was mainly attributable to a greater amount of depreciation being recognized in the Less-Than-Truckload segment, the Logistics & Warehousing segment, and the U.S. & International Logistics segment, which was somewhat offset by a lower amount of depreciation being recorded in the Specialized & Industrial Services segment. Depreciation in the Corporate Office remained relatively consistent on a year over year basis. Depreciation in the Less-Than-Truckload segment increased by \$3.8 million due to acquisitions and from a greater amount of capital expenditures being made within this segment. Depreciation increased by \$1.8 million in the Logistics & Warehousing segment and \$1.0 million of depreciation was added by our new U.S. & International Logistics segment. Depreciation in the Specialized & Industrial Services segment decreased by \$5.9 million and was mainly due to the lower amount of capital expenditures made within this segment, the sale of older assets by certain Business Units and from the Corporation's declining balance method of depreciation.

## Depreciation of Right-of-Use Assets

Depreciation of right-of-use assets was \$17.9 million in 2021 as compared to \$11.6 million in 2020. The majority of our right-of-use assets consists of real property leases within the Less-Than-Truckload segment and the Logistics & Warehousing segment. This increase of \$6.3 million was mainly attributable to a greater amount of depreciation of right-of-use assets being recorded in the Less-Than-Truckload segment (up \$4.5 million) and the Logistics & Warehousing segment (up \$1.5 million) by virtue of the leases acquired in the recent acquisitions. Depreciation of right-of-use assets within the U.S. & International Logistics segment was up \$0.4 million while the Specialized & Industrial Services segment and the Corporate Office remained consistent on a year over year basis.

<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



## Amortization of Intangible Assets

Intangible assets are normally acquired on acquisitions and are mainly comprised of customer relationship values and non-competition agreements that are amortized over a five to ten year period being their estimated life from the date of acquisition. Amortization of intangible assets was \$22.9 million in 2021 as compared to \$17.6 million in 2020. This increase of \$5.3 million mainly resulted from the additional amortization recorded on the intangible assets associated with recent acquisitions, which was somewhat offset by certain intangible assets becoming fully amortized.

## Finance Costs

Finance costs mainly consist of:

- Interest expense on financial liabilities, including:
  - U.S. \$117.0 million of Series G Notes, U.S. \$112.0 million of Series H Notes, \$30.0 million of Series I Notes, \$3.0 million of Series J Notes, \$58.0 million of Series K Notes and \$80.0 million of Series L Notes (collectively, the "**Private Placement Debt**");
  - the Debentures that were issued in June 2019;
  - lease liabilities; and
  - borrowings on the Credit Facilities.
- Less any interest income generated from the debentures issued to equity investees and from cash and cash equivalents.

Finance costs were \$30.4 million in 2021 as compared to \$28.5 million in 2020. The increase of \$1.9 million was mainly attributable to a greater amount of interest expense being recorded on the Credit Facilities. There was also an increase in interest expense recognized on lease liabilities. In addition, there was a reduction in interest income being generated from cash and cash equivalents.

## Net Foreign Exchange (Gain) Loss

We recognize foreign exchange gains or losses at the end of each reporting period related to our U.S. dollar debt and from our two cross-currency swap contracts. In 2014 we entered into two cross-currency swap contracts to swap the principal portion of the Series G (U.S. \$117.0 million) and Series H (U.S. \$112.0 million) Notes (collectively, the "**Cross-Currency Swaps**") into Canadian dollars at foreign exchange rates of \$1.1047 and \$1.1148 that mature on October 22, 2024 and October 22, 2026, respectively. These swap contracts were entered into as a method of hedging the U.S. debt notes against any declines in the Canadian dollar vis-à-vis the U.S. dollar.

The net foreign exchange gain was \$0.7 million in 2021 as compared to a net foreign exchange gain of \$2.4 million in 2020. The net foreign exchange gain of \$0.7 million in 2021 resulted even though the principal portion of all our U.S. \$229.0 million debt is hedged by our Cross-Currency Swaps. This gain is due to how our U.S. dollar debt and our Cross-Currency Swaps are valued for accounting purposes. U.S. dollar debt is valued at the end of each quarter using the closing exchange rate between the Canadian Dollar vis-à-vis the U.S. dollar (the "**Spot Rate**"). In addition to the Spot Rate, our Cross-Currency Swaps are valued using a discounted value from maturity of the forward rate, which is influenced by changes in interest rate differentials between Canada and the United States. As the Cross-Currency Swaps get closer to maturity, the accounting value should more closely correlate to the value of the U.S. dollar debt. The variance of \$1.7 million was mainly attributable to the change in the value of the Canadian dollar relative to the U.S. dollar. The details of the net foreign exchange (gain) loss are as follows:

Net Foreign Exchange (Gain) Loss	Years ended December 31	
	CDN. \$ Equivalent	
	2021	2020
(\$ millions)		
Foreign exchange (gain) loss on U.S. \$ debt	(1.2)	(5.9)
Foreign exchange loss (gain) on Cross-Currency Swaps	0.5	3.5
Net foreign exchange (gain) loss	(0.7)	(2.4)



### Foreign Exchange (Gain) Loss on U.S. \$ Debt

We recorded a foreign exchange gain of \$1.2 million related to U.S. dollar debt, due to the \$0.0054 strengthening of the Canadian dollar relative to the U.S. dollar during 2021. In 2020 we recorded a foreign exchange gain of \$5.9 million due to the strengthening of the Canadian dollar relative to the U.S. dollar. The details of the foreign exchange (gain) loss on the U.S. dollar debt is summarized in the following table:

Foreign Exchange (Gain) Loss on U.S. \$ Debt	Years ended December 31					
	2021			2020		
	U.S. \$ Debt	Exchange Rate	CDN. \$ Equivalent	U.S. \$ Debt	Exchange Rate	CDN. \$ Equivalent
(\$ millions, except exchange rate amounts)						
Ending – December 31	229.0	1.2678	290.4	229.0	1.2732	291.6
Beginning – January 1	229.0	1.2732	291.6	229.0	1.2988	297.5
Foreign exchange (gain) loss on U.S. \$ debt			(1.2)			(5.9)

### Foreign Exchange Loss (Gain) on Cross-Currency Swaps

On July 25, 2014, we entered into two Cross-Currency Swaps with a Canadian bank to swap U.S. \$117.0 million and U.S. \$112.0 million into Canadian currency at foreign exchange rates of \$1.1047 and \$1.1148 that mature on October 22, 2024 and October 22, 2026, respectively. The Cross-Currency Swaps convert the repayment of the principal portion of the Series G and Series H Notes into a Canadian currency equivalent of \$129.2 million and \$124.9 million, respectively. We record the foreign exchange gain or loss relating to these Cross-Currency Swaps within net foreign exchange (gain) loss on the consolidated statement of income, which is consistent with its underlying nature and purpose. The carrying value of these Cross-Currency Swaps are recorded within derivative financial instruments ("**Derivatives**") in the consolidated statement of financial position.

We recorded a foreign exchange loss on Cross-Currency Swaps of \$0.5 million in 2021 as compared to a \$3.5 million loss in 2020. This was due to the change over the period in the fair value of these Cross-Currency Swaps as summarized in the table below:

Foreign Exchange Loss (Gain) on Cross-Currency Swaps	Years ended December 31			
	2021		2020	
	U.S. \$ Swaps	CDN. \$ Change in Fair Value of Swaps	U.S. \$ Swaps	CDN. \$ Change in Fair Value of Swaps
(\$ millions)				
Cross-Currency Swap maturing October 22, 2024	117.0	0.1	117.0	1.9
Cross-Currency Swap maturing October 22, 2026	112.0	0.4	112.0	1.6
Foreign exchange loss (gain) on Cross-Currency Swaps		0.5		3.5

### Other (Income) Expense

Other (income) expense consists of the change in fair value of investments, the gain or loss on sale of the Corporation's assets including property, plant and equipment, earnings from equity investments, the gain on fair value of equity investment and the gain on contingent consideration. Other income in 2021 was \$3.3 million, a \$7.1 million positive variance as compared to the \$3.8 million of other expense recorded in 2020. The \$7.1 million positive variance was due to the factors set forth below:

Change in Fair Value of Investments (positive variance of \$2.2 million). We periodically invest in certain public corporations. In 2021 there was an increase in the fair value of investments of \$1.2 million as compared to a \$1.0 million decrease in 2020. There were no investments purchased or sold in 2021 or 2020.



Gain or Loss on Sale of Property, Plant and Equipment (positive variance of \$5.3 million). We recognized a gain of \$0.3 million in 2021 on sale of property, plant and equipment on total consolidated proceeds on sale of \$20.7 million as compared to a \$5.0 million loss on sale of property, plant and equipment on total consolidated proceeds on sale of \$14.5 million in 2020. The \$0.3 million gain on sale of property, plant and equipment in 2021 mainly resulted from the sale of older equipment in the Specialized & Industrial Services segment and from the sale of redundant land and buildings within the Corporate Office. These gains were somewhat offset by a loss on sale of property, plant and equipment in the Less-Than-Truckload segment. The \$5.0 million loss on sale of property, plant and equipment in 2020 mainly resulted from the sale of redundant land and buildings within the Corporate Office (loss of \$2.7 million) and from shutting in a disposal well at Envolve Energy Services Corp. ("**Envolve**") (loss of \$1.9 million).

Gain on Contingent Consideration (positive variance of \$0.2 million). On May 1, 2019, we acquired the business and assets of Jen Express Inc. ("**Jen Express**") for cash consideration of \$1.5 million. Included in this amount was \$0.3 million of contingent consideration. Pursuant to the purchase and sale agreement, the vendor could have received cash consideration of up to \$0.3 million for achieving certain financial targets over the two year period ending May 1, 2021. Since Jen Express did not achieve all of these financial targets, we recognized a gain of \$0.2 million in 2021.

Earnings from Equity Investments (negative variance of \$0.2 million). We recognized \$1.6 million of earnings from equity investments in 2021 as compared to earnings of \$1.8 million in 2020. We use the equity method to account for investments in which we obtain significant influence or joint control over the investee and we recognize earnings from these equity investments from the date thereof. There were no equity investments purchased in 2021 or 2020. In 2021 the aggregate amount of revenue and OIBDA generated by our equity investees was \$285.0 million (2020 – \$253.7 million) and \$45.9 million (2020 – \$47.9 million), respectively. The following table details our equity investments and the date from which we commenced recording earnings from them.

<b>Equity Investment</b>	<b>Date of Significant Influence or Joint Control Obtained</b>
Canol Oilfield Services Inc.	January 1, 2013
Kriska Transportation Group Limited	December 1, 2014
Cordova Oilfield Services Ltd.	April 17, 2015
Butler Ridge Energy Services (2011) Ltd.	July 1, 2015
Thrive Management Group Ltd.	September 27, 2017

Gain on Fair Value of Equity Investment (negative variance of \$0.4 million). We acquired control of PCX through a series of transactions. On August 1, 2018, we acquired 40.0 percent of the issued and outstanding shares of PCX for \$2.0 million and then recognized \$1.6 million of earnings from this equity investment until September 1, 2020, the date we obtained control. We acquired all the remaining issued and outstanding shares of PCX for cash consideration of \$14.4 million. The fair value of PCX was \$18.4 million on the date control was obtained resulting in a \$0.4 million gain on this equity investment.



## Income Taxes

(\$ millions)	Years ended December 31	
	2021	2020
Income before income taxes	\$ 96.0	\$ 86.1
Combined statutory tax rate	25%	26%
Expected income tax	24.0	22.4
Add (deduct):		
Non-deductible (taxable) portion of net foreign exchange (gain) loss	(0.1)	—
Non-deductible (taxable) portion of the change in fair value of investments	(0.1)	0.1
Stock-based compensation expense	0.1	0.3
Changes in unrecognized deferred tax asset	(1.0)	—
Decrease in income tax due to changes in income tax rates	—	(0.1)
Other	0.7	(0.6)
Income tax expense	\$ 23.6	\$ 22.1

Income tax expense was \$23.6 million in 2021 as compared to \$22.1 million in 2020. The increase of \$1.5 million was attributable to greater income being generated in 2021, which was somewhat offset by the change in the unrecognized deferred tax asset and from a slightly lower tax rate.

## Net Income

(\$ millions, except share and per share amounts)	Years ended December 31		
	2021	2020	% Change
Net income	\$ 72.4	\$ 64.0	13.1
Weighted average number of Common Shares outstanding	96,068,715	100,624,227	(4.5)
Earnings per share – basic	\$ 0.75	\$ 0.64	17.2

Net income increased to \$72.4 million in 2021 as compared to \$64.0 million in 2020. The factors contributing to the increase in net income include:

- an \$18.8 million increase in OIBDA;
- a \$5.3 million increase in the gain on sale of property, plant and equipment;
- a \$2.2 million positive variance in the fair value of investments; and
- a \$0.2 million gain on contingent consideration.

These factors were somewhat offset by the following factors that decreased net income:

- a \$6.3 million increase in depreciation of right-of-use assets;
- a \$5.3 million increase in amortization of intangible assets;
- a \$1.9 million increase in finance costs;
- a \$1.7 million negative variance in net foreign exchange;
- a \$1.5 million increase in income tax expense;



- a \$0.8 million increase in depreciation of property, plant and equipment;
- a \$0.4 million negative variance in the gain on fair value of equity investment; and
- a \$0.2 million decrease in earnings from equity investments.

Basic earnings per share increased to \$0.75 in 2021 as compared to \$0.64 in 2020. This increase resulted from the effect of the \$8.4 million increase in net income as well as a reduction in the number of Common Shares outstanding. The weighted average number of Common Shares outstanding decreased from 100,624,227 to 96,068,715, which was due to the repurchase and cancellation of Common Shares under the NCIB being partially offset by the issuance of 750,000 Common Shares on the APPS acquisition and 400,000 Common Shares on the DirectIT acquisition.

## Net Income – Adjusted and Earnings per Share – Adjusted

The following table illustrates net income and basic earnings per share before considering the impact of the net foreign exchange gains or losses, the change in fair value of investments, the gain on fair value of equity investment and the gain on contingent consideration. Net income and basic earnings per share have been adjusted to reflect earnings from a strictly operating perspective.

(\$ millions, except share and per share amounts)	Years ended December 31	
	2021	2020
Income before income taxes	\$ 96.0	\$ 86.1
Add (deduct):		
Net foreign exchange (gain) loss	(0.7)	(2.4)
Change in fair value of investments	(1.2)	1.0
Gain on fair value of equity investment	—	(0.4)
Gain on contingent consideration	(0.2)	—
Income before income taxes – adjusted	93.9	84.3
Income tax rate	25%	26%
Computed expected income tax expense	(23.5)	(21.9)
Net income – adjusted <sup>(1)</sup>	70.4	62.4
Weighted average number of Common Shares outstanding – basic	96,068,715	100,624,227
Earnings per share – adjusted <sup>(1)</sup>	\$ 0.73	\$ 0.62

<sup>(1)</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



## 2021 SEGMENTED INFORMATION

Year ended December 31, 2021 (\$ millions)	Less-Than -Truckload	Logistics & Warehousing	Specialized & Industrial Services	U.S. & International Logistics	Corporate and intersegment eliminations	Total
	\$	\$	\$	\$	\$	\$
Revenue	585.3	465.6	313.4	118.2	(5.1)	1,477.4
Direct operating expenses	411.1	327.3	218.6	107.5	(9.1)	1,055.4
Selling and administrative expenses	78.3	51.8	32.8	5.8	16.9 <sup>(1)</sup>	185.6
Operating income before depreciation and amortization	95.9	86.5	62.0	4.9	(12.9)	236.4
Net capital expenditures <sup>(2)</sup>	27.0	15.3	2.8	—	2.4	47.5

Year ended December 31, 2020 (\$ millions)	Less-Than -Truckload	Logistics & Warehousing	Specialized & Industrial Services	U.S. & International Logistics	Corporate and intersegment eliminations	Total
	\$	\$	\$	\$	\$	\$
Revenue	443.8	362.0	362.0	—	(3.5)	1,164.3
Direct operating expenses	307.8	251.4	243.5	—	(6.1)	796.6
Selling and administrative expenses	61.0	39.0	36.1	—	14.0 <sup>(3)</sup>	150.1
Operating income before depreciation and amortization	75.0	71.6	82.4	—	(11.4)	217.6
Net capital expenditures <sup>(2)</sup>	24.4	5.6	5.4	—	15.0	50.4

<sup>(1)</sup> Includes a \$1.4 million foreign exchange loss.

<sup>(2)</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".

<sup>(3)</sup> Includes a \$1.1 million foreign exchange loss.

## LESS-THAN-TRUCKLOAD SEGMENT

### Revenue

Revenue – Less-Than-Truckload Years ended December 31 (\$ millions)						
	2021		2020		Change	
	\$	%	\$	%	\$	%
Company	539.0	92.1	421.0	94.9	118.0	28.0
Contractors	44.9	7.7	22.5	5.1	22.4	99.6
Other	1.4	0.2	0.3	—	1.1	366.7
Total	585.3	100.0	443.8	100.0	141.5	31.9

Segment revenue rose by \$141.5 million, or 31.9 percent, to \$585.3 million as compared to \$443.8 million in 2020 and represented 39.6 percent of consolidated revenue as compared to 38.1 percent in 2020. This increase in revenue was primarily due to the series of acquisitions undertaken within this segment as well as the improvement in the general economy, strong consumer spending and an increase in fuel surcharge revenue. Fuel surcharge revenue for the year increased by \$31.8 million to \$78.4 million as compared to \$46.6 million in 2020 with acquisitions contributing \$14.3 million of incremental fuel surcharge revenue and the remaining \$17.5 million of increased fuel surcharge revenue being attributable to higher diesel fuel prices. Adjusted for acquisitions and fuel surcharge fluctuations, this segment grew year over year by 4.3 percent. Revenue in the first, second, third and fourth quarters increased by \$7.8 million, \$24.8 million, \$56.4 million and \$52.5 million, respectively.



Specific factors affecting segment revenue were:

- a \$104.9 million increase in revenue generated from the acquisitions of APPS, PCX, Harris and DirectIT;
- a \$16.9 million increase in revenue due to market share gains and strong consumer spending; and
- an increase of \$17.5 million in fuel surcharge revenue from the legacy Business Units resulting from the rise in diesel fuel prices.

## Direct Operating Expenses

Direct Operating Expenses – Less-Than-Truckload Years ended December 31						
(\$ millions)	2021		2020		Change	
	\$	%*	\$	%*	\$	%
Company						
Wages and benefits	131.0	24.3	114.3	27.1	16.7	14.6
CEWS	(1.3)	(0.2)	(3.8)	(0.9)	2.5	(65.8)
Fuel	51.2	9.5	38.2	9.1	13.0	34.0
Repairs and maintenance	49.8	9.2	45.1	10.7	4.7	10.4
Purchased transportation	129.9	24.1	79.7	18.9	50.2	63.0
Operating supplies	7.6	1.4	6.3	1.5	1.3	20.6
Other	15.3	2.9	13.5	3.3	1.8	13.3
	383.5	71.2	293.3	69.7	90.2	30.8
Contractors	27.6	61.5	14.5	64.4	13.1	90.3
Total	411.1	70.2	307.8	69.4	103.3	33.6

\*as a percentage of respective Less-Than-Truckload revenue

DOE were \$411.1 million as compared to \$307.8 million in 2020. The increase of \$103.3 million, or 33.6 percent, was directly related to the \$141.5 million, or 31.9 percent, increase in segment revenue. As a percentage of revenue these expenses increased by 0.8 percent to 70.2 percent as compared to 69.4 percent in 2020. Excluding the effect of CEWS, these expenses increased by 0.3 percent as a percentage of revenue to 70.5 percent as compared to 70.2 percent in 2020 due to lower Contractors expense.

DOE associated with Company Equipment increased by \$90.2 million, or 30.8 percent, to \$383.5 million as compared to \$293.3 million in 2020. This increase was directly related to the \$118.0 million, or 28.0 percent, increase in Company revenue. As a percentage of Company revenue these expenses increased by 1.5 percent to 71.2 percent as compared to 69.7 percent in 2020, primarily due to higher purchased transportation expense and a reduction in CEWS received. In 2020 CEWS received was \$3.8 million as compared to \$1.3 million in 2021.

Contractors expense increased by \$13.1 million to \$27.6 million as compared to \$14.5 million in 2020. This increase was directly related to the \$22.4 million increase in Contractors revenue. As a percentage of Contractors revenue, Contractors expense decreased to 61.5 percent as compared to 64.4 percent due to the effect of acquisitions.



## Selling and Administrative Expenses

Selling and Administrative Expenses – Less-Than-Truckload Years ended December 31						
(\$ millions)	2021		2020		Change	
	\$	%*	\$	%*	\$	%
Wages and benefits	49.9	8.5	38.4	8.7	11.5	29.9
CEWS	(0.7)	(0.1)	(0.9)	(0.3)	0.2	(22.2)
Communications, utilities and general supplies	21.9	3.7	17.6	4.0	4.3	24.4
Profit share	4.4	0.8	3.5	0.8	0.9	25.7
Foreign exchange	—	—	—	—	—	—
Rent and other	2.8	0.5	2.4	0.5	0.4	16.7
<b>Total</b>	<b>78.3</b>	<b>13.4</b>	<b>61.0</b>	<b>13.7</b>	<b>17.3</b>	<b>28.4</b>

\*as a percentage of total Less-Than-Truckload revenue

S&A expenses increased by \$17.3 million to \$78.3 million as compared to \$61.0 million in 2020, primarily due to the \$15.0 million of incremental S&A expenses associated with acquisitions and higher wages and benefits. S&A expenses as a percentage of segment revenue decreased by 0.3 percent to 13.4 percent as compared to 13.7 percent in 2020 due to the fixed nature of these expenses relative to the rise in revenue.

## Operating Income Before Depreciation and Amortization

OIBDA increased by \$20.9 million, or 27.9 percent, to \$95.9 million as compared to \$75.0 million in 2020. Adjusted OIBDA<sup>1</sup> increased by \$23.6 million to \$93.9 million as compared to \$70.3 million in 2020. The majority of the increase was due to the \$16.1 million increase from the incremental Adjusted OIBDA<sup>1</sup> generated by acquisitions as well as the higher level of revenue. Adjusted operating margin<sup>1</sup> increased by 0.2 percent to 16.0 percent as compared to 15.8 percent in 2020.

## Capital Expenditures

Net capital expenditures<sup>1</sup> were \$27.0 million in 2021, an increase of \$2.6 million as compared to \$24.4 million in 2020. The Less-Than-Truckload segment had gross capital expenditures of \$29.0 million and dispositions of \$2.0 million for net capital expenditures<sup>1</sup> of \$27.0 million in 2021. The majority of the capital invested in 2021 consisted of trucks and trailers to support growth opportunities as well as replace some older less efficient equipment. In 2020 gross capital expenditures were \$25.2 million and dispositions were \$0.8 million for net capital expenditures<sup>1</sup> of \$24.4 million.

## LOGISTICS & WAREHOUSING SEGMENT

### Revenue

Revenue – Logistics & Warehousing Years ended December 31						
(\$ millions)	2021		2020		Change	
	\$	%	\$	%	\$	%
Company	216.8	46.6	143.7	39.7	73.1	50.9
Contractors	247.7	53.2	217.5	60.1	30.2	13.9
Other	1.1	0.2	0.8	0.2	0.3	37.5
<b>Total</b>	<b>465.6</b>	<b>100.0</b>	<b>362.0</b>	<b>100.0</b>	<b>103.6</b>	<b>28.6</b>

Segment revenue rose by \$103.6 million, or 28.6 percent, to \$465.6 million as compared to \$362.0 million in 2020 and represented 31.5 percent of consolidated revenue as compared to 31.1 percent in 2020. The increase in segment revenue was directly related to acquisitions and the improvement in the general economy. Revenue in the first quarter declined by \$4.9 million. Revenue in the second, third and fourth quarters improved by \$37.8 million,

<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



\$35.7 million and \$35.0 million, respectively, primarily due to acquisitions. Fuel surcharge revenue for the year increased by \$14.6 million to \$33.7 million as compared to \$19.1 million in 2020 with acquisitions contributing \$7.8 million of incremental fuel surcharge revenue. The remaining increase in fuel surcharge revenue was attributable to higher diesel fuel prices. Adjusted for fuel surcharge fluctuations and acquisitions, the Logistics & Warehousing segment grew year over year by 8.7 percent.

Revenue related to Company Equipment increased by \$73.1 million, or 50.9 percent, to \$216.8 million as compared to \$143.7 million in 2020 and represented 46.6 percent of segment revenue in the current period as compared to 39.7 percent in 2020 due to the effect of acquisitions. Revenue related to Contractors increased by \$30.2 million, or 13.9 percent, to \$247.7 million as compared to \$217.5 million in 2020 and represented 53.2 percent of segment revenue in the current period as compared to 60.1 percent in 2020.

## Direct Operating Expenses

Direct Operating Expenses – Logistics & Warehousing						
Years ended December 31						
(\$ millions)	2021		2020		Change	
	\$	%*	\$	%*	\$	%
Company						
Wages and benefits	49.5	22.8	34.2	23.8	15.3	44.7
CEWS	(2.0)	(0.9)	(4.2)	(2.9)	2.2	(52.4)
Fuel	17.4	8.0	9.2	6.4	8.2	89.1
Repairs and maintenance	23.0	10.6	17.7	12.3	5.3	29.9
Purchased transportation	23.9	11.0	4.8	3.3	19.1	397.9
Operating supplies	21.2	9.8	21.4	14.9	(0.2)	(0.9)
Other	7.4	3.5	4.7	3.3	2.7	57.4
	140.4	64.8	87.8	61.1	52.6	59.9
Contractors	186.9	75.5	163.6	75.2	23.3	14.2
Total	327.3	70.3	251.4	69.4	75.9	30.2

\*as a percentage of respective Logistics & Warehousing revenue

DOE were \$327.3 million as compared to \$251.4 million in 2020. The increase of \$75.9 million, or 30.2 percent was generally in line with the \$103.6 million, or 28.6 percent, increase in segment revenue. DOE expressed as a percentage of revenue increased by 0.9 percent to 70.3 percent as compared to 69.4 percent in 2020, primarily due to costs related to purchased transportation.

DOE related to Company Equipment increased by \$52.6 million, or 59.9 percent, to \$140.4 million as compared to \$87.8 million in 2020. This increase was generally in proportion to the \$73.1 million increase in Company revenue. In terms of a percentage of revenue, Company expenses increased by 3.7 percent to 64.8 percent as compared to 61.1 percent in 2020. This increase was primarily due to higher purchased transportation and fuel expenses as well as a reduction in CEWS being partially offset by lower operating supplies, and repairs and maintenance expenses. CEWS totalled \$2.0 million during the current period as compared to \$4.2 million in 2020. Excluding CEWS, DOE related to Company Equipment increased by 1.7 percent as a percentage of revenue to 65.7 percent as compared to 64.0 percent in 2020.

Contractors expense increased by \$23.3 million to \$186.9 million as compared to \$163.6 million in 2020. This increase was generally in line with the \$30.2 million increase in Contractors revenue. As a percentage of Contractors revenue, Contractors expense increased by 0.3 percent to 75.5 percent as compared to 75.2 percent in 2020.



## Selling and Administrative Expenses

Selling and Administrative Expenses – Logistics & Warehousing						
Years ended December 31						
(\$ millions)	2021		2020		Change	
	\$	%*	\$	%*	\$	%
Wages and benefits	34.0	7.3	26.0	7.2	8.0	30.8
CEWS	(1.1)	(0.2)	(1.9)	(0.5)	0.8	(42.1)
Communications, utilities and general supplies	12.3	2.6	9.7	2.7	2.6	26.8
Profit share	4.9	1.1	4.4	1.2	0.5	11.4
Foreign exchange	(0.1)	—	(0.5)	(0.1)	0.4	(80.0)
Rent and other	1.8	0.3	1.3	0.3	0.5	38.5
<b>Total</b>	<b>51.8</b>	<b>11.1</b>	<b>39.0</b>	<b>10.8</b>	<b>12.8</b>	<b>32.8</b>

\*as a percentage of total Logistics & Warehousing revenue

S&A expenses were \$51.8 million as compared to \$39.0 million in 2020. The increase of \$12.8 million was primarily due to the \$11.8 million of incremental S&A expenses generated by recent acquisitions and the \$0.4 million negative variance in foreign exchange. S&A expenses as a percentage of segment revenue increased by 0.3 percent to 11.1 percent as compared to 10.8 percent in 2020. CEWS totalled \$1.1 million during the current period as compared to \$1.9 million in 2020. Excluding the effects of foreign exchange and CEWS, S&A expenses as a percentage of segment revenue remained constant at 11.4 percent as compared to 11.4 percent in 2020.

## Operating Income Before Depreciation and Amortization

OIBDA increased by \$14.9 million, or 20.8 percent, to \$86.5 million as compared to \$71.6 million in 2020. Adjusted OIBDA<sup>1</sup> increased by \$17.9 million to \$83.4 million as compared to \$65.5 million in 2020. The increase in Adjusted OIBDA<sup>1</sup> was primarily due to the \$16.9 million of OIBDA generated by the recent acquisitions in this segment. Adjusted operating margin<sup>1</sup> decreased slightly to 17.9 percent as compared to 18.1 percent in 2020.

## Capital Expenditures

Net capital expenditures<sup>1</sup> were \$15.3 million in 2021, an increase of \$9.7 million as compared to \$5.6 million in 2020. The Logistics & Warehousing segment had gross capital expenditures of \$17.5 million and dispositions of \$2.2 million for net capital expenditures<sup>1</sup> of \$15.3 million in 2021. The majority of the capital invested in 2021 relates to the construction of a new salt warehouse at our Esterhazy, Saskatchewan production facility and from the purchase of new trucks, trailers and operating equipment to replace older less efficient equipment. In 2020 gross capital expenditures were \$7.7 million and dispositions were \$2.1 million for net capital expenditures<sup>1</sup> of \$5.6 million.

<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



## SPECIALIZED & INDUSTRIAL SERVICES SEGMENT

### Revenue

Revenue – Specialized & Industrial Services Years ended December 31						
(\$ millions)	2021		2020		Change	
	\$	%	\$	%	\$	%
Company	251.7	80.3	289.7	80.0	(38.0)	(13.1)
Contractors	60.6	19.3	71.6	19.8	(11.0)	(15.4)
Other	1.1	0.4	0.7	0.2	0.4	57.1
Total	313.4	100.0	362.0	100.0	(48.6)	(13.4)

Segment revenue was negatively impacted by \$48.6 million, or 13.4 percent, to \$313.4 million as compared to \$362.0 million in 2020. The segment represented 21.2 percent of consolidated revenue as compared to 31.1 percent of consolidated revenue in 2020 with delays in large diameter pipeline construction activity resulting in revenue declines of \$46.2 million. Segment revenue decreased by \$32.0 million in the first quarter, \$7.1 million in the second quarter, \$6.7 million in the third quarter and \$2.8 million in the fourth quarter. Specific factors affecting the segment revenue were:

- a \$46.2 million decrease in pipeline hauling and stringing services revenue;
- a \$14.8 million decrease in demand for civil construction services at Smook;
- a \$9.0 million decrease in revenue generated by those Business Units involved in the transportation of fluids and servicing of wells due to the decline in demand experienced during the first and third quarters being partially offset by improved demand in the second and fourth quarters;
- a \$10.4 million of incremental revenue associated with the acquisition of Babine and other revenue gains; and
- a \$13.3 million increase in revenue generated by those Business Units most directly tied to oil and natural gas drilling activity as the demand for services improved in the last half of 2021.

### Direct Operating Expenses

Direct Operating Expenses – Specialized & Industrial Services Years ended December 31						
(\$ millions)	2021		2020		Change	
	\$	%*	\$	%*	\$	%
Company						
Wages and benefits	69.6	27.7	81.7	28.2	(12.1)	(14.8)
CEWS	(9.8)	(3.9)	(12.1)	(4.2)	2.3	(19.0)
Fuel	19.2	7.6	19.3	6.7	(0.1)	(0.5)
Repairs and maintenance	44.3	17.6	43.6	15.1	0.7	1.6
Purchased transportation	1.7	0.7	3.3	1.1	(1.6)	(48.5)
Operating supplies	36.2	14.4	37.8	13.0	(1.6)	(4.2)
Other	6.9	2.7	8.1	2.8	(1.2)	(14.8)
	168.1	66.8	181.7	62.7	(13.6)	(7.5)
Contractors	50.5	83.3	61.8	86.3	(11.3)	(18.3)
Total	218.6	69.8	243.5	67.3	(24.9)	(10.2)

\*as a percentage of respective Specialized & Industrial Services revenue

DOE were \$218.6 million as compared to \$243.5 million in 2020. The decrease of \$24.9 million, or 10.2 percent, was directly related to the \$48.6 million, or 13.4 percent, decrease in segment revenue. As a percentage of revenue these expenses increased by 2.5 percent to 69.8 percent as compared to 67.3 percent in 2020.



DOE associated with Company Equipment decreased by \$13.6 million, or 7.5 percent, to \$168.1 million as compared to \$181.7 million in 2020. This decrease was directly related to the \$38.0 million, or 13.1 percent, decrease in Company revenue. As a percentage of Company revenue these expenses increased by 4.1 percent to 66.8 percent as compared to 62.7 percent in 2020 primarily due to higher repairs and maintenance, operating supplies and fuel expenses. CEWS accounted for a reduction in expenses of \$9.8 million in 2021 as compared to \$12.1 million in 2020. Excluding CEWS, these expenses increased as a percentage of revenue by 3.8 percent to 70.7 percent as compared to 66.9 percent in 2020, primarily due to the revenue mix.

Contractors expense decreased by \$11.3 million to \$50.5 million as compared to \$61.8 million in 2020. As a percentage of Contractors revenue, Contractors expense decreased to 83.3 percent as compared to 86.3 percent due to the change in revenue mix and the greater availability of subcontractors in the first half of the year.

## Selling and Administrative Expenses

Selling and Administrative Expenses – Specialized & Industrial Services						
Years ended December 31						
(\$ millions)	2021		2020		Change	
	\$	%*	\$	%*	\$	%
Wages and benefits	20.7	6.6	21.6	6.0	(0.9)	(4.2)
CEWS	(2.8)	(0.9)	(3.6)	(1.0)	0.8	(22.2)
Communications, utilities and general supplies	11.4	3.6	11.5	3.2	(0.1)	(0.9)
Profit share	2.9	0.9	5.2	1.4	(2.3)	(44.2)
Foreign exchange	—	—	—	—	—	—
Rent and other	0.6	0.3	1.4	0.4	(0.8)	(57.1)
<b>Total</b>	<b>32.8</b>	<b>10.5</b>	<b>36.1</b>	<b>10.0</b>	<b>(3.3)</b>	<b>(9.1)</b>

\*as a percentage of total Specialized & Industrial Services revenue

S&A expenses decreased by \$3.3 million to \$32.8 million as compared to \$36.1 million in 2020, primarily as a result of a reduction in wages and benefits expense and profit share as well as other cost savings initiatives. CEWS during the period was \$2.8 million as compared to \$3.6 million in 2020. S&A expenses as a percentage of segment revenue increased by 0.5 percent to 10.5 percent as compared to 10.0 percent in 2020. Excluding CEWS, these expenses increased by 0.4 percent as a percentage of revenue to 11.4 percent as compared to 11.0 percent in 2020 due to the fixed nature of these expenses relative to the decline in revenue.

## Operating Income Before Depreciation and Amortization

OIBDA decreased by \$20.4 million, or 24.8 percent, to \$62.0 million as compared to \$82.4 million in 2020. Operating margin<sup>1</sup> decreased to 19.8 percent as compared to 22.8 percent in 2020. Adjusted OIBDA<sup>1</sup> decreased by \$17.3 million to \$49.4 million as compared to \$66.7 million. Adjusted operating margin<sup>1</sup> decreased by 2.6 percent to 15.8 percent as compared to 18.4 percent in 2020. The margin decline was primarily due to the change in revenue mix associated with the reduction in large diameter pipeline activity.

Specifically, the \$17.3 million year over year decrease in Adjusted OIBDA<sup>1</sup> can be attributed to the following:

- a \$19.1 million decrease relating to those Business Units providing specialized services including pipeline hauling and stringing services;
- a \$2.6 million decrease in those Business Units involved in the transportation of fluids and servicing of wells; and
- a \$4.4 million increase from those Business Units tied to drilling and drilling related activity.

<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



## Capital Expenditures

Net capital expenditures<sup>1</sup> were \$2.8 million in 2021, a decrease of \$2.6 million as compared to \$5.4 million in 2020. The Specialized & Industrial Services segment had gross capital expenditures of \$11.0 million and dispositions of \$8.2 million for net capital expenditures<sup>1</sup> of \$2.8 million in 2021. The majority of the capital invested consisted of pumps, generators and water management equipment along with civil construction equipment to support demand at Canadian Dewatering and Smook, respectively. In 2020 gross capital expenditures were \$11.4 million and dispositions were \$6.0 million for net capital expenditures<sup>1</sup> of \$5.4 million.

## U.S. & INTERNATIONAL LOGISTICS SEGMENT

### Revenue

Revenue – U.S. & International Logistics						
Years ended December 31						
(\$ millions)	2021		2020		Change	
	\$	%	\$	%	\$	%
Company	—	—	—	—	—	—
Contractors	118.2	100.0	—	—	118.2	—
Other	—	—	—	—	—	—
<b>Total</b>	<b>118.2</b>	<b>100.0</b>	<b>—</b>	<b>—</b>	<b>118.2</b>	<b>—</b>

The U.S. & International Logistics segment was launched as a new reporting segment commencing July 1, 2021, and is directly related to the acquisition of the assets and business of a U.S. based logistics company, QuadExpress, subsequently rebranded as HAUListic. Revenue is generated from freight movements tendered to the company's logistics sales professionals or to contracted Station Agents, independent business owners with customer contacts, that utilize SilverExpress, a company owned proprietary transportation management platform.

For the two quarters ended December 31, 2021, HAUListic generated \$118.2 million in gross freight revenue, reflecting the strong U.S. economy, robust demand for freight transportation services and the addition of new regional Station Agents. Segment revenue represented 8.0 percent of consolidated revenue.

### Direct Operating Expenses

Direct Operating Expenses – U.S. & International Logistics						
Years ended December 31						
(\$ millions)	2021		2020		Change	
	\$	%*	\$	%*	\$	%
Company						
Wages and benefits	—	—	—	—	—	—
CEWS	—	—	—	—	—	—
Fuel	—	—	—	—	—	—
Repairs and maintenance	—	—	—	—	—	—
Purchased transportation	—	—	—	—	—	—
Operating supplies	—	—	—	—	—	—
Other	0.2	—	—	—	0.2	—
	<b>0.2</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>0.2</b>	<b>—</b>
Contractors	107.3	90.8	—	—	107.3	—
<b>Total</b>	<b>107.5</b>	<b>90.9</b>	<b>—</b>	<b>—</b>	<b>107.5</b>	<b>—</b>

\*as a percentage of respective U.S. & International Logistics revenue

HAUListic, a non asset based 3PL utilizing a proprietary technology platform trademarked as SilverExpress, does not own any operating assets. All freight is moved through a network of licensed and certified contractors. DOE, consisting primarily of Contractors expense, for the period was \$107.5 million, or 90.9 percent of freight revenue.

<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



## Selling and Administrative Expenses

Selling and Administrative Expenses – U.S. & International Logistics						
Years ended December 31						
(\$ millions)	2021		2020		Change	
	\$	%*	\$	%*	\$	%
Wages and benefits	3.8	3.2	—	—	3.8	—
CEWS	—	—	—	—	—	—
Communications, utilities and general supplies	1.4	1.2	—	—	1.4	—
Profit share	—	—	—	—	—	—
Foreign exchange	—	—	—	—	—	—
Rent and other	0.6	0.5	—	—	0.6	—
Total	5.8	4.9	—	—	5.8	—

\*as a percentage of total U.S. & International Logistics revenue

S&A expenses, consisting primarily of salaries and technology costs, were \$5.8 million during the period representing 4.9 percent of gross revenue. Excluding Contractors expense, these expenses were 54.2 percent of net revenue<sup>1</sup>.

## Operating Income Before Depreciation and Amortization

OIBDA for the six months of operations was \$4.9 million, or 4.1 percent of revenue. This operating margin<sup>1</sup> of 4.1 percent is below our average margin and had a detrimental effect on our overall consolidated operating margin<sup>1</sup>. OIBDA was 45.8 percent of net revenue<sup>1</sup>.

## Capital Expenditures

In 2021, this new asset light operating segment did not have any capital expenditures or dispositions. This segment only has \$2.9 million of property, plant and equipment, and therefore generates cash in excess of its operating needs.

## CORPORATE

*The Corporate Office provides support to the Business Units including coordinating business strategies, monitoring financial and business performance and providing shared services such as payroll services, human resource support, information technology support, legal support and accounting services. The Corporate Office also owns a network of real estate holdings and facilities, through its subsidiary MT, which are leased primarily to the Business Units. Such properties are leased on commercially reasonable terms. In addition, the Corporate Office is responsible for capital allocation to the Business Units as well as all regulatory and public reporting.*

The Corporate Office recorded a loss of \$12.9 million in 2021 as compared to a loss of \$11.4 million in 2020. The \$1.5 million increase in loss was mainly attributable to \$0.6 million of higher acquisition related costs and a \$0.3 million negative variance in foreign exchange. In addition, we also experienced an increase in salaries and higher facility repair costs. These increases were somewhat offset by generating greater rental income from our real estate network and from lower stock-based compensation expense.

<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



# CAPITAL RESOURCES AND LIQUIDITY

## Consolidated Cash Flow Summary

(\$ millions)	Years ended December 31	
	2021	2020
Net cash from operating activities	\$ 198.0	\$ 224.8
Net cash used in financing activities	(46.3)	(128.9)
Net cash used in investing activities	(255.6)	(68.7)
Change in cash and cash equivalents	(103.9)	27.2
Effect of exchange rate fluctuations on cash held	(1.4)	(0.9)
Cash and cash equivalents, beginning of period	105.3	79.0
Cash and cash equivalents, end of period	\$ —	\$ 105.3

## Annual Sources and Uses of Cash

Mullen Group continues to generate cash in excess of its operating needs by generating \$198.0 million of cash from operating activities in 2021 as compared to \$224.8 million in 2020. Net cash used in financing activities in 2021 decreased by \$82.6 million to \$46.3 million as compared to using \$128.9 million in 2020. The \$82.6 million decrease in cash used in financing activities was mainly due to borrowing \$89.0 million in 2021 on the Credit Facilities. Net cash used in investing activities increased by \$186.9 million due to the acquisitions that were completed in 2021. Specific changes in cash flow are set forth below.

### Cash From Operating Activities

Net cash from operating activities decreased to \$198.0 million in 2021 as compared to \$224.8 million in 2020. The decrease of \$26.8 million, or 11.9 percent was mainly due to a \$17.2 million increase in cash taxes paid due to government policies implemented with respect to the timing of tax installments resulting from the COVID-19 pandemic and from a \$28.2 million decrease in cash generated from non-cash working capital items. These items were somewhat offset by the \$18.8 million increase in OIBDA. The change in non-cash working capital items from operating activities is detailed in the table below.

Changes in Non-Cash Working Capital Items from Operating Activities			
(\$ millions)	Years ended December 31		
	2021	2020	Variance
	\$	\$	\$
Sources (uses) of cash			
Trade and other receivables	1.3	24.4	(23.1)
Inventory	(2.5)	2.9	(5.4)
Prepaid expenses	(1.9)	2.0	(3.9)
Accounts payable and accrued liabilities	(2.5)	(6.7)	4.2
Total sources (uses) of cash from non-cash working capital items	(5.6)	22.6	(28.2)

In 2021 Mullen Group has grown through acquisitions resulting in a use of \$5.6 million of cash from changes in non-cash working capital items from operating activities as compared to generating \$22.6 million of cash in 2020. This \$28.2 million variance was mainly due to the following factors.

- An additional \$23.1 million of cash was used from trade and other receivables that resulted from the combined effect of a \$1.3 million source of cash in 2021 as compared to a \$24.4 million source of cash in 2020.
- An additional \$5.4 million of cash was used from inventory that resulted from the combined effect of a \$2.5 million use of cash in 2021 as compared to a \$2.9 million source of cash in 2020.



- An additional \$3.9 million of cash was used from prepaid expenses that resulted from the combined effect of a \$1.9 million use of cash in 2021 as compared to a \$2.0 million source of cash in 2020.

Somewhat offsetting these items was the following:

- An additional \$4.2 million of cash was generated from accounts payable and accrued liabilities that resulted from the combined effect of a \$2.5 million use of cash in 2021 as compared to a \$6.7 million use of cash in 2020.

### ***Cash Used In Financing Activities***

Net cash used in financing activities was \$46.3 million in 2021 as compared to using \$128.9 million during the same period in 2020. This \$82.6 million variance was mainly due to the factors set forth below.

- Borrowed \$89.0 million on the Credit Facilities in 2021.
- A \$9.1 million decrease in cash used in 2021 to repurchase and cancel Common Shares under the NCIB as compared to 2020.
- A \$0.1 million variance in changes in non-cash working capital items from financing activities.

Somewhat offsetting these items were the following:

- A \$9.6 million increase in cash used to pay dividends to common shareholders.
- A \$5.1 million increase in the repayment of lease liabilities, long-term debt and loans in 2021.
- A \$0.9 million increase in interest paid in 2021.

### ***Cash Used In Investing Activities***

Net cash used in investing activities increased to \$255.6 million in 2021 as compared to \$68.7 million in 2020. This \$186.9 million increase was mainly due to the factors set forth below.

- A \$187.3 million increase in cash used on acquisitions.
- A \$3.5 million change in other assets.
- A \$1.0 million decrease in interest received from cash and cash equivalents.
- A \$0.4 million change in net investment in finance leases.

Somewhat offsetting these items were the following:

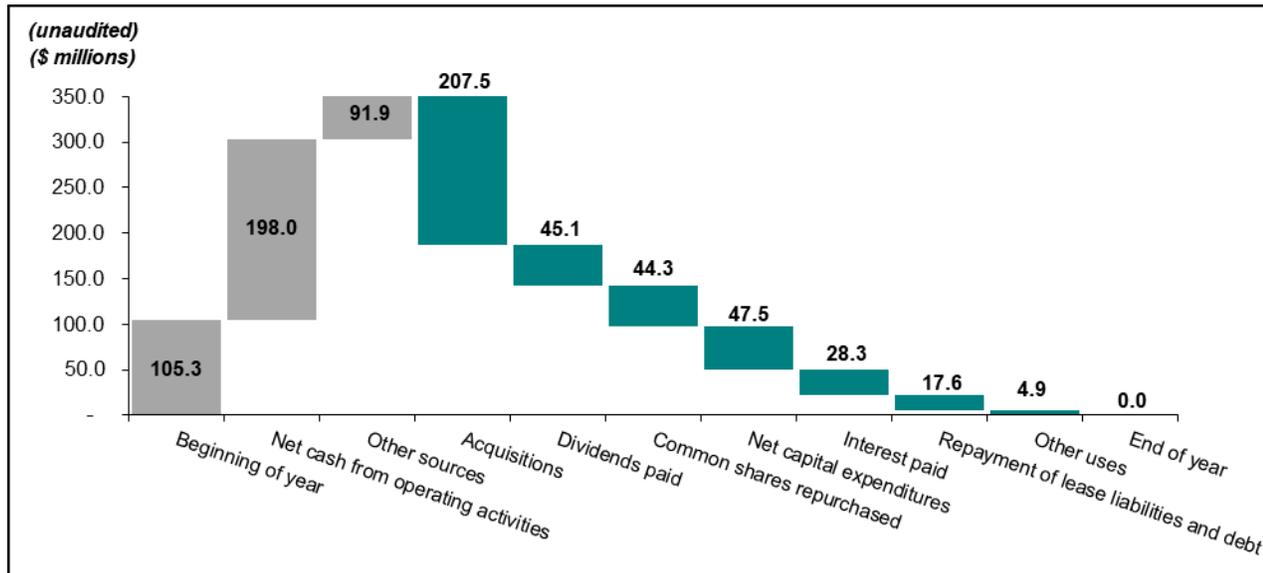
- A \$2.9 million decrease in net capital expenditures<sup>1</sup>. In 2021 net capital expenditures<sup>1</sup> were \$47.5 million as compared to \$50.4 million in 2020.
- A \$2.1 million variance in changes in non-cash working capital items from investing activities.
- A \$0.2 million decrease in cash used on the purchase of intangible assets.
- A \$0.1 million increase in cash distributions from an equity investee.

<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".

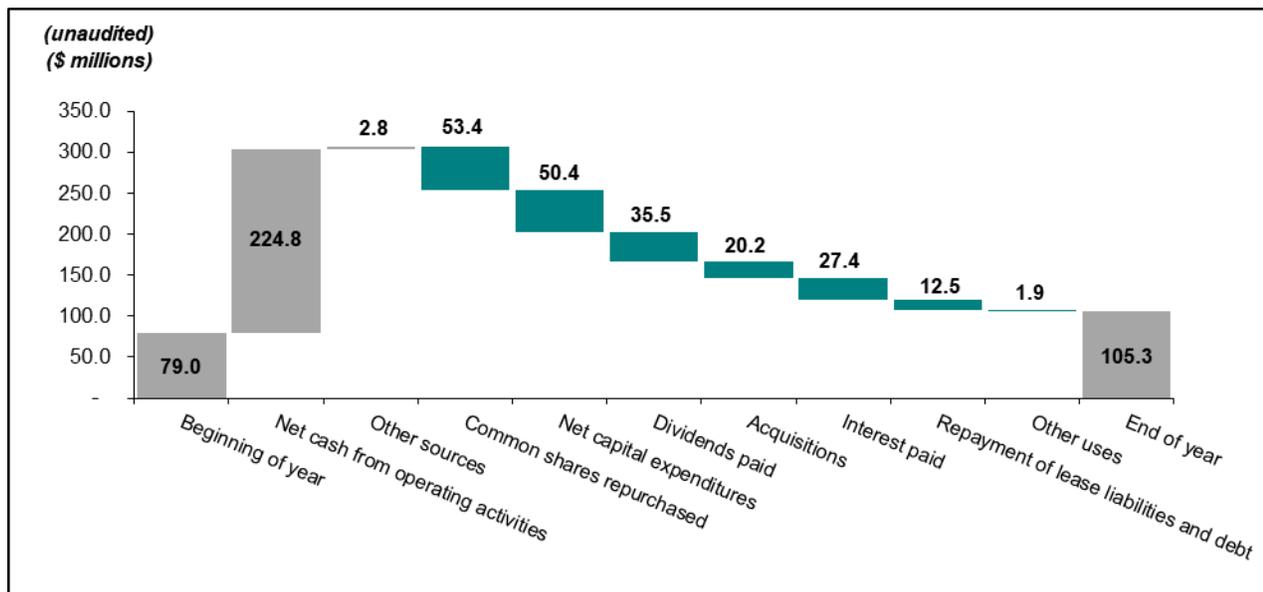


The following charts present the sources and uses of cash for comparative purposes.

### Year ended December 31, 2021



### Year ended December 31, 2020



In addition to the \$198.0 million (2020 – \$224.8 million) of net cash from operating activities, we received \$91.9 million (2020 – \$2.8 million) of cash from other sources, consisting mainly of \$89.0 million of borrowings from the Credit Facilities, net investment in finance leases, interest income generated from cash and cash equivalents, cash received from an equity investee and from changes in non-cash working capital items from investing activities. Cash was used to fund acquisitions of \$207.5 million (2020 – \$20.2 million), repurchase and cancel 3,469,869 Common Shares for \$44.3 million (2020 – \$53.4 million), repay finance leases and debt of \$17.6 million (2020 – \$12.5 million), pay dividends totalling \$45.1 million (2020 – \$35.5 million), incur net capital expenditures<sup>1</sup> of \$47.5 million (2020 – \$50.4 million) and pay interest obligations of \$28.3 million (2020 – \$27.4 million). We also had \$4.9 million (2020 – \$1.9 million) of other uses, which mainly consisted of funding the January 1, 2022, acquisition of the assets and business of Monarch.

<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



## Working Capital

At December 31, 2021, we had \$50.8 million (December 31, 2020 – \$239.1 million) of working capital, which included \$89.0 million of amounts drawn on the Credit Facilities. This working capital also includes a current liability of \$17.9 million (December 31, 2020 – \$11.4 million) related to the current portion of lease liabilities. This working capital, the Credit Facilities and the anticipated cash flow from operating activities in 2022 are available to finance ongoing working capital requirements, the 2022 dividend, the 2022 capital budget, as well as various special projects and acquisition opportunities.

## Capital Expenditure Summary

The following chart summarizes capital expenditures and depreciation for facilities as well as trucks, trailers and specialized equipment for the last number of years.

Capital Expenditures and Depreciation Summary (\$ millions)	Years ended December 31			
	2021	2020	2019	2018
	\$	\$	\$	\$
Facilities				
Gross capital expenditures	16.7	22.6	18.7	22.4
Net capital expenditures <sup>(1)</sup>	6.6	15.2	18.7	22.4
Depreciation	10.3	8.4	7.9	7.8
Trucks, trailers and specialized equipment				
Gross capital expenditures	51.5	42.3	56.3	77.3
Net capital expenditures <sup>(1)</sup>	40.9	35.2	49.8	65.1*
Depreciation	62.9	64.0	72.6	64.3
Total				
Gross capital expenditures	68.2	64.9	75.0	99.7
Net capital expenditures <sup>(1)</sup>	47.5	50.4	68.5	87.5
Depreciation	73.2	72.4	80.5	72.1

<sup>(1)</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".

\* Included \$8.9 million of net capital expenditures for special projects.

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## Debt

As at December 31, 2021, net debt<sup>1</sup> outstanding was \$587.5 million, (December 31, 2020 – \$357.3 million), which consisted of total debt of \$745.3 million (December 31, 2020 – \$607.8 million) less working capital (excluding the current portion of lease liabilities) of \$157.8 million (December 31, 2020 – \$250.5 million). The primary reason for the increase in the carrying value of the long-term debt was due to drawing on the Credit Facilities and from the incremental increase in lease liabilities resulting from recent acquisitions, which was somewhat offset by the impact of the strengthening of the Canadian dollar relative to the U.S. dollar on our U.S. dollar denominated debt. Total debt is comprised of the Private Placement Debt, the Debentures, lease liabilities and the Credit Facilities. The following table summarizes total debt and net debt<sup>1</sup> as at December 31, 2021, and December 31, 2020:

(\$ millions)	Interest Rate	December 31, 2021		December 31, 2020		Change in CDN. Dollar Equivalent
		U.S. Dollar	CDN. Dollar Equivalent	U.S. Dollar	CDN. Dollar Equivalent	
Private Placement Debt:						
Series G - matures October 22, 2024	3.84%	\$ 117.0	\$ 148.4	\$ 117.0	\$ 149.0	\$ (0.6)
Series H - matures October 22, 2026	3.94%	112.0	142.0	112.0	142.6	(0.6)
Series I - matures October 22, 2024	3.88%	—	30.0	—	30.0	—
Series J - matures October 22, 2026	4.00%	—	3.0	—	3.0	—
Series K - matures October 22, 2024	3.95%	—	58.0	—	58.0	—
Series L - matures October 22, 2026	4.07%	—	80.0	—	80.0	—
Bank indebtedness	variable <sup>(1)</sup>	—	89.0	—	—	89.0
Long-term debt	3.31%	—	0.9	—	—	0.9
Less:						
Unamortized debt issuance costs		—	(0.7)	—	(0.9)	0.2
Long-term debt (including the current portion)		229.0	550.6	229.0	461.7	88.9
Debentures – debt component	5.75%	—	113.5	—	111.1	2.4
Lease liabilities (including the current portion)	3.20%	—	81.2	—	35.0	46.2
<b>Total debt</b>		<b>\$ 229.0</b>	<b>\$ 745.3</b>	<b>\$ 229.0</b>	<b>\$ 607.8</b>	<b>\$ 137.5</b>
Less:						
Working capital (excluding the bank indebtedness and the current portion of leases)			157.8		250.5	(92.7)
<b>Net debt<sup>(2)</sup></b>			<b>\$ 587.5</b>		<b>\$ 357.3</b>	<b>\$ 230.2</b>

<sup>(1)</sup> Bank prime rate plus 0.5 percent or bankers' acceptance rates plus 1.5 percent.

<sup>(2)</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".

**Total Net Debt<sup>1</sup> to Operating Cash Flow.** Mullen Group's total net debt<sup>1</sup> cannot exceed 3.5 times operating cash flow calculated using the trailing twelve months' financial results normalized for acquisitions. The term total net debt<sup>1</sup>, as defined within the Private Placement Debt Agreement, means all debt excluding the Debentures less any unrealized gain on Cross-Currency Swaps plus any unrealized loss on Cross-Currency Swaps as disclosed within Derivatives on the consolidated statement of financial position but includes the Private Placement Debt, lease liabilities, the Credit Facilities and letters of credit. The term "**operating cash flow**", as defined within the Private Placement Debt Agreement, means, for any quarterly period, the trailing twelve months' consolidated net income adjusted for all amounts deducted in the computation thereof on account of (i) taxes imposed on or measured by income or excess profits; (ii) depreciation and amortization taken during such period; (iii) total interest charges, including interest on the Debentures; and (iv) non-cash charges. Total net debt<sup>1</sup> to operating cash flow financial covenant under our Private Placement Debt enables us to include the trailing twelve months operating cash flows from acquisitions. Although permitted, we have not included any operating cash flows generated prior to the date of the acquisition from the recent acquisitions in this financial covenant calculation.

<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



Total net debt<sup>1</sup> to operating cash flow was calculated as follows:

	December 31 2021		December 31 2020	
<b>Total net debt<sup>(1)</sup> to operating cash flow</b>				
Total net debt <sup>(1)</sup>	\$	598.4	\$	462.8
Operating cash flow	\$	237.2	\$	220.1
Total net debt <sup>(1)</sup> to operating cash flow		2.52:1		2.10:1

<sup>(1)</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".

Total Earnings Available for Fixed Charges to Total Fixed Charges. The fixed charge coverage ratio cannot be less than 1.75:1 calculated using the trailing twelve months financial results.

The term "**total earnings available for fixed charges**", as defined within the Private Placement Debt Agreement, means, for any period, consolidated net income plus all amounts deducted in the computation thereof on account of (i) taxes imposed on or measured by income or excess profits, (ii) the depreciation and amortization taken during such period, (iii) consolidated fixed charges, (iv) interest charges with respect to convertible debentures, and (v) non-cash charges, and less any non-cash gains included in the computation of consolidated net income. The term "**total fixed charges**", as defined within the Private Placement Debt Agreement, means, for any period the sum of total interest charges and rental charges for such period.

	December 31 2021		December 31 2020	
<b>Total Earnings Available for Fixed Charges to Total Fixed Charges</b>				
Total earnings available for fixed charges	\$	240.0	\$	222.4
Total fixed charges	\$	23.9	\$	22.5
Total earnings available for fixed charges to total fixed charges		10.02:1		9.87:1

Mullen Group, as evidenced by the table below, is in compliance with both of the aforementioned covenants.

Financial Covenants	Financial Covenant Threshold	December 31 2021	December 31 2020
Private Placement Debt Covenants			
(a) Total net debt <sup>(1)</sup> to operating cash flow cannot exceed	3.50:1	2.52:1	2.10:1
(b) Total earnings available for fixed charges to total fixed charges cannot be less than	1.75:1	10.02:1	9.87:1

<sup>(1)</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".

Total net debt<sup>1</sup> to operating cash flow was 2.52:1 at December 31, 2021. Assuming the \$598.4 million of total net debt<sup>1</sup> remains constant, we would need to generate approximately \$171.0 million of operating cash flow on a trailing twelve month basis to remain in compliance with this financial covenant. When a business is acquired, the trailing twelve months of operating cash flows generated by the newly acquired business may be added to our trailing twelve months' operating cash flows from the date of acquisition for financial covenant calculation purposes, such as has not been included in the above calculation.

Mullen Group is also subject to a priority debt covenant. The term "priority debt" means all indebtedness secured by permitted liens excluding certain qualified subsidiary debt. Priority debt cannot exceed 15.0 percent of total assets. At December 31, 2021, the priority debt was \$0.8 million or an insignificant percentage of total assets.

Our debt-to-equity ratio was 0.84:1 at December 31, 2021, as compared to 0.68:1 at December 31, 2020. This increase in the debt-to-equity ratio was due to the net effect of a \$137.5 million increase in total debt (including the current portion) and a \$7.7 million decrease in equity as compared to December 31, 2020. The \$137.5 million increase in total debt was due to adding \$89.0 million of bank indebtedness and from a \$46.2 million increase in lease liabilities resulting from the recent acquisitions. These increases were somewhat offset by a \$1.2 million foreign exchange gain on the Corporation's U.S. dollar debt. The \$7.7 million decrease in equity mainly resulted

<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



from the \$46.0 million of dividends declared to shareholders in 2021 and from the Common Shares repurchased under the NCIB. These items were somewhat offset by the \$72.4 million of net income being recognized in 2021, the 750,000 Common Shares issued on the APPS acquisition and from the 400,000 Common Shares issued on the DirectIT acquisition.

## Contractual Obligations

The following table summarizes the contractual maturities of financial liabilities, using the contractual cash flows.

(\$ millions)	Maximum Payments				
	Total \$	1 year \$	2 – 3 years \$	4 – 5 years \$	5 years and thereafter \$
Private Placement Debt <sup>(1)</sup>	461.3	—	236.3	225.0	—
Interest on Private Placement Debt <sup>(1)</sup>	72.3	18.1	34.5	19.7	—
Bank indebtedness	89.0	89.0	—	—	—
Debentures	125.0	—	—	125.0	—
Interest on the Debentures	35.9	7.2	14.4	14.3	—
Purchase obligations	31.3	31.3	—	—	—
Lease liabilities	94.1	21.1	30.7	15.2	27.1
Various financing loans	0.9	0.1	0.1	0.7	—
<b>Total Contractual Obligations</b>	<b>909.8</b>	<b>166.8</b>	<b>316.0</b>	<b>399.9</b>	<b>27.1</b>

<sup>(1)</sup> Assumes a U.S. dollar foreign exchange rate of \$1.2678.

We ended 2021 with Private Placement Debt of \$461.3 million, a decrease of \$1.2 million as compared to the \$462.5 million of long-term debt at the beginning of the year. This decrease was due to the \$1.2 million foreign exchange gain on the Corporation's U.S. dollar debt. The Private Placement Debt matures in 2024 and 2026.

In June 2019, we issued \$125.0 million of the Debentures, by way of a bought deal, at a price of \$1,000 per Debenture. The Debentures mature on November 30, 2026, and bear interest at an annual rate of 5.75 percent payable semi-annually in arrears on the last day of May and November of each year. Each \$1,000 Debenture is convertible into 71.4286 Common Shares (or a conversion price of \$14.00) at any time at the option of the holders of the Debentures. As at the date of issuance, an aggregate of 8,928,575 Common Shares would be issued if all holders converted their principal amount.

As at December 31, 2021, we entered into various capital expenditure purchase obligations totalling \$31.3 million. The majority of these purchase obligations relate to the acquisition of trucks and trailers given that certain manufacturers require purchase obligations in advance so that manufacturing can commence and expected delivery times can be met.

The majority of our lease liabilities relate to real property leases that are mainly utilized by certain Business Units within the Less-Than-Truckload and the Logistics & Warehousing segments. Some Business Units have also entered into leases pertaining to various pieces of operating equipment including rail cars, trucks and trailers. As at December 31, 2021, we had total contractual cash commitments of \$94.1 million while the carrying amount of these lease liabilities on our consolidated statement of financial position was \$81.2 million. The carrying amount is measured at the present value of the remaining lease payments at an average incremental borrowing rate of 3.2 percent.

As at December 31, 2021, we had \$89.0 million of bank indebtedness, which consists of amounts drawn on the Credit Facilities. Various financing loans consists of a mortgage that was assumed as part of the acquisition of Bandstra that matures in 2026.



## Share Capital

The authorized share capital of the Corporation consists of an unlimited number of Common Shares and an unlimited number of Preferred Shares, issuable in series. The number of, and the specific rights, privileges, restrictions and conditions attaching to any series of Preferred Shares shall be determined by the Board prior to the creation and issuance thereof. As at the date hereof, no series of Preferred Shares has been created.

### Common Shares

Common Shares Authorized: Unlimited Number	# of Common Shares	Amount (\$ millions)
Balance at December 31, 2020	96,852,047	\$ 874.9
Common Shares repurchased and cancelled	(3,469,869)	(36.0)
Common Shares issued on acquisition	1,150,000	14.7
Balance at December 31, 2021	<b>94,532,178</b>	<b>\$ 853.6</b>

At December 31, 2021, there were 94,532,178 Common Shares outstanding representing \$853.6 million in share capital. In 2021, we repurchased and cancelled 3,469,869 Common Shares under the NCIB program. We also repurchased 357,680 Common Shares that were cancelled in January 2022. As at January 31, 2022, there were 94,174,498 Common Shares issued and outstanding.

In 2021 we issued 750,000 Common Shares as partial consideration for the acquisition of APPS and 400,000 Common Shares as partial consideration for the acquisition of DirectIT.

### Stock Option Plan

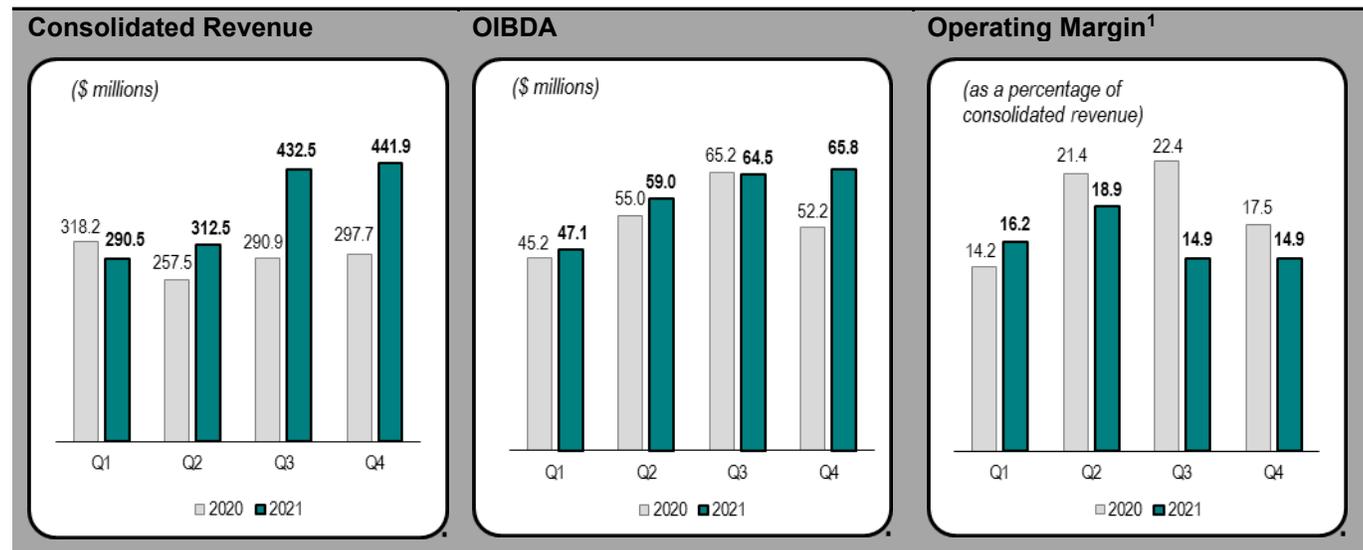
	Options	Weighted average exercise price
Outstanding – December 31, 2020	2,995,000	\$ 19.38
Granted	1,095,000	10.78
Expired	(305,000)	(19.20)
Forfeited	(30,000)	(18.75)
Outstanding – December 31, 2021	<b>3,755,000</b>	<b>\$ 16.89</b>
Exercisable – December 31, 2021	<b>2,660,000</b>	<b>\$ 19.41</b>

There are 3,012,500 stock options available to be issued under our stock option plan. In 2021 there were 305,000 stock options that had expired and 30,000 stock options were forfeited. As at December 31, 2021, Mullen Group had 3,755,000 stock options outstanding under the stock option plan. As at January 31, 2022, there were 3,700,000 stock options outstanding under the stock option plan.



# FOURTH QUARTER 2021 – CONSOLIDATED FINANCIAL RESULTS

## Summary – Trailing Eight Quarters



## Revenue

### Q4 Consolidated Revenue by Segment Three month periods ended December 31

(unaudited)  
(\$ millions)

	2021		2020		Change	
	\$	%*	\$	%*	\$	%
Less-Than-Truckload	168.8	38.0	116.3	39.0	52.5	45.1
Logistics & Warehousing	131.8	29.7	96.8	32.5	35.0	36.2
Specialized & Industrial Services	82.0	18.5	84.8	28.5	(2.8)	(3.3)
U.S. & International Logistics	61.2	13.8	—	—	61.2	—
Corporate and intersegment eliminations	(1.9)	—	(0.2)	—	(1.7)	—
<b>Total</b>	<b>441.9</b>	<b>100.0</b>	<b>297.7</b>	<b>100.0</b>	<b>144.2</b>	<b>48.4</b>

\*as a percentage of pre-consolidated revenue

Consolidated revenue in the fourth quarter increased by \$144.2 million, or 48.4 percent, to \$441.9 million as compared to \$297.7 million in 2020. Acquisitions were the primary contributor to revenue growth adding incremental revenue of \$136.1 million, including \$61.2 million associated with the new reporting segment, U.S. & International Logistics. The remaining \$8.1 million increase relates to revenue generated by the legacy Business Units. Consumer demand remained strong, the major reason freight shipments in both the Less-Than-Truckload and Logistics & Warehousing segments grew year over year. Offsetting these increases were declines in the Specialized & Industrial Services segment, primarily due to a drop in pipeline activity and civil construction projects.

In terms of revenue by segment, the Less-Than-Truckload segment grew by \$52.5 million including \$44.7 million of revenue generated by recent acquisitions. Revenue in the Logistics & Warehousing segment grew by \$35.0 million including \$26.3 million generated by recent acquisitions in this segment. The Specialized & Industrial Services segment revenue decreased by 3.3 percent, or \$2.8 million, largely due to the delays in pipeline and civil construction activity. The new U.S. & International Logistics segment added a further \$61.2 million of revenue. Consolidated fuel surcharge revenue increased by \$20.9 million to \$37.0 million as compared to \$16.1 million in 2020 with acquisitions contributing \$10.0 million of incremental fuel surcharge revenue and the remaining \$10.9 million of increased fuel surcharge revenue being attributable to higher diesel fuel prices.

<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



<b>Q4 Consolidated Revenue</b>						
<b>Three month periods ended December 31</b>						
<b>(unaudited)</b>	<b>2021</b>		<b>2020</b>		<b>Change</b>	
<b>(\$ millions)</b>	<b>\$</b>	<b>%</b>	<b>\$</b>	<b>%</b>	<b>\$</b>	<b>%</b>
Company	<b>288.9</b>	<b>65.4</b>	218.5	73.4	70.4	32.2
Contractors	<b>151.2</b>	<b>34.2</b>	78.0	26.2	73.2	93.8
Other	<b>1.8</b>	<b>0.4</b>	1.2	0.4	0.6	50.0
<b>Total</b>	<b>441.9</b>	<b>100.0</b>	297.7	100.0	144.2	48.4

Revenue generated by Company Equipment increased by \$70.4 million, or 32.2 percent, to \$288.9 million as compared to \$218.5 million in 2020 and represented 65.4 percent of consolidated revenue in the current period as compared to 73.4 percent in 2020. Revenue related to Contractors increased by \$73.2 million, or 93.8 percent, to \$151.2 million as compared to \$78.0 million in 2020 and represented 34.2 percent of consolidated revenue in the current period as compared to 26.2 percent in 2020, largely due to the effect of the U.S. & International Logistics segment that added \$61.2 million of revenue related to Contractors.

## Direct Operating Expenses

<b>Q4 Consolidated Direct Operating Expenses</b>						
<b>Three month periods ended December 31</b>						
<b>(unaudited)</b>	<b>2021</b>		<b>2020</b>		<b>Change</b>	
<b>(\$ millions)</b>	<b>\$</b>	<b>%*</b>	<b>\$</b>	<b>%*</b>	<b>\$</b>	<b>%</b>
Company						
Wages and benefits	<b>69.3</b>	<b>23.9</b>	58.3	26.7	11.0	18.9
CEWS	<b>(3.9)</b>	<b>(1.3)</b>	(3.8)	(1.8)	(0.1)	2.6
Fuel	<b>25.3</b>	<b>8.8</b>	16.6	7.6	8.7	52.4
Repairs and maintenance	<b>31.3</b>	<b>10.8</b>	27.1	12.4	4.2	15.5
Purchased transportation	<b>50.5</b>	<b>17.5</b>	23.9	10.9	26.6	111.3
Operating supplies	<b>21.0</b>	<b>7.3</b>	17.2	7.9	3.8	22.1
Other	<b>7.6</b>	<b>2.6</b>	7.1	3.3	0.5	7.0
	<b>201.1</b>	<b>69.6</b>	146.4	67.0	54.7	37.4
Contractors	<b>121.9</b>	<b>80.6</b>	59.1	75.8	62.8	106.3
<b>Total</b>	<b>323.0</b>	<b>73.1</b>	205.5	69.0	117.5	57.2

\*as a percentage of respective Consolidated revenue

DOE increased in the quarter by \$117.5 million, to \$323.0 million as compared to \$205.5 million last year, for two reasons. The majority of the increase is related to a \$144.2 million increase in consolidated revenue. The other is due to inflationary pressures and rising costs in virtually every cost category.

In terms of DOE associated with operating Company Equipment, these expenses rose by \$54.7 million, or 37.4 percent, closely correlated to a \$70.4 million increase in Company generated revenue. However, expressed as a percentage of Company revenue, operating expenses increased by 2.6 percent, to 69.6 percent from 67.0 percent in 2020, primarily due to a change in the revenue allocation associated with the new acquisitions, which tend to use purchased transportation more frequently to move Company generated revenue. Other operating expenses, as compared year over year, were generally in line as we were able to mitigate rising costs and inflation pressures through rate increases and cost controls. CEWS in the current period accounted for a \$3.9 million reduction in expenses in 2021 as compared to a \$3.8 million reduction in 2020. Excluding CEWS, as a percentage of Company revenue these expenses increased by 2.3 percent to 71.0 percent as compared to 68.7 percent in 2020 due to an increase in purchased transportation and fuel expenses.

Contractors expense in the fourth quarter increased to \$121.9 million as compared to \$59.1 million in 2020. This \$62.8 million, or 106.3 percent, increase was generally in line with the \$73.2 million, or 93.8 percent, rise in Contractors revenue. As a percentage of revenue, Contractors expense increased by 4.8 percent to 80.6 percent as compared to 75.8 percent in 2020, largely due to the addition of the U.S. & International Logistics segment.



## Selling and Administrative Expenses

Q4 Consolidated Selling and Administrative Expenses						
Three month periods ended December 31						
(unaudited) (\$ millions)	2021		2020		Change	
	\$	%*	\$	%*	\$	%
Wages and benefits	33.2	7.5	23.8	8.0	9.4	39.5
CEWS	(1.3)	(0.3)	(1.5)	(0.5)	0.2	(13.3)
Communications, utilities and general supplies	14.7	3.3	11.1	3.7	3.6	32.4
Profit share	3.4	0.8	3.5	1.2	(0.1)	(2.9)
Foreign exchange	0.1	—	1.5	0.5	(1.4)	(93.3)
Stock-based compensation	0.1	—	0.1	—	—	—
Rent and other	2.9	0.7	1.5	0.5	1.4	93.3
<b>Total</b>	<b>53.1</b>	<b>12.0</b>	<b>40.0</b>	<b>13.4</b>	<b>13.1</b>	<b>32.8</b>

\*as a percentage of total Consolidated revenue

S&A expenses for the period increased by \$13.1 million to \$53.1 million as compared to \$40.0 million in 2020, largely due to the \$14.1 million of incremental S&A expenses associated with acquisitions being somewhat offset by the \$1.4 million positive variance on foreign exchange. Excluding the effects of CEWS and foreign exchange, S&A expenses were reduced as a percentage of revenue to 12.3 percent as compared to 13.4 percent in 2020.

## Operating Income Before Depreciation and Amortization

Q4 Consolidated Operating Income Before Depreciation and Amortization						
Three month periods ended December 31						
(unaudited) (\$ millions)	2021		2020		Change	
	\$	%	\$	%	\$	%
Less-Than-Truckload	26.2	39.8	18.8	36.0	7.4	39.4
Logistics & Warehousing	24.1	36.6	20.0	38.3	4.1	20.5
Specialized & Industrial Services	16.2	24.6	17.7	33.9	(1.5)	(8.5)
U.S. & International Logistics	2.0	3.0	—	—	2.0	—
Corporate	(2.7)	(4.0)	(4.3)	(8.2)	1.6	(37.2)
<b>Total</b>	<b>65.8</b>	<b>100.0</b>	<b>52.2</b>	<b>100.0</b>	<b>13.6</b>	<b>26.1</b>

OIBDA for the period was \$65.8 million, or 14.9 percent of revenue, as compared to \$52.2 million, or 17.5 percent, in 2020. The increase of \$13.6 million was comprised of the following:

- a \$7.4 million increase in the Less-Than-Truckload segment;
- a \$4.1 million increase in the Logistics & Warehousing segment;
- a \$1.5 million decrease in the Specialized & Industrial Services segment;
- the addition of \$2.0 million from the U.S. & International Logistics segment; and
- a \$1.6 million reduction in Corporate costs.

The U.S. & International Logistics segment generated revenue, OIBDA and operating margin<sup>1</sup> of \$61.2 million, \$2.0 million and 3.3 percent, respectively. Without this segment's lower operating margin<sup>1</sup>, consolidated operating margin<sup>1</sup> would have been 16.7 percent as compared to the reported 14.9 percent.

<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



Operating margin<sup>1</sup> decreased by 2.6 percent to 14.9 percent as compared to 17.5 percent in 2020, largely due to the following:

- a change in business mix associated with the new acquisitions, most notably the effect of the U.S. & International Logistics segment, an exclusive user of Contractors;
- a change in business mix due to the \$8.3 million decrease in revenue generated by those Business Units providing specialized services to the oil sands, environmental, construction, pipeline, utility, telecom and water management industries including a \$14.3 million decrease in pipeline hauling and stringing services revenue and a \$3.3 million decrease in demand for civil construction services at Smook; and
- the detrimental impact on operating margins associated with the \$20.9 million increase in fuel surcharge revenue that resulted in a corresponding increase in expense.

**Q4 Consolidated Adjusted Operating Income Before Depreciation and Amortization<sup>(1)</sup>**  
**Three month periods ended December 31**

(unaudited) (\$ millions)	2021		2020		Change	
	\$	%	\$	%	\$	%
Less-Than-Truckload	25.7	42.4	17.7	37.7	8.0	45.2
Logistics & Warehousing	23.3	38.5	18.9	40.3	4.4	23.3
Specialized & Industrial Services	12.3	20.3	14.6	31.1	(2.3)	(15.8)
U.S. & International Logistics	2.0	3.3	—	—	2.0	—
Corporate	(2.7)	(4.5)	(4.3)	(9.1)	1.6	(37.2)
Total	60.6	100.0	46.9	100.0	13.7	29.2

<sup>(1)</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP and Additional GAAP Terms".

Adjusted OIBDA<sup>1</sup> for the period was \$60.6 million, or 13.7 percent of revenue, as compared to \$46.9 million, or 15.8 percent, in 2020. The increase of \$13.7 million was mainly due to \$13.9 million of incremental OIBDA generated by acquisitions. Specific factors include:

- an \$8.0 million increase in the Less-Than-Truckload segment;
- a \$4.4 million increase in the Logistics & Warehousing segment;
- a \$2.3 million decrease in the Specialized & Industrial Services segment;
- the addition of \$2.0 million from the U.S. & International Logistics segment; and
- a \$1.6 million reduction in Corporate costs.

Adjusted operating margin<sup>1</sup> declined compared to the prior year period, primarily due to the U.S. & International Logistics segment, which generates lower margins due to the nature of the business.

## Depreciation of Property, Plant and Equipment

Depreciation of property, plant and equipment was \$20.9 million in the fourth quarter as compared to \$18.8 million in 2020. This increase of \$2.1 million was mainly attributable to a greater amount of depreciation being recognized in the Less-Than-Truckload segment, the Logistics & Warehousing segment and the U.S. & International Logistics segment, which was somewhat offset by a lower amount of depreciation being recorded in the Specialized & Industrial Services segment. Depreciation in the Corporate Office remained consistent on a year over year basis. Depreciation in the Less-Than-Truckload segment increased by \$1.6 million due to acquisitions and from a greater amount of capital expenditures being made within this segment. Depreciation increased by \$0.7 million in the Logistics & Warehousing segment and \$0.5 million of depreciation was added by the new U.S. & International Logistics segment. Depreciation in the Specialized & Industrial Services segment decreased by \$0.7 million and was mainly due to the lower amount of capital expenditures made within this segment, the sale of older assets by certain Business Units and from the Corporation's declining balance method of depreciation.

<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



## Depreciation of Right-of-Use Assets

Depreciation of right-of-use assets was \$5.8 million in the fourth quarter as compared to \$3.0 million in 2020. This increase of \$2.8 million was mainly attributable to a greater amount of depreciation of right-of-use assets being recorded in the Less-Than-Truckload segment (up \$2.2 million) and the Logistics & Warehousing segment (up \$0.4 million) by virtue of the leases acquired in the recent acquisitions. Depreciation of right-of-use assets within the U.S. & International Logistics segment was up \$0.2 million while the Specialized & Industrial Services segment and the Corporate Office remained consistent on a year over year basis.

## Amortization of Intangible Assets

Amortization of intangible assets was \$3.7 million in the fourth quarter as compared to \$4.8 million in 2020. This decrease of \$1.1 million mainly resulted from an adjustment in the fourth quarter of 2021 to the amount of amortization expense recognized on the recent acquisitions. In the third quarter of 2021, we recognized \$9.0 million in amortization of intangible assets. In the fourth quarter of 2021, the Corporation recognized a decrease in amortization of intangible assets after finalizing the purchase price allocations associated with the recent acquisitions. Excluding any new acquisitions, amortization of intangible assets is expected to be approximately \$17.0 million in fiscal 2022.

## Finance Costs

Finance costs were \$8.0 million in the fourth quarter as compared to \$7.3 million in 2020. The increase of \$0.7 million was mainly attributable to a greater amount of interest expense being recorded on the Credit Facilities. We also had a greater amount of interest expense recognized on lease liabilities. In addition, there was a reduction of interest income being generated from cash and cash equivalents.

## Net Foreign Exchange Loss (Gain)

The net foreign exchange loss was \$0.8 million in the fourth quarter as compared to a loss of \$0.1 million in 2020. The components of net foreign exchange loss were as follows:

Net Foreign Exchange Loss (Gain)	Three month periods ended December 31		
	CDN. \$ Equivalent		
	2021		2020
<i>(unaudited)</i> (\$ millions)			
Foreign exchange (gain) loss on U.S. \$ debt	(1.4)		(13.9)
Foreign exchange loss (gain) on Cross-Currency Swaps	2.2		14.0
Net foreign exchange loss (gain)	0.8		0.1

### Foreign Exchange (Gain) Loss on U.S. \$ Debt

We recorded a foreign exchange gain of \$1.4 million related to U.S. dollar debt due to the \$0.0063 strengthening of the Canadian dollar relative to the U.S. dollar during the fourth quarter. For the same period in 2020, we recorded a foreign exchange gain of \$13.9 million due to the \$0.0607 strengthening of the Canadian dollar relative to the U.S. dollar. The details of the foreign exchange gain on the U.S. dollar debt is summarized in the following table:

Foreign Exchange (Gain) Loss on U.S. \$ Debt	Three month periods ended December 31					
	2021			2020		
	U.S. \$ Debt	Exchange Rate	CDN. \$ Equivalent	U.S. \$ Debt	Exchange Rate	CDN. \$ Equivalent
<i>(unaudited)</i> (\$ millions, except exchange rate amounts)						
Ending – December 31	229.0	1.2678	290.4	229.0	1.2732	291.6
Beginning – September 30	229.0	1.2741	291.8	229.0	1.3339	305.5
Foreign exchange (gain) loss on U.S. \$ debt			(1.4)			(13.9)



## Foreign Exchange Loss (Gain) on Cross-Currency Swaps

The foreign exchange loss on Cross-Currency Swaps of \$2.2 million in the fourth quarter was due to the change over the period in the fair value of these Cross-Currency Swaps as summarized in the table below:

Foreign Exchange Loss (Gain) on Cross-Currency Swaps	Three month periods ended December 31			
	2021		2020	
	U.S. \$ Swaps	CDN. \$ Change in Fair Value of Swaps	U.S. \$ Swaps	CDN. \$ Change in Fair Value of Swaps
<i>(unaudited)</i> (\$ millions)				
Cross-Currency Swap maturing October 22, 2024	117.0	1.0	117.0	7.1
Cross-Currency Swap maturing October 22, 2026	112.0	1.2	112.0	6.9
Foreign exchange loss (gain) on Cross-Currency Swaps		2.2		14.0

## Other (Income) Expense

Other income was \$0.9 million in the fourth quarter of 2021 as compared to \$5.3 million of other expense recorded in 2020. The \$6.2 million positive variance was due to the factors set forth below:

Change in Fair Value of Investments (no variance). We recorded an increase in the fair value of investments of \$0.4 million in the fourth quarter, which is consistent with the \$0.4 million increase in 2020.

Gain or loss on Sale of Property, Plant and Equipment (positive variance of \$5.1 million). We recognized a loss of \$0.1 million on sale of property, plant and equipment on total consolidated proceeds on sale of \$3.2 million in the fourth quarter as compared to a \$5.2 million loss on sale of property, plant and equipment on total consolidated proceeds on sale of \$8.7 million in 2020. The \$0.1 million loss on sale of property, plant and equipment in 2021 mainly resulted from the sale of older equipment in the Less-Than-Truckload segment, which was somewhat offset by gains on sale of redundant land and buildings recognized within the Corporate Office. The \$5.2 million loss on sale of property, plant and equipment in 2020 mainly resulted from the sale of redundant land and buildings within the Corporate Office (loss of \$3.3 million) and from shutting in a disposal well at Envolve (loss of \$1.9 million).

Earnings from Equity Investments (positive variance of \$1.1 million). We recognized \$0.6 million of earnings from equity investments in the fourth quarter as compared to a loss of \$0.5 million in 2020. There were no equity investments purchased or sold in the fourth quarter of 2021 and 2020.

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## Income Taxes

<i>(unaudited)</i> (\$ millions)	Three month periods ended December 31			
	2021		2020	
Income before income taxes	\$	27.5	\$	12.9
Combined statutory tax rate		25%		26%
Expected income tax		6.9		3.4
Add (deduct):				
Non-deductible (taxable) portion of net foreign exchange loss (gain)		0.1		—
Non-deductible (taxable) portion of the change in fair value of investments		—		—
Stock-based compensation expense		—		0.1
Changes in unrecognized deferred tax asset		0.1		—
Decrease in income tax due to changes in income tax rate		—		(0.1)
Other		0.2		(0.6)
Income tax expense	\$	7.3	\$	2.8

Income tax expense increased to \$7.3 million in the fourth quarter as compared to \$2.8 million in 2020. This increase of \$4.5 million was mainly attributable to greater income being generated in the fourth quarter of 2021 as compared to the same period in 2020.

## Net Income

<i>(unaudited)</i> (\$ millions, except share and per share amounts)	Three month periods ended December 31				
	2021		2020		% Change
Net income	\$	20.2	\$	10.1	100.0
Weighted average number of Common Shares outstanding		95,364,667		96,870,540	(1.6)
Earnings per share – basic	\$	0.21	\$	0.10	110.0

Net income increased to \$20.2 million in the fourth quarter as compared to \$10.1 million in 2020. The factors contributing to the increase in net income include:

- a \$13.6 million increase in OIBDA;
- a \$5.1 million decrease in the loss on sale of property, plant and equipment;
- a \$1.1 million decrease in amortization of intangible assets; and
- a \$1.1 million increase in earnings from equity investments.

These factors were somewhat offset by the following factors that decreased net income:

- a \$4.5 million increase in income tax expense;
- a \$2.8 million increase in depreciation of right-of-use assets;
- a \$2.1 million increase in depreciation of property, plant and equipment;
- a \$0.7 million increase in finance costs; and
- a \$0.7 million negative variance in net foreign exchange.



Basic earnings per share increased to \$0.21 in the fourth quarter as compared to \$0.10 in 2020. This increase resulted from the effect of the \$10.1 million increase in net income. The weighted average number of Common Shares outstanding decreased from 96,870,540 to 95,364,667, which was due to the repurchase and cancellation of Common Shares under the NCIB being partially offset by the issuance of 750,000 Common Shares on the APPS acquisition and 400,000 Common Shares on the DirectIT acquisition.

## Net Income – Adjusted and Earnings per Share – Adjusted

The following table illustrates net income and basic earnings per share before considering the impact of the net foreign exchange gains or losses and the change in fair value of investments. Net income and basic earnings per share have been adjusted to reflect earnings from a strictly operating perspective.

<i>(unaudited)</i> (\$ millions, except share and per share amounts)	Three month periods ended December 31	
	2021	2020
Income before income taxes	\$ 27.5	\$ 12.9
Add (deduct):		
Net foreign exchange loss (gain)	0.8	0.1
Change in fair value of investments	(0.4)	(0.4)
Income before income taxes – adjusted	27.9	12.6
Income tax rate	25%	26%
Computed expected income tax expense	(7.0)	(3.3)
Net income – adjusted <sup>(1)</sup>	20.9	9.3
Weighted average number of Common Shares outstanding – basic	95,364,667	96,870,540
Earnings per share – adjusted <sup>(1)</sup>	\$ 0.22	\$ 0.10

<sup>(1)</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".

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## FOURTH QUARTER 2021 – SEGMENTED INFORMATION

Three month period ended December 31, 2021 (unaudited) (\$ millions)	Less-Than -Truckload	Logistics & Warehousing	Specialized & Industrial Services	U.S. & International Logistics	Corporate and intersegment eliminations	Total
	\$	\$	\$	\$	\$	\$
Revenue	168.8	131.8	82.0	61.2	(1.9)	441.9
Direct operating expenses	119.1	93.5	57.6	55.8	(3.0)	323.0
Selling and administrative expenses	23.5	14.2	8.2	3.4	3.8 <sup>(1)</sup>	53.1
Operating income before depreciation and amortization	26.2	24.1	16.2	2.0	(2.7)	65.8
Net capital expenditures <sup>(2)</sup>	9.9	7.7	—	—	9.7	27.3

Three month period ended December 31, 2020 (unaudited) (\$ millions)	Less-Than -Truckload	Logistics & Warehousing	Specialized & Industrial Services	U.S. & International Logistics	Corporate and intersegment eliminations	Total
	\$	\$	\$	\$	\$	\$
Revenue	116.3	96.8	84.8	—	(0.2)	297.7
Direct operating expenses	81.2	66.2	58.6	—	(0.5)	205.5
Selling and administrative expenses	16.3	10.6	8.5	—	4.6 <sup>(3)</sup>	40.0
Operating income before depreciation and amortization	18.8	20.0	17.7	—	(4.3)	52.2
Net capital expenditures <sup>(2)</sup>	10.2	(0.6)	(0.7)	—	9.8	18.7

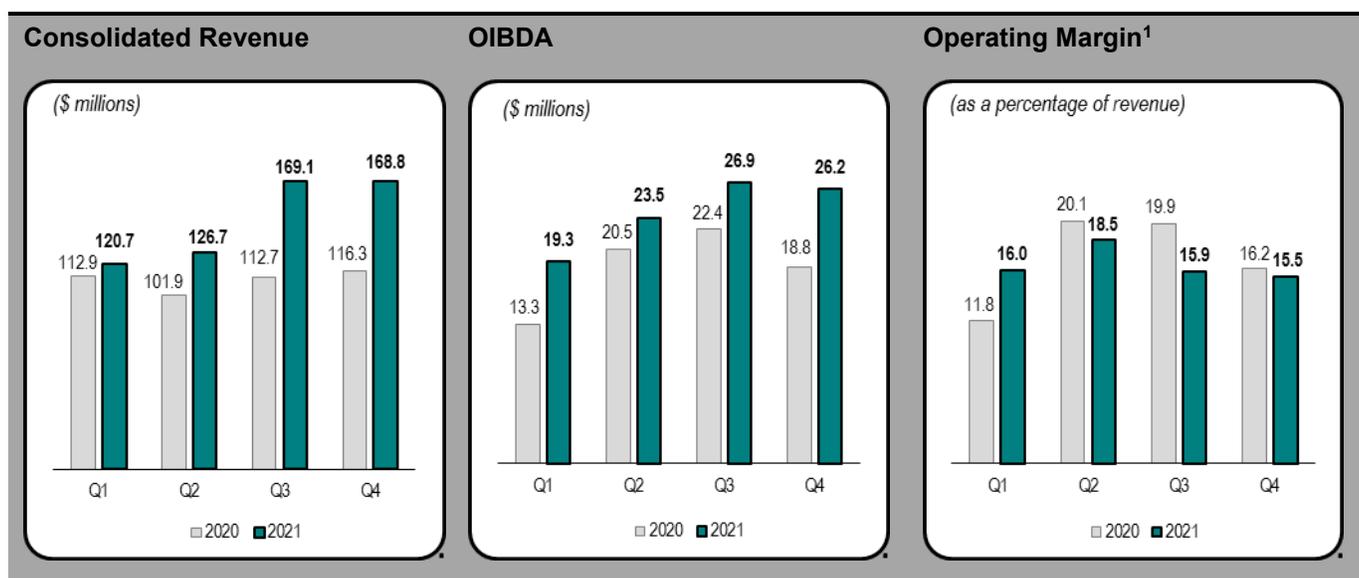
<sup>(1)</sup> Includes a \$0.1 million foreign exchange loss.

<sup>(2)</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".

<sup>(3)</sup> Includes a \$1.1 million foreign exchange loss.

## LESS-THAN-TRUCKLOAD SEGMENT

### Summary – Trailing Eight Quarters



<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



## Revenue

Q4 Revenue – Less-Than-Truckload						
Three month periods ended December 31						
<i>(unaudited)</i>						
<i>(\$ millions)</i>						
	2021		2020		Change	
	\$	%	\$	%	\$	%
Company	155.0	91.8	107.8	92.7	47.2	43.8
Contractors	13.2	7.8	8.5	7.3	4.7	55.3
Other	0.6	0.4	—	—	0.6	—
Total	168.8	100.0	116.3	100.0	52.5	45.1

Segment revenue increased by \$52.5 million, or 45.1 percent, to \$168.8 million as compared to \$116.3 million in 2020 and represented 38.2 percent of consolidated revenue as compared to 39.1 percent in 2020. The increase in revenue was mainly attributable to the acquisitions. In addition, a recovery in the general economy and continued consumer spending had a positive effect on the legacy Business Units. In total, fuel surcharge revenue increased by \$13.3 million to \$25.1 million as compared to \$11.8 million in 2020 with acquisitions contributing \$6.4 million of incremental fuel surcharge revenue. The remaining increase in fuel surcharge revenue was attributable to higher diesel fuel prices. Adjusted for acquisitions and fuel surcharge fluctuations, this segment grew year over year by 0.8 percent. Specific factors affecting segment revenue were:

- a \$44.7 million increase in revenue generated from acquisitions; and
- an increase of \$6.9 million in fuel surcharge revenue from the legacy Business Units to \$18.7 million as compared to \$11.8 million generated in 2020 resulting from the rise in diesel fuel prices.

## Direct Operating Expenses

Q4 Direct Operating Expenses – Less-Than-Truckload						
Three month periods ended December 31						
<i>(unaudited)</i>						
<i>(\$ millions)</i>						
	2021		2020		Change	
	\$	%*	\$	%*	\$	%
Company						
Wages and benefits	36.7	23.7	29.1	27.0	7.6	26.1
CEWS	(0.3)	(0.2)	(0.8)	(0.7)	0.5	(62.5)
Fuel	14.6	9.4	9.6	8.9	5.0	52.1
Repairs and maintenance	13.0	8.4	11.4	10.6	1.6	14.0
Purchased transportation	41.1	26.5	21.0	19.5	20.1	95.7
Operating supplies	1.9	1.2	1.9	1.8	—	—
Other	4.0	2.6	3.7	3.3	0.3	8.1
	111.0	71.6	75.9	70.4	35.1	46.2
Contractors	8.1	61.4	5.3	62.4	2.8	52.8
Total	119.1	70.6	81.2	69.8	37.9	46.7

\*as a percentage of respective Less-Than-Truckload revenue

DOE were \$119.1 million as compared to \$81.2 million in 2020. The increase of \$37.9 million, or 46.7 percent, was directly related to the \$52.5 million, or 45.1 percent, increase in segment revenue. As a percentage of revenue these expenses increased by 0.8 percent to 70.6 percent as compared to 69.8 percent in 2020.

DOE associated with Company Equipment increased by \$35.1 million, or 46.2 percent, to \$111.0 million as compared to \$75.9 million in 2020. This increase was generally in line with the \$47.2 million, or 43.8 percent, increase in Company revenue. As a percentage of Company revenue these expenses increased by 1.2 percent to 71.6 percent as compared to 70.4 percent in 2020, primarily due to higher purchased transportation expense due to a reduced availability of qualified subcontractors. Purchased transportation expense increased to 26.5 percent as a percentage of revenue as compared to 19.5 percent in 2020.



Contractors expense increased by \$2.8 million to \$8.1 million as compared to \$5.3 million in 2020. This increase was directly related to the \$4.7 million increase in Contractors revenue. As a percentage of Contractors revenue, Contractors expense decreased to 61.4 percent as compared to 62.4 percent in 2020.

## Selling and Administrative Expenses

<b>Q4 Selling and Administrative Expenses – Less-Than-Truckload</b>						
<b>Three month periods ended December 31</b>						
<i>(unaudited)</i>	<b>2021</b>		<b>2020</b>		<b>Change</b>	
<i>(\$ millions)</i>						
	<b>\$</b>	<b>%*</b>	<b>\$</b>	<b>%*</b>	<b>\$</b>	<b>%</b>
Wages and benefits	<b>14.9</b>	<b>8.8</b>	10.4	8.9	4.5	43.3
CEWS	<b>(0.2)</b>	<b>(0.1)</b>	(0.3)	(0.2)	0.1	(33.3)
Communications, utilities and general supplies	<b>6.3</b>	<b>3.7</b>	4.9	4.2	1.4	28.6
Profit share	<b>1.3</b>	<b>0.8</b>	0.9	0.8	0.4	44.4
Foreign exchange	<b>—</b>	<b>—</b>	—	—	—	—
Rent and other	<b>1.2</b>	<b>0.7</b>	0.4	0.3	0.8	200.0
<b>Total</b>	<b>23.5</b>	<b>13.9</b>	16.3	14.0	7.2	44.2

\*as a percentage of total Less-Than-Truckload revenue

S&A expenses increased by \$7.2 million to \$23.5 million as compared to \$16.3 million in 2020, primarily due to the \$6.7 million of incremental S&A expenses associated with acquisitions. S&A expenses as a percentage of segment revenue were relatively constant and declined by 0.1 percent to 13.9 percent as compared to 14.0 percent in 2020 due to the net effect of higher S&A expenses experienced by the recent acquisitions being somewhat offset by lower S&A expenses experienced by the legacy Business Units.

## Operating Income Before Depreciation and Amortization

OIBDA increased by \$7.4 million, or 39.4 percent, to \$26.2 million as compared to \$18.8 million in 2020. Adjusted OIBDA<sup>1</sup> increased by \$8.0 million, or 45.2 percent, to \$25.7 million as compared to \$17.7 million in 2020. This \$8.0 million increase was due to acquisitions, which accounted for an increase in OIBDA of \$7.0 million being somewhat offset by higher purchased transportation costs. As a percentage of revenue, adjusted operating margin<sup>1</sup> remained constant at 15.2 percent.

## Capital Expenditures

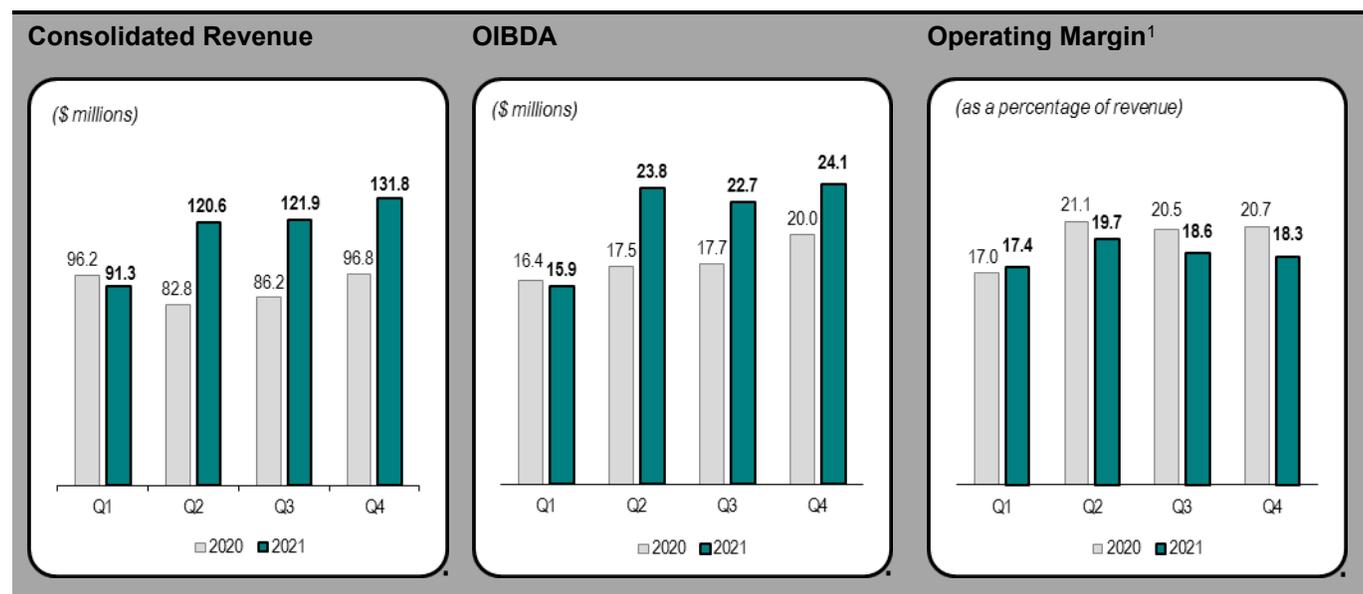
Net capital expenditures<sup>1</sup> were \$9.9 million in the fourth quarter, a decrease of \$0.3 million as compared to \$10.2 million in 2020. The Less-Than-Truckload segment had gross capital expenditures of \$10.5 million and dispositions of \$0.6 million for net capital expenditures<sup>1</sup> of \$9.9 million in 2021. The majority of the capital invested in the fourth quarter of 2021 consisted of trucks and trailers to support growth opportunities as well as replace some older less efficient equipment. In 2020 gross capital expenditures were \$10.5 million and dispositions were \$0.3 million for net capital expenditures<sup>1</sup> of \$10.2 million.

<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



## LOGISTICS & WAREHOUSING SEGMENT

### Summary – Trailing Eight Quarters



### Revenue

#### Q4 Revenue – Logistics & Warehousing Three month periods ended December 31

(unaudited)  
(\$ millions)

	2021		2020		Change	
	\$	%	\$	%	\$	%
Company	67.2	51.0	42.9	44.3	24.3	56.6
Contractors	64.4	48.9	53.8	55.6	10.6	19.7
Other	0.2	0.1	0.1	0.1	0.1	100.0
<b>Total</b>	<b>131.8</b>	<b>100.0</b>	<b>96.8</b>	<b>100.0</b>	<b>35.0</b>	<b>36.2</b>

Segment revenue rose by \$35.0 million, or 36.2 percent, to \$131.8 million as compared to \$96.8 million in 2020 and represented 29.8 percent of consolidated revenue as compared to 32.5 percent in 2020. The majority of the increase, specifically \$26.3 million, was due to acquisitions. Further, fuel surcharge revenue increased by \$6.7 million to \$11.0 million as compared to \$4.3 million in 2020 with acquisitions contributing \$3.6 million of incremental fuel surcharge revenue. The remaining \$3.1 million increase in fuel surcharge revenue was generated by the legacy Business Units and was attributable to higher diesel fuel prices. Adjusted for fuel surcharge fluctuations and acquisitions, the Logistics & Warehousing segment grew by 5.9 percent year over year.

Revenue related to Company Equipment increased by \$24.3 million, or 56.6 percent, to \$67.2 million as compared to \$42.9 million in 2020 and represented 51.0 percent of segment revenue in the current period as compared to 44.3 percent in 2020. The increase in Company revenue was mainly due to acquisitions. Revenue related to Contractors increased by \$10.6 million, or 19.7 percent, to \$64.4 million as compared to \$53.8 million in 2020 and represented 48.9 percent of segment revenue in the current period as compared to 55.6 percent in 2020.

<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



## Direct Operating Expenses

Q4 Direct Operating Expenses – Logistics & Warehousing						
Three month periods ended December 31						
(unaudited) (\$ millions)	2021		2020		Change	
	\$	%*	\$	%*	\$	%
Company						
Wages and benefits	14.0	20.8	9.0	21.0	5.0	55.6
CEWS	(0.5)	(0.7)	(0.7)	(1.7)	0.2	(28.6)
Fuel	5.2	7.7	2.4	5.6	2.8	116.7
Repairs and maintenance	6.4	9.5	4.9	11.4	1.5	30.6
Purchased transportation	8.9	13.2	1.4	3.3	7.5	535.7
Operating supplies	8.6	12.8	7.9	18.4	0.7	8.9
Other	2.4	3.7	0.9	2.1	1.5	166.7
	45.0	67.0	25.8	60.1	19.2	74.4
Contractors	48.5	75.3	40.4	75.1	8.1	20.0
Total	93.5	70.9	66.2	68.4	27.3	41.2

\*as a percentage of respective Logistics & Warehousing revenue

DOE expressed as a percentage of revenue increased by 2.5 percent to 70.9 percent as compared to 68.4 percent in 2020 due to higher fuel and purchased transportation costs as well as the reduction in CEWS in 2021. Total DOE were \$93.5 million as compared to \$66.2 million in 2020. The increase of \$27.3 million, or 41.2 percent, was generally in line with the \$35.0 million, or 36.2 percent, increase in segment revenue.

DOE related to Company Equipment increased by \$19.2 million, or 74.4 percent, to \$45.0 million as compared to \$25.8 million in 2020. This increase was generally in proportion to the \$24.3 million increase in Company revenue. In terms of a percentage of revenue, Company expenses increased by 6.9 percent to 67.0 percent as compared to 60.1 percent in 2020, primarily due to the increased purchased transportation and higher fuel costs associated with the rise in diesel prices.

Contractors expense increased by \$8.1 million to \$48.5 million as compared to \$40.4 million in 2020. This increase was generally in line with the \$10.6 million increase in Contractors revenue. As a percentage of Contractors revenue, Contractors expense increased by 0.2 percent to 75.3 percent as compared to 75.1 percent in 2020.

## Selling and Administrative Expenses

Q4 Selling and Administrative Expenses – Logistics & Warehousing						
Three month periods ended December 31						
(unaudited) (\$ millions)	2021		2020		Change	
	\$	%*	\$	%*	\$	%
Wages and benefits	9.3	7.0	6.8	7.0	2.5	36.8
CEWS	(0.3)	(0.2)	(0.4)	(0.4)	0.1	(25.0)
Communications, utilities and general supplies	3.3	2.5	2.3	2.4	1.0	43.5
Profit share	1.5	1.1	1.4	1.4	0.1	7.1
Foreign exchange	—	—	0.3	0.3	(0.3)	(100.0)
Rent and other	0.4	0.4	0.2	0.3	0.2	100.0
Total	14.2	10.8	10.6	11.0	3.6	34.0

\*as a percentage of total Logistics & Warehousing revenue

S&A expenses were \$14.2 million as compared to \$10.6 million in 2020. The increase of \$3.6 million was primarily due to the \$3.7 million of incremental S&A expenses associated with our new acquisitions being partially offset by lower foreign exchange expense. S&A expenses as a percentage of segment revenue declined by 0.2 percent to 10.8 percent as compared to 11.0 percent in 2020. Excluding the effects of CEWS and foreign exchange, S&A expenses as a percentage of segment revenue remained relatively constant at 11.0 percent as compared to 11.1 percent in 2020.



## Operating Income Before Depreciation and Amortization

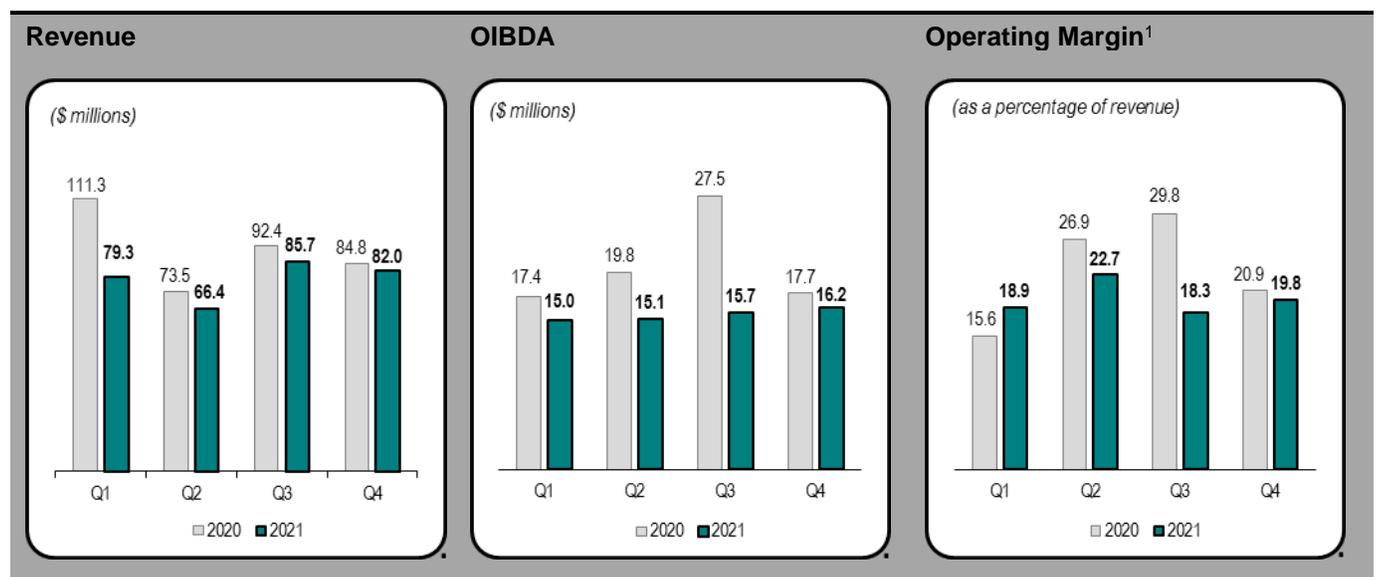
OIBDA increased by \$4.1 million, or 20.5 percent, to \$24.1 million as compared to \$20.0 million in 2020. The majority of this rise in OIBDA was due to the recent acquisitions in this segment that added \$4.7 million of incremental OIBDA. Adjusted OIBDA<sup>1</sup> increased by \$4.4 million to \$23.3 million as compared to \$18.9 million in 2020. Adjusted operating margin<sup>1</sup> decreased to 17.7 percent as compared to 19.5 percent in 2020 due to higher DOE.

## Capital Expenditures

Net capital expenditures<sup>1</sup> were \$7.7 million in the fourth quarter, an increase of \$8.3 million as compared to \$(0.6) million in 2020. The Logistics & Warehousing segment had gross capital expenditures of \$8.3 million and dispositions of \$0.6 million for net capital expenditures<sup>1</sup> of \$7.7 million in 2021. The majority of the capital was invested to purchase trucks, trailers and operating equipment and to replace some older less efficient equipment. In 2020 gross capital expenditures were \$0.5 million and dispositions were \$1.1 million for net capital expenditures<sup>1</sup> of \$(0.6) million.

## SPECIALIZED & INDUSTRIAL SERVICES SEGMENT

### Summary – Trailing Eight Quarters



<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



## Revenue

Q4 Revenue – Specialized & Industrial Services						
<i>(unaudited)</i>						
<i>(\$ millions)</i>						
	2021		2020		Change	
	\$	%	\$	%	\$	%
Company	66.6	81.2	67.9	80.1	(1.3)	(1.9)
Contractors	15.3	18.7	16.7	19.7	(1.4)	(8.4)
Other	0.1	0.1	0.2	0.2	(0.1)	(50.0)
<b>Total</b>	<b>82.0</b>	<b>100.0</b>	<b>84.8</b>	<b>100.0</b>	<b>(2.8)</b>	<b>(3.3)</b>

Segment revenue decreased by \$2.8 million, or 3.3 percent, to \$82.0 million as compared to \$84.8 million in 2020. The segment represented 18.6 percent of consolidated revenue as compared to 28.5 percent of consolidated revenue in 2020. Specific factors affecting the segment revenue were:

- a \$14.3 million decrease in pipeline hauling and stringing services revenue;
- a \$3.3 million decrease in demand for civil construction services at Smook;
- a \$3.9 million of incremental revenue associated with the acquisition of Babine and other revenue gains;
- a \$1.2 million increase in revenue generated by those Business Units involved in the transportation of fluids and servicing of wells due to a rebound in demand for fluid transportation as a result of higher oil prices; and
- a \$4.6 million increase in revenue generated by those Business Units most directly tied to oil and natural gas drilling activity due to greater demand for these services.

## Direct Operating Expenses

Q4 Direct Operating Expenses – Specialized & Industrial Services						
<i>(unaudited)</i>						
<i>(\$ millions)</i>						
	2021		2020		Change	
	\$	%*	\$	%*	\$	%
Company						
Wages and benefits	18.4	27.7	20.2	29.7	(1.8)	(8.9)
CEWS	(3.1)	(4.7)	(2.3)	(3.3)	(0.8)	34.8
Fuel	5.4	8.1	4.6	6.8	0.8	17.4
Repairs and maintenance	11.9	17.9	10.8	15.9	1.1	10.2
Purchased transportation	0.4	0.6	1.6	2.4	(1.2)	(75.0)
Operating supplies	10.4	15.6	7.4	10.9	3.0	40.5
Other	1.8	2.7	1.9	2.7	(0.1)	(5.3)
	<b>45.2</b>	<b>67.9</b>	<b>44.2</b>	<b>65.1</b>	<b>1.0</b>	<b>2.3</b>
Contractors	12.4	81.0	14.4	86.2	(2.0)	(13.9)
<b>Total</b>	<b>57.6</b>	<b>70.2</b>	<b>58.6</b>	<b>69.1</b>	<b>(1.0)</b>	<b>(1.7)</b>

\*as a percentage of respective Specialized & Industrial Services revenue

DOE were \$57.6 million as compared to \$58.6 million in 2020. The decrease of \$1.0 million, or 1.7 percent, was generally in line with the \$2.8 million, or 3.3 percent, decline in segment revenue. As a percentage of revenue these expenses increased by 1.1 percent to 70.2 percent as compared to 69.1 percent in 2020.

DOE associated with Company Equipment increased by \$1.0 million, or 2.3 percent, to \$45.2 million as compared to \$44.2 million in 2020. This increase was despite the \$1.3 million, or 1.9 percent, decrease in Company revenue. As a percentage of Company revenue these expenses increased by 2.8 percent to 67.9 percent as compared to 65.1 percent in 2020, primarily due to higher operating supplies expense, repairs and maintenance expense, and higher fuel costs. CEWS in the current period accounted for a \$3.1 million reduction in expenses in 2021 as compared to a \$2.3 million reduction in 2020. Excluding CEWS, DOE associated with Company Equipment as a



percentage of Company revenue increased by 4.0 percent to 72.5 percent as compared to 68.5 percent in 2020 due to the change in revenue mix as well as higher operating supplies, repairs and maintenance, and fuel expenses.

Contractors expense decreased by \$2.0 million to \$12.4 million as compared to \$14.4 million in 2020. As a percentage of Contractors revenue, Contractors expense decreased to 81.0 percent as compared to 86.2 percent due to the greater availability of subcontractors within this sector.

## Selling and Administrative Expenses

Q4 Selling and Administrative Expenses – Specialized & Industrial Services						
(unaudited) (\$ millions)	2021		2020		Change	
	\$	%*	\$	%*	\$	%
Wages and benefits	5.3	6.5	5.0	5.9	0.3	6.0
CEWS	(0.8)	(1.0)	(0.8)	(0.9)	—	—
Communications, utilities and general supplies	3.1	3.8	2.8	3.3	0.3	10.7
Profit share	0.6	0.7	1.2	1.4	(0.6)	(50.0)
Foreign exchange	—	—	—	—	—	—
Rent and other	—	—	0.3	0.3	(0.3)	(100.0)
<b>Total</b>	<b>8.2</b>	<b>10.0</b>	<b>8.5</b>	<b>10.0</b>	<b>(0.3)</b>	<b>(3.5)</b>

\*as a percentage of total Specialized & Industrial Services revenue

S&A expenses decreased by \$0.3 million to \$8.2 million as compared to \$8.5 million in 2020, primarily due to the \$0.6 million reduction in profit share expense being mostly offset by the \$0.4 million of incremental S&A expenses associated with the acquisition of Babine. S&A expenses as a percentage of segment revenue remained constant at 10.0 percent in 2021 as compared to the same period in 2020.

## Operating Income Before Depreciation and Amortization

OIBDA decreased by \$1.5 million, or 8.5 percent, to \$16.2 million as compared to \$17.7 million in 2020. Adjusted OIBDA<sup>1</sup> decreased by \$2.3 million, or 15.8 percent, to \$12.3 million as compared to \$14.6 million. Adjusted operating margin<sup>1</sup> decreased by 2.2 percent to 15.0 percent as compared to 17.2 percent in 2020 due to a change in revenue mix associated with large diameter pipeline projects.

Specifically, the \$2.3 million year over year decrease in Adjusted OIBDA<sup>1</sup> can be attributed to the following:

- a \$3.5 million decrease relating to those Business Units providing specialized services including pipeline hauling and stringing services;
- a \$0.3 million decrease in those Business Units involved in the transportation of fluids and servicing of wells; and
- a \$1.5 million increase from those Business Units tied to drilling and drilling related activity.

## Capital Expenditures

Net capital expenditures<sup>1</sup> were nil in the fourth quarter, an increase of \$0.7 million as compared to \$(0.7) million in 2020. The Specialized & Industrial Services segment had gross capital expenditures of \$2.0 million and dispositions of \$2.0 million for net capital expenditures<sup>1</sup> of nil in 2021. The majority of the capital invested consisted of pumps, generators and water management equipment along with civil construction equipment to support demand at Canadian Dewatering and Smook, respectively. In 2020 gross capital expenditures were \$1.3 million and dispositions were \$2.0 million for net capital expenditures<sup>1</sup> of \$(0.7) million.

<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



## U.S. & INTERNATIONAL LOGISTICS SEGMENT

The Trailing Eight Quarters charts have been excluded due to there being only two quarters of financial results.

### Revenue

Q4 Revenue – U.S. & International Logistics Three month periods ended December 31 (unaudited) (\$ millions)						
	2021		2020		Change	
	\$	%	\$	%	\$	%
Company	—	—	—	—	—	—
Contractors	61.2	100.0	—	—	61.2	—
Other	—	—	—	—	—	—
Total	61.2	100.0	—	—	61.2	—

This is the second quarter of reporting for the recently created U.S. & International Logistics segment. Revenue is generated from freight tendered to the company's logistics group or to contracted Station Agents, independent business owners with customer contacts, that utilize SilverExpress, a company owned proprietary transportation management platform.

During the quarter, this segment generated \$61.2 million of revenue, up from the \$57.0 million in revenue generated in the third quarter, due to seasonal effects of the U.S. transportation industry, the strong U.S. freight market and new business generated from the addition of new regional Station Agents. The segment represented 13.8 percent of consolidated revenue in the fourth quarter.

### Direct Operating Expenses

Q4 Direct Operating Expenses – U.S. & International Logistics Three month periods ended December 31 (unaudited) (\$ millions)						
	2021		2020		Change	
	\$	%*	\$	%*	\$	%
Company						
Wages and benefits	—	—	—	—	—	—
CEWS	—	—	—	—	—	—
Fuel	—	—	—	—	—	—
Repairs and maintenance	—	—	—	—	—	—
Purchased transportation	—	—	—	—	—	—
Operating supplies	—	—	—	—	—	—
Other	0.1	—	—	—	0.1	—
	0.1	—	—	—	0.1	—
Contractors	55.7	91.0	—	—	55.7	—
Total	55.8	91.2	—	—	55.8	—

\*as a percentage of respective U.S. & International Logistics revenue

All freight tendered is transported by 3PL providers and expensed as a cost of Contractors. In addition, all commissions earned by the Station Agents, which is a percentage of the net difference between gross revenue less Contractors cost, is expensed as Contractors cost.

During the quarter, DOE was \$55.8 million or 91.2 percent of revenue. This is higher than other segments in our group, primarily due to the nature of the 3PL business. Net revenue<sup>1</sup> which is revenue less cost of Contractors was \$5.4 million, or 8.8 percent of revenue.

<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



## Selling and Administrative Expenses

Q4 Selling and Administrative Expenses – U.S. & International Logistics						
Three month periods ended December 31						
(unaudited) (\$ millions)	2021		2020		Change	
	\$	%*	\$	%*	\$	%
Wages and benefits	1.9	3.1	—	—	1.9	—
CEWS	—	—	—	—	—	—
Communications, utilities and general supplies	1.0	1.6	—	—	1.0	—
Profit share	—	—	—	—	—	—
Foreign exchange	0.1	0.2	—	—	0.1	—
Rent and other	0.4	0.7	—	—	0.4	—
<b>Total</b>	<b>3.4</b>	<b>5.6</b>	<b>—</b>	<b>—</b>	<b>3.4</b>	<b>—</b>

\*as a percentage of total U.S. & International Logistics revenue

These expenses are related to managing the business including management, sales and support personnel, communications and other general expenses.

During the quarter, S&A expenses at HAUListic were \$3.4 million, representing 5.6 percent of total segment revenue and 63.0 percent of net revenue<sup>1</sup>.

## Operating Income Before Depreciation and Amortization

The segment generated \$2.0 million in OIBDA in the quarter, which represents a margin of 3.3 percent of revenue. This margin is lower than our asset-based segments due to the nature of the business. OIBDA was 37.0 percent of net revenue<sup>1</sup>.

## Capital Expenditures

In 2021 this new asset light operating segment did not have any capital expenditures or dispositions. This segment only has \$2.9 million of property, plant and equipment, and therefore generates cash in excess of its operating needs.

## CORPORATE

The Corporate Office recorded a loss of \$2.7 million in the fourth quarter as compared to a loss of \$4.3 million in 2020. The \$1.6 million decrease in loss was mainly attributable to a \$1.0 million positive variance in foreign exchange and from greater rental income generated by our real estate network. These items were somewhat offset by higher salaries.

<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



## SUMMARY OF QUARTERLY RESULTS

### Seasonality of Operations

Revenue and profitability within the Less-Than-Truckload and Logistics & Warehousing segments are generally lower in the first quarter than during the remainder of the year as freight volumes are typically lower following the holiday season due to less consumer demand and customers reducing shipments. Operating expenses also tend to increase within these segments in the winter months due to decreased fuel efficiency and increased repairs and maintenance expense resulting from cold weather conditions. Generally speaking, the third and fourth quarters tend to be the strongest in terms of demand for the services in these segments. As a result, consolidated revenue is generally higher in these quarters compared to the first and second quarters of the year. The COVID-19 pandemic has had an impact on this typical pattern.

A significant portion of the operations within the Specialized & Industrial Services segment is comprised of a wide range of unique businesses providing specialized equipment and services to the oil and gas, environmental, construction, pipeline, utility, telecom and civil industries, predominantly in western Canada. Activity levels, revenue and earnings are influenced by the seasonal activity pattern of western Canada's oil and natural gas exploration industry whereby activity peaks in the winter months and declines during the spring when wet weather and the spring thaw make the ground unstable. Consequently, municipalities and provincial transportation departments enforce road bans that restrict the movement of heavy equipment, thereby reducing activity levels. Additionally, certain oil and natural gas producing areas are only accessible in the winter months because the ground surrounding the drilling sites in these areas consists of swampy terrain. Seasonal factors and unpredictable weather patterns may lead to declines in the activity levels and demand for certain services. As a result, the demand for these services is traditionally highest in the first quarter and lowest in the second quarter.

### Financial Results

(unaudited) (\$ millions, except per share amounts)	TTM <sup>(1)</sup>	2021				2020			
		Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
	\$	\$	\$	\$	\$	\$	\$	\$	\$
Revenue	1,477.4	441.9	432.5	312.5	290.5	297.7	290.9	257.5	318.2
Operating income before depreciation and amortization	236.4	65.8	64.5	59.0	47.1	52.2	65.2	55.0	45.2
Net income	72.4	20.2	17.5	21.7	13.0	10.1	26.2	23.0	4.7
Earnings per share									
Basic	0.75	0.21	0.18	0.23	0.13	0.10	0.27	0.23	0.04
Diluted	0.75	0.21	0.18	0.23	0.13	0.10	0.26	0.23	0.04
<b>Other Information</b>									
Net foreign exchange (gain) loss	(0.7)	0.8	(0.2)	(1.2)	(0.1)	0.1	(0.1)	(5.2)	2.8
Decrease (increase) in fair value of investments	(1.2)	(0.4)	0.3	(0.7)	(0.4)	(0.4)	0.1	(0.2)	1.5

<sup>(1)</sup> TTM represents the "trailing twelve months" and consists of a summary of the Corporation's financial results for the most recently completed four quarters.

Consolidated revenue in the fourth quarter of 2021 was a record as compared to any previous quarter. Consolidated revenue increased by \$144.2 million to \$441.9 million as compared to \$297.7 million in 2020. Revenue generated by the Less-Than-Truckload segment increased by \$52.5 million to \$168.8 million due to \$44.7 million of incremental revenue generated from acquisitions and from the strength in consumer spending. Revenue generated by the Logistics & Warehousing segment increased by \$35.0 million to \$131.8 million due to \$26.3 million of incremental revenue generated from acquisitions and from greater demand for our services as compared to 2020 when COVID-19 impacted economic activity through supply chain disruptions, a lack of capital projects and business closures. The U.S. & International Logistics segment also added \$61.2 million of incremental revenue. Revenue generated by the Specialized & Industrial Services segment decreased by \$2.8 million to \$82.0 million due to lower demand for specialized services including demand for large diameter pipeline hauling and stringing services as well as civil construction projects in northern Manitoba. These decreases were somewhat offset by greater demand for drilling and drilling related services. Net income in the fourth quarter was \$20.2 million, an increase of \$10.1 million from the \$10.1 million of net income generated in 2020. The \$10.1 million increase in net income was mainly attributable to a \$13.6 million increase in OIBDA, a \$5.1 million decrease in the loss on sale of property, plant and equipment and a \$1.1 million decrease in amortization of intangible assets. These items were



somewhat offset by a \$2.8 million increase in depreciation of right-of-use assets, a \$4.5 million increase in income tax expense, a \$0.7 million increase in finance costs and a \$2.1 million increase in depreciation of property, plant and equipment. As a result, basic earnings per share in the fourth quarter of 2021 was \$0.21, an increase of \$0.11, from the \$0.10 of earnings per share generated in 2020.

Consolidated revenue in the third quarter of 2021 increased by \$141.6 million to \$432.5 million as compared to \$290.9 million in 2020. Revenue generated by the Less-Than-Truckload segment increased by \$56.4 million to \$169.1 million due to \$47.9 million of incremental revenue generated from acquisitions and from the continued strength in consumer spending. Revenue generated by the Logistics & Warehousing segment increased by \$35.7 million to \$121.9 million due to \$28.3 million of incremental revenue generated from acquisitions and from greater demand for our services as compared to 2020 when COVID-19 impacted economic activity through supply chain disruptions, a lack of capital projects and business closures. The U.S. & International Logistics segment also added \$57.0 million of incremental revenue. Revenue generated by the Specialized & Industrial Services segment decreased by \$6.7 million to \$85.7 million due to lower demand for specialized services including demand for large diameter pipeline hauling and stringing services as well as civil construction projects in northern Manitoba. These decreases were somewhat offset by greater demand for drilling and drilling related services. Net income in the third quarter was \$17.5 million, a decrease of \$8.7 million from the \$26.2 million of net income generated in 2020. The \$8.7 million decrease in net income was mainly attributable to a \$4.6 million increase in amortization of intangible assets, a \$3.1 million increase in depreciation of right-of-use assets, a \$1.4 million increase in finance costs, a \$0.7 million decrease in the gain on sale of property, plant and equipment, a \$0.7 million decrease in OIBDA and a \$0.4 million gain on fair value of equity investment in 2020. These decreases were somewhat offset by a \$2.6 million decrease in income tax expense. As a result, basic earnings per share in the third quarter of 2021 was \$0.18, a decrease of \$0.09, from the \$0.27 of earnings per share generated in 2020.

Consolidated revenue in the second quarter of 2021 increased by \$55.0 million to \$312.5 million as compared to \$257.5 million in 2020. Revenue generated by the Less-Than-Truckload segment increased by \$24.8 million to \$126.7 million due to the strength in consumer spending and from \$6.4 million of incremental revenue generated from the acquisition of PCX. Revenue generated by the Logistics & Warehousing segment increased by \$37.8 million to \$120.6 million due to the recent acquisitions and from greater demand for our services as compared to 2020 when COVID-19 impacted economic activity, including supply chain disruptions, a lack of capital projects and business closures. Revenue generated by the Specialized & Industrial Services segment decreased by \$7.1 million to \$66.4 million due to lower demand for specialized services including demand for large diameter pipeline hauling and stringing services resulting from project delays related to COVID-19 restrictions. This decrease was somewhat offset by greater demand for fluid hauling and drilling related services along with the incremental revenue generated from acquisitions. Net income in the second quarter was \$21.7 million, a decrease of \$1.3 million from the \$23.0 million of net income generated in 2020. The \$1.3 million decrease in net income was mainly attributable to a \$4.0 million negative variance in net foreign exchange, a \$1.8 million increase in amortization of intangible assets, a \$1.2 million decrease in earnings from equity investments, a \$0.3 million increase in depreciation of right-of-use assets and a \$0.2 million increase in income tax expense. These decreases were somewhat offset by a \$4.0 million increase in OIBDA, a \$0.8 million decrease in depreciation of property, plant and equipment, a \$0.5 million positive variance in the fair value of investments, a \$0.7 million decrease in the loss on sale of property, plant and equipment and a \$0.2 million gain on contingent consideration. As a result, basic earnings per share in the second quarter of 2021 was \$0.23, which is consistent with the \$0.23 of earnings per share generated in 2020.

Consolidated revenue in the first quarter of 2021 decreased by \$27.7 million to \$290.5 million as compared to \$318.2 million in 2020. Revenue generated by the Less-Than-Truckload segment increased by \$7.8 million to \$120.7 million due to \$5.9 million of incremental revenue generated from the acquisition of PCX and from the strength of consumer spending. Revenue generated by the Logistics & Warehousing segment decreased by \$4.9 million to \$91.3 million due to the lingering effects of COVID-19 resulting in lower freight volumes and spot prices. Revenue generated by the Specialized & Industrial Services segment decreased by \$32.0 million to \$79.3 million due to lower demand for specialized services including demand for large diameter pipeline hauling and stringing services as well as fluid hauling and drilling related services. Net income in the first quarter was \$13.0 million, an increase of \$8.3 million from the \$4.7 million of net income generated in 2020. The \$8.3 million increase in net income was mainly attributable to a \$2.9 million positive variance in net foreign exchange, a \$1.9 million increase in OIBDA, a \$1.9 million positive variance in the fair value of investments, a \$0.7 million decrease in depreciation of property, plant and equipment and a \$0.6 million decrease in income tax expense. These increases were partially offset by a \$0.1 million increase in the depreciation of right-of-use assets. As a result, basic earnings per share in the first quarter of 2021 was \$0.13, an increase of \$0.09, from the \$0.04 of earnings per share generated in 2020.



## TRANSACTIONS WITH RELATED PARTIES

### *Key Management Personnel Compensation*

Key management personnel are those persons having the authority and responsibility for planning, directing and controlling the business activities of the Corporation, including all its directors along with certain executives. Directors are remunerated for services rendered in their capacity as directors by way of a combination of retainer fees and meeting attendance fees. The overall compensation program for executives is comprised of base salary and benefits, annual profit share and stock-based compensation. Executives do not have formal employment contracts. Similar to the employment processes established for employees, each executive's personnel file contains a memorandum outlining the basic terms of an executive's employment relationship with the Corporation. There are no agreements or arrangements with any executive for the payment of compensation in the case of resignation, retirement, or termination of employment, a change of control of Mullen Group or its Business Units or a change in an executive's responsibilities following a change of control. Key management personnel do not participate in a defined benefit or actuarial pension plan, however, key management personnel do participate in the Stock Option Plan. Total remuneration to key management personnel including directors' fees, salaries and benefits, annual profit share, and the value attributable to stock-based compensation expense was as follows:

(\$ millions) Category	Years Ended December 31	
	2021	2020
Salaries and benefits (including profit share)	\$ 1.6	\$ 1.6
Share-based payments	—	—
Total	\$ 1.6	\$ 1.6

There are no outstanding amounts owing to or amounts receivable from directors and officers as at December 31, 2021 and 2020, with respect to the overall compensation program for the executives. As at December 31, 2021, directors and officers of Mullen Group collectively held 5,590,625 Common Shares (2020 – 5,550,064) representing 5.9 percent (2020 – 5.7 percent) of all Common Shares of the Corporation. As at December 31, 2021, directors and officers of Mullen Group held \$4.9 million of the Debentures under the same terms and conditions as those issued to unrelated third parties. The majority of the Debentures outstanding at December 31, 2021, were held by Murray K. Mullen (\$4.4 million). Other than these \$4.9 million of Debentures, Mullen Group has no contracts with its key management personnel.

### *Related Party Transactions*

During the year, we generated revenue of \$8,650 (2020 – \$17,418) and incurred expenses of nil (2020 – \$934) with entities that are related by virtue of David E. Mullen, a Board member having control or joint control over the other entities. There were no accounts receivable amounts due from these related parties as at December 31, 2021.

During the year, we generated revenue of \$3.4 million (2020 – \$3.0 million), incurred expenses of \$0.2 million (2020 – \$0.5 million) and sold \$550,000 (2020 – \$81,309) of property, plant and equipment with our equity investees, which are accounted for by the equity method of accounting. Canol Oilfield Services Inc. ("**Canol**") acquired the \$550,000 of property, plant and equipment sold to equity investees in 2021. We recognized a \$0.2 million gain on sale of property, plant and equipment with respect to the equipment sold to Canol. As at December 31, 2021, there was \$2.0 million (2020 – \$2.9 million) of accounts receivable amounts due from our equity investees, including debentures owing from Thrive Management Group Ltd. ("**Thrive**"). At December 31, 2021, we had \$2.0 million of debentures owing from Thrive at an interest rate of 10.0 percent per annum calculated and payable semi-annually that mature in 2022. There was \$1,400 (2020 – \$37,946) of accounts payable amounts due to our equity investees.

All related party transactions were provided in the normal course of business materially under the same commercial terms and conditions as transactions with unrelated companies and recorded at the exchange amount.



## PRINCIPAL RISKS AND UNCERTAINTIES

*The nature of both our business and our strategy means that we face a number of inherent risks and uncertainties. We endeavour to manage these risks within the context of our understanding of market trends and our strategic goal of achieving satisfactory shareholder returns.*

The operational complexities inherent in our business, together with the highly regulated and competitive environment of the industries in which we operate, leave Mullen Group exposed to a number of risks and uncertainties (collectively the "risks"). The transportation business and other related activities are directly affected by fluctuations in the general economy, including the amount of trade between Canada and the United States and the value of the Canadian dollar as compared to the U.S. dollar. Our Specialized & Industrial Services segment is directly affected by fluctuations in the levels of oil and gas drilling activity, oil sands development and production activity carried on by its customers, which in turn is dictated by numerous factors, including but not limited to world energy prices and government policies.

Many risks, for example, the cyclical and volatile nature of the oil and gas industry, may be mitigated to a certain degree but still remain outside of our control. The Board is responsible for approving our organization's level of risk tolerance and for overseeing the management of the risks the organization faces. Risk oversight guidance is set forth in the Mullen Group Board mandate. We define risk as: "The possibility that an event, action or circumstance may adversely affect the organization's ability to achieve its business objectives." A risk management review process has been formalized to assist in mitigating risk. The risk management review process highlights the significant risks that our business is exposed to, which then leads to mitigation plans. Although we have developed and implemented these mitigation plans to assist in managing these risks, there is no certainty these strategies will be successful in whole or in part. In addition, the inability to identify, assess and respond to known and unknown risks through the risk management review process could lead to, among other things, our inability to capture opportunities, recognize threats and inefficiencies and comply with laws and regulations, all of which may have a material adverse effect on our business or share price.

We believe that the risks described below are the ones that could have the most significant impact on the Corporation. Readers are cautioned that the list of risks is not exhaustive and new information, future events or changing circumstances could affect our operations and financial results, which may reduce or restrict our ability to pay a dividend to our shareholders and may materially affect the market price of our securities. We encourage you to review and carefully consider the risks described below, which may impact or materially adversely affect our business, financial condition, results of operations, cash flows or prospects. In turn, this could have a material adverse effect on the trading price of our Common Shares and Debentures. Additional risks and uncertainties not currently known to us or that we currently deem immaterial may also adversely affect our business and operations.

The most significant risks identified by Mullen Group are categorized and described as follows:

STRATEGIC RISKS:	FINANCIAL RISKS:	OPERATIONAL RISKS:
<ul style="list-style-type: none"> <li>• geopolitical risks                             <ul style="list-style-type: none"> <li>• general economy</li> <li>• natural gas and oil drilling and oil sands development</li> <li>• changes in the legal framework</li> </ul> </li> <li>• e-commerce and supply chain evolution</li> <li>• acquisitions</li> <li>• competition</li> </ul>	<ul style="list-style-type: none"> <li>• foreign exchange rates</li> <li>• investments</li> <li>• interest rates</li> <li>• access to financing</li> <li>• reliance on major customers</li> <li>• impairment of goodwill or intangible assets</li> <li>• credit risk</li> </ul>	<ul style="list-style-type: none"> <li>• employees &amp; labour relations</li> <li>• cost escalation &amp; fuel costs</li> <li>• potential operating risks &amp; insurance</li> <li>• digital infrastructure &amp; cyber security</li> <li>• business continuity, disaster recovery &amp; crisis management</li> <li>• environmental liability risks</li> <li>• weather &amp; seasonality</li> <li>• access to parts, development of new technology &amp; relationships with key suppliers</li> <li>• regulation</li> <li>• litigation</li> </ul>



## STRATEGIC RISKS:

### Geopolitical Risks:

**Geopolitical risk is viewed as the major strategic risk to our organization impacting everything from the general economy to oil and gas development in western Canada. Political shocks and surprises of the past few years show how easily assumptions about rational markets, legal certainty, international relations and trade can be shaken. In our view, geopolitical volatility has become a key driver of uncertainty, and will remain one over the next few years.**

#### Risk Description & Trend

Geopolitical risk is the risk associated with legislative, judicial, political, economic and regulatory uncertainty. For instance, unexpected events can cause a spike in commodity prices or an unexpected change in trade patterns or currency valuations.

**Trend:** In the recent past, the rise of populism, the repudiation of existing economic and political systems, global trade tensions and certain judicial decisions have created uncertainty that have negatively impacted investment sentiment in Canada and in the oil and gas sector specifically.

#### Potential Impact

There are a variety of decisions that various levels of government and the judiciary can make that can negatively affect individual businesses, industries and the overall economy. These include, but are not limited to, regulatory approvals, currency valuation, trade tariffs, labour laws, taxes and carbon pricing, environmental and other regulations. More specifically, we identify geopolitical risks that may impact the following strategic risks:

- General economy
- Natural gas and oil drilling and oil sands development
- Changes in legal framework

#### Mitigation

In consideration of this risk, we strive to be flexible and resilient, monitor risks proactively, and have adopted a diversification strategy. We service an extensive customer base from diverse industries covering a broad geographic area. In addition, we actively manage the mix of Company Equipment and Contractors we use to service our customers. In our opinion, these diversification and operating strategies ensure, as much as possible, that we are not overly exposed to any single economic trend.

### Geopolitical Risks – General Economy:

**Our results are affected by the state of the economy and trade patterns and the associated demand for freight transportation and logistics services. These general economic factors, as well as instability in financial and credit markets or lockdown measures and government restrictions, which are beyond our control, could adversely affect our business, financial condition, results of operations and cash flows.**

#### Risk Description & Trend

Mullen Group is a significant provider of trucking and logistics services to customers throughout North America. Our results are affected by the state of the economy and trade patterns, both in North America and globally, and the associated demand for freight transportation and logistics services. Trade disruptions may pose a substantial risk to Mullen Group.

**Trend:** After experiencing a significant decline in economic activity in 2020 due to COVID-19, economic activity in North America rebounded to near pre-pandemic levels in 2021. Employment levels have rebounded and there is yet again labour shortages in certain sectors including the transportation industry. The greatest uncertainty is the continued evolution of the pandemic and its potential impact on the economy. The Omicron variant is the latest reminder that successful vaccination campaigns in advanced countries such as Canada and the United States are not sufficient to put government restrictions in the rear-view mirror. As such, a full economic recovery will continue to take time and the economy will likely remain choppy and uneven for the foreseeable future, particularly for high-contact service industries. Over the medium term, consumption is expected to gain momentum as employment rises. Risks remain in regard to the future path of interest rates,

inflation, labour shortages and tensions in the geopolitical and trade environment.

#### Potential Impact

General economic activity is the main driver of demand levels for our Less-Than-Truckload, Logistics & Warehousing and U.S. & International Logistics segments. Uncertainty with regard to the health of the North American economy or trade patterns could have a material adverse effect on the operations of our Less-Than-Truckload, Logistics & Warehousing and U.S. & International Logistics segments and, to a lesser degree, our Specialized & Industrial Services segment (to the extent that the economy affects commodity pricing with respect to oil and gas, in particular), and our overall financial condition.

An economic recession may result in a decrease or substantial reduction in revenue as a result of:

- lower overall freight levels, which negatively affects our asset utilization and margin;
- customers bidding out freight or selecting competitors that offer lower rates, in an attempt to lower their costs, forcing us to lower our rates or lose freight; and
- customers with credit issues and cash flow problems.

Inflation may cause input costs to rise at a faster pace than rate increases, thereby negatively affecting operating margin<sup>1</sup>. Further, higher prices and higher fuel surcharges to our customers may cause some of our customers to consider alternatives.

#### Mitigation

In consideration of this risk, we service an extensive customer base from diverse industries covering a broad geographic area. In addition, we actively manage the mix of Company Equipment and Contractors we use to service our customers. During periods of peak demand, we tend to use a higher volume of Contractors, which yield lower margins, but protects us from the downside risk and fixed costs associated with a larger fleet of Company Equipment during periods of lower demand. In addition, it has been recognized that transportation and supply chain management is an essential service. Further, we have been able to adapt to the changes in consumer spending patterns and the evolution and prominence of e-commerce purchases and supply chain change. In our opinion, these diversification and operating strategies ensure, as much as possible, that we are not overly exposed to any single economic trend.

<sup>1</sup> Refer to the section entitled "Glossary of Terms and Reconciliation of Non-GAAP Terms".



## **Geopolitical Risk – Natural Gas and Oil Drilling and Oil Sands Development:**

***As a service provider to the oil and gas industry we are reliant on the levels of capital expenditures made by oil sands, oil and gas producers. Our results may be affected by the level of capital expenditures in the WCSB, including investments in natural gas and both for conventional and unconventional oil and oil sands development. Pipeline approvals and natural gas export facilities are critical to the future development of Canada's natural gas and oil resource development.***

### **Risk Description & Trend**

Approximately one-fifth of our revenue is directly related to oil and gas drilling activity and oil sands development in western Canada. As a service provider to the oil and gas industries we are reliant on the levels of capital expenditures made by oil and gas exploration and production companies ("E&Ps"). In our experience, the level of capital investment made by E&Ps is based on several factors including, but not limited to:

- net hydrocarbon prices and the related impacts of fluctuating light/heavy and sweet/sour crude oil differentials;
- market access and long-term takeaway capacity, including pipeline and rail infrastructure;
- anticipated and actual aggregate production levels;
- access to capital;
- regulatory and stakeholder approvals for exploration and development activities;
- changes in demand for refinery feedstock;
- fuel conservation measures, long-term demand for fossil fuels, the evolution of electric vehicles ("EV") and alternative forms of transportation;
- changes to royalty and tax legislation;
- indigenous claims or protests; and
- environmental regulations and approvals.

Negative public perception of oil sands, conventional oil and natural gas development, pipelines, hydraulic fracturing and fossil fuels generally may further impede industry growth in the WCSB. Operators and producers tend to examine long-term fundamentals affecting the foregoing factors before they adjust their capital budgets to reflect these assessments. There can be no certainty that investments will be made by E&Ps, or that approvals for infrastructure or export facilities by regulators or the judiciary will be forthcoming. Market access and long-term takeaway capacity are critical factors to western Canadian oil production growth. Further, the development of LNG export

facilities and pipeline infrastructure are critical to the future development of Canada's natural gas sector.

In addition, a change in this regulatory regime may impact our customers and our operations. Climate change regulations and carbon taxes may lead to project delays and additional costs to producers affecting both their profitability and their investments in oil, oil sands and natural gas. Given the evolving nature of the debate related to climate change, it is not currently possible to predict the nature of, or the impact on, our operations and future financial condition, however, it seems unlikely that major oil sands expansion, as seen in the recent past, will be forthcoming.

Further, the industry may become subject to new environmental regulations, which could negatively affect future capital expenditures. In addition to Green House Gas ("GHG") emissions regulations, oil sands producers are subject to tailings management regulations, which may become more stringent and require additional capital in order to satisfy. To date, regulations relating to tailings management, such as the Alberta Government's Directive 74, have had no demonstrable or quantifiable negative effect on our business.

Fuel conservation measures, alternative fuel requirements, increasing consumer demand for alternatives to oil and gas, and technological advances in fuel economy and energy generation devices could reduce the demand for crude oil and other liquid hydrocarbons.

Trend: COVID-19 caused an unprecedented and rapid decline in demand for oil that resulted in a brisk decline in oil prices in the spring of 2020. Declines in drilling activity and supply management by OPEC+ resulted in a recovery in prices by year end and demand has rebounded to nearly 100 million barrels per day during December 2021. Oil prices are expected to remain at or near recent levels, however, much economic uncertainty and downside risks remain. As such, investment in the oil and gas industry in western Canada is expected to be up from

2021 but constrained as compared to pre-pandemic levels. In the medium term, the LNG Canada project in Kitimat, British Columbia may eventually boost E&Ps' capital expenditures.

### **Potential Impact**

As a service provider to this sector, we are directly impacted by and reliant on the level of capital and operational expenditures. Another sudden decline as experienced in 2020 or a more prolonged decline of oil and/or natural gas prices will have a negative impact on drilling activity and oil sands maintenance as well as further oil sands development that would negatively affect the operations in our Specialized & Industrial Services segment as well as our overall financial condition. Conversely, a resurgence of oil and/or natural gas prices should have a positive impact on the operations in our Specialized & Industrial Services segment as well as our overall financial condition.

Ultimately, the prices of our services are subject to aggregate industry demand and the availability of service equipment and qualified personnel. In addition, the long-term impact of changing demand for oil and gas products could have a material adverse effect on our business, results of operations and financial condition.

### **Mitigation**

In consideration of this risk and potential uncertainty we endeavour to ensure that our capital allocation, costs and pricing are appropriate for the anticipated level of oil sands, oil and natural gas development. In addition, we recognize the cyclical and volatile nature of drilling activity and mitigate the risks associated with this volatility as reasonably possible through the combination of a disciplined capital allocation process and a focus on maintaining long-term relationships with large-cap oil and gas companies. We also continually assess the requirements for further investments in our Specialized & Industrial Services segment and have diversified our operations by further investing in the more stable Less-Than-Truckload segment to further mitigate this risk.



## **Geopolitical Risk – Changes in the Legal Framework:**

***We may be adversely affected by changes to existing laws and regulations, trade agreements, change in the permitting process as it relates to oil and natural gas infrastructure projects and subsequent court challenges.***

### **Risk Description:**

Our operations are subject to a variety of federal, provincial and local laws, regulations and guidelines and income tax laws ("**Regulations**"). In addition, the operations of Mullen Group may be affected by international trade agreements and the ability to seamlessly cross international borders.

Our customers in the oil and gas sector are subject to various Regulations such as royalties, environmental regulations and the reduction of GHG emissions. In addition, before proceeding with most major projects, including the building of a pipeline, an LNG export facility or significant changes to an existing oil sands plant, E&Ps must obtain various federal, provincial, state and municipal permits and regulatory approvals. These permits may be challenged and subject to denial or the imposition of further conditions by the judiciary.

Changes in tax laws may also adversely affect our results of operations and financial performance. Significant judgement is required in determining our provision for income taxes and various internal and external factors may have favorable or unfavorable effects on our future provision for income taxes, income taxes receivable and our effective income tax rate. These factors include, but are not limited to, changes in tax laws, regulations and/or rates, changing interpretations of existing tax laws or regulations, changes in

estimates of prior years' items, transfer pricing adjustments and changes in the overall mix of income among the different jurisdictions in which we operate. Furthermore, new accounting pronouncements or new interpretations of existing accounting pronouncements can have a material impact on our effective income tax rate and accordingly, our financial performance.

Additionally, since the commencement of the COVID-19 pandemic, various governmental authorities in the jurisdictions where Mullen Group operates have implemented benefit programs (collectively the "COVID-19 Programs") in response to the financial hardship experienced by or expected to be experienced by businesses during the COVID-19 pandemic. The terms of the COVID-19 Programs are subject to interpretation by the governmental authorities implementing them and are subject to changes in legislation and administrative practice, which may include changes having retroactive effect. Mullen Group has claimed and received benefits under certain COVID-19 Programs. Any material changes in the governing legislation or administrative practice for a COVID-19 Program accessed by Mullen Group could cause an unanticipated obligation to repay that may negatively impact the results of operations and financial performance of Mullen Group.

### **Potential Impact**

There can be no assurance that such Regulations, including those relating to

the oil and gas industry and the transportation industry, as well as environmental and otherwise applicable operating legislation will not be changed in a manner that adversely affects our organization. Any such change could have a material adverse effect on our business, results of operations and financial condition. Our customers are similarly subject to Regulations and there can be no assurance that the Regulations governing our customers will not be changed in a manner that adversely affects them and, thereby, Mullen Group.

### **Mitigation**

The diversity of our Business Units and our decentralized business model may diminish the effect that a change in the legal framework could have on Mullen Group as a whole. This diversification strategy has resulted in investment in several sectors of the economy, most notably in transportation and logistics, and oilfield services, as well as in many geographic regions. We monitor proposed legislative changes and participate with various industry associations in advocating for reasonable and non-disruptive regulatory changes. Further, we engage tax experts to provide advice and review our corporate tax and other filings returns as well as to evaluate changes in Regulations and how such changes may impact our tax obligations and consequential financial results.



### **E-Commerce and Supply Chain Evolution:**

***Our results may be affected by disruptive technologies and supply chain innovations. Technology continues to evolve at a rapid pace, which has the potential to impact everything, including how markets conduct transactions as well as how we manage our business. As the retail marketplace continues to evolve, digital technology is disrupting traditional operations. The impact on supply chain management is particularly great as businesses reinvent their supply chain strategies.***

#### **Risk Description & Trend**

Disruptive technologies continue to change the structure of the North American economy due to the continuous growth of e-commerce. The use of web based and mobile technology is increasingly becoming the preferred method by consumers and retailers to both shop for and ship orders. As a result, supply chains have undergone enormous change with more frequent direct to consumer shipments replacing transportation from distribution centers to traditional retail stores. In addition, our organization is reliant on certain Information Technology ("IT") systems (see Digital Infrastructure and Cyber Security on page 82).

Trend: Containment measures implemented by governments caused

an acceleration in e-commerce sales. E-commerce sales in Canada that averaged 10.9 percent of total retail sales in 2021 and represented a \$72.4 billion industry as compared to \$61.8 billion in 2020. This resulted in greater demand for LTL transportation and home delivery options.

#### **Potential Impact**

E-commerce and omni-channel marketing requires a different distribution model than traditional retail or big-box store logistics. Generally, it is negatively affecting demand for truckload and long-haul transportation services, however, it is creating greater demand for warehousing as well as LTL and small package Final Mile™ deliveries.

The added complexity of e-commerce and the change in the supply chain presents an opportunity to expand our logistics revenue.

#### **Mitigation**

In consideration of this risk, we have expanded our LTL and warehousing network in western Canada and continue to focus on supply chain efficiencies. Our ability to meet customer demands in respect of e-commerce and supply management will depend upon innovation and our ability to reasonably anticipate market trends and change management execution. We continue to focus on technology, invest in hybrid courier vehicles and our logistics Haulistic™ mobility app and Moveitonline® marketplace.

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## **Acquisitions:**

***Our company strategy includes pursuing selected and strategic acquisitions focused primarily on the segments of the economy where we have strong market penetration and customer relationships, however, we may not be able to execute or integrate future acquisitions successfully.***

### **Risk Description & Trend**

Historically, a key component of our growth strategy has been to pursue acquisitions of strategic and/or complementary businesses. We continually evaluate acquisition candidates and may acquire assets and businesses that we believe complement our existing businesses or enhance our service offerings.

The processes of evaluating acquisitions and performing due diligence procedures include risks. Further, we face competition from both peer group and non-peer group firms for acquisition opportunities. This external competition may hinder our ability to identify and/or consummate future acquisitions successfully. If the prices sought by sellers of these potential acquisitions were to rise or otherwise be deemed unacceptable, we may find fewer suitable acquisition opportunities.

Achieving the benefits of acquisitions will depend, in part, on successfully consolidating functions and integrating operations and procedures in a timely and efficient manner. In addition, non-core assets may be periodically disposed of so that we can focus our efforts and resources more efficiently. Depending on the state of the market such non-core assets, if disposed of, could realize a price less than their carrying value resulting in a loss on disposal.

**Trend:** Opportunities for acquisitions continue. In 2021 we successfully acquired six new businesses for total cash consideration of \$207.5 million and share consideration of

\$14.7 million as compared to two new businesses in 2020 for total consideration of \$20.2 million.

### **Potential Impact**

Entities that are acquired may not increase our OIBDA or yield other anticipated benefits. The possible difficulties of integration include, among others:

- we may be unable to retain customers or key employees including drivers and Contractors;
- the business may not achieve anticipated revenue, earnings, or cash flows;
- we may be unable to integrate successfully and realize the anticipated economic, operational, and other benefits in a timely manner, which could result in substantial costs and delays;
- we may have limited experience in the acquiree's market and may experience difficulties operating in its market;
- we may assume liabilities beyond our estimates or what was disclosed to us;
- the acquisition could disrupt our ongoing business, distract our management, and divert our resources; and
- we may incur indebtedness or issue additional Common Shares.

The risks involved in successful integration could be heightened if we were to complete a large acquisition or

multiple acquisitions within a short period of time.

If any one, or a combination, of the described possibilities results in our failure to execute our acquisition strategy successfully in the future, it could limit our ability to continue to grow in terms of revenue, OIBDA and cash flow. In addition, there is a risk of impairment of acquired goodwill and intangible assets. This risk of impairment to goodwill and intangible assets exists because the assumptions used in the initial valuation of these assets, such as interest rate or forecasted cash flows, may change when testing for impairment is required.

### **Mitigation**

In consideration of the risk relating to identifying and realizing the benefits of acquisitions and disposals, we endeavour to create a balanced and diverse portfolio in our operating segments by using considerable experience and the financial modeling to assess potential targets for, among other things, potential synergies, financial returns, cultural fit and integration.

In addition, we manage our cash flows diligently and maintain our capital allocation disciplines to ensure that we maintain what we believe is a suitable level of liquidity and leverage.

There is no assurance that we will be successful in identifying, negotiating, consummating or integrating any future acquisitions. If the Corporation does not make any future acquisitions, our growth rate could be materially and adversely affected.



## **Competition:**

***We operate in a highly competitive industry, and certain market segments have mature characteristics and face commoditization. Our business could suffer if we are unable to adequately address downward pricing pressures and other factors that could adversely affect our profitability.***

### **Risk Description & Trend**

Our various Business Units operate in highly competitive and fragmented industries with low barriers to entry, especially within the trucking industry. We compete with several large companies both in the transportation and energy services industries that may have greater financial and other resources. There can be no assurance that such competitors will not substantially increase the resources devoted to the development and marketing of services that we compete for or that new competitors will not enter our various markets.

**Trend:** North American freight volumes and economic growth deteriorated during 2020, however, economic activity and freight volumes began to recover after the initial COVID-19 shock and the North American economy has largely returned to pre-pandemic levels. This recovery allowed volumes and freight rates in the spot market to recover, however, port congestion and labour shortages has led to supply chain disruptions resulting in pricing opportunities for carriers such as Mullen Group. Due to continued COVID-19 related containment measures by various levels of government, we expect the economy to continue to experience short-term interruptions. As such, there is no

certainty that freight rates will continue to improve in 2022.

### **Potential Impact**

Numerous competitive factors could impair our ability to maintain or improve our profitability. These factors include but are not limited to the following:

- Many of our competitors periodically reduce their rates to gain business, especially during times of reduced oilfield activity or economic recessions. This may make it difficult for us to maintain or increase rates, or may require us to reduce our rates, or lose business. Additionally, it may limit our ability to maintain or expand our business.
- Competition from logistics and brokerage companies may negatively impact our customer relationships and rates.
- Higher prices and higher fuel surcharges to our customers may cause some of our customers to consider alternatives, including deciding to transport more of their own product with their own assets or substituting trucking for rail transportation.
- Many customers periodically solicit bids from multiple providers

for their transportation needs, which may depress freight rates or result in a loss of business to competitors.

### **Mitigation**

In consideration of this risk we endeavour to use technological change and innovation to remain competitive in our various businesses. Furthermore, the diversity of our Business Units and our decentralized business model may diminish the effect that new competitive forces might have on our organization. In addition, we believe that our Human Resources strategies enable us to retain and attract drivers or qualified Contractors thereby enabling us to service our clients through all business cycles.

In certain aspects of our business, we believe we have competitive advantages such as lower overhead costs and specialized regional strengths including a robust network of LTL terminals.

In addition, from time to time, we acquire competing, complementary or new business lines, which allows us to consolidate a market we serve, expand our geographic footprint or expand our service offerings thereby lessening the effects of competition.

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## FINANCIAL RISKS

### Foreign Exchange Rates:

***Our consolidated financial statements are presented in Canadian dollars, however, a portion of our revenue is derived in U.S. dollars and a portion of our debt is denominated in U.S. currency.***

#### **Risk Description & Trend**

Mullen Group has foreign exchange risk relating to the relative value of the Canadian dollar vis-à-vis the U.S. dollar. A stronger Canadian dollar is beneficial as it results in a foreign exchange gain on our U.S. dollar debt recognized on our consolidated income statement, as well as an equivalent reduction in the carrying value of such debt on the balance sheet. However, a stronger Canadian dollar also has the potential to reduce the level of Canadian exports thereby potentially negatively affecting the results of operations in the Less-Than-Truckload and Logistics & Warehousing segments. Conversely, a weakening Canadian dollar results in a foreign exchange loss and an equivalent increase in the carrying value related to the U.S. dollar debt. A weaker Canadian dollar has the potential to increase the level of Canadian exports and thereby potentially positively affect the results of operations in the Less-Than-Truckload and Logistics & Warehousing segments. In addition,

many of our parts and equipment are built in the U.S. and priced in U.S. dollars. A decrease in the relative value of the Canadian dollar vis-à-vis the U.S. dollar increases the costs of these parts and equipment.

**Trend:** Foreign exchange rates between the U.S. and Canadian dollar remain volatile. During 2021 the exchange rate fluctuated between \$0.7727 and \$0.8306 closing the year at \$0.7888 as compared to \$0.7849 at December 31, 2020.

#### **Potential Impact**

At the end of each reporting period we recognize foreign exchange gains or losses as they relate to financial contracts, assets and liabilities held in foreign currencies. This risk mainly arises from our U.S. \$229.0 million of Senior Guaranteed Unsecured Notes ("**U.S. Notes**"). Specifically, our U.S. Notes are comprised of Series G (U.S. \$117.0 million) and Series H (U.S. \$112.0 million) Notes that mature in 2024 and 2026, respectively.

At December 31, 2021, we also had U.S. dollar bank indebtedness of \$8.1 million, U.S. dollar trade receivables of \$31.6 million and U.S. dollar trade payables and accrued liabilities of \$22.6 million.

#### **Mitigation**

We have mitigated a significant portion of the foreign exchange risk by entering into the Cross-Currency Swaps to convert the principal portion of the Series G and Series H Notes into a Canadian currency equivalent of \$129.2 million and \$124.9 million, respectively.

We are also exposed to foreign exchange risk related to approximately U.S. \$8.9 million of annual interest payable on our U.S. Notes. This risk is partially offset by the fact that our business generates surplus U.S. funds in our operations, predominately within the Logistics & Warehousing segment. This surplus U.S. dollar cash being generated acts as a natural hedge as it is used to repay our annual interest obligation on the U.S. Notes.

### Investments:

***Mullen Group invests in both private and public companies. The value of these investments fluctuate.***

#### **Risk Description & Trend**

Mullen Group invests in both private and public companies. Fair values of public company investments are based on quoted prices in active markets. There is a risk that the value of an investment may fluctuate as a result of changes in market conditions, whether those changes are caused by factors specific to the individual investment, classes of investments or factors affecting all investments traded in the market. As such, there is a risk that a portion of the original investment may be lost.

**Trend:** In 2021 we recorded an increase in the fair value of investments of \$1.2 million as compared to a decrease of \$1.0 million in 2020.

#### **Potential Impact**

Our investments in public companies are measured at fair value and have an initial cost of \$11.5 million. At December 31, 2021, the fair value of these investments was \$2.4 million.

We use the equity method to account for investments in private companies in which we have significant influence or joint control. At December 31, 2021, the carrying value of these investments totalled \$36.1 million and consisted of the investments in Canol Oilfield Services Inc., Kriska Transportation Group Limited, Cordova Oilfield Services Ltd., Butler Ridge Energy Services (2011) Ltd. and Thrive Management Group Ltd.

The timing of future dispositions and the realized share price are uncertain. There is no assurance that the Corporation will realize any benefits from its investment portfolio.

#### **Mitigation**

We accept a certain amount of risk and consider the underlying risk and possible market volatility of our investments. We strive to mitigate this risk by investing in areas that we have industry knowledge and expertise and we invest for the long-term. Risk capital is limited to a level that is deemed acceptable to Mullen Group.



## **Interest Rates:**

### ***Changes in interest rates may result in fluctuations in our future cash flows.***

#### **Risk Description & Trend**

We are susceptible to fluctuations in interest rates. Our Credit Facilities are priced at variable rates. To the extent we utilize our Credit Facilities we incur the risk of interest rates rising. Our Private Placement Debt, the Debentures and our Various Financing Loans are issued at fixed rates. The majority of our long-term debt, specifically \$461.5 million, matures in 2024 and 2026.

Trend: At December 31, 2021, we had \$745.2 million (2020 – \$607.8 million) of borrowings at an average interest rate of 4.1 percent. In January 2022, the Bank of Canada provided guidance that the Bank expects that interest rates will need to increase in order to achieve the Bank of Canada's

commitment to the 2.0 percent inflation target.

#### **Potential Impact**

Borrowings issued at fixed rates, like our Private Placement Debt, expose Mullen Group to fair value interest rate risk. The majority of our borrowings are issued at fixed rates, specifically \$656.2 million of our \$745.2 million are at fixed rates. Therefore, we are exposed to fair value interest rate risk on these borrowings that mature at various tenures. More specifically, we are susceptible to the opportunity costs associated with interest rate decreases on our fixed borrowings. In the event that we refinance our borrowings, there can be no guarantee we can borrow at our current average interest rate of 4.1 percent.

In the event that interest rates increase, the cost of borrowing under our Credit Facilities, to the extent that they are utilized, will increase. If fully drawn and interest rates increased by 1.0 percent on our \$250.0 million Credit Facilities, we would incur additional annual interest expenses of approximately \$2.5 million.

#### **Mitigation**

We do not hedge interest rates or have any interest rate swaps, but we have mitigated the negative risk of rising interest rates by financing most of our debt, specifically \$656.2 million, at fixed rates.

## **Access to Financing:**

### ***We may find it necessary in the future to obtain additional debt or equity financing to support ongoing operations, to undertake capital expenditures or to fund acquisitions.***

#### **Risk Description & Trend**

We may find it necessary in the future to obtain additional debt or equity financing to support ongoing operations, to undertake capital expenditures or to fund acquisitions. There can be no assurance that additional financing will be available when needed or on acceptable terms, which could limit our growth and could have a material adverse effect on our business, results of operations and financial condition. In addition, we have certain financial and other covenants under our Private Placement Debt that are customary for financings of this type including, but not limited to, a maximum leverage ratio and a minimum interest coverage ratio. A breach of a covenant and failure to obtain appropriate amendments to or waivers under the applicable financing arrangement may cause our borrowings under such facilities to be immediately declared due and payable.

Trend: At December 31, 2021, our debt covenant leverage ratio was 2.52:1 as compared to 2.10:1 in 2020.

#### **Potential Impact**

We may need to incur additional debt, or issue debt or equity securities in the future. We could face constraints on generating sufficient cash from operations, obtaining sufficient financing on favorable terms, or maintaining compliance with financial and other covenants in our financing agreements.

If any of these events occur, then we may face liquidity constraints and it may impair our future ability to secure financing on satisfactory terms, or at all. A liquidity constraint may impair Mullen Group's ability to continue as a going concern. Although we expect that we will be able to obtain additional financing when needed, in the amounts required and on acceptable terms there is no assurance that such would occur.

#### **Mitigation**

We manage our cash flows diligently to ensure that we maintain what we believe is a suitable level of liquidity and leverage. Our approach to managing liquidity is to ensure, to the extent possible, that we will always have sufficient liquidity to meet our liabilities when due, under both normal and stressed conditions. Consistent with others in the industry, we monitor capital on the basis of debt-to-equity. This ratio is calculated as total debt divided by shareholders' equity. Total debt is calculated as the total of: current portion of long-term debt, long-term debt, lease liabilities and the debt component of Debentures. Equity is comprised of share capital, convertible debentures – equity component, contributed surplus and retained earnings. The debt-to-equity ratio calculation at December 31, 2021, was 0.84:1 (2020 – 0.68:1).



### **Reliance on Major Customers:**

***There is an inherent risk that arises to all businesses when economic dependence on a major customer hinders a company's ability to maximize profit.***

#### **Risk Description & Trend**

Although we do not have a significant customer concentration, the growth of our business could be materially impacted and our results of operations would be adversely affected if we lost all or a portion of the business of some of our large customers because they:

- chose to divert all or a portion of their business with us to one of our competitors;
- demand pricing concessions for our services;
- require us to provide enhanced services that increase our costs; or
- develop their own shipping and distribution capabilities.

Trend: In 2021 our top ten customers accounted for 12.5 percent of revenue (2020 – 18.6 percent), and the largest customer accounted for approximately 2.4 percent (2020 – 2.9 percent) of such revenue.

#### **Potential Impact**

The loss of one or more major customers, any significant decrease in services provided, decreases in rates charged, or any other changes to the terms of service with customers, could have a material adverse effect on our business, results of operations and financial condition. Furthermore, a concentration of revenue with a major customer, or a small group of major customers, may lead to an enhanced ability of those customers to influence pricing and other contract terms, which

may have a material adverse effect on our results.

#### **Mitigation**

We strive to mitigate this risk through a diversification strategy in an attempt to ensure that our organization does not become reliant on any single customer. Furthermore, we operate a decentralized business model whereby we utilize the expertise of management at each Business Unit to negotiate its own contracts that have pricing and terms that are competitive according to their specific market and/or geographic region.

### **Impairment of Goodwill or Intangible Assets:**

***Our total assets include goodwill and intangible assets. If we determine that these assets have become impaired in the future, our net income could be adversely affected.***

#### **Risk Description & Trend**

There is also a risk of impairment of acquired goodwill and intangible assets. This risk of impairment of goodwill and intangible assets exists because the assumptions used in the initial valuation of these assets, such as the interest rate or forecasted cash flows, may change when testing for impairment is conducted either annually or upon a triggering event.

Trend: At December 31, 2021, our goodwill and intangible assets accounted for \$457.9 million, or 23.8 percent of our total assets as compared to \$317.2 million, or 18.5 percent of total assets in 2020.

#### **Potential Impact**

Our regular review of the carrying value of our goodwill and intangible assets

has resulted, from time to time, in significant impairments, and we may in the future be required to recognize additional impairment charges. Such did occur in 2007 when the Federal government implemented changes to the tax regime governing specified investment flow-through ("SIFT") entities such as Mullen Group's predecessor Mullen Group Income Fund. In addition, the Alberta Government announced changes to the oil and gas royalty regime in Alberta that impacted many of our customers.

Changes in government regulations, or economic or market conditions have resulted and may result in further substantial impairments of our goodwill or intangible assets. In 2018 Mullen Group recognized a \$100.0 million goodwill impairment charge. As at December 31, 2021, we had goodwill

of \$358.7 million and intangible assets of \$99.2 million. Our impairment testing in 2021 produced no indication of impairment. The results of our impairment evaluations, assumptions and sensitivities can be found on page 86.

#### **Mitigation**

We strive to mitigate this risk through a disciplined acquisition strategy in an attempt to ensure that our organization does not overpay for entities resulting in overvalued goodwill balances. In addition, we use professional skepticism and advisors to value goodwill and intangible assets values upon acquisition, thereby mitigating the risk of misvaluation of goodwill or intangible assets upon initial recognition.



## **Credit Risk:**

***Credit risk is the risk of financial loss to Mullen Group if a customer or counterparty to a financial asset fails to meet its contractual obligations. This risk arises predominately from our trade receivables generated from our customers.***

### **Risk Description & Trend**

A significant portion of our accounts receivable are with customers involved in the oil and gas industry, whose revenues may be impacted by fluctuations in commodity prices thereby potentially impacting their ability to meet contractual obligations. Although collection of these receivables could be influenced by this and other economic factors affecting the industries we serve, management considers the risk of a significant loss to be remote at this time.

Trend: At December 31, 2021, accounts receivable were \$248.9 million comprised of \$85.2 million within our Less-Than-Truckload segment, \$69.5 million within our Logistics & Warehousing segment, \$60.7 million within our Specialized & Industrial Services segment, \$31.0 million within our U.S. & International Logistics segment, and \$2.5 million within the Corporate Office.

### **Potential Impact**

Our exposure to credit risk is influenced mainly by the individual characteristics of each customer. Economic conditions and capital markets may adversely affect our customers and their ability to remain solvent. We transport a wide variety of freight for a broad customer base that spans numerous industries. The financial failure of a customer may impair our ability to collect on all or a portion of the accounts receivable balance. In addition, we have counter-party risk with our Derivatives and other financial assets.

### **Mitigation**

Credit risk related to trade and other receivables is initially managed by each Business Unit. Each Business Unit is responsible for reviewing the credit risk for each of their customers before standard payment and delivery terms and conditions are offered. The Business Units' review consists of

external ratings, when available, and in some cases bank and trade references. Our Corporate Office has established a credit policy under which new customers are analyzed for creditworthiness before credit is extended. Corporate Office monitors its trade and other receivables aging on an ongoing basis and communicates concerns to all of our Business Units as part of its process in managing its credit risk. We also manage credit risk related to trade and other receivables on a consolidated basis whereby the aggregate exposure to individual customers is reviewed and their credit quality is assessed. We also attend industry forums to assess credit worthiness of customers related predominately to the oil and gas industry. No individual customer accounted for more than ten percent of Mullen Group's consolidated revenue for the fiscal years ended 2021 and 2020.

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## OPERATIONAL RISKS

### Employees and Labour Relations:

***We depend on our employees to support our business operations and future growth opportunities. If our relationship with our employees deteriorates or if we have difficulty attracting and retaining employees, we could be faced with labour inefficiencies, disruptions, work stoppages, or delayed growth, which could have a material adverse effect on our business, results of operations, financial condition and cash flows.***

#### **Risk Description & Trend**

The success of Mullen Group is dependent upon attracting and retaining key personnel. Any loss of the services of such persons could have a material adverse effect on our business, results of operations and financial condition. We anticipate that our ability to expand services will be dependent upon attracting additional qualified employees, which is constrained in times of strong industry activity. Our senior management team is an important part of our business and loss of key employees could have a material adverse effect on our business, results of operations and financial condition.

#### Trend:

At December 31, 2021, we employed 7,202 employees, owner operators and dedicated subcontractors as compared to 5,638 in 2020.

#### **Potential Impact**

The failure to attract and retain a sufficient number of qualified personnel

could have a material adverse effect on our profitability. The largest components of our overall expenses are salary, wages, benefits and costs of Contractors. Any significant increase in these expenses could impact our financial performance. In addition, we are at risk if there are any labour disruptions. Some of our Business Units are subject to collective agreements with their employees. Any work stoppages, or unbudgeted or unexpected increases in compensation could have a material adverse effect on our profitability and reduce cash flow from operating activities.

Further, we benefit from the leadership and experience of our senior management team and other key employees and depend on their continued services to successfully implement our business strategy. The unexpected loss of key employees or inability to execute our succession planning strategies could have an adverse effect on our business, results of operations, and financial condition.

#### **Mitigation**

In order to reasonably mitigate this risk, we aim to be an employer of choice by offering competitive wages and incentive-based pay, establishing superior safety programs and fostering a strong reputation as an ethical company. In addition, the Board reviews its succession plans for the senior executive team on an annual basis. These endeavours are designed to attract the best people at every level of our business, establish them in their roles, manage their development and identify successor candidates for senior roles. In addition to providing specific job-related and safety training, we encourage all of our employees to continue their education, training and skills upgrading and provide employees with the resources required to achieve and maintain our operational excellence.

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## **Cost Escalation and Fuel Costs:**

***Our ability to control our costs is critical to servicing customers at attractive rates and remaining profitable.***

### **Risk Description & Trend**

In 2021 the wholesale rack price of diesel fuel in Canada varied from a low of \$0.6410 per litre to \$0.9670 per litre and exited the year at \$0.9670 per litre. Cost escalations due to rising labour and other costs, the effect of inflation, the price of fuel, equipment and other input costs, insurance costs, interest rates, fluctuations in customers' business cycles, COVID-19 supply disruptions and national and regional economic conditions are factors over which we have little or no control. Of these costs, fuel represents a significant operating expense for us. Fuel prices fluctuate greatly due to factors beyond our control, such as global supply and demand for crude oil, political events, price and supply decisions by oil producing countries and cartels, terrorist activities, the depreciation of the Canadian dollar relative to other currencies, hurricanes

and other natural disasters as well as fuel and carbon taxes.

**Trend:** The average wholesale rack price of diesel fuel in Canada for 2021 was \$0.8130 per litre as compared to \$0.5660 per litre in 2020.

### **Potential Impact**

GHG regulations are likely to continue to impact the design and cost of equipment utilized in our operations as well as fuel costs. Rising inflation and significant increases in fuel prices, labour costs, equipment prices, other input prices, interest rates or insurance costs, to the extent not offset by increases in rates or fuel surcharges, would reduce profitability and could adversely affect our ability to carry out our strategic plans. We cannot predict the impact of future economic conditions and there is no assurance that our operations will continue to be profitable.

### **Mitigation**

To reasonably mitigate the risk of potential for cost escalation, we focus on operational excellence, synergies between our Business Units and cost control. We rely on, among other things, long-term planning, budgeting processes, and internal benchmarking to achieve our profitability targets. Additionally, we mitigate the risk of inflation by owning a large network of terminals. We also mitigate our exposure to rising fuel costs through the implementation of various fuel surcharge programs, which pass the majority of cost increases to our customers and have implemented policies that focus on fuel efficiency, including fuel economy, asset utilization and minimizing dead-head mileage, proper repairs and maintenance of equipment, idling and speed policies.

## **Potential Operating Risks and Insurance:**

***Our success is dependent on our ability to manage operational risks. The transportation and other various service sectors that we operate in are subject to inherent risks. Failure to manage these operational risks may have a material adverse effect on our business, results of operations, financial condition, and cash flows.***

### **Risk Description & Trend**

Our transportation operations are subject to risks inherent in the transportation industry, including potential liability that could result from, among other things, personal injury or property damage arising from motor vehicle accidents. Our Specialized & Industrial Services segment is subject to risks inherent in the oil and gas industry, such as equipment defects, malfunction, failures and natural disasters. These risks could expose Mullen Group to substantial liability for personal injury, loss of life, business interruption, property damage or destruction, pollution and other environmental damages.

**Trend:** Our 2021 total recordable injury frequency rate, a leading indicator of operational excellence, was 3.03 as compared to 2.99 in 2020.

### **Potential Impact**

Claims may be asserted against us related to accidents, cargo loss or damage, property damage, personal injury, employment and environmental or other issues occurring in our operations. Although we have obtained insurance coverage against certain of the risks to which we are exposed, such insurance is subject to deductibles and coverage limits and no assurance can be given that such insurance will be adequate to cover our liabilities or will be generally available in the future or, if available, that premiums will be commercially justifiable. If the frequency and/or severity of claims increase, our operating results could be adversely affected. If we were to incur substantial liability and such damages were not covered by insurance or were in excess of policy limits, or if we were to incur such liability at a time when we are not able to obtain liability insurance, our

business, results of operations and financial condition may be materially adversely affected.

### **Mitigation**

We have insurance and risk management programs in place to protect our assets, operations and employees and also have programs in place to address compliance with current safety and regulatory standards so as to reasonably mitigate against the risks to which we are exposed. Each Business Unit has a health and safety coordinator responsible for maintaining and developing policies and monitoring operations vis-à-vis those policies. The health and safety coordinators are required to report incidents directly to the Corporate Office in a timely manner. Internal and external audits are conducted on a regular basis to ensure the proper functioning of the Health, Safety and Environment program and the reporting systems.



## **Digital Infrastructure and Cyber Security:**

***We are dependent on computer and communications systems; and a systems failure or data breach could cause a significant disruption to our business.***

### **Risk Description**

We believe that a well-functioning and efficient IT system is a prerequisite to growth, operational excellence and superior customer service, aids day-to-day operational management and provides accurate financial information. Our business involves high transaction volumes, complex logistics, the tracking of thousands of orders, the ge positioning of trucks and trailers as well as the communication with drivers and field personnel in real time. We are therefore heavily dependent on certain software, communication systems and network infrastructure. A serious prolonged failure in this area may materially affect our business.

### **Potential Impact**

Our IT systems may be susceptible to damage, disruptions or shutdowns due to: hardware failures, power outages, fire, natural disasters, telecommunications failure, internet failures, computer viruses, data breaches or attacks by computer hackers or malicious actors, user errors

or catastrophic events. Such failures or unauthorized access could disrupt our business and could result in the loss of confidential information, intellectual property, litigation, remediation costs, damage to our reputation and negatively impact our ability to service our customers. Any such loss, unauthorized access, disclosure of confidential information or other loss of information could result in legal claims or proceedings, liability under laws that protect the privacy of personal information, and regulatory penalties. In addition, the cost and operational consequences of reinstating our IT systems capabilities or implementing further data or system protection measures could be significant.

### **Mitigation**

Each of our Business Units run separate instances of our Enterprise Resource Planning ("ERP") software package that supports our business processes. As part of our entity wide IT risk mitigation policy, we regularly engage third-party vendors to complete security assessments of our IT

systems, consisting of external and internal penetration tests. At both the corporate level and within the individual Business Units, IT systems are subject to stringent guidelines, standardization, vigorous virus and access protection, back-up systems and replicated data. We employ project management techniques to manage new software developments and/or system implementations. We have a disaster recovery plan in place that is evaluated regularly and portions thereof are tested on a regular basis. Hosted by a reputable third-party, our primary data and back-up data centres have high levels of durability and redundancy built into them. Our back-up data centre allows our organization to continue processing data in the event of a major incident involving our primary data centre. In addition, we have purchased cyber insurance coverage to assist with mitigating the unlikely risk that an outside threat gains access to our IT systems.

## **Business Continuity, Disaster Recovery and Crisis Management:**

***In the event of a serious incident, the inability to restore or replace critical capacity in a timely manner may impact our business and operations.***

### **Risk Description**

Our operations are widespread and geographically diverse. Severe weather conditions and other natural or manmade disasters, including storms, floods, fires, epidemics or pandemics, conflicts or unrest, terrorist attacks or other events affecting one of our major facilities or areas of operations could result in a significant interruption in or disruption of our business.

### **Potential Impact**

A serious event could result in decreased revenue, as our ability to service our customers may be impeded or we may incur increased costs to operate our business, which could have an adverse effect on our results of operations. In addition, a serious event may reduce our customers' needs for our services.

### **Mitigation**

This risk is mitigated by the development of business continuity arrangements, including disaster recovery plans and back-up delivery systems, to minimize the significance of any business disruption in the event of a major disaster. Insurance coverage may minimize losses in certain circumstances.



## **Environmental Liability Risks:**

***Our operations are subject to various environmental laws and regulations, the violation of which could result in substantial fines or penalties. The costs of compliance with existing or future environmental laws and regulations may be significant and could adversely impact our business, results of operations, financial condition, and cash flows.***

### **Risk Description**

The risk of incurring environmental liabilities is inherent in oilfield service and transportation operations. Historically, activities associated with such operations and the ownership, management or control of real estate pose an environmental risk. Some of our Business Units will routinely deal with natural gas, oil and other petroleum products. Our operations are subject to numerous laws, regulations and guidelines governing the management, handling, transportation and disposal of non-regulated and regulated substances and otherwise relating to the protection of the environment. These laws, regulations and guidelines include those relating to the remediation of spills, releases, emissions and discharges of regulated substances into the environment and those requiring removal or remediation of pollutants or contaminants.

Our customers are subject to various laws, regulations, and guidelines that prescribe, among other things, limits on emissions into the air and discharges into surface and sub-surface waters. While regulatory developments that may follow in subsequent years could have the effect of reducing industry activity, we cannot predict the nature of the restrictions that may be imposed.

### **Potential Impact**

Failure to comply with an environmental law or regulation may impose civil and criminal penalties. Certain of our Business Units carry significant volumes of dangerous goods. This involves specific

insurance requirements, training programs and appropriate permits with the various provinces and states in which our Business Units operate.

We may be required to increase operating expenses or capital expenditures in order to comply with any new restrictions or regulations.

We operate out of numerous owned and leased facilities throughout Canada where storage tanks may be used or may have been used at some prior date. Canadian laws generally impose potential liability on the present or former owners or occupants of properties on which contamination has occurred. Although we are not aware of any contamination which, if remediation or clean-up were required, could have a material adverse effect on Mullen Group. Certain facilities have been in operation for many years and, over such time, Mullen Group or the prior owners, operators or custodians of the properties may have generated and disposed of substances which are or may be considered hazardous.

### **Mitigation**

There can be no assurance that we will not be required at some future date to comply with new environmental laws, or that our operations, business or assets will not otherwise be further affected by current or future environmental laws. While we maintain liability insurance, including insurance for certain environmental incidents, the insurance is subject to coverage limits and certain of our policies exclude coverage for damages resulting from environmental contamination. There can be no assurance that insurance will

continue to be available to us on commercially reasonable terms, that the types of liabilities that we may incur will be covered by our insurance, or that the dollar amount of such liabilities will not exceed our policy limits.

In regards to the transportation of dangerous goods, we ensure that strict guidelines are met before a Business Unit and the individual drivers are permitted to manage, handle or transport such dangerous goods.

We have programs to address compliance with current environmental standards and monitor our practices concerning the handling of environmentally hazardous materials. We endorse a formalized quality program and strive to be the best in class in areas of safety and environmental excellence. We believe in a balanced approach to sustainable development and are committed to best in class environmental management systems. In addition, we work with government, industry groups and the public to improve and develop environmental standards and further our understanding of environmental issues. We also promote the participation and certification of our Business Units in the SmartWay Certification Program, a Government of Canada program designed to reduce GHG.

Due diligence procedures in the context of potential acquisitions and appropriate terms in purchase and sale agreements related to acquisitions also assist with reasonably mitigating the risk of environmental liabilities.



## **Weather and Seasonality:**

***Our operations could be impacted by seasonal fluctuations or harsh weather conditions.***

### **Risk Description & Trend**

Harsh weather conditions can impede the movement of goods and increase operating costs.

Revenue and profitability within our Less-Than-Truckload and our Logistics & Warehousing segments are generally lower in the first quarter than during the remainder of the year as freight volumes are typically lower following the holiday season due to less consumer demand and customers reducing shipments.

The level of activity in the Canadian oilfield service industry is influenced by seasonal weather patterns. Typically activity levels are reduced in the spring when wet weather and the spring thaw make the ground unstable. Consequently, municipalities and provincial transportation departments enforce road bans that restrict the movement of heavy equipment.

Additionally, certain oil and gas producing areas are only accessible in the winter months because the ground surrounding the drilling sites in these areas consists of swampy terrain.

**Trend:** In 2021 revenue was affected by COVID-19. Revenue, excluding the effect of acquisitions, was 24.3 percent of total annual revenue in the first quarter, 23.9 percent in the second quarter, 25.5 percent in the third quarter and 26.3 percent in the fourth quarter.

### **Potential Impact**

An unexpected or harsh weather event could result in decreased revenue, as our ability to service our customer is impeded or we may incur increased costs to operate our business, which could have an adverse effect on our results of operations.

Seasonal factors typically lead to declines in activity levels. In the Less-Than-Truckload and the Logistics & Warehousing segments, operating expenses tend to increase in the winter months due to decreased fuel efficiency and increased repairs and maintenance expense resulting from cold weather conditions at a time when demand is seasonally lower.

In the Specialized & Industrial Services segment, a significant portion of our

operations relates to the moving of heavy equipment, drilling rigs and drilling supplies in northern and western Canada. Activity levels, revenue and earnings are influenced by the seasonal activity pattern of western Canada's oil and gas exploration industry whereby activity peaks in the winter months and declines during the spring.

### **Mitigation**

We mitigate some of this risk by charging standby fees or by positioning equipment in strategic locations in order to take advantage of good weather conditions when they occur. We also manage some of this risk by diversifying our operations and by using subcontractors and owner operators, which requires no investment by Mullen Group, to handle seasonal peaks.

Our growth through acquisition, in the last number of years, into businesses not directly tied to oil and gas drilling activity has lessened the seasonal nature of our overall performance.

## **Access to Parts, Development of New Technology and Relationships with Key Suppliers:**

***We depend on suppliers for fuel, equipment, parts, and services that are critical to our operations. A disruption in the availability of or a significant increase in the cost to obtain these supplies could adversely impact our business and results of operations.***

### **Risk Description**

Our ability to compete and expand is most directly tied to our having access at a reasonable cost to equipment, parts and components, which are at least technologically equivalent to those utilized by competitors, and to the development and acquisition of new and competitive technologies.

### **Potential Impact**

Although we have individual distribution agreements with various key suppliers, there can be no assurance that those sources of

equipment, parts, components or relationships with key suppliers will be maintained. If these are not maintained, our ability to compete may be impaired by virtue of diminished availability and/or increased cost of securing certain equipment and parts. We have access to certain distributors and secure discounts on parts and components that would not be available if it were not for our relationships with certain key suppliers. Should the relationships with key suppliers cease the availability and cost of securing certain equipment and parts may be adversely affected.

### **Mitigation**

In consideration of this risk we assess our suppliers and endeavour to ensure that our suppliers are financially viable or that suitable alternatives exist if relationships with current suppliers were to become compromised. In addition, we also retain what we consider an appropriate level of inventory of critical parts and supplies.



## **Regulation:**

***Various federal, provincial and state agencies exercise broad regulatory powers over the transportation industry, generally governing our activities.***

### **Risk Description**

Notwithstanding that the transportation industry is largely deregulated in terms of entry into the industry, each carrier must obtain a license from, or register with, provincial regulatory authorities in order to carry goods extra-provincially or to transport goods within any province. Our operations are subject to a variety of Regulations relating to, among other things: safety, equipment weight, equipment dimensions, driver hours-of-service and the transportation of hazardous materials. Licensing is also required from regulatory authorities in the United States for the transportation of goods between Canada and the United States. In addition, our operations are subject to hours of service regulations and

electronic logging and, in certain cases, random drug testing.

### **Potential Impact**

Changes in regulations applicable to Mullen Group could increase operating costs and have a material adverse effect on our business, results of operations and financial condition. The right to continue to hold applicable licenses and permits is generally subject to maintaining satisfactory compliance with regulatory and safety guidelines, policies and regulations. Although we are committed to compliance and safety through our operational excellence initiatives, there is no assurance that we will be in full compliance at all times with such policies, guidelines and regulations. Consequently, at some future time, we

could be required to incur significant costs to maintain or improve our compliance record.

### **Mitigation**

In consideration of this risk we monitor regulatory frameworks with a particular focus on hours of service, over-dimensional freight and transportation of fluids and work, in conjunction with industry associations, to advocate our need to regulators and ensure that equipment meets regulations and that sufficient capital is invested to meet current and anticipated regulatory requirements.

## **Litigation:**

***From time to time, Mullen Group or its Business Units may be the subject of litigation, claims, administrative proceedings and regulatory actions ("Claims") arising out of its operations or business in general.***

### **Risk Description**

Our business is subject to the risk of litigation by employees, customers, vendors, government agencies, shareholders and other parties. Various types of Claims may be made against Mullen Group or its Business Units including but not limited to those pertaining to negligence, breach of contract, environmental, tax, patent infringement, employment matters and safety incidents.

### **Potential Impact**

The outcome of litigation is difficult to assess or quantify, and the magnitude

of potential loss relating to such Claims made against Mullen Group or its Business Units may be material or may be indeterminate. The outcome of any such Claims cannot be predicted with certainty and may impact our business, financial condition, results of operations or cash flows. Further, unfavourable outcomes of settlements of Claims could encourage the commencement of additional Claims. We may also be subject to negative publicity with respect to such Claims regardless of fault. We may also be required to incur significant expenses and devote significant resources in defence of any such Claims.

### **Mitigation**

In consideration of this risk we have insurance and risk management programs in place. For Claims that do not fall under such programs, we endorse a formalized quality program and strive to be the best in class in respect of operational excellence so as to reasonably mitigate this risk. When required we retain expert legal counsel to defend Mullen Group or its Business Units so as to reasonably mitigate the risk of an unfavourable outcome of a claim.



## CRITICAL ACCOUNTING ESTIMATES

This MD&A summarizes Mullen Group's financial condition and results of operations, which are based upon our Annual Financial Statements that have been prepared in accordance with IFRS. The Annual Financial Statements require management to select significant accounting policies, which are contained within the notes to such statements. These significant accounting policies involve critical accounting estimates regarding matters that are inherently uncertain and require management to make estimates, complex judgements and assumptions. These estimates, complex judgements and assumptions are based on the circumstances that exist at the reporting date and may affect the reported amounts of income and expenses during the reporting periods and the carrying amounts of assets, liabilities, accruals, provisions, contingent liabilities, other financial obligations, as well as the determination of fair values. The following describes critical accounting estimates we used in preparing the Annual Financial Statements and are an important part in understanding such statements:

### *Impairment tests*

We assess, at the end of each reporting period, whether there is an indication that an asset group may be impaired. We have three significant asset groups that are reviewed for impairment. First, goodwill is reviewed for impairment annually, or more frequently if there are indications that impairment may have occurred. The second and third asset groups consist of intangible assets and long-lived assets. Intangible assets are normally acquired on acquisitions and are mainly comprised of customer relationship values and non-competition agreements, which are amortized over their estimated life from the date of acquisition. Long-lived assets include property, plant and equipment and other assets. These asset groups are tested for impairment when events or changes in circumstances indicate that their carrying amount may not be recoverable. If any indication of impairment exists we estimate the recoverable amount of the asset group. External triggering events include, for example, changes in customer or industry dynamics, drilling and other technologies and economic declines, including the decline in the value of our Common Share price. Internal triggering events for impairment include lower profitability or planned restructuring.

The impairment tests compare the carrying amount of the asset of the cash generating unit ("**CGU**") to its recoverable amount. The recoverable amount is the higher of the fair value less costs of disposal ("**FVLCD**") and the determination of value in use ("**VIU**"). The determination of VIU requires the estimation and discounting of cash flows, which involve key assumptions that consider all information available on the respective testing date. Management uses its judgement, considering past and actual performance as well as expected developments in the respective markets and in the overall macro-economic environment and economic trends to model and discount future cash flows.

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## Impairment of Goodwill

In general terms, goodwill represents the excess of the purchase price of a business combination over the net amount of identifiable assets acquired less the liabilities assumed. At December 31, 2021 and 2020 we performed our annual impairment test for goodwill and concluded that there was no impairment of goodwill in any of our CGUs

The recoverable amount was determined using a discounted cash flow approach for all CGUs. The discounted cash flow model employed by the Corporation reflects the specifics of each CGU and its business environment. The model calculates the present value of the estimated future earnings of each CGU.

Estimating future earnings requires judgement, considering past and actual performance as well as expected developments in the respective markets and in the overall macro-economic environment. The calculation of the recoverable amount using the discounted cash flow approach was based on the following key assumptions:

	Discount rate		Terminal value growth rate	
	December 31, 2021	December 31, 2020	December 31, 2021	December 31, 2020
<b>Cash Generating Unit</b>				
Gardewine Group Limited Partnership	11.5%	10.5%	2.0%	2.0%
Kleysen Group Ltd.	11.5%	10.5%	2.5%	2.5%
HAUListic LLC	11.0%	—	2.5%	—
APPS Cartage Inc.	11.0%	—	2.5%	—
Hi-Way 9 Express Ltd.	11.0%	11.0%	2.5%	2.5%
Heavy Crude Hauling L.P.	12.0%	12.0%	2.0%	2.0%
Tenold Transportation Ltd.	11.0%	11.0%	2.5%	2.5%
APPS Cargo Terminals Inc.	11.0%	—	2.5%	—
E-Can Oilfield Services L.P.	12.0%	12.0%	2.0%	2.0%
Canadian Dewatering L.P.	12.0%	12.0%	2.5%	2.5%
Others	11.0% – 12.0%	11.0% – 12.0%	2.0% – 2.5%	2.0% – 2.5%

- (i) Cash flows were projected based on past experience, actual operating results and the one year business plan for the immediate year. Cash flows for a further four year period were extrapolated using constant growth rates of between 2.0 to 2.5 percent with adjustments reflecting an expectation of changes in the general economy, forecasted changes in drilling activity and the Business Unit's respective markets, and represents the Corporation's best estimate of the set of economic conditions that are expected to exist over the forecast period.
- (ii) The terminal value growth rate is based on management's best estimate of the long-term growth rate for its CGUs after the forecast period, considering historic performance and future economic forecasts.
- (iii) Each CGU's discount rate reflects their individual size, risk profile and circumstance and is based on past experience and industry average weighted average cost of capital.



The Corporation believes that the following changes in the key assumptions would result in a recoverable amount equal to the carrying value of the CGU, with any additional change in the assumptions causing goodwill to become impaired.

	Change in discount rate		Change in terminal value growth rate	
	December 31, 2021	December 31, 2020	December 31, 2021	December 31, 2020
<b>Cash Generating Unit</b>				
Gardewine Group Limited Partnership	4.0%	4.0%	(6.0)%	(6.0)%
Kleysen Group Ltd.	7.3%	6.3%	(13.1)%	(10.7)%
HAUListic LLC	19.0%	—	(20.0)%+	—
APPS Cartage Inc.	6.7%	—	(11.2)%	—
Hi-Way 9 Express Ltd.	9.7%	9.7%	(18.5)%	(18.5)%
Heavy Crude Hauling L.P.	1.7%	1.6%	(2.4)%	(2.2)%
Tenold Transportation Ltd.	6.7%	4.4%	(11.7)%	(6.9)%
APPS Cargo Terminals Inc.	20.0%+	—	(20.0)%+	—
E-Can Oilfield Services L.P.	4.2%	3.2%	(6.7)%	(4.8)%
Canadian Dewatering L.P.	6.3%	9.4%	(10.8)%	(18.7)%

### **Intangible assets**

Intangible assets are mainly comprised of customer relationships and non-competition agreements. The fair value of these assets are calculated when an intangible asset or a business is acquired and then amortized on a straight-line basis over their estimated life. At December 31, 2021, intangible assets totalled \$99.2 million (2020 – \$45.9 million). Property, plant and equipment are mainly comprised of trucks and trailers, land and buildings. The net book value of property, plant and equipment at December 31, 2021, was \$986.0 million (2020 – \$939.1 million).

### **Acquisitions**

The acquired assets, assumed liabilities (other than deferred taxes) and contingent consideration are recognized at fair value on the date we effectively obtain control. The measurement of business combinations is based on the information available on the acquisition date. The determination of fair value of the acquired intangible assets (including goodwill), property, plant and equipment and other assets and the liabilities assumed at the date of acquisition, as well as the useful lives of the acquired intangible assets and property, plant and equipment, is based on assumptions. The measurement is largely based on projected cash flows and market conditions at the date of acquisition. Contingent consideration is based on the likelihood of various outcomes of specified future events.

### **Property, plant and equipment and intangible assets**

Property, plant and equipment are initially recognized at cost and include all expenditures directly attributable to bringing the asset to its intended use. The method and rates used in calculating depreciation of property, plant and equipment is an estimate. We calculate depreciation of property, plant and equipment using the declining balance method for the majority of our assets. No other changes were made to the methods or rates we used to estimate depreciation expense on property, plant and equipment during the past two years.

We believe the methods and rates of depreciation reasonably reflect the annual decline in the value of property, plant and equipment. These methods and rates used are validated by the fact that net gains or losses on sale of property, plant and equipment over the last ten years have been minimal, which indicates that the net book value of assets approximates fair market value over an extended period of time. At December 31, 2021, the Less-Than-Truckload segment had a carrying value of property, plant, and equipment of \$159.3 million (2020 – \$135.8 million), the Logistics & Warehousing segment had a carrying value of \$132.4 million (2020 – \$82.3 million), the Specialized & Industrial Services segment had a carrying value of \$203.5 million (2020 – \$230.0 million) and the U.S. & International Logistics segment had a carrying value of \$2.9 million (2020 – nil). The carrying value of property, plant and equipment within the Corporate Office was \$487.9 million at December 31, 2021 (2020 – \$491.0 million).



Intangible assets are amortized on a straight line basis over a period of five to ten years. Mullen Group determines the length of the amortization period at the date of acquisition. The method used in determining the amortization period is based upon the anticipated present value of future cash flows generated from customer relationships purchased on acquisitions. At December 31, 2021, the Less-Than-Truckload segment had a carrying value of intangible assets of \$57.8 million (2020 – \$26.1 million), the Logistics & Warehousing segment had a carrying value of \$22.9 million (2020 – \$14.1 million), the Specialized & Industrial Services segment had a carrying value of \$2.2 million (2020 – \$5.7 million) and the U.S. & International Logistics segment had a carrying value of \$16.3 million (2020 – nil).

### ***Derivative Financial Instruments***

We utilize Derivatives such as cross-currency swaps to manage our exposure to foreign currency risks relating to our U.S. dollar debt. The fair value of Derivatives fluctuate depending on the estimate of certain underlying financial measures. The estimated fair value of Derivatives are based on observable market data, including foreign currency curves, interest rates and credit spreads.

### ***Trade and other receivables***

Impairment of trade and other receivables is constantly monitored. Evidence of impairment could, for example, occur when the financial difficulties of a debtor become known or payment delays occur. Impairments are based on historical values, observed customer solvency, the aging of trade and other receivables and customer-specific and industry risks. In addition, we review external credit ratings as well as bank and trade references when available. At December 31, 2021, we recognized a reserve for bad debts of \$5.8 million (2020 – \$6.4 million) against total gross trade and other receivables of \$254.7 million (2020 – \$198.9 million).

### ***Income Taxes***

Mullen Group's deferred income tax assets and liabilities are determined based on "temporary differences" (differences between the accounting basis and the tax basis of the assets and liabilities), and are measured using the currently enacted, or substantively enacted, tax rates and laws expected to apply when these differences reverse. We operate in several provincial jurisdictions and are subject to various rates of taxation. The actual amount of tax ultimately paid in these jurisdictions may differ from the estimated amount.

## **SIGNIFICANT ACCOUNTING POLICIES**

### **New Standards and Interpretations Not Yet Adopted**

Mullen Group has reviewed new and revised standards and interpretations that have been approved by the IASB. There have been no new standards or interpretations issued during 2021 that significantly impact Mullen Group.

### **Changes in Accounting Policies**

Other than the newly adopted accounting policy as described below, there have been no changes to our accounting policies in 2021 as compared to those disclosed in our audited annual consolidated financial statements for the fiscal year ended December 31, 2020.

In 2021 the Corporation adopted the following accounting policy as a result of acquiring the assets and business of QuadExpress, a U.S. based 3PL provider.

#### **Foreign Currency Translation**

The financial statements for each of the Business Units are prepared using their functional currency. The functional currency is the currency of the primary economic environment in which an entity operates. The presentation and functional currency of Mullen Group is Canadian dollars. The functional currency of HAUListic is U.S. dollars. Assets and liabilities of foreign operations are translated into Canadian dollars at the market rates prevailing at the balance sheet date. Operating results are translated at the average rates for the period. Exchange differences arising on the consolidation of the net assets of foreign operations are recorded in other comprehensive income.



Foreign currency transactions are translated into the functional currency using exchange rates prevailing at the transaction date. Foreign exchange gains and losses resulting from the settlement of foreign currency transactions and from the translation at period end exchange rates of monetary assets and liabilities denominated in currencies other than an entity's functional currency are recognized in the consolidated statement of income.

In 2020 the Corporation adopted the following accounting policy as a result of qualifying for the CEWS program as enacted on April 11, 2020, by the federal Government of Canada.

### **Government Subsidies**

*Policy:* Government subsidies are recognized when there is reasonable assurance that the subsidy will be received and that the Corporation will comply with all relevant conditions. Government subsidies related to current expenses are recorded as a reduction of the related expenses.

*Supporting Information:* During the twelve month period ending December 31, 2021, we qualified for the CEWS program and recognized \$17.7 million (2020 – \$26.5 million) as a reduction to wage expense with \$13.1 million (2020 – \$20.2 million) and \$4.6 million (2020 – \$6.3 million) allocated to direct operating expenses and selling and administrative expenses, respectively.

## **DISCLOSURE AND INTERNAL CONTROLS**

### **Disclosure Controls and Internal Controls over Financial Reporting**

As at December 31, 2021, an evaluation of the effectiveness of our disclosure controls and procedures as defined under the rules adopted by the Canadian securities regulatory authorities was carried out under the supervision and with the participation of management, including the Chief Executive Officer ("**CEO**") and the Chief Financial Officer ("**CFO**"). In accordance with the provisions of National Instrument 52-109, management, including the CEO and CFO, have limited the scope of their design of the Corporation's disclosure controls and procedures to exclude controls, policies and procedures of APPS, Bandstra, Babine and HAUListic. This scope limitation is in accordance with National Instrument 52-109 section 3.3(1)(b), which allows for an issuer to limit scope for a business it acquired not more than 365 days prior to the end of the fiscal period. Mullen Group acquired APPS on June 24, 2021. Since being acquired, APPS has generated revenue and earnings before tax of \$73.5 million and \$3.1 million, respectively. As at December 31, 2021, APPS had \$29.9 million of current assets and \$18.8 million of current liabilities. Mullen Group acquired Bandstra and Babine on April 16, 2021. Since being acquired, Bandstra and Babine have generated revenue and earnings before tax of \$77.5 million and \$9.7 million, respectively. As at December 31, 2021, Bandstra and Babine had \$33.8 million of current assets and \$12.6 million of current liabilities. Mullen Group acquired the assets and business of HAUListic (previously known as QuadExpress) on June 30, 2021. Since being acquired, HAUListic has generated revenue and earnings before tax of \$118.2 million and \$1.1 million, respectively. As at December 31, 2021, HAUListic had \$31.5 million of current assets and \$28.9 million of current liabilities. Based on this evaluation, the CEO and the CFO concluded that, as at December 31, 2021, the design and operation of Mullen Group's disclosure controls and procedures were effective to provide reasonable assurance that information required to be disclosed by the Corporation in reports filed with, or submitted to, securities regulatory authorities were reported within the time periods specified under Canadian securities laws.

Internal control over financial reporting is a process designed by or under the supervision of management and effected by the Board, management and other personnel to provide reasonable assurance regarding the reliability of financial reporting and preparation of consolidated financial statements for external purposes in accordance with IFRS. Management is responsible for establishing and maintaining adequate internal control over financial reporting. Internal control over financial reporting, no matter how well designed, has inherent limitations and can provide only reasonable assurance with respect to the preparation and fair presentation of published financial statements. Under the supervision and with the participation of the CEO and CFO, management conducted an evaluation of the effectiveness of its internal control over financial reporting as at December 31, 2021.

Based on this evaluation, the CEO and CFO concluded that internal control over financial reporting was effective as at December 31, 2021, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external reporting purposes. We utilize the Internal Control – Integrated Framework (2013) as issued by the Committee of Sponsoring Organizations of the Treadway Commission. As at December 31, 2021 there was no change in our design of internal control over financial reporting that materially affected or is reasonably likely to materially affect our internal control over financial reporting.



## FORWARD-LOOKING INFORMATION STATEMENTS

This MD&A contains forward-looking statements within the meaning of applicable Canadian Securities laws. Readers are cautioned that expectations, estimates, projections and assumptions used in the preparation of such information, although considered reasonable at the time of preparation, may prove to be imprecise and, as such, undue reliance should not be placed on forward-looking statements. The following is a list of forward-looking statements contained within this MD&A, along with the respective assumptions:

- Mullen Group's comment that we believe there is potential for continued growth, as referred to in the Executive Summary Section beginning on page 7. This forward-looking statement is based on the assumption that earlier this year we acquired six quality companies whereby we have expanded into new markets and gained access to an expanded customer base and added to our workforce at a time when recruiting new employees has turned into a real challenge.
- Mullen Group's comment that acquisitions were the main driver of our revenue growth last year and we suspect this may be the case for some time due to the current state of this economic cycle, as referred to in the Executive Summary Section beginning on page 7. This forward-looking statement is based on the assumption that the economy is running at near full capacity, we have virtually no way to add additional equipment to our fleet due to OEM allotments and there is a shortage of available workers, all of which explains why inflation has taken hold.
- Mullen Group's comment that we expect the economy, along with our business, will recover in 2022 as the year unfolds, as referred to in the Executive Summary Section beginning on page 7. This forward-looking statement is based on the assumption that COVID-19 continues to dominate the headlines and impact business, especially in Canada. Throughout our system, we are experiencing government mandates, blockades, coupled with a multitude of issues associated with the supply chain, however, we expect that these issues will be temporary in nature.
- Mullen Group's view that the fast-paced economic expansion of the last 18 months will begin to slow as central banks withdraw liquidity from the system and consumers start to feel the stresses from rising prices, as referred to in the Outlook section beginning on page 10. This forward-looking statement is based on the assumption that the U.S. Federal Reserve and the Bank of Canada, have now reached an inflection point where they must start raising interest rates and withdrawing monetary liquidity from the financial system, steps designed to slow economic activity and contain the inflation spiral, economic conditions that were created with excessive quantitative measures and easy monetary policy.
- Mullen Group's comment that despite a slowdown in the economy, we do not expect a materially change to our business outlook for 2022, as referred to in the Outlook section beginning on page 10. This forward-looking statement is based on the assumption that in 2021 we used a strong balance sheet and cash position to acquire six outstanding companies, gaining access to new customers, an experienced workforce and critical mass in key strategic markets. These investments are expected to add annual revenues of \$400.0 million and generate margins consistent with our existing business. In 2022 our results will include a full year performance from these acquisitions. In addition, the logistics sector of the economy and the supply chain remain capacity constrained, conditions that indicate that pricing leverage is expected, especially with the current tightness in the labour market.
- Mullen Group's comment that we expect another solid performance in 2022, as referred to in the Outlook section beginning on page 10. This forward-looking statement is based on the assumption that we expect that overall economic activity, the main factor influencing the demand for the transportation and logistics services, will remain stable driven by steady consumer spending, a recovery in capital investment, most notably in the construction and energy sectors of the economy, and rising prices.
- Mullen Group's comment that we are very confident that 2022 will be a year Mullen Group generates record revenues, as referred to in the Outlook section beginning on page 10. This forward-looking statement is based on the assumption that we will focus on the integration of last year's acquisitions, streamline business to capture synergies and focus on a new differentiated pricing model to ensure, at the very least, that margins are maintained.



- Mullen Group's intention to pay annual dividends of \$0.60 per Common Share (\$0.05 per Common Share on a monthly basis) for 2022, subject to Board approval, as referred to in the Corporate Overview section beginning on page 11. This forward-looking statement is based on the assumption that we will generate sufficient cash in excess of our financial obligations to support the dividend.
- Mullen Group's intention to request approvals from the TSX in 2022 to renew a share buyback program, as referred to in the Corporate Overview section beginning on page 11. This forward-looking statement is based on the assumption that we will obtain approvals from the TSX to renew a share buyback program and that we will generate sufficient cash in excess of our financial obligations to support the share buyback program.
- Mullen Group's intention to invest \$70.0 million in capital expenditures, exclusive of corporate acquisitions or investment in facilities, land and buildings, with \$60.0 million allocated towards maintenance capital primarily to replace trucks, trailers, specialized equipment and technology to support the operations of the business. In addition, we will allocate \$10.0 million to invest specifically towards sustainability initiatives, as referred to in the Corporate Overview section beginning on page 11. This forward-looking statement is based on the assumption that our Business Units will require capital to support their ongoing operations and growth opportunities and that we will generate sufficient cash in excess of our financial obligations to support the capital expenditures.
- Mullen Group's intention to use working capital, the Credit Facilities and the anticipated cash flow from operating activities in 2022 to finance its ongoing working capital requirements, the 2022 dividend, the 2022 capital budget, as well as various special projects and acquisition opportunities, as referred to in the Capital Resources and Liquidity section beginning on page 40. This forward-looking statement is based on our belief that our access to cash will exceed our expected requirements.

Although we believe that the expectations and assumptions on which the forward-looking statements are based are reasonable, undue reliance should not be placed on the forward-looking statements because we can give no assurance that they will prove to be correct.

Forward-looking statements address future events and conditions and, therefore, involve inherent risks and uncertainties. Actual results could differ materially from those currently anticipated due to a number of factors and risks. These include, but are not limited to certain strategic, financial and operational risks, most important of which are geopolitical risks including but not limited to a slowdown in the general economy, reduced oil and natural gas drilling and decreased oil sands and heavy oil activity; e-commerce and supply chain evolution; acquisitions; competition; foreign exchange rates; change in the return on fair value of investments; access to financing; reliance on major customers; customer relationships; impairment of goodwill or intangible assets; credit risk; prevailing interest rates; employees & labour relations; labour disruption and driver retention; cost escalation & fuel costs; accidents; cost of liability insurance; digital infrastructure & cyber security; business continuity, disaster recovery & crisis management; environmental liability risks; weather & seasonality; access to parts, development of new technology & relationships with key suppliers; regulatory framework governing matters such as tax and the environment in the jurisdictions in which the Corporation conducts and will conduct its business; and litigation. Accordingly, readers should not place undue reliance on the forward-looking statements contained in this MD&A.

Readers are cautioned that the foregoing list of factors and risks is not exhaustive. Additional information on these and other factors that could affect the operations or financial results of Mullen Group along with the forward-looking statements in this MD&A, may be found in the Advisory on page 1 as well as in reports on file with applicable securities regulatory authorities and may be accessed through the Corporation's issuer profile on SEDAR at [www.sedar.com](http://www.sedar.com). The forward-looking statements contained in this MD&A are made as of the date hereof and we undertake no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, unless so required by applicable securities law. We rely on litigation protection for "forward-looking" statements.



## GLOSSARY OF TERMS AND RECONCILIATION OF NON-GAAP TERMS

The Annual Financial Statements attached and referred to in this MD&A were prepared according to Canadian GAAP. References to Adjusted OIBDA, adjusted operating margin, operating margin, net income – adjusted, earnings per share – adjusted, net capital expenditures, net debt, total net debt, net revenue and cash flow per share are not measures recognized by Canadian GAAP and do not have standardized meanings prescribed by Canadian GAAP. This MD&A reports on certain financial performance measures that are described and presented in order to provide shareholders and potential investors with additional measures to evaluate our ability to fund our operations and information regarding our liquidity. In addition, these measures are used by management in its evaluation of performance. These Non-GAAP Terms may not be comparable to similar measures presented by other issuers and should not be considered in isolation or as a substitute for measures prepared in accordance with Canadian GAAP. Investors are cautioned that these indicators should not replace the foregoing Canadian GAAP terms: net income, earnings per share, purchases of property, plant and equipment, proceeds on sale of property, plant and equipment and debt.

### Adjusted Operating Income Before Depreciation and Amortization

Adjusted OIBDA is a Non-GAAP term and is calculated by subtracting CEWS from OIBDA. Management calculates Adjusted OIBDA by excluding CEWS to more clearly reflect earnings from an operating perspective.

<i>(unaudited)</i> (\$ millions)	Three month periods ended December 31		Years ended December 31	
	2021	2020	2021	2020
Operating income before depreciation and amortization	\$ 65.8	\$ 52.2	\$ 236.4	\$ 217.6
Canada Emergency Wage Subsidy	(5.2)	(5.3)	(17.7)	(26.5)
Adjusted operating income before depreciation and amortization	\$ 60.6	\$ 46.9	\$ 218.7	\$ 191.1

### Adjusted Operating Margin

Adjusted operating margin is a Non-GAAP term and is defined as Adjusted OIBDA divided by revenue. Management relies on adjusted operating margin as a measurement since it provides an indication of our ability to generate an appropriate return without CEWS.

<i>(unaudited)</i> (\$ millions)	Three month periods ended December 31		Years ended December 31	
	2021	2020	2021	2020
Adjusted operating income before depreciation and amortization	\$ 60.6	\$ 46.9	\$ 218.7	\$ 191.1
Revenue	\$ 441.9	\$ 297.7	\$ 1,477.4	\$ 1,164.3
Adjusted operating margin	13.7%	15.8%	14.8%	16.4%

### Operating Margin

Operating margin is a Non-GAAP term and is defined as OIBDA divided by revenue. Management relies on operating margin as a measurement since it provides an indication of our ability to generate an appropriate return as compared to the associated risk and the amount of assets employed within our principal business activities.

<i>(unaudited)</i> (\$ millions)	Three month periods ended December 31		Years ended December 31	
	2021	2020	2021	2020
Operating income before depreciation and amortization	\$ 65.8	\$ 52.2	\$ 236.4	\$ 217.6
Revenue	\$ 441.9	\$ 297.7	\$ 1,477.4	\$ 1,164.3
Operating margin	14.9%	17.5%	16.0%	18.7%



## Net Income – Adjusted and Earnings per Share – Adjusted

Net income – adjusted and earnings per share – adjusted are calculated by adjusting net income and basic earnings per share by the impact of any net foreign exchange gains and losses, from the change in fair value of investments, the gain on contingent consideration and from the gain on fair value of equity investment. Management adjusts net income and earnings per share by excluding these specific factors to more clearly reflect earnings from an operating perspective. See pages 30 and 55 for detailed calculations of net income – adjusted and earnings per share – adjusted.

## Net Capital Expenditures

Net capital expenditures are calculated by subtracting the amount of cash received from the sale of property, plant and equipment from the amount of cash used to purchase property, plant and equipment. Management calculates net capital expenditures to evaluate and manage its capital expenditure budget and to assist in allocating capital amongst its Business Units.

<i>(unaudited)</i> (\$ millions)	Three month periods ended December 31		Years ended December 31	
	2021	2020	2021	2020
Purchase of property, plant and equipment	\$ 30.5	\$ 27.4	\$ 68.2	\$ 64.9
Proceeds on sale of property, plant and equipment	(3.2)	(8.7)	(20.7)	(14.5)
Net capital expenditures	\$ 27.3	\$ 18.7	\$ 47.5	\$ 50.4

## Net Debt

Net debt is calculated by subtracting total working capital (current assets less current liabilities) from total debt (long-term debt plus the debt component of lease liabilities and Debentures). Management calculates net debt to monitor its capital structure and makes adjustments to it in light of changes in economic conditions.

<i>(unaudited)</i> (\$ millions)	December 31, 2021		December 31, 2020	
Long-term debt (including bank indebtedness)	\$	550.5	\$	461.7
Convertible debentures - debt component		113.5		111.1
Lease liabilities (non-current portion)		63.3		23.6
Total debt		727.3		596.4
Less working capital:				
Current assets		309.1		345.3
Current liabilities (excluding bank indebtedness)		(169.3)		(106.2)
Total working capital		139.8		239.1
Net debt	\$	587.5	\$	357.3



## Total Net Debt

The term "*total net debt*" means all debt excluding the Debentures but includes the Private Placement Debt, lease liabilities, the Credit Facilities and letters of credit less any unrealized gain on Cross-Currency Swaps plus any unrealized loss on Cross-Currency Swaps, as disclosed within Derivatives on the consolidated statement of financial position. Management calculates total net debt to monitor its capital structure and makes adjustments to it in light of changes in economic conditions.

<i>(unaudited)</i> (\$ millions)	December 31, 2021	
Private Placement Debt	\$	460.7
Lease liabilities (including the current portion)		81.2
Bank indebtedness		89.0
Letters of credit		4.0
Long-term debt (including the current portion)		0.9
Total debt		635.8
Less: unrealized gain on Cross-Currency Swaps		(37.4)
Add: unrealized loss on Cross-Currency Swaps		—
Total net debt	\$	598.4

## Net Revenue

Net revenue is calculated by subtracting DOE (primarily comprised of expenses associated with the use of Contractors) from revenue. Management calculates and measures net revenue within the U.S. & International Logistics segment as it provides an important measurement in evaluating our financial performance and it provides an indication of our ability to generate an appropriate return in the 3PL market.

<i>(unaudited)</i> (\$ millions)	Three month periods ended December 31		Years ended December 31	
	2021	2020	2021	2020
Revenue	\$ 61.2	\$ —	\$ 118.2	\$ —
Direct operating expenses	(55.8)	—	(107.5)	—
Net revenue	\$ 5.4	\$ —	\$ 10.7	\$ —

## Cash Flow per Share

Cash flow per share is calculated by dividing net cash from operating activities by the weighted average number of Common Shares outstanding. Management measures cash flow per share to provide investors with an indication of the amount of cash being generated on a per share basis, after consideration of working capital and income taxes paid.

<i>(unaudited)</i> (\$ millions, except share and per share amounts)	Three month periods ended December 31		Years ended December 31	
	2021	2020	2021	2020
Net cash from operating activities	\$ 65.8	\$ 52.5	\$ 198.0	\$ 224.8
Weighted average number of Common Shares outstanding	95,364,667	96,870,540	96,068,715	100,624,227
Cash flow per share	\$ 0.69	\$ 0.54	\$ 2.06	\$ 2.23





**DECEMBER 31, 2021**  
**ANNUAL FINANCIAL REPORT**

# INDEPENDENT AUDITORS' REPORT



## Independent auditor's report

To the Shareholders of Mullen Group Ltd.

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### Our opinion

In our opinion, the accompanying consolidated financial statements present fairly, in all material respects, the financial position of Mullen Group Ltd. and its subsidiaries (together, the Corporation) as at December 31, 2021 and 2020, and its financial performance and its cash flows for the years then ended in accordance with International Financial Reporting Standards (IFRS).

### What we have audited

The Corporation's consolidated financial statements comprise:

- the consolidated statements of financial position as at December 31, 2021 and 2020;
- the consolidated statements of income for the years then ended;
- the consolidated statements of comprehensive income for the years then ended;
- the consolidated statements of changes in equity for the years then ended;
- the consolidated statements of cash flows for the years then ended; and
- the notes to the consolidated financial statements, which include significant accounting policies and other explanatory information.

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### Basis for opinion

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the *Auditor's responsibilities for the audit of the consolidated financial statements* section of our report.

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

### Independence

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

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





## Key audit matters

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the consolidated financial statements for the year ended December 31, 2021. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

Key audit matter	How our audit addressed the key audit matter
<p><b>Impairment assessment of goodwill of certain cash generating units (CGUs) in the Specialized and Industrial Services segment</b></p> <p><i>Refer to note 2d - Use of estimates and judgements, note 3 - Significant accounting policies and note 11 – Goodwill to the consolidated financial statements.</i></p> <p>The Corporation had a carrying value of \$358.7 million of goodwill as at December 31, 2021, which includes \$79.9 million for the Specialized and Industrial Services segment. Goodwill is reviewed for impairment annually at December 31, or more frequently if there are indications that impairment may have occurred. An impairment loss is recognized if the carrying amount of a CGU to which the goodwill relates exceeds its recoverable amount. The recoverable amounts of certain CGUs in the Specialized and Industrial Services segments were based on a value in use method using discounted cash flow (DCF) models. The DCF models reflects the specifics of each CGU and its business environment and the models calculate the present value of the estimated future earnings of each CGU. Key assumptions used in the DCF models included terminal values, growth rates and discount rates.</p> <p>We considered this a key audit matter due to the judgements made by management in determining the recoverable amounts of certain CGUs within the Specialized and Industrial Services segment, including the use of key assumptions. This in turn led to a high degree of auditor judgement, subjectivity and effort in performing procedures to</p>	<p>Our approach to addressing the matter involved the following procedures, among others:</p> <ul style="list-style-type: none"> <li>• Evaluated how management determined the recoverable amounts of the goodwill for certain CGUs in the Specialized and Industrial Services segment, which included the following: <ul style="list-style-type: none"> <li>– Tested the appropriateness of the method and DCF models and tested the mathematical accuracy thereof.</li> <li>– Tested the underlying data used in the DCF models.</li> <li>– Professionals with specialized skill and knowledge in the field of valuation assisted in testing the reasonableness of the terminal values, growth rates and discount rates applied by management.</li> </ul> </li> <li>• Tested the disclosures made in the consolidated financial statements, particularly on the sensitivity of the terminal values, growth rates and discount rates.</li> </ul>





Key audit matter	How our audit addressed the key audit matter
<p>test the key assumptions. Professionals with specialized skill and knowledge in the field of valuation assisted us in performing our procedures.</p>	
<p><b>Valuation of customer relationships acquired in the Corporation's business combinations</b></p> <p><i>Refer to note 2d - Use of estimates and judgements, note 3 - Significant accounting policies, note 4 - Determination of fair values, note 5 - Acquisitions and note 12 - Intangible assets to the consolidated financial statements.</i></p> <p>The Corporation acquired 6 companies for a total consideration of \$236.6 million during 2021. The fair value of the identifiable assets acquired included \$75.8 million in intangible assets of which a significant portion relate to customer relationships. Management applied judgement in estimating the fair value of the customer relationships. To estimate the fair value of customer relationships, management used the multi-period excess earnings method using DCF models. Management developed key assumptions related to future revenue projections, gross margin forecasts, customer attrition rates, and discount rates.</p> <p>We considered this a key audit matter due to the judgement by management in estimating the fair value of the customer relationships, including the development of key assumptions. This in turn led to a high degree of auditor judgement, subjectivity and effort in performing procedures to test the key assumptions. The audit effort involved the use of professionals with specialized skill and knowledge in the field of valuation.</p>	<p>Our approach to addressing the matter included the following procedures, among others:</p> <ul style="list-style-type: none"> <li>• Tested how management estimated the fair value of the customer relationships, which included the following:           <ul style="list-style-type: none"> <li>– Read the purchase agreements.</li> <li>– Evaluated the appropriateness of management's multi-period excess earnings method and DCF models and tested the mathematical accuracy thereof.</li> <li>– Tested the underlying data used by management in the DCF models.</li> <li>– Evaluated the reasonableness of key assumptions used by management related to future revenue projections and gross margin forecasts by considering the current and past performance of the acquired companies, growth assumptions from the 2022 business plan approved by the Board of Directors and similar prior acquisitions made by the Corporation, as well as economic and industry data.</li> <li>– Professionals with specialized skill and knowledge in the field of valuation assisted in evaluating the reasonableness of customer attrition rates and discount rates.</li> </ul> </li> </ul>





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## Other information

Management is responsible for the other information. The other information comprises the Management's Discussion and Analysis and the information, other than the consolidated financial statements and our auditor's report thereon, included in the annual financial review, which we obtained prior to the date of this auditor's report and the Chairman's Message, which is expected to be made available to us after that date.

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

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

If, based on the work we have performed on the other information that we obtained prior to the date of this auditor's report, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard. When we read the information, other than the consolidated financial statements and our auditor's report thereon, included in the Chairman's Message, if we conclude that there is a material misstatement therein, we are required to communicate the matter to those charged with governance.

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

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

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

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





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

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

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

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Corporation's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Corporation's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Corporation to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Corporation to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.





We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

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

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

The engagement partner on the audit resulting in this independent auditor's report is Scott Don Althen.

**/s/PricewaterhouseCoopers LLP**

Chartered Professional Accountants

Calgary, Alberta  
February 9, 2022



## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

<i>(thousands)</i>	Note	December 31	
		2021	2020
<b>Assets</b>			
Current assets:			
Cash and cash equivalents	6	\$ —	\$ 105,340
Trade and other receivables	7	248,868	192,453
Inventory	8	35,121	30,072
Prepaid expenses		19,074	13,910
Current tax receivable		6,046	3,522
		<b>309,109</b>	<b>345,297</b>
Non-current assets:			
Property, plant and equipment	9	985,971	939,107
Right-of-use assets	10	78,032	32,186
Goodwill	11	358,726	271,340
Intangible assets	12	99,155	45,867
Investments	13	38,518	35,761
Deferred tax assets	18	9,630	9,072
Derivative financial instruments	14	37,392	37,906
Other assets	15	5,463	1,400
		<b>1,612,887</b>	<b>1,372,639</b>
<b>Total Assets</b>		<b>\$ 1,921,996</b>	<b>\$ 1,717,936</b>
<b>Liabilities and Equity</b>			
Current liabilities:			
Bank indebtedness	21	\$ 89,045	\$ —
Accounts payable and accrued liabilities	16	144,198	88,153
Dividends payable	17	3,781	2,906
Current tax payable		3,338	3,687
Lease liabilities – current portion	19	17,890	11,439
Current portion of long-term debt	21	54	16
		<b>258,306</b>	<b>106,201</b>
Non-current liabilities:			
Convertible debentures – debt component	20	113,458	111,111
Long-term debt	21	461,505	461,713
Lease liabilities	19	63,363	23,593
Asset retirement obligations		1,616	1,609
Deferred tax liabilities	18	135,084	117,291
		<b>775,026</b>	<b>715,317</b>
Equity:			
Share capital	22	853,614	874,888
Convertible debentures – equity component	20	9,116	9,116
Contributed surplus		22,578	36,577
Accumulated other comprehensive income		1,088	—
Retained earnings (deficit)		2,268	(24,163)
		<b>888,664</b>	<b>896,418</b>
Subsequent events	36		
<b>Total Liabilities and Equity</b>		<b>\$ 1,921,996</b>	<b>\$ 1,717,936</b>

The notes which begin on page 107 are an integral part of these consolidated financial statements.

Approved by the Board of Directors on February 9, 2022, after review by the Audit Committee.

**"Signed: Murray K. Mullen"**  
Murray K. Mullen, Director

**"Signed: Philip J. Scherman"**  
Philip J. Scherman, Director



## CONSOLIDATED STATEMENT OF INCOME

(thousands, except per share amounts)	Note	Years ended December 31	
		2021	2020
Revenue	24	\$ 1,477,434	\$ 1,164,331
Direct operating expenses		1,055,392	796,541
Selling and administrative expenses		185,664	150,216
Operating income before depreciation and amortization		236,378	217,574
Depreciation of property, plant and equipment	9	73,211	72,417
Depreciation of right-of-use assets	10	17,862	11,560
Amortization of intangible assets	12	22,891	17,613
Finance costs	26	30,381	28,464
Net foreign exchange (gain) loss	14	(723)	(2,393)
Other (income) expense	28	(3,239)	3,779
Income before income taxes		95,995	86,134
Income tax expense	18	23,559	22,155
Net income		\$ 72,436	\$ 63,979
Earnings per share:	23		
Basic		\$ 0.75	\$ 0.64
Diluted		\$ 0.75	\$ 0.64
Weighted average number of Common Shares outstanding:	23		
Basic		96,069	100,624
Diluted		96,130	100,624

The notes which begin on page 107 are an integral part of these consolidated financial statements.

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

(thousands)	Years ended December 31	
	2021	2020
Net income	\$ 72,436	\$ 63,979
Other comprehensive income		
<i>Items that may be reclassified subsequently to statement of income</i>		
Exchange differences from translating foreign operations	1,088	—
Other comprehensive income, net of tax	1,088	—
Total comprehensive income	\$ 73,524	\$ 63,979

The notes which begin on page 107 are an integral part of these consolidated financial statements.



## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

<i>(thousands)</i>	Note	Share capital	Convertible debentures – equity component	Contributed surplus	Accumulated Other Comprehensive Income	Retained earnings (deficit)	Total
Balance at January 1, 2021		\$ 874,888	\$ 9,116	\$ 36,577	\$ —	\$ (24,163)	\$ 896,418
Net income for the period		—	—	—	—	72,436	72,436
Other comprehensive income, net of tax		—	—	—	1,088	—	1,088
Common Shares repurchased	22	(35,951)	—	(14,378)	—	—	(50,329)
Common Shares issued on acquisition	5	14,677	—	—	—	—	14,677
Stock-based compensation expense		—	—	379	—	—	379
Dividends declared to common shareholders	17	—	—	—	—	(46,005)	(46,005)
Balance at December 31, 2021		\$ 853,614	\$ 9,116	\$ 22,578	\$ 1,088	\$ 2,268	\$ 888,664

<i>(thousands)</i>	Note	Share capital	Convertible debentures – equity component	Contributed surplus	Accumulated Other Comprehensive Income	Deficit	Total
Balance at January 1, 2020		\$ 946,910	\$ 9,116	\$ 16,860	\$ —	\$ (54,965)	\$ 917,921
Net income for the period		—	—	—	—	63,979	63,979
Other comprehensive income, net of tax		—	—	—	—	—	—
Common Shares repurchased	22	(72,022)	—	18,613	—	—	(53,409)
Stock-based compensation expense		—	—	1,104	—	—	1,104
Dividends declared to common shareholders	17	—	—	—	—	(33,177)	(33,177)
Balance at December 31, 2020		\$ 874,888	\$ 9,116	\$ 36,577	\$ —	\$ (24,163)	\$ 896,418

The notes which begin on page 107 are an integral part of these consolidated financial statements.



# CONSOLIDATED STATEMENT OF CASH FLOWS

<i>(thousands)</i>	Note	Years ended December 31	
		2021	2020
Cash provided by (used in):			
<b>Cash flows from operating activities:</b>			
Net income		\$ 72,436	\$ 63,979
Adjustments for:			
Depreciation and amortization		113,964	101,590
Finance costs	26	30,381	28,464
Stock-based compensation expense		379	1,104
Foreign exchange loss (gain) on cross-currency swaps	14	514	3,469
Foreign exchange loss (gain)		145	(4,916)
Change in fair value of investments	28	(1,171)	975
(Gain) loss on sale of property, plant and equipment	28	(285)	5,023
Gain on fair value of equity investment		—	(432)
Gain on contingent consideration	28	(150)	—
Earnings from equity investments	28	(1,657)	(1,813)
Accretion on asset retirement obligations	28	24	26
Income tax expense	18	23,559	22,155
Cash flows from operating activities before non-cash working capital items		238,139	219,624
Changes in non-cash working capital items from operating activities	33	(5,615)	22,582
Cash generated from operating activities		232,524	242,206
Income tax paid		(34,557)	(17,385)
Net cash from operating activities		197,967	224,821
<b>Cash flows from financing activities:</b>			
Bank indebtedness	21	89,045	—
Repurchase of Common Shares	22	(44,329)	(53,409)
Cash dividends paid to common shareholders		(45,130)	(35,512)
Interest paid		(28,282)	(27,399)
Repayment of long-term debt and loans	21	(54)	(5)
Repayment of lease liabilities	19	(17,526)	(12,525)
Changes in non-cash working capital items from financing activities	33	(9)	(44)
Net cash used in financing activities		(46,285)	(128,894)
<b>Cash flows from investing activities:</b>			
Acquisitions net of cash (bank indebtedness) acquired	5	(207,531)	(20,216)
Purchase of intangible assets		—	(224)
Purchase of property, plant and equipment		(68,204)	(64,946)
Proceeds on sale of property, plant and equipment		20,746	14,519
Interest received		422	1,422
Net investment in finance leases		1,013	1,459
Other assets		(3,518)	(13)
Dividends from equity investee		99	—
Changes in non-cash working capital items from investing activities	33	1,379	(665)
Net cash used in investing activities		(255,594)	(68,664)
Change in cash and cash equivalents		(103,912)	27,263
Cash and cash equivalents at January 1		105,340	79,023
Effect of exchange rate fluctuations on cash held		(1,428)	(946)
Cash and cash equivalents at December 31	6	\$ —	\$ 105,340

The notes which begin on page 107 are an integral part of these consolidated financial statements.



# NOTES TO THE ANNUAL FINANCIAL STATEMENTS

Years ended December 31, 2021 and 2020

(Tabular amounts in thousands, except share and per share amounts)

## 1. Reporting Entity

Mullen Group Ltd. ("**Mullen Group**" and/or the "**Corporation**") was incorporated pursuant to the laws of the Province of Alberta and is a publicly-traded company listed on the Toronto Stock Exchange ("**TSX**") under the symbol 'MTL'. The Corporation maintains its registered office in Okotoks, Alberta, Canada. The business of Mullen Group is operated through wholly-owned (either directly or indirectly) subsidiaries and limited partnerships ("**Business Units**"). The Corporation is recognized as one of the leading suppliers of trucking and logistics services in Canada providing a wide range of service offerings including less-than-truckload, truckload, warehousing, logistics, transload, oversized and specialized hauling transportation. The Corporation also operates as a third-party logistics provider in the U.S. In addition, Mullen Group provides a diverse set of specialized services related to the energy, mining, forestry and construction industries in western Canada, including water management, fluid hauling and environmental reclamation. These consolidated financial statements ("**Annual Financial Statements**") include the accounts of the Corporation, its subsidiaries and its limited partnerships.

## 2. Basis of Presentation

### (a) Statement of Compliance

These Annual Financial Statements have been prepared in accordance to and comply with International Financial Reporting Standards ("**IFRS**"), which include the International Accounting Standards ("**IAS**") and the interpretations developed by the International Financial Reporting Interpretations Committee ("**IFRIC**"), as issued by the International Accounting Standards Board ("**IASB**").

### (b) Basis of Measurement

These Annual Financial Statements have been prepared on the historical cost basis except for investments (excluding investments accounted for by the equity method), and derivative financial instruments ("**Derivatives**"), which are measured at fair value through profit or loss ("**FVTPL**").

### (c) Functional and Presentation Currency

These Annual Financial Statements are presented in Canadian dollars, which is the functional currency of the Corporation. All financial information presented in Canadian dollars has been rounded to the nearest thousand except for per share amounts.

### (d) Use of Estimates and Judgements

The preparation of these Annual Financial Statements in accordance with IFRS requires the use of certain critical accounting estimates, judgements and assumptions. The carrying amount of assets, liabilities, accruals, provisions, other financial obligations, as well as the determination of fair values, contingent liabilities, reported income and expense in these Annual Financial Statements depends on the use of estimates, judgements and assumptions. In the process of applying the Corporation's accounting policies management takes into consideration existing circumstances and estimates at the date of these Annual Financial Statements, which affects the reported amounts of income and expenses during the reporting periods. Given the uncertainty inherent in determining these factors, actual results may differ from these estimates. Estimates and underlying assumptions are reviewed on an ongoing basis. Assessments about whether line items are sufficiently material to warrant separate presentation in the primary financial statements and, if not, whether they are sufficiently material to warrant separate presentation in the notes to the financial statements.

This section contains the Corporation's estimates and judgements that relate to the financial statements as a whole. When an estimate, judgement or accounting policy is applicable to a specific note to the financial statements, the estimate, judgement or policy and related disclosures are provided within that note as identified in the table below:

Note	Topic	Page	Note	Topic	Page
6	Cash and cash equivalents	116	16	Accounts payable and accrued liabilities	125
7	Trade and other receivables	117	18	Income taxes	125
8	Inventory	118	19	Lease Liabilities	128
9	Property, plant and equipment	118	20	Convertible Unsecured Subordinated Debentures	130
11	Goodwill	120	23	Earnings per share	132
12	Intangible assets	123	27	Share-based compensation plans	136
14	Derivative Financial Instruments	123	34	Operating segments	144

Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future periods affected. Significant items impacted by such estimates and judgements are outlined below. Readers are cautioned that the foregoing list is not exhaustive and other items may also be affected by estimates and judgements.

### Judgements

#### (i) Impairment Tests

Mullen Group assesses, at the end of each reporting period, whether there is an indication that an asset or cash generating unit ("**CGU**") may be impaired. If any indication of impairment exists, Mullen Group determines the recoverable amount of the asset or CGU. External triggering events include, for example, changes in customer or industry dynamics, drilling and other technologies and economic declines, including the decline in the value of Mullen Group's Common Share price. Internal triggering events for impairment include, for example, lower profitability or planned restructuring.



### Estimates

#### (i) Acquisitions

The acquired assets, assumed liabilities (other than deferred taxes) and contingent consideration are recognized at fair value on the date Mullen Group effectively obtains control. The measurement of the assets and liabilities acquired in each business combination is based on the information available on the acquisition date. The estimate of fair value of the acquired intangible assets (including goodwill), property, plant and equipment and other assets and the liabilities assumed at the date of acquisition as well as the useful lives of the acquired intangible assets and property, plant and equipment is based on assumptions. The measurement is largely based on projected cash flows, discount rates and market conditions at the date of acquisition. Contingent consideration is based on the likelihood of various outcomes of specified future events. ► **For more information, refer to Note 5.**

#### (ii) Impairment Tests

Mullen Group's impairment tests compare the carrying amount of the asset or CGU to its recoverable amount. The recoverable amount is the higher of fair value less costs of disposal ("FVLCD") and value in use ("VIU"). FVLCD is the amount obtainable from the sale of an asset or CGU in an arms-length transaction between knowledgeable, willing parties, less the costs of disposal. VIU is the present value of estimated future cash flows expected to arise from the continuing use of an asset or CGU and from the disposal at the end of its useful life. The determination of VIU requires the estimation and discounting of cash flows which involves key assumptions that consider all information available on the respective testing date. Management uses estimates, considering past and actual performance as well as expected developments in the respective markets and in the overall macro-economic environment and economic trends to model and discount future cash flows. ► **For more information, refer to Notes 11 and 12.**

### 3. Significant Accounting Policies

The accounting policies set out below have been applied consistently to all periods presented in these Annual Financial Statements.

#### (a) Basis of Consolidation

These Annual Financial Statements include the accounts of Mullen Group, its subsidiaries and its limited partnerships. The financial statements of such subsidiaries and limited partnerships controlled by Mullen Group are included in these Annual Financial Statements from the date that control commenced until the date that control ceases. Control is achieved when the Corporation is exposed to, or has rights to, variable returns from its subsidiaries and limited partnerships and has the ability to affect those returns through its power to direct their activities. The accounting policies of subsidiaries and limited partnerships are the same as those of the Corporation. For the year ended December 31, 2021, the scope of consolidation for these Annual Financial Statements encompassed 104 entities, of which 16 were first time consolidations. The first time consolidations were a result of the acquisitions of Bandstra Transportation Systems Ltd. ("**Bandstra**"), Babine Truck & Equipment Ltd. ("**Babine**"), APPS Transport Group Inc., Tri Point Intermodal Services Inc. ("**Tri Point**"), R.S. Harris Transport Ltd. ("**Harris**") and the DirectIT Group of Companies ("**DirectIT**"). The Corporation also acquired all the assets and business of QuadExpress ("**QuadExpress**") from Quad Logistics Services, LLC, which now operates as HAUListic LLC ("**HAUListic**"). During 2021 six entities ceased existence due to internal corporate reorganizations.

In the third quarter of 2021, Mullen Group commenced reporting its financial results in four operating segments. These four operating segments have been differentiated by the sector of the economy in which the businesses operate, the type of services provided, the equipment requirements and the customer needs. The Less-Than-Truckload segment provides final or last mile delivery of general freight consisting of smaller shipments, packages and parcels. Through an extensive terminal network, the pickup, handling and delivery of a wide range of freight including ambient, temperature controlled and consumer goods is coordinated from regional hubs located in Ontario and western Canada. The Logistics & Warehousing segment provides shippers throughout North America with a wide range of trucking and logistics service offerings including full truckload, specialized transportation, warehousing, fulfillment centres that handle e-commerce transactions, and transload facilities designed for intermodal and bulk shipments. The Specialized & Industrial Services segment provides specialized equipment and services to the oil and natural gas, environmental, construction, pipeline, utility, telecom and civil industries. The U.S. & International Logistics segment provides third-party logistics services focused on freight brokerage across multiple modes of transportation. This new segment resulted from the acquisition of the assets and business of QuadExpress. ► **For more information, refer to Notes 5 and 24.**

#### (b) Changes in Accounting Policies

In 2021, the Corporation adopted the following accounting policy as a result of acquiring the assets and business of QuadExpress, a U.S. based third-party logistics provider, which has been rebranded as HAUListic.

#### Foreign currency translation

The financial statements for each of the Business Units are prepared using their functional currency. The functional currency is the currency of the primary economic environment in which an entity operates. The presentation and functional currency of Mullen Group is Canadian dollars. The functional currency of HAUListic is U.S. dollars. Assets and liabilities of foreign operations are translated into Canadian dollars at the market rates prevailing at the balance sheet date. Operating results are translated at the average rates for the period. Exchange differences arising on the consolidation of the net assets of foreign operations are recorded in other comprehensive income.



Foreign currency transactions are translated into the functional currency using exchange rates prevailing at the transaction date. Foreign exchange gains and losses resulting from the settlement of foreign currency transactions and from the translation at period end exchange rates of monetary assets and liabilities denominated in currencies other than an entity's functional currency are recognized in the consolidated statement of income.

(c) New Standards and Interpretations not yet adopted

Mullen Group has reviewed new and revised standards and interpretations that have been approved by the IASB. There have been no new standards or interpretations issued during 2021 that significantly impact Mullen Group.

(d) Investment Properties

Investment properties consist of real property that are held to earn rental income and are recorded at cost less accumulated depreciation. Cost includes expenditures that are directly attributable to the acquisition or the development of real property held to earn rental income. Subsequent to initial measurement, investment properties are measured using the cost model and are recorded at cost less accumulated depreciation. Depreciation is recorded annually on the buildings included within real property held to earn rental income on the declining balance basis at a rate of 2.5 percent per annum.

(e) Foreign Currency

Transactions in foreign currencies are translated to Canadian dollars, Mullen Group's functional currency, at the exchange rate on the date of the transactions. At each reporting date, monetary assets and liabilities denominated in foreign currencies are translated to the functional currency at the exchange rate at that date. The foreign currency gain or loss on monetary items is the difference between amortized cost in the functional currency at the beginning of the period, adjusted for effective interest and payments during the period, and the amortized cost in foreign currency translated at the exchange rate at the end of the reporting period. Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rate at the date of the transaction.

(f) Impairment of Assets

Assets are assessed at the end of each reporting period to determine if any indication of impairment exists. If any such indication exists, Mullen Group estimates the recoverable amount of the asset. For the purpose of impairment testing, assets that cannot be tested individually are grouped together into the smallest group of assets that generate cash inflows from continuing use that are largely independent of the cash flows of other assets. Recoverability is measured by comparing the carrying amount of the asset or the CGU to which the asset belongs to the higher of its FVLCD and its VIU. VIU is calculated using the estimated discounted future cash flows expected to be generated by the asset or its CGU. Mullen Group estimates FVLCD based upon current market prices for similar assets. If the carrying amount of the asset, or its respective CGU, exceeds its estimated recoverable amount, the difference is recognized as an impairment charge.

Impairment losses are recognized in net income. An impairment loss in respect of goodwill is irreversible. In respect of other assets, impairment losses recognized in prior periods are assessed at each reporting date for any indication that the loss has decreased or no longer exists. An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortization, if no impairment loss had been recognized. Impairment losses recognized in respect of CGUs are allocated first to reduce the carrying amounts of any goodwill allocated to the CGU and then to reduce the carrying amount of other assets in the CGU on a pro rata basis.

Mullen Group's corporate assets, which do not generate separate cash inflows, are allocated to the CGUs on a reasonable basis for impairment testing purposes.

(g) Financial Instruments

(i) Mullen Group has adopted IFRS 9 (2010) Financial Instruments as it relates to classification and measurement of financial assets and financial liabilities. Mullen Group adopted IFRS 9 (2010) as it is consistent with Mullen Group's objective and approach to managing its financial assets and financial liabilities.

(ii) *Non-Derivative Financial Assets*

<b>Financial Assets</b>	<b>Initial Measurement</b>	<b>Subsequent Measurement</b>
Cash and cash equivalents	Fair value	Amortized cost
Trade and other receivables	Fair value	Amortized cost
Investments	Fair value	FVTPL
Investments – equity method	Fair value	Equity method
Other assets	Fair value	Amortized cost

Cash and cash equivalents are recognized initially at fair value less any directly attributable transaction costs. Subsequent to initial recognition these financial assets are measured at amortized cost using the effective interest method.



Mullen Group initially recognizes trade and other receivables and other assets on the date that they originate. Impairment of trade and other receivables is recognized in selling and administrative expenses. If in a subsequent period the amount of the impairment loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognized, the previously recognized impairment loss, or a portion of such is reversed. The amount of the impairment loss reversed may not exceed the original impairment amount.

Mullen Group initially measures investments at fair value. Subsequent to initial recognition these financial assets are measured at FVTPL at the end of each reporting period. The purchase and sale of investments are recognized at the trade date of such transaction. When control of a Business Unit is lost, any retained interest is re-measured to its fair value with any resulting gain or loss being recognized within the statement of comprehensive income. As such, a gain or loss is recognized on the portion retained in addition to the gain or loss on the portion no longer owned.

Mullen Group initially recognizes equity investments at fair value. Subsequent to initial recognition these financial assets are measured using the equity method. Mullen Group uses the equity method to account for investments in which it has significant influence or joint control. Under the equity method, Mullen Group recognizes its share of profits or losses of the investee within the statement of comprehensive income. Dividends received from equity investments are recognized as a reduction in the carrying amount of the investment.

Financial assets and liabilities are offset and the net amount presented in the statement of financial position when, and only when, Mullen Group has a legal right to offset the amounts and intends either to settle on a net basis or to realize the asset and settle the liability simultaneously.

Mullen Group derecognizes a financial asset when the contractual rights to the cash flows from the asset expire, or it transfers the rights to receive the contractual cash flows on the financial asset in a transaction in which substantially all the risks and rewards of ownership of the financial asset are transferred. Any interest in transferred financial assets that is created or retained by Mullen Group is recognized as a separate asset or liability.

(iii) *Non-Derivative Financial Liabilities*

<b>Financial Liabilities</b>	<b>Initial Measurement</b>	<b>Subsequent Measurement</b>
Accounts payable and accrued liabilities <sup>(1)</sup>	Fair value	Amortized cost
Dividends payable	Fair value	Amortized cost
Long-term debt	Fair value	Amortized cost
Convertible debentures – debt component	Fair value	Amortized cost

<sup>(1)</sup> Includes \$1.0 million of contingent consideration which is subsequently measured at fair value.

Financial liabilities are recognized initially on the trade date at which Mullen Group becomes a party to the contractual provisions of the instrument. Financial liabilities that are not designated at FVTPL are initially measured at fair value plus or minus any directly attributable transaction costs. Subsequent to initial recognition these financial liabilities are measured at amortized cost using the effective interest method. Financial assets and liabilities are offset and the net amount presented in the statement of financial position when, and only when, Mullen Group has a legal right to offset the amounts and intends either to settle on a net basis or to realize the asset and settle the liability simultaneously. Mullen Group derecognizes a financial liability when its contractual obligations are discharged, cancelled or expire.

Accounts payable and accrued liabilities and dividends payable are recognized initially at fair value and are subsequently measured at amortized cost using the effective interest method.

Mullen Group initially recognizes debt securities issued and subordinated liabilities on the date that they originate. Mullen Group's long-term debt is comprised of a series of unsecured debt as follows: U.S. \$117.0 million of Series G Notes, U.S. \$112.0 million of Series H Notes, CDN. \$30.0 million of Series I Notes, CDN. \$3.0 million of Series J Notes, CDN. \$58.0 million of Series K Notes and CDN. \$80.0 million of Series L Notes (collectively, the "**Private Placement Debt**").

In June 2019, Mullen Group issued an aggregate principal amount of \$125.0 million of convertible unsecured subordinated debentures (the "**Debentures**"). The component parts of the Debentures issued by the Corporation were classified separately as financial liabilities and equity in accordance with the substance of the contractual arrangements and the definitions of a financial liability and an equity instrument. At the date of issue, the fair value of the debt component was estimated using the prevailing market interest rate for similar non-convertible instruments. This amount was recorded as a liability on an amortized cost basis using the effective interest method until extinguished upon conversion or at the instrument's maturity date.

The fair value of the conversion option (labelled Convertible debentures – equity component) was determined at issue date by deducting the amount of the liability component from the fair value of the compound instrument as a whole. This conversion option is recognized net of income tax effects as equity and is not subsequently re-measured. In addition, the conversion option remains in equity until the conversion option is exercised, in which case, the balance recognized in equity is transferred to share capital. No gain or loss is recognized in the statement of comprehensive income upon conversion or expiration of the conversion option. As such, a proportionate amount of any unamortized debt issuance costs and accretion related to the Debentures converted into Common Shares is transferred to share capital on the conversion date.



(iv) *Derivative Financial Instruments*

Derivatives consist of financial contracts that derive their value from underlying changes in foreign exchange rates, interest rates, credit spreads or other financial measures. Mullen Group uses Derivatives such as Cross-Currency Swaps (as hereafter defined on page 107) as part of its foreign exchange risk management strategy. Derivatives are measured initially at fair value. Subsequent to initial recognition, Derivatives are measured at FVTPL and are recorded in the statement of comprehensive income. Mullen Group has not designated any Derivatives as hedges for accounting purposes.

(v) *Asset Retirement Obligations*

Asset retirement obligations are measured at the present value of the expenditures expected to be incurred to remediate, reclaim and abandon the Corporation's disposal wells and related facilities in future periods. The Corporation uses an estimated inflation rate and a risk-free interest rate in the measurement of the present value of its asset retirement obligations. The associated asset retirement cost is capitalized within property, plant and equipment and is amortized over its estimated useful life. Any revisions to the estimated timing, amount of cash flows, inflation rate or risk-free interest rate are recognized as a change in the asset retirement obligation and the asset retirement cost. Accretion expense is recognized in the consolidated statement of comprehensive income within other (income) expense. The estimated future costs of the Corporation's asset retirement obligations are reviewed and adjusted as required at the end of each reporting period.

(vi) *Equity*

Common Shares are presented in share capital within equity. Incremental costs directly attributable to the issue of Common Shares and share options are recognized as a deduction from share capital, net of any tax effects. When share capital recognized as equity is repurchased, the amount of the consideration paid, which includes directly attributable costs net of any tax effects, is recognized as a deduction from share capital. When Common Shares are repurchased and cancelled, the stated value is deducted from share capital and the resulting surplus or deficit on the transaction is recorded against contributed surplus or retained earnings within equity.

(h) Provisions

A provision is recognized in the financial statements when Mullen Group has an material obligation, whether existing or potential, as a result of a past event and it is probable that an outflow of economic benefits will be required to settle the obligation. If the obligation is determined to exist, then the estimated amount of the provision is determined by discounting the expected future cash outflows.

(i) Finance costs

Finance costs encompass interest expense on financial liabilities and accretion expense on debt and are recognized as an expense in the period in which they are incurred. Finance costs that are directly attributable to the acquisition, construction or production of a qualifying asset are capitalized as part of the cost of that purchase.

(j) Employee Benefits

(i) *Short-Term Employee Benefits*

Short-term employee benefit obligations are measured on an undiscounted basis and are expensed as the related service is provided. A liability is recognized for the amount expected to be paid under Mullen Group's profit share plans when a present legal or constructive obligation to pay this amount as a result of past service provided by the employee and the obligation can be reliably estimated.

(k) Acquisitions

Acquisitions of businesses are accounted for using the acquisition method. Acquired assets and assumed liabilities are recognized at their fair values at the acquisition date. For those acquisitions that include a contingent consideration arrangement, the contingent consideration is measured at its acquisition date fair value and subsequent changes in such fair value amounts are recognized in net income. Acquisition-related costs are recognized in net income as incurred.

If the initial accounting for a business combination is incomplete by the end of the reporting period in which the combination occurs, Mullen Group reports provisional amounts for the items for which the accounting is incomplete. Those provisional amounts are adjusted retrospectively during the measurement period to reflect new information obtained about facts and circumstances that existed as of the acquisition date that, if known, would have affected the amounts recognized as of that date.

IFRS 3 – Business Combinations defines a business as an input and a substantive process that together significantly contribute to the ability to create outputs.

(l) Government Subsidies

**Policy:** Government subsidies are recognized when there is reasonable assurance that the subsidy will be received and that the Corporation will comply with all relevant conditions. Government subsidies related to current expenses are recorded as a reduction of the related expenses.

**Supporting information:** In 2021, the Corporation qualified for the CEWS program and recognized \$17.7 million (2020 – \$26.5 million) as a reduction to wage expense. In 2021, \$13.1 million (2020 – \$20.1 million) and \$4.6 million (2020 – \$6.4 million) was allocated to direct operating expenses and administrative expenses, respectively.



#### 4. Determination of Fair Values

A number of Mullen Group's accounting policies and disclosures require the determination of fair value, for both financial and non-financial assets and liabilities. Fair values have been determined for measurement and/or disclosure purposes based on the following methods. When applicable, further information about the assumptions made in determining fair values is disclosed in Note 2 and in notes specific to that asset or liability.

Financial instruments measured at fair value on the statement of financial position require classification into one of the following levels of the fair value hierarchy:

- Level 1 – Quoted prices (unadjusted) in active markets for identical assets or liabilities.
- Level 2 – Inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly or indirectly.
- Level 3 – Inputs for the asset or liability that are not based on observable market data.

The fair value hierarchy level at which a fair value measurement is categorized is determined on the basis of the lowest level input that is significant to the fair value measurement in its entirety.

(a) Trade and Other Receivables

The fair value of trade and other receivables is estimated as the present value of future cash flows, discounted at the market rate of interest at the reporting date. This fair value is determined for disclosure purposes.

(b) Property, Plant and Equipment

The fair value of property, plant and equipment recognized as a result of a business combination is based on fair values at date of acquisition. The fair value of items of property, plant and equipment is based on market or cost approaches using quoted market prices for similar items when available and replacement cost when appropriate.

(c) Intangible Assets

The fair value of customer relationships acquired in a business combination is determined using the multi-period excess earnings method, whereby the subject asset is valued using a discounted cash flow model after deducting a fair return on all other assets that are part of creating the related cash flows.

The fair value of other intangible assets is based on the discounted cash flows expected to be derived from the use and eventual sale of the assets.

(d) Investments

The fair value of financial assets designated as measured at fair value, is determined by reference to their quoted closing price at the reporting date. Other than investments accounted for by the equity method, the fair value of all of Mullen Group's investments were determined using Level 1 of the fair value hierarchy.

(e) Derivative Financial Instruments

The fair value of Derivatives is determined using Level 2 of the fair value hierarchy. Level 2 fair values are determined by referencing observable market data, including future foreign currency curves, interest rates, credit spreads and other financial measures. Transaction costs are recognized in net income as incurred.

(f) Accounts Payable and Accrued Liabilities

The fair value of accounts payable and accrued liabilities is estimated as the present value of future cash flows, discounted at the market rate of interest at the reporting date. This fair value is determined for disclosure purposes.

(g) Non-Derivative Financial Liabilities

Fair value is calculated based on the present value of future principal and interest cash flows, discounted at the market rate of interest at the reporting date. This fair value is determined for disclosure purposes.

(h) Private Placement Debt

The fair value of Private Placement Debt is determined using Level 2 of the fair value hierarchy. Level 2 values are determined by referencing observable market data, including changes to interest rates and foreign exchange fluctuations.

(i) Convertible debentures – debt component

The fair value of convertible debentures – debt component is determined using Level 1 of the fair value hierarchy. Level 1 values are determined using quoted prices in active markets.



### Fair Values Versus Carrying Amounts

The following tables compare the fair value of financial assets and financial liabilities to its corresponding carrying amount as presented in the consolidated statement of financial position:

December 31, 2021 Financial Instrument	Carrying Amount		Fair Value	
Cash and cash equivalents	\$	—	\$	—
Trade and other receivables		248,868		248,868
Investments (excluding investments accounted for by using the equity method)		2,379		2,379
Other assets		5,463		5,463
<b>Total financial assets</b>	<b>\$</b>	<b>256,710</b>	<b>\$</b>	<b>256,710</b>
Bank indebtedness	\$	89,045	\$	89,045
Accounts payable and accrued liabilities		144,198		144,198
Dividends payable		3,781		3,781
Private Placement Debt		460,660		462,495
Convertible debentures - debt component		113,458		117,743
<b>Total financial liabilities</b>	<b>\$</b>	<b>811,142</b>	<b>\$</b>	<b>817,262</b>
<b>December 31, 2020 Financial Instrument</b>	<b>Carrying Amount</b>		<b>Fair Value</b>	
Cash and cash equivalents	\$	105,340	\$	105,340
Trade and other receivables		192,453		192,453
Investments (excluding investments accounted for by using the equity method)		1,179		1,179
Other assets		1,400		1,400
<b>Total financial assets</b>	<b>\$</b>	<b>300,372</b>	<b>\$</b>	<b>300,372</b>
Bank indebtedness	\$	—	\$	—
Accounts payable and accrued liabilities		88,153		88,153
Dividends payable		2,906		2,906
Private Placement Debt		461,713		462,755
Convertible debentures - debt component		111,111		117,974
<b>Total financial liabilities</b>	<b>\$</b>	<b>663,883</b>	<b>\$</b>	<b>671,788</b>

## 5. Acquisitions

### 2021 Acquisitions

Bandstra Transportation Systems Ltd./Babine Truck & Equipment Ltd. – On April 16, 2021, Mullen Group acquired all of the issued and outstanding shares of Bandstra and Babine for total cash consideration of \$76.4 million. Mullen Group recognized \$67.8 million of cash used to acquire Bandstra and Babine in its consolidated statement of cash flows, which consists of \$76.4 million of cash consideration paid on closing net of \$8.6 million of cash acquired. Bandstra is a privately held company headquartered in Smithers, British Columbia and provides a wide range of transportation and logistics services to communities in northern British Columbia including truckload, general freight, less-than-truckload ("LTL") and specialized hauling services. Customers are serviced through a network of three leased and eight owned facilities, all of which are included in the acquisition. They operate a fleet of approximately 180 power units, 360 trailers and 70 pieces of support equipment. Babine is an Original Equipment Manufacturer ("OEM") parts and service dealer providing parts, service and maintenance work from three locations in British Columbia supporting the natural resources, energy and transportation industries. Mullen Group acquired Bandstra and Babine as part of its strategy to invest in the transportation sector. The financial results of Bandstra are included within the Logistics & Warehousing segment while Babine's financial results are included within the Specialized & Industrial Services segment.

APPS Transport Group Inc. – On June 24, 2021, Mullen Group acquired all of the issued and outstanding shares of APPS Transport Group Inc. including its operating businesses APPS Cartage Inc. and APPS Cargo Terminals Inc. (collectively "APPS") for total consideration of \$75.9 million consisting of \$66.5 million of cash consideration and from the issuance of 750,000 Common Shares of Mullen Group. Mullen Group recorded \$9.4 million of consideration from issuing 750,000 Common Shares. Mullen Group recognized \$61.9 million of cash used to acquire APPS in its consolidated statement of cash flows, which consists of \$66.5 million of cash consideration paid on closing net of \$4.6 million of cash acquired. APPS provides LTL, truckload and intermodal along with warehousing services primarily from their head office in Mississauga, Ontario, with services extending into five locations throughout western Canada. Mullen Group acquired APPS as part of its strategy to invest in the transportation sector in Canada. The financial results of APPS' operations are included in the Less-Than-Truckload segment.



Tri Point Intermodal Services Inc. – On June 1, 2021, Mullen Group acquired all of the issued and outstanding shares of Tri Point Intermodal Services Inc. and Trillium Drayage Services Inc. (collectively "**Tri Point**") for total cash consideration of \$8.8 million. Mullen Group recognized \$8.8 million of cash used to acquire Tri Point on its consolidated statement of cash flows. Tri Point is based out of Mississauga, Ontario and mainly provides intermodal services to and from the Greater Toronto Area. Mullen Group acquired Tri Point as part of its strategy to invest in the transportation sector in eastern Canada. The financial results of Tri Point's operations are included in the Logistics & Warehousing segment.

HAUListic LLC – On June 30, 2021, Mullen Group acquired all the assets and business of QuadExpress from Quad Logistics Services, LLC, an indirect subsidiary of Quad/Graphics, Inc., ("**Quad**") for total cash consideration of \$49.6 million. Mullen Group recorded \$49.6 million of cash used to acquire the assets and business of QuadExpress in its consolidated statement of cash flows. QuadExpress was rebranded and has been renamed HAUListic. HAUListic provides third-party logistics, logistics, technology, delivery and freight transportation services by utilizing its proprietary transportation management platform known as SilverExpress. HAUListic operates out of Naperville, Illinois. Mullen Group acquired the assets and business of HAUListic as part of its strategy to grow and expand its service offerings into the United States of America. The financial results of HAUListic's operations are being reported under the new operating segment "U.S. & International Logistics segment", which commenced in the third quarter of 2021.

R.S. Harris Transport Ltd. – On July 1, 2021, Mullen Group acquired all of the issued and outstanding shares of Harris for total cash consideration of \$11.4 million. Mullen Group recognized \$10.4 million of cash used to acquire Harris in its consolidated statement of cash flows, which consists of \$11.4 million of cash consideration paid on closing net of \$1.0 million of cash acquired. Harris is a privately held company headquartered in Winnipeg, Manitoba and provides a wide range of transportation and logistics services including intermodal, truckload and general freight services. The acquisition of Harris aligns with Mullen Group's strategy of acquiring transportation and logistics companies that have a strong regional presence. The financial results of Harris are included within the Less-Than-Truckload segment.

DirectIT Group of Companies – On October 1, 2021, Mullen Group acquired DirectIT consisting of all of the issued and outstanding shares of West Direct Express Ltd., including certain related companies and tradenames for total consideration of \$14.7 million consisting of \$9.4 million of cash consideration and from the issuance of 400,000 Common Shares of Mullen Group. Pursuant to the purchase and sale agreement, the vendors may receive cash consideration of \$1.0 million for achieving certain financial targets over the 12 month period ending December 31, 2022. Mullen Group has estimated the fair value of this contingent consideration to be \$1.0 million. This liability has been recognized within accounts payable and accrued liabilities on the consolidated statement of financial position. DirectIT is a privately held company headquartered in Calgary, Alberta and provides courier and small package delivery transportation services. The acquisition of DirectIT aligns with Mullen Group's strategy of acquiring transportation and logistics companies that have a strong regional presence. The financial results of DirectIT are included within the Less-Than-Truckload segment.

#### *2020 Acquisitions*

Pacific Coast Express Limited – On August 1, 2018, Mullen Group acquired 40.0 percent of the issued and outstanding shares of Pacific Coast Express Limited ("**PCX**") for \$2.0 million. Mullen Group used the equity method to account for this investment and recognized \$1.6 million of earnings from August 1, 2018 until September 1, 2020. On September 1, 2020, Mullen Group acquired all of the remaining issued and outstanding shares of PCX including two of PCX's operating facilities, one in Calgary, Alberta and one in Winnipeg, Manitoba for cash consideration of \$14.4 million. Mullen Group recorded \$14.4 million of cash used to acquire PCX in its consolidated statement of cash flows, which consists of \$14.2 million of cash consideration paid on closing and \$0.2 million of bank indebtedness acquired. The fair value of PCX was \$18.4 million on the date control was obtained resulting in a \$0.4 million gain on this equity investment being recognized within other (income) expense on the consolidated statement of comprehensive income. PCX is based out of the Lower Mainland of British Columbia and provides expedited handling of international LTL and truckload shipments to and from western Canada. Mullen Group acquired PCX as part of its strategy to invest in the transportation sector in western Canada. The financial results of PCX's operations are included in the Less-Than-Truckload segment.

International Warehousing & Distribution Inc. – In October 2020, Mullen Group announced an agreement to acquire all of the issued and outstanding shares of IWD for total cash consideration of \$5.7 million. IWD is based out of Mississauga, Ontario and provides warehousing and distribution services in Ontario. Mullen Group acquired IWD as part of its strategy to invest in the warehousing and transportation sector in eastern Canada. The acquisition of IWD expands our service offering to the greater Toronto, Ontario market. The financial results of IWD's operations are included in the Logistics & Warehousing segment.



NOTES TO THE ANNUAL FINANCIAL STATEMENTS

Years ended December 31, 2021 and 2020

(Tabular amounts in thousands, except share and per share amounts)

These acquisitions have been accounted for by the acquisition method, and results of operations have been included in these Annual Financial Statements from the dates of acquisition. The goodwill acquired in these acquisitions primarily relates to the assembled workforce and the synergies from the integration of the acquired businesses.

	Bandstra	APPS	HAUListic	Harris	Tri Point	DirectIT	2021
<b>Assets:</b>							
Non-cash working capital items	\$ 5,954	\$ (3,618)	\$ (481)	\$ 2,205	\$ 857	\$ (1,288)	\$ 3,629
Property, plant and equipment	50,861	5,691	3,718	8,979	1,120	2,000	72,369
Right-of-use assets	15,828	25,421	1,416	—	2,053	—	44,718
Intangible assets	14,285	25,303	16,755	3,660	4,510	11,300	75,813
Goodwill	5,156 <sup>(1)</sup>	40,921 <sup>(1)</sup>	28,835	1,902 <sup>(1)</sup>	4,665 <sup>(1)</sup>	5,247 <sup>(1)</sup>	86,726
Due from shareholder	—	3,473	—	—	—	—	3,473
Other assets	571	—	—	97	—	—	668
	92,655	97,191	50,243	16,843	13,205	17,259	287,396
<b>Assumed liabilities:</b>							
Lease liabilities (long-term portion)	14,881	18,399	667	—	1,602	—	35,549
Long-term debt	938	—	—	—	—	—	938
Due to shareholder	—	—	—	3,334	1,508	—	4,842
Deferred income taxes	9,074	7,524	—	3,139	1,339	2,783	23,859
	24,893	25,923	667	6,473	4,449	2,783	65,188
Net assets before cash and cash equivalents	67,762	71,268	49,576	10,370	8,756	14,476	222,208
Cash and cash equivalents acquired	8,613	4,591	—	1,009	21	183	14,417
Net assets	76,375	75,859	49,576	11,379	8,777	14,659	236,625
<b>Consideration:</b>							
Cash	76,375	66,446	49,576	11,379	8,777	8,395	220,948
Contingent consideration	—	—	—	—	—	1,000	1,000
Share consideration	—	9,413	—	—	—	5,264	14,677
	\$ 76,375	\$ 75,859	\$ 49,576	\$ 11,379	\$ 8,777	\$ 14,659	\$ 236,625

<sup>(1)</sup> Goodwill is not deductible for tax purposes



	PCX	IWD	2020
<b>Assets:</b>			
Non-cash working capital items	\$ 1,641	\$ 411	\$ 2,052
Property, plant and equipment	11,111	229	11,340
Right-of-use assets	1,544	443	1,987
Intangible assets	10,175	4,625	14,800
Goodwill (not deductible for tax purposes)	1,048	1,585	2,633
Other assets	—	19	19
	25,519	7,312	32,831
<b>Assumed liabilities:</b>			
Lease liabilities	815	282	1,097
Long-term debt <sup>(1)</sup>	3,200	20	3,220
Due to shareholder	—	—	—
Deferred income taxes	3,029	1,269	4,298
	7,044	1,571	8,615
Net assets before cash and cash equivalents	18,475	5,741	24,216
Cash and cash equivalents (bank indebtedness)	(179)	289	110
<b>Net assets</b>	<b>18,296</b>	<b>6,030</b>	<b>24,326</b>
<b>Consideration:</b>			
Cash	14,296	6,030	20,326
Fair value of equity investment	4,000	—	4,000
	\$ 18,296	\$ 6,030	\$ 24,326

<sup>(1)</sup> Long-term debt consisted of \$3.2 million of a debenture owing to the Corporation from PCX and \$20,000 of debt assumed within IWD.

## 6. Cash and Cash Equivalents

**Policy:** Cash and cash equivalents are comprised of cash and highly liquid short-term investments originally maturing within three months or less, net of bank indebtedness used for operational purposes. Bank indebtedness is repayable on demand and forms an integral part of the Corporation's cash management and is therefore included as a component of cash and cash equivalents for the purpose of the statement of cash flows.

### Supporting information:

	December 31 2021	December 31 2020
Cash and cash equivalents <sup>(1)</sup>	\$ —	\$ 105,340
Bank indebtedness	(89,045)	—
<b>Cash and cash equivalents (bank indebtedness)</b>	<b>\$ (89,045)</b>	<b>\$ 105,340</b>

<sup>(1)</sup> Includes nil (2020 – \$0.4 million) of cash held in escrow. ► For more information, refer to Note 28.

Cash and cash equivalents are comprised of cash and bank indebtedness held at Canadian financial institutions that are rated AA- and A-1 S&P Credit Rating as at December 31, 2021. Mullen Group has a \$150.0 million revolving demand unsecured credit facility with the Royal Bank of Canada (the "RBC Credit Facility") and on October 1, 2021, the Corporation entered into a new \$100.0 million revolving demand unsecured credit facility with the Canadian Imperial Bank of Commerce (the "CIBC Credit Facility") (collectively, the "Credit Facilities"). On October 1, 2021, the Corporation also amended certain terms of the RBC Credit Facility. As at December 31, 2021, there was \$89.0 million drawn on these Credit Facilities. ► For more information, refer to Note 21.



## 7. Trade and Other Receivables

**Policy:** The Corporation applies an expected credit loss approach in determining provisions for financial assets (other than equity instruments) carried at amortized cost or fair value through net income and total comprehensive income. The approach that the Corporation has taken for trade receivables is a provision matrix approach whereby lifetime expected credit losses are recognized based on aging characterization and credit worthiness of customers. Specific provisions may be used where there is information that a specific customer's expected credit losses has increased.

**Estimates:** The Corporation calculates the expected credit losses on accounts receivable using a provision matrix which is based on the Corporation's historical credit loss experience for accounts receivable to estimate the lifetime expected credit losses. The provision matrix specifies fixed provision rates depending on the number of days that a trade receivable is past due.

### Supporting information:

	December 31 2021	December 31 2020
Trade receivables	\$ 214,480	\$ 171,221
Other receivables <sup>(1)</sup>	31,741	19,450
Net investment in finance leases <sup>(2)</sup>	364	1,085
Contract assets	2,283	697
	<b>\$ 248,868</b>	<b>\$ 192,453</b>

<sup>(1)</sup> Includes \$2.1 million (2020 – \$2.9 million) of amounts due from related parties. Mullen Group has \$2.0 million (2020 – \$2.7 million) outstanding by virtue of a debenture agreement with Thrive (as hereafter defined on page 123). The debenture with Thrive matured in 2021, which was extended until 2022. As a result, the debentures have been classified as a current asset.

<sup>(2)</sup> Net investment in finance leases includes amounts owing within 12 months or less and mainly consisted of the net investment in subleases on real property where the Business Unit has entered into the head lease.

A contract asset is recognition of Mullen Group's right to consideration in exchange for goods or services we have transferred to a customer that is conditional on something other than the passage of time. For Mullen Group, the majority of the contract assets consists of amounts recognized on a transportation contract that has been partially transported but not yet delivered to destination at period end.

The classification between current and non-current assets in respect of trade and other receivables was as follows:

	December 31 2021	December 31 2020
Current	\$ 248,868	\$ 192,453
Non-current	\$ —	\$ —

The aging of trade receivables and allowance for expected credit losses was as follows:

	December 31 2021	December 31 2020
Current 0-30 days	\$ 137,187	\$ 92,426
Past due 31-60 days	51,504	50,183
Past due 61-90 days	16,011	18,151
More than 90 days	15,622	16,902
	<b>220,324</b>	<b>177,662</b>
Allowance for expected credit losses	(5,844)	(6,441)
Total trade receivables (net of impairment)	<b>\$ 214,480</b>	<b>\$ 171,221</b>



The change in the allowance for expected credit losses in respect of trade and other receivables during the year was as follows:

	2021	2020
Balance at January 1	\$ 6,441	\$ 7,810
Acquired during the year	613	14
Bad debts recognized	(1,027)	(725)
Allowance for expected credit losses recorded	629	1,219
Allowance for expected credit losses reversed	(812)	(1,877)
Balance at December 31	\$ 5,844	\$ 6,441

The expected credit loss allowance calculated as at December 31, 2021, was \$5.8 million, which represents a decrease of \$0.6 million as compared to the allowance calculated in the prior year.

## 8. Inventory

Inventory consists primarily of repair parts, fuel and items for resale.

**Policy:** Inventory is stated at the lower of cost or net realizable value. The cost of inventory is accounted for on a weighted average basis and includes expenditures incurred in acquiring the inventory, and other costs incurred in bringing them to their existing location and condition. Net realizable value is the estimated selling price in the ordinary course of business less the estimated selling expenses.

### Supporting information:

	December 31 2021	December 31 2020
Inventory of repair parts and fuel	\$ 23,179	\$ 20,205
Inventory for resale	11,942	9,867
	\$ 35,121	\$ 30,072

## 9. Property, Plant and Equipment

**Estimates:** Depreciation and amortization are calculated using a systematic and rational basis, which are based upon an estimate of each asset's useful life and residual value. The estimated useful life and residual value chosen are Mullen Group's best estimate of such and are based on industry norms, historical experience, market conditions and other estimates that consider the period and distribution of future cash inflows.

**Judgements:** Mullen Group's depreciation and amortization methods for trucks and trailers as well as other property, plant and equipment and intangible assets are based on management's judgement in selecting methods that most accurately match the pattern of economic benefits consumed by the Corporation from the use of such assets. These judgements are based upon industry norms and Mullen Group's historical experience.

**Policy:** Property, plant and equipment are recorded at cost less accumulated depreciation. Cost includes expenditures that are directly attributable to the acquisition of the asset. The cost of self-constructed assets includes the cost of materials and direct labour, any other costs directly attributable to bringing the assets to a working condition for their intended use, the costs of dismantling and removing the items and restoring the site on which they are located, and borrowing costs on qualifying assets.

When the cost of a part of an item of property, plant and equipment is significant in relation to the total cost of an item and the parts have different useful lives, they are accounted for as separate items (major components) of property, plant and equipment. The costs of day-to-day servicing of property, plant and equipment are recognized in direct operating expenses. Gains and losses on disposal of an item of property, plant and equipment are determined by comparing the proceeds from disposal with the carrying amount and are recognized net within other (income) expense. Depreciation of additions and disposals is prorated from the month of purchase or disposal. Depreciation methods, useful lives and residual values are reviewed at the end of each reporting period and adjusted if appropriate. Except for Leasehold improvements, depreciation is recorded annually over the estimated useful lives of the assets on the declining balance basis at the following depreciation rates:

Buildings	2.5 - 8%
Trucks and trailers	10 - 20%
Equipment, satellite communication equipment, furniture and fixtures, automobiles, computer hardware and systems software (" <b>Miscellaneous Equipment</b> ")	20 - 50%



**Supporting information:**

	Land and buildings	Trucks and trailers	Miscellaneous Equipment	Drilling equipment	Total
<b>Cost</b>					
Balance at January 1, 2021	\$ 591,600	\$ 775,385	\$ 292,459	\$ 30,827	\$ 1,690,271
Additions <sup>(1)</sup>	49,385	64,845	26,855	—	141,085
Disposals	(10,263)	(44,469)	(11,074)	(183)	(65,989)
Balance at December 31, 2021	630,722	795,761	308,240	30,644	1,765,367
<b>Accumulated Depreciation</b>					
Balance at January 1, 2021	82,588	442,825	207,870	17,881	751,164
Depreciation expense	10,306	43,558	17,898	1,449	73,211
Disposals	(657)	(34,000)	(10,322)	—	(44,979)
Balance at December 31, 2021	92,237	452,383	215,446	19,330	779,396
Net book value at December 31, 2021	\$ 538,485	\$ 343,378	\$ 92,794	\$ 11,314	\$ 985,971

	Land and buildings	Trucks and trailers	Miscellaneous Equipment	Drilling equipment	Total
<b>Cost</b>					
Balance at January 1, 2020	\$ 571,429	\$ 787,854	\$ 280,655	\$ 30,150	\$ 1,670,088
Additions <sup>(1)</sup>	32,458	17,576	25,413	677	76,124
Disposals	(12,287)	(30,045)	(13,609)	—	(55,941)
Balance at December 31, 2020	591,600	775,385	292,459	30,827	1,690,271
<b>Accumulated Depreciation</b>					
Balance at January 1, 2020	76,294	426,100	196,579	16,511	715,484
Depreciation expense	8,430	41,385	21,232	1,370	72,417
Disposals	(2,136)	(24,660)	(9,941)	—	(36,737)
Balance at December 31, 2020	82,588	442,825	207,870	17,881	751,164
Net book value at December 31, 2020	\$ 509,012	\$ 332,560	\$ 84,589	\$ 12,946	\$ 939,107

<sup>(1)</sup> Additions include property, plant, and equipment purchased by way of business acquisitions of \$72.4 million (2020 – \$11.3 million).

► For more information, refer to Note 5.

At December 31, 2021, land and buildings include \$47.7 million (2020 – \$46.4 million) of investment properties held to earn rental income. The total cost and accumulated depreciation associated with investment properties was \$55.3 million (2020 – \$53.0 million) and \$7.6 million (2020 – \$6.6 million), respectively. Mullen Group generated \$3.4 million of rental income (2020 – \$2.5 million) from investment properties. At December 31, 2021, the fair market value of investment properties was \$77.7 million (2020 – \$70.4 million).

Property, plant and equipment are reviewed for impairment whenever events or conditions indicate that their net carrying amount may not be recoverable. In 2021 and 2020, the Corporation did not record an impairment loss on property, plant and equipment.

**10. Right-of-Use Assets**

**Policy:** As lease liabilities are recognized, there is a corresponding right-of-use asset recorded at the date of which the asset becomes available for use. Right-of-use assets are depreciated over the shorter of the assets useful life and the lease term on a straight line basis. ► For more information, refer to Note 19.



**Supporting information:**

	Real Property	Operating Equipment	Total
<b>Cost</b>			
Balance at January 1, 2021	\$ 43,578	\$ 7,345	\$ 50,923
Additions	42,931	21,821	64,752
Subleases <sup>(1)</sup>	(232)	—	(232)
Disposals	(4,993)	(1,167)	(6,160)
Balance at December 31, 2021	81,284	27,999	109,283
<b>Accumulated Depreciation</b>			
Balance at January 1, 2021	15,546	3,191	18,737
Depreciation expense	11,633	6,229	17,862
Disposals	(4,369)	(979)	(5,348)
Balance at December 31, 2021	22,810	8,441	31,251
Net book value at December 31, 2021	\$ 58,474	\$ 19,558	\$ 78,032

<sup>(1)</sup> Net investment in finance leases mainly related to subleases on real property.

	Real Property	Operating Equipment	Total
<b>Cost</b>			
Balance at January 1, 2020	\$ 39,126	\$ 8,676	\$ 47,802
Additions	8,034	475	8,509
Subleases <sup>(1)</sup>	(223)	—	(223)
Disposals	(3,359)	(1,806)	(5,165)
Balance at December 31, 2020	43,578	7,345	50,923
<b>Accumulated Depreciation</b>			
Balance at January 1, 2020	8,609	2,394	11,003
Depreciation expense	9,508	2,052	11,560
Disposals	(2,571)	(1,255)	(3,826)
Balance at December 31, 2020	15,546	3,191	18,737
Net book value at December 31, 2020	\$ 28,032	\$ 4,154	\$ 32,186

<sup>(1)</sup> Net investment in finance leases mainly related to subleases on real property.

**11. Goodwill**

In general terms, goodwill represents the future economic benefits arising from other assets acquired in a business combination that are not individually identified and separately recognized.

**Estimates:** The recoverability of Goodwill that involves estimating future cash flows involving Mullen Group's best estimate of the set of economic conditions that are expected to exist over the forecast period, considering past and actual performance as well as expected developments in the perspective markets and in the overall macro-economic environment, forecasted changes in drilling activity and the Business Unit's respective markets. The fair value of each CGU was determined using Level 3 of the fair value hierarchy.

**Judgements:** Estimating future cash flows requires judgement, considering past and actual performance as well as expected developments in the respective markets and in the overall macro-economic environment. In addition, the allocation of shared corporate and administrative assets to our CGUs requires certain judgements. Key assumptions are detailed below.

**Policy:** Mullen Group measures goodwill as the fair value of the consideration transferred, less the net recognized amount (generally fair value) of the identifiable assets acquired and liabilities assumed, all measured as of the acquisition date. Transaction costs, other than those associated with the issue of debt or equity securities, that Mullen Group incurs in connection with a business combination are expensed as incurred.

For the purpose of calculating goodwill, fair values of acquired assets, assumed liabilities and contingent liabilities are determined by reference to market values or by discounting expected future cash flows to present value. This discounting is either performed using market rates or by using risk free interest rates and risk adjusted expected future cash flows.



Goodwill is reviewed for impairment annually at December 31, or more frequently if there are indications that impairment may have occurred. Goodwill impairment is tested at the CGU level and is determined based upon the recoverable amount of each CGU compared to the CGU's respective carrying amount. At Mullen Group, the CGUs consist of each of its Business Units. The recoverable amount is the higher of FVLCD and the VIU. If the impairment loss exceeds the carrying amount of goodwill, the goodwill is written off completely. Any impairment loss left over is allocated to the remaining assets of the CGU. Impairment losses in respect of goodwill are irreversible.

**Supporting information:**

The changes in the carrying amount of goodwill are shown below:

	2021	2020
Gross amount of goodwill	\$ 1,269,340	\$ 1,266,707
Accumulated impairment	998,000	998,000
Balance at January 1	\$ 271,340	\$ 268,707
Goodwill acquired during the year	87,386 <sup>(1)</sup>	2,633
Impairment of goodwill	—	—
<b>Balance at December 31</b>	<b>\$ 358,726</b>	<b>\$ 271,340</b>

<sup>(1)</sup> Includes \$660,000 of exchange rate fluctuations on the acquisition of the assets and business of QuadExpress.

At December 31, 2021, the Less-Than-Truckload segment had a carrying value of \$168.3 million of goodwill in 2021 as compared to \$120.2 million in 2020. This \$48.1 million increase was a result of recognizing goodwill on the acquisitions of APPS, Harris and DirectIT. The Logistics & Warehousing segment had a carrying value of \$81.0 million of goodwill, an increase of \$9.2 million from the \$71.8 million recorded in 2020. This increase was a result of recognizing goodwill on the acquisitions of Bandstra and Tri Point. The Specialized & Industrial Services segment had a carrying value of \$79.9 million of goodwill in 2021 as compared to \$79.3 million in 2020. This \$0.6 million increase was a result of recognizing goodwill on the acquisition of Babine. The U.S. & International Logistics segment had a carrying value of \$29.5 million of goodwill in 2021 as compared to nil in 2020. The \$29.5 million of goodwill in 2021 was a result of the acquisition of the assets and business of QuadExpress. ► **For more information, refer to Note 5.**

The following table summarizes the significant carrying amounts of goodwill:

	December 31 2021	December 31 2020
Cash Generating Unit		
Gardewine Group Limited Partnership	\$ 79,875	\$ 79,875
Kleysen Group Ltd.	34,099	34,099
HAUListic LLC	29,496	—
APPS Cartage Inc.	28,670	—
Hi-Way 9 Express Ltd.	23,902	23,902
Heavy Crude Hauling L.P.	16,989	16,989
Tenold Transportation Ltd.	15,209	15,209
APPS Cargo Terminals Inc.	12,251	—
E-Can Oilfield Services L.P.	12,094	12,094
Canadian Dewatering L.P.	11,674	11,674
Other CGUs	94,467	77,498
<b>Total Goodwill</b>	<b>\$ 358,726</b>	<b>\$ 271,340</b>

(a) Impairment Testing for Cash Generating Units Containing Goodwill

At December 31, 2021 and 2020 ("**Valuation Dates**"), Mullen Group performed its annual impairment test for goodwill and concluded that there was no impairment of goodwill in any of its CGUs as the recoverable amount for these CGUs was higher than their respective carrying amount. Recognition of any impairment of goodwill would be recognized as an expense and reduce book equity and net income but it would not impact cash flows.

(b) Recoverable Amount

The recoverable amounts were determined using the VIU approach. The VIU methodology is based on discounted future cash flows. Management believes that the discounted future cash flows method is appropriate as it allows more precise valuation of the specific future cash flows. The recoverable amount was determined using a discounted cash flow approach for all CGUs. The recoverable value was determined by discounting the future cash flows generated from Mullen Group's continuing use of the CGU. The discounted cash flow model employed by the Corporation reflects the specifics of each CGU and its business environment. The model calculates the present value of the estimated future earnings of each CGU.



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Estimating future earnings requires judgement, considering past and actual performance as well as expected developments in the respective markets and in the overall macro-economic environment. The calculation of the recoverable amount using the discounted cash flow approach was based on the following key assumptions:

	Discount rate		Terminal value growth rate	
	December 31	December 31	December 31	December 31
	2021	2020	2021	2020
Cash Generating Unit				
Gardewine Group Limited Partnership	10.5%	10.5%	2.0%	2.0%
Kleysen Group Ltd.	10.5%	10.5%	2.5%	2.5%
HAUListic LLC	10.0%	—	2.5%	—
APPS Cartage Inc.	11.0%	—	2.5%	—
Hi-Way 9 Express Ltd.	11.0%	11.0%	2.5%	2.5%
Heavy Crude Hauling L.P.	12.0%	12.0%	2.0%	2.0%
Tenold Transportation Ltd.	11.0%	11.0%	2.5%	2.5%
APPS Cargo Terminals Inc.	11.0%	—	2.5%	—
E-Can Oilfield Services L.P.	12.0%	12.0%	2.0%	2.0%
Canadian Dewatering L.P.	12.0%	12.0%	2.5%	2.5%
Other	11.0% - 12.0%	11.0% - 12.0%	2.0% - 2.5%	2.0% - 2.5%

- (i) Cash flows were projected based on past experience, actual operating results and the one year business plan for the immediate year. Cash flows for a further four year period were extrapolated using constant growth rates of between 1.5 to 2.5 percent with adjustments reflecting an expectation of changes in the general economy, forecasted changes in drilling activity and the Business Unit's respective markets, and represents the Corporation's best estimate of the set of economic conditions that are expected to exist over the forecast period.
- (ii) The terminal value growth rate is based on management's best estimate of the long-term growth rate for its CGUs after the forecast period, considering historic performance and future economic forecasts.
- (iii) Each CGU's discount rate reflects their individual size, risk profile and circumstance and is based on past experience and industry average weighted average cost of capital.

The Corporation believes that the following changes in the key assumptions would result in a recoverable amount equal to the carrying value of the CGU, with any additional change in the assumptions causing goodwill to become impaired.

	Change in discount rate		Change in terminal value growth rate	
	December 31	December 31	December 31	December 31
	2021	2020	2021	2020
Cash Generating Unit				
Gardewine Group Limited Partnership	4.0%	4.0%	(6.0)%	(6.0)%
Kleysen Group Ltd.	7.3%	6.3%	(13.1)%	(10.7)%
HAUListic LLC	19.0%	—	(20.0)%+	—
APPS Cartage Inc.	6.7%	—	(11.2)%	—
Hi-Way 9 Express Ltd.	9.7%	9.7%	(18.5)%	(18.5)%
Heavy Crude Hauling L.P.	1.7%	1.6%	(2.4)%	(2.2)%
Tenold Transportation Ltd.	6.7%	4.4%	(11.7)%	(6.9)%
APPS Cargo Terminals Inc.	20.0%+	—	(20.0)%+	—
E-Can Oilfield Services L.P.	4.2%	3.2%	(6.7)%	(4.8)%
Canadian Dewatering L.P.	6.3%	9.4%	(10.8)%	(18.7)%



## 12. Intangible Assets

Intangible assets are mainly comprised of customer relationships and non-competition agreements acquired through business combinations. In 2021, Mullen Group acquired \$76.2 million of intangible assets by virtue of acquisitions. Intangible assets are amortized over their estimated useful lives on a straight line basis over a period of five to ten years.

**Policy:** Intangible assets acquired as part of acquisitions are capitalized at fair value as determined at the date of acquisition and are subsequently stated at that capitalized cost less accumulated amortization and impairment losses.

**Judgements:** Estimating future cash flows and earnings requires judgement, considering past and actual performance as well as expected developments in the respective markets and in the overall macro-economic environment. Management uses its judgement to initially record and measure intangible assets acquired on acquisitions with key assumptions related to future revenue projections, gross margin forecasts, customer attrition rates and discount rates.

### Supporting information:

	Opening balance at January 1 2020		Additions (Amortization)		Closing balance at December 31 2020		Additions (Amortization)		Closing balance at December 31 2021	
Cost	\$	307,207	\$	15,024	\$	322,231	\$	76,179 <sup>(1)</sup>	\$	398,410
Amortization		(258,751)		(17,613)		(276,364)		(22,891)		(299,255)
Carrying amount	\$	48,456	\$		\$	45,867	\$		\$	99,155

<sup>(1)</sup> Includes \$366,000 of exchange rate fluctuations on the acquisition of the assets and business of QuadExpress.

## 13. Investments

	December 31 2021		December 31 2020	
Investments	\$	2,379	\$	1,179
Investments – equity method		36,139		34,582
	\$	38,518	\$	35,761

### (a) Investments

Mullen Group periodically invests in certain private and public corporations. Mullen Group did not purchase or sell any investments in 2021 or 2020.

### (b) Investments accounted for by the equity method

In 2018 Mullen Group invested \$2.0 million to acquire a 40.0 percent equity interest in **PCX**, a regional LTL company operating out of a number of facilities in western Canada. Mullen Group made this equity investment as part of its strategy to invest in the transportation sector in western Canada. On September 1, 2020, Mullen Group acquired all of the remaining issued and outstanding shares of PCX. ► **For more information, refer to Note 5.** In 2017, Mullen Group invested \$0.2 million to acquire a 30.0 percent equity interest in Thrive Fluid Management Corp., a fluid management company operating in the Grande Prairie, Alberta region. On December 31, 2018, Thrive Fluid Management Corp. changed its name to Thrive Management Group Ltd. ("**Thrive**"). Mullen Group made this equity investment as part of its strategy to invest in the energy sector. In 2014, Mullen Group acquired a 30.0 percent interest in Kriska Transportation Group Limited ("**Kriska Transportation**"). Kriska Transportation is a growth oriented transportation and logistics company based in Prescott, Ontario. At December 31, 2021, the Corporation had a carrying value of \$30.7 million (2020 – \$29.9 million) related to its equity investment in Kriska Transportation. Mullen Group uses the equity method to account for investments from the date in which it obtains significant influence. In 2021, the aggregate amount of Mullen Group's share of net income and total comprehensive income from its investments accounted for by the equity method was \$1.6 million (2020 – \$1.8 million). In 2021, revenue and operating income before depreciation and amortization on the Corporation's equity investments was \$285.0 million (2020 – \$253.7 million) and \$45.9 million (2020 – \$47.9 million), respectively. ► **For more information, refer to Note 28.**

## 14. Derivative Financial Instruments

On July 25, 2014, Mullen Group entered into two cross-currency swap contracts with a Canadian bank to swap \$117.0 million U.S. dollars and \$112.0 million U.S. dollars into Canadian dollars (collectively, the "**Cross-Currency Swaps**") at foreign exchange rates of \$1.1047 and \$1.1148 that mature on October 22, 2024 and October 22, 2026, respectively. These Cross-Currency Swaps hedge the principal amount of the Series G and Series H Notes. At December 31, 2021, the carrying value of these Cross-Currency Swaps was \$37.4 million (2020 – \$37.9 million) and was recorded in the consolidated statement of financial position within derivative financial instruments.

**Estimates:** Mullen Group utilizes Derivatives such as Cross-Currency Swaps to manage its exposure to foreign currency risks relating to its U.S. dollar debt. The fair value of Derivatives fluctuate depending on the estimate of certain underlying financial measures. The estimated fair value of Derivatives are based on observable market data, including foreign currency curves, interest rates and credit spreads.

**Policy:** Mullen Group adopted IFRS 9 (2010) – Financial Instruments as it relates to classification and measurement of financial assets and financial liabilities in advance of its effective date. ► **For more information, refer to Note 3(g).**



**Supporting information:**

For the year ended December 31, 2021, Mullen Group recorded a net foreign exchange gain of \$0.7 million (2020 – \$2.4 million). This was due to the impact of the change over the period in the value of the Canadian dollar relative to the U.S. dollar on the Corporation's U.S. dollar debt and from the change in the fair value of its Cross-Currency Swaps as summarized in the table below:

Net Foreign Exchange (Gain) Loss	CDN. \$ Equivalent	
	Years ended December 31	
	2021	2020
Foreign exchange (gain) loss on U.S. \$ debt	\$ (1,237)	\$ (5,862)
Foreign exchange loss (gain) on Cross-Currency Swaps	514	3,469
Net foreign exchange (gain) loss	\$ (723)	\$ (2,393)

For the year ended December 31, 2021, Mullen Group recorded a foreign exchange gain on U.S. dollar debt of \$1.2 million (2020 – \$5.9 million) as summarized in the table below:

Foreign Exchange (Gain) Loss on U.S. \$ Debt	Years ended December 31					
	2021			2020		
	U.S. \$ Debt	Exchange Rate	CDN. \$ Equivalent	U.S. \$ Debt	Exchange Rate	CDN. \$ Equivalent
Ending – December 31	229,000	1.2678	290,326	229,000	1.2732	291,563
Beginning – January 1	229,000	1.2732	291,563	229,000	1.2988	297,425
Foreign exchange (gain) loss on U.S. \$ debt			(1,237)			(5,862)

For the year ended December 31, 2021, Mullen Group recorded a foreign exchange loss on its Cross-Currency Swaps of \$0.5 million (2020 – \$3.5 million). This was due to the change over the period in the fair value of these Cross-Currency Swaps as summarized in the table below:

Foreign Exchange Loss (Gain) on Cross-Currency Swaps	Years ended December 31			
	2021		2020	
	U.S. \$ Swaps	CDN. \$ Change in Fair Value of Swaps	U.S. \$ Swaps	CDN. \$ Change in Fair Value of Swaps
Cross-Currency Swap maturing October 22, 2024	117,000	146	117,000	1,916
Cross-Currency Swap maturing October 22, 2026	112,000	368	112,000	1,553
Foreign exchange loss (gain) on Cross-Currency Swaps		514		3,469

**15. Other Assets**

	December 31 2021	December 31 2020
Promissory notes	651	725
Net investment in finance leases <sup>(1)</sup>	89	212
Deposit on acquisition <sup>(2)</sup>	3,406	—
Other	1,317	463
	\$ 5,463	\$ 1,400

<sup>(1)</sup> Net investment in finance leases includes amounts owing after 12 months and mainly consists of the net investment in subleases on real property where the Business Unit has entered into the head lease.

<sup>(2)</sup> Deposit on acquisition consists of amounts funded to close the January 1, 2022 asset acquisition of Monarch Messenger Services Ltd. ► For more information, refer to Note 36.



## 16. Accounts Payable and Accrued Liabilities

**Policy:** Accounts payable and accrued liabilities are obligations to pay for goods or services that have been purchased in the normal course of business and are classified as current liabilities if payment is due within one year or less. If not, they are presented as non-current liabilities. Accounts payable and accrued liabilities are recognized initially at fair value and subsequently measured at amortized cost using the effective interest method.

### Supporting information:

	December 31 2021	December 31 2020
Trade payables	\$ 55,227	\$ 28,821
Amounts due to related parties	1	38
Non-trade payables and accrued liabilities	88,970	59,294
	\$ 144,198	\$ 88,153

## 17. Dividends Payable

For the year ended December 31, 2021, Mullen Group declared dividends totalling \$0.48 per Common Share (2020 – \$0.33 per Common Share). On December 9, 2020, Mullen Group announced its intention to pay annual dividends of \$0.48 per Common Share (\$0.04 per Common Share on a monthly basis) for 2021. At December 31, 2021, Mullen Group had 94,532,178 Common Shares outstanding and a dividend payable of \$3.8 million (December 31, 2020 – \$2.9 million), which was paid on January 17, 2022. Mullen Group also declared a dividend of \$0.05 per Common Share on January 24, 2022, to the holders of record at the close of business on January 31, 2022.

## 18. Income Taxes

**Estimates:** The realization of deferred tax assets depends on the future taxable income of the respective Mullen Group subsidiaries. The continued recognition of deferred tax assets is based on estimates of internal projections of future earnings, tax deductions and anticipated income tax rates.

**Policy:** Income tax expense for the period consists of current and deferred tax. Tax is recognized in net income, except to the extent that it relates to a business combination or items recognized in other comprehensive income or directly in equity.

Taxable income differs from net income as reported in the consolidated statement of comprehensive income. As a result, current tax is the expected tax due on taxable income less adjustments to prior periods using tax rates enacted, or substantively enacted as at the reporting date in jurisdictions where Mullen Group operates.

In general, deferred income taxes are recognized based on temporary differences arising between the tax value of assets and liabilities and their carrying amounts in the Annual Financial Statements. Deferred tax liabilities are not recognized if they arise from the initial recognition of goodwill and are not accounted for if they arise from the initial recognition of an asset or liability in a transaction other than a business combination that at the time of the transaction affects neither accounting nor taxable income. Deferred income taxes are calculated on the basis of the tax laws enacted or substantively enacted as at the reporting date and apply to when the related deferred income tax asset is realized or the deferred income tax liability is settled.

Deferred tax assets are recognized to the extent it is probable that future taxable income will be generated and available to use against the deductible temporary differences, unused tax losses and unused tax credits. Current and deferred income tax assets and liabilities are offset when there is a legally enforceable right to settle on a net basis and when such assets and liabilities relate to income taxes imposed by the same taxation authority.

The provision for income tax expense differs from the amounts that would be obtained by applying the expected Canadian statutory tax rates enacted or substantively enacted as at the respective reporting dates.



**Supporting information:**

Deferred tax assets totalling \$9.6 million (2020 – \$9.1 million) consist mainly of the temporary differences arising from the purchase of goodwill on asset acquisitions, intangible assets and from loss carry forward balances. Recognized deferred tax assets and liabilities consist of the following:

December 31, 2021	Assets	Liabilities	Net
Property, plant and equipment	\$ 56	\$ (106,301)	\$ (106,245)
Goodwill – asset acquisitions	5,184	(2,126)	3,058
Intangible assets	1,835	(20,556)	(18,721)
Investments	—	(2,255)	(2,255)
Loss carry-forwards	2,532	—	2,532
Financing fees	—	(359)	(359)
Holdbacks and deferred interest	—	(239)	(239)
Debentures	—	(1,870)	(1,870)
Unrealized foreign exchange gain	—	(1,004)	(1,004)
Right-of-use assets	23	(374)	(351)
	\$ 9,630	\$ (135,084)	\$ (125,454)

December 31, 2020	Assets	Liabilities	Net
Property, plant and equipment	\$ 105	\$ (98,923)	\$ (98,818)
Goodwill – asset acquisitions	5,571	(2,068)	3,503
Intangible assets	1,410	(10,157)	(8,747)
Investments	—	(1,944)	(1,944)
Loss carry-forwards	1,884	—	1,884
Financing fees	—	(218)	(218)
Holdbacks and deferred interest	—	(330)	(330)
Debentures	—	(2,250)	(2,250)
Unrealized foreign exchange gain	—	(920)	(920)
Right-of-use-assets	102	(481)	(379)
	\$ 9,072	\$ (117,291)	\$ (108,219)

The analysis of the components of net deferred tax is as follows:

	Years ended December 31	
	2021	2020
Deferred tax to be settled within 12 months	\$ (11,515)	\$ (8,345)
Deferred tax to be settled after more than 12 months	(113,939)	(99,874)
	\$ (125,454)	\$ (108,219)



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The following tables summarize the movement of temporary differences during the period:

	Balance January 1 2021	Recognized in net income	Acquired in business combinations	Recognized directly in equity	Balance December 31 2021
Property, plant and equipment	\$ (98,818)	\$ 1,445	\$ (8,872)	\$ —	\$ (106,245)
Goodwill – asset acquisitions	3,503	(445)	—	—	3,058
Intangible assets	(8,747)	5,015	(14,989)	—	(18,721)
Investments	(1,944)	(311)	—	—	(2,255)
Loss carry-forwards	1,884	648	—	—	2,532
Financing fees	(218)	(141)	—	—	(359)
Holdbacks and deferred interest	(330)	91	—	—	(239)
Debentures	(2,250)	380	—	—	(1,870)
Unrealized foreign exchange gain	(920)	(84)	—	—	(1,004)
Right-of-use assets	(379)	28	—	—	(351)
	\$ (108,219)	\$ 6,626	\$ (23,861)	\$ —	\$ (125,454)

	Balance January 1 2020	Recognized in net income	Acquired in business combinations	Recognized directly in equity	Balance December 31 2020
Property, plant and equipment	\$ (100,303)	\$ 1,818	\$ (333)	\$ —	\$ (98,818)
Goodwill – asset acquisitions	3,889	(386)	—	—	3,503
Intangible assets	(8,853)	4,071	(3,965)	—	(8,747)
Investments	(1,852)	(92)	—	—	(1,944)
Loss carry-forwards	778	1,106	—	—	1,884
Financing fees	148	(366)	—	—	(218)
Holdbacks and deferred interest	(448)	118	—	—	(330)
Debentures	(2,660)	410	—	—	(2,250)
Unrealized foreign exchange gain	—	(920)	—	—	(920)
Right-of-use-assets	(198)	(181)	—	—	(379)
	\$ (109,499)	\$ 5,578	\$ (4,298)	\$ —	\$ (108,219)

Income tax expense of \$23.6 million (2020 – \$22.1 million) is comprised of current and deferred tax as follows:

	Years ended December 31	
	2021	2020
Current	\$ 30,185	\$ 27,733
Deferred	(6,626)	(5,578)
	\$ 23,559	\$ 22,155



The combined statutory tax rate was approximately 25.0 percent in 2021 (2020 – 26.0 percent). The reconciliation of the effective tax rate is as follows:

	Years ended December 31	
	2021	2020
Income before income taxes	\$ 95,995	\$ 86,134
Combined statutory tax rate	25%	26%
Expected income tax	23,999	22,395
Add (deduct):		
Non-deductible (taxable) portion of net foreign exchange (gain) loss	(83)	—
Non-deductible (taxable) portion of the change in fair value of investments	(119)	65
Stock-based compensation expense	87	265
Decrease in income tax due to changes in income tax rates	—	(131)
Changes in unrecognized deferred tax asset	(1,004)	—
Other	679	(439)
Income tax expense	\$ 23,559	\$ 22,155

## 19. Lease Liabilities

**Estimates:** The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted using the interest rate implicit in the lease or, if that rate cannot be readily determined, Mullen Group's incremental borrowing rate. Generally, Mullen Group uses its incremental borrowing rate as the discount rate, which is estimated at the inception of the lease. At transition, lease liabilities were measured at the present value of the remaining lease payments, discounted at Mullen Group's incremental borrowing rate as at January 1, 2020. Mullen Group's incremental borrowing rate is estimated using prevailing interest rates, market precedents and Mullen Group's credit rating.

**Judgements:** Mullen Group assesses whether a contract is or contains a lease at inception of the contract. For contracts entered into before January 1, 2019, it was determined whether the arrangement was or contained a lease. This assessment involves the exercise of judgement about whether it depends on a specified asset, whether Mullen Group obtains substantially all the economic benefits from the use of that asset, and whether Mullen Group has the right to direct the use of the asset. Furthermore, Mullen Group assesses and reassesses the likelihood of it exercising renewal options.

**Policy:** The Corporation has recognized lease liabilities in relation to leases. Mullen Group assesses whether a contract is or contains a lease at inception of the contract. As lease liabilities are recognized, there is a corresponding right-of-use asset recorded at the date of which the asset becomes available for use. As lease payments are made there is a reduction to the principal portion of the lease liability as well as an amount allocated to finance costs. Finance costs are expensed within the consolidated statement of comprehensive income over the lease term. Right-of-use assets are depreciated over the shorter of the asset's useful life and the lease term on a straight line basis. The Corporation uses a single discount rate for a portfolio of leases with reasonably similar characteristics. ► **For more information, refer to Note 10.**



**Supporting information:**

	Year ended December 31, 2021	
Beginning – January 1, 2021	\$	35,032
Additions <sup>(1)</sup>		64,891
Disposals		(1,144)
Lease payments		(19,356)
Interest expense		1,830
Ending balance – December 31, 2021		81,253
Less:		
Lease liabilities – current portion		17,890
Lease liabilities	\$	63,363
		Year ended December 31, 2020
Beginning – January 1, 2020	\$	40,686
Additions <sup>(1)</sup>		8,509
Disposals		(1,638)
Lease payments		(13,723)
Interest expense		1,198
Ending balance – December 31, 2020		35,032
Less:		
Lease liabilities – current portion		11,439
Lease liabilities	\$	23,593

<sup>(1)</sup> Additions include lease liabilities assumed by way of business acquisitions of \$44.7 million (2020 – \$2.8 million).

The following are the contractual maturities of lease liabilities, including the value of any options to extend a lease where Mullen Group is reasonably certain to do so:

	December 31, 2021	
Twelve months or less	\$	21,061
2023 – 2024		30,735
2025 – 2026		15,240
Thereafter		27,111
Contractual cash flows	\$	94,147
Carrying amount	\$	81,253

Mullen Group's lease liabilities mainly relate to real property leases that are utilized by the Business Units within their operations. Certain Business Units have also entered into leases pertaining to various pieces of operating equipment including rail cars, trucks and trailers. Leases are entered into and terminated when they meet specific business requirements. The Corporation has recognized these lease liabilities, which are measured at the present value of the remaining lease payments at an average incremental borrowing rate of 3.2 percent.

For the year period ended December 31, 2021, Mullen Group incurred variable lease payments, short-term and low dollar value lease expense of \$5.8 million (2020 – \$3.9 million), \$3.3 million (2020 – \$5.5 million) and \$0.03 million (2020 – \$0.05 million), respectively. The Corporation also recognized \$0.1 million (2020 – \$0.02 million) of sublease income during the period.



## 20. Convertible Unsecured Subordinated Debentures

In June 2019, Mullen Group issued Debentures at a price of \$1,000 per Debenture. The Debentures mature on November 30, 2026 and are publicly-traded and listed on the TSX under the symbol 'MTL.DB'. The Debentures bear interest at a rate of 5.75% per annum, payable semi-annually in arrears on May 31 and November 30 of each year, with the first interest payment on November 30, 2019. Mullen Group may elect to satisfy its interest obligation on any interest payment date by issuing and delivering, subject to regulatory approval, Common Shares to debenture holders. Each \$1,000 Debenture is convertible into 71.4286 Common Shares of Mullen Group (or a conversion price of \$14.00) at any time at the option of the holders of the Debentures. As at the date of issuance, an aggregate of 8,928,575 Common Shares would be issued if all holders converted their principal amount. In the event that a holder of the Debentures exercises their conversion right, such holder will be entitled to receive accrued and unpaid interest, in addition to the applicable number of Common Shares to be received on conversion, for the period from the date of the last interest payment to the date of conversion.

The Debentures shall not be redeemable by the Corporation prior to November 30, 2023. On or after November 30, 2023 and prior to November 30, 2025, the Debentures may be redeemed by the Corporation, in whole or in part from time to time, on not more than 60 days and not less than 40 days prior notice at a redemption price equal to their principal amount plus accrued and unpaid interest, if any, up to but excluding the date set for redemption, provided that the arithmetic average of the volume weighted average trading price of the Common Shares on the TSX for the 20 consecutive trading days ending five trading days prior to the date on which notice of redemption is provided is at least 125.0 percent of the conversion price. On or after November 30, 2025 and prior to the maturity date, the Debentures may be redeemed in whole or in part at the option of the Corporation on not more than 60 days and not less than 40 days prior notice at a redemption price equal to their principal amount plus accrued and unpaid interest if any, up to but excluding the date set for redemption.

The Debentures are comprised of both a debt and equity component. The debt component represents the total discounted present value of both the semi-annual interest obligations and the principal payment due at maturity, using the rate of interest that would have been applicable to a non-convertible debt instrument of comparable term and risk at the date of issue. In the event the Debentures are converted prior to maturity, the difference between the carrying amount of such Debentures and their face value would be charged to interest expense. The remaining equity component of the Debentures represents the difference between the face value of the Debentures (namely, \$125.0 million) and the accounting value assigned to the debt component of the Debentures at the date of issue (namely, \$112.6 million). Subject to the impact of the Debentures being converted, this equity component amount will remain constant over the term of the Debentures. Upon conversion of the Debentures into common shares, a proportionate amount of both the debt and equity components are transferred to Shareholders' capital. Accretion and interest expense on the Debentures are reflected as finance costs in the consolidated statement of comprehensive income.

The transaction costs associated with the Debentures were \$5.2 million and are being amortized over the term of the Debentures. If the holders of the Debentures convert the principal portion to Common Shares prior to maturity, the unamortized transaction costs would be expensed at that time.

As subordinated debt, the accounting value assigned to the Debentures including any related interest expense is excluded from our financial covenant calculations under our Private Placement Debt.

The details of the Debentures are as follows:

Year of Maturity	Interest Rate	December 31, 2021		December 31, 2020	
		Face Value	Carrying Amount	Face Value	Carrying Amount
2026	5.75%	\$ 125,000	\$ 113,458	\$ 125,000	\$ 111,111

The cumulative carrying amount of the Debentures is as follows:

	Cumulative as at	
	December 31, 2021	December 31, 2020
Proceeds from issue of the Debentures	\$ 125,000	\$ 125,000
Debt issuance costs	(5,203)	(5,203)
Net proceeds	119,797	119,797
Amount classified as equity	(12,403)	(12,403)
Accretion on debt	6,064	3,717
Carrying amount of the Debentures	\$ 113,458	\$ 111,111



## 21. Long-Term Debt and Credit Facilities

Mullen Group has two unsecured credit facilities to borrow an aggregate of up to \$250.0 million with its \$150.0 million RBC Credit Facility and its \$100.0 million CIBC Credit Facility. Interest on the RBC Credit Facility is payable monthly and is based on either the bank prime rate plus 0.50 percent or bankers' acceptance rates plus an acceptance fee of 1.50 percent. Interest on the CIBC Credit Facility is based on either the Canadian bank prime rate plus 0.50 percent or U.S. bank base rate plus 0.50 percent, in each case payable in arrears or bankers' acceptance rates plus an acceptance fee of 1.50 percent payable upon acceptance. These Credit Facilities are unsecured although the Corporation's wholly-owned subsidiary, MT Investments Inc. ("MTI"), has granted an unlimited guarantee of any indebtedness owing on the Credit Facilities. As at December 31, 2021, there was \$89.0 million drawn on these Credit Facilities, which was included within bank indebtedness on the consolidated statement of financial position. These Credit Facilities do not have any financial covenants, however, Mullen Group cannot be in default of its Private Placement Debt and it must be in compliance with certain reporting and general covenants. Mullen Group is in compliance with all of these reporting and general covenants.

Mullen Group has \$4.0 million of letters of credit outstanding, which were issued to guarantee certain performance and payment obligations. These letters of credit reduce the amount available under the RBC Credit Facility.

Mullen Group's long-term debt is mainly comprised of a series of Private Placement Debt, the details of which are set forth below:

Notes	Principal amount	Maturity	Interest Rate <sup>(1)</sup>
Series G	\$ 117,000 U.S.	October 22, 2024	3.84%
Series H	\$ 112,000 U.S.	October 22, 2026	3.94%
Series I	\$ 30,000 CDN.	October 22, 2024	3.88%
Series J	\$ 3,000 CDN.	October 22, 2026	4.00%
Series K	\$ 58,000 CDN.	October 22, 2024	3.95%
Series L	\$ 80,000 CDN.	October 22, 2026	4.07%

<sup>(1)</sup> Interest is payable semi-annually.

Mullen Group's unamortized debt issuance costs of \$0.7 million related to its Private Placement Debt have been netted against its carrying value at December 31, 2021 (December 31, 2020 – \$0.8 million). Mullen Group has certain financial covenants that must be met under its unsecured Private Placement Debt, which include a total net debt to operating cash flow ratio and a total earnings available for fixed charges to total fixed charges ratio. Mullen Group's total net debt cannot exceed 3.5 times operating cash flow calculated using the trailing twelve months financial results normalized for acquisitions. The term "**total net debt**" is defined in the Private Placement Debt agreement as all debt excluding the Debentures less any unrealized gain on Cross-Currency Swaps plus any unrealized loss on Cross-Currency Swaps, as disclosed within Derivatives on the consolidated statement of financial position but includes Private Placement Debt, lease liabilities, the RBC Credit Facility, the CIBC Credit Facility and letters of credit. The term "**operating cash flow**" is also defined in the Private Placement Debt agreement and means, for any quarterly period, the trailing twelve month consolidated net income adjusted for all amounts deducted in the computation thereof on account of (i) taxes imposed on or measured by income or excess profits, (ii) depreciation and amortization taken during such period, (iii) total interest charges, including interest on the Debentures and lease liabilities; and (iv) non-cash charges. Mullen Group cannot have a fixed charge coverage ratio less than 1.75:1 calculated using the trailing twelve months financial results. Mullen Group is in compliance with all the Private Placement Debt financial covenants.

Mullen Group entered into Cross-Currency Swaps to swap the Series G and Series H Notes into Canadian dollars at foreign exchange rates of \$1.1047 and \$1.1148 that mature on October 22, 2024 and October 22, 2026, respectively. ► **For more information, refer to Note 14.**

The following table summarizes the Corporation's total debt:

	December 31, 2021	December 31, 2020
Current liabilities:		
Private Placement Debt	\$ —	\$ —
Lease liabilities – current portion	17,890	11,439
Current portion of long-term debt	54	16
Bank indebtedness	89,045	—
	106,989	11,455
Non-current liabilities:		
Private Placement Debt	460,660	461,713
Lease liabilities	63,363	23,593
Long-term debt	845	—
	524,868	485,306
	\$ 631,857	\$ 496,761



The details of long-term debt, as at the date hereof, are as follows:

	Year of Maturity	Interest Rate	December 31, 2021		December 31, 2020	
			Face Value	Carrying Amount	Face Value	Carrying Amount
			\$	\$	\$	\$
Bank indebtedness	—	Variable	89,045	89,045	—	—
Lease liabilities	2022 – 2028	3.20%	94,147	81,253	37,488	35,032
Private Placement Debt	2024 – 2026	3.84% - 4.07%	461,326	460,660	462,563	461,713
Various financing loans	2024	3.31%	899	899	16	16
			<b>645,417</b>	<b>631,857</b>	500,067	496,761

## 22. Share Capital

The authorized share capital of Mullen Group consists of an unlimited number of no par value Common Shares and an unlimited number of Preferred Shares, issuable in series.

The number of, and the specific rights, privileges, restrictions and conditions attaching to any series of Preferred Shares shall be determined by the Board of Directors (the "**Board**") of Mullen Group prior to the creation and issuance thereof. With respect to the payment of dividends and distribution of assets in the event of liquidation, dissolution or winding-up of Mullen Group, whether voluntarily or involuntarily, the Preferred Shares are entitled to preference over the Common Shares and any other shares ranking junior to the Preferred Shares from time to time and may also be given such other preferences over the Common Shares and any other shares ranking junior to the Preferred Shares as may be determined at the time of creation of such series. As at the date hereof, no series of Preferred Shares had been created.

All of the issued Common Shares of Mullen Group have been paid in full.

	Note	# of Common Shares	
		2021	2020
Issued Common Shares at January 1		96,852,047	104,824,973
Common Shares repurchased and cancelled		(3,469,869)	(7,972,926)
Common Shares issued on acquisition	5	1,150,000	—
Issued Common Shares at December 31		<b>94,532,178</b>	96,852,047

On March 3, 2021, Mullen Group announced the renewal of its normal course issuer bid ("**NCIB**"), commencing March 9, 2021, to purchase for cancellation up to 7,928,623 Common Shares in the open market on or before March 8, 2022. As at December 31, 2021, Mullen Group had purchased and cancelled 3,469,869 Common Shares for \$44.3 million under this NCIB program. Mullen Group has also repurchased 357,680 Common Shares that were cancelled in January 2022.

All purchases were made in accordance with the NCIB at prevalent market prices as permitted by the Toronto Stock Exchange, with consideration allocated to share capital up to the average carrying amount of the shares and any excess allocated to contributed surplus. The NCIB can be cancelled at the discretion of the Corporation at any time.

In the second quarter of 2021, Mullen Group issued 750,000 Common Shares as partial consideration for the acquisition of APPS and 400,000 Common Shares as partial consideration for the acquisition of DirectIT. ► **For more information, refer to Note 5.**

## 23. Earnings per Share

**Policy:** Basic per share amounts are calculated using the weighted average number of Common Shares outstanding during the period. Diluted per share amounts are calculated considering the effects of all dilutive potential ordinary shares. Mullen Group's dilutive potential ordinary shares assumes dilutive stock options are exercised and that the proceeds obtained on the exercise of dilutive stock options would be used to purchase Common Shares at the average market price during the period. The weighted average number of Common Shares outstanding is then adjusted accordingly.



**Supporting information:**

(a) Basic Earnings per Share

Basic earnings per share is calculated as net income attributable to common shareholders divided by the weighted average number of Common Shares outstanding for the period. Net income attributable to common shareholders for the year ended December 31, 2021, was \$72.4 million (2020 – \$64.0 million). The weighted average number of Common Shares outstanding for the years ended December 31, 2021 and 2020 was calculated as follows:

	Note	Years ended December 31	
		2021	2020
Issued Common Shares at beginning of period	22	96,852,047	104,824,973
Effect of Common Shares repurchased and cancelled	22	(1,276,620)	(4,200,746)
Effect of Common Shares issued on acquisition		493,288	—
Weighted average number of Common Shares at end of period – basic		96,068,715	100,624,227

(b) Diluted Earnings per Share

Diluted earnings per share is calculated by adjusting net income attributable to common shareholders and the basic weighted average number of Common Shares outstanding by the effects of all potentially dilutive transactions to existing common shareholders. In calculating diluted earnings per share, net income was adjusted as follows:

	Years ended December 31	
	2021	2020
Net income	\$ 72,436	\$ 63,979
Effect of the Debentures	—	—
Effect on finance costs from conversion of Debentures (net of tax)	—	—
Net income – adjusted	\$ 72,436	\$ 63,979

The diluted weighted average number of Common Shares was calculated as follows:

	Years ended December 31	
	2021	2020
Weighted average number of Common Shares – basic	96,068,715	100,624,227
Effect of "in the money" stock options	61,655	—
Effect of the Debentures	—	—
Weighted average number of Common Shares at end of period – diluted	96,130,370	100,624,227

For the year ended December 31, 2021, 3,055,000 stock options (2020 – 2,995,000) were excluded from the diluted weighted average number of Common Shares calculation as their effect would have been anti-dilutive. The average market value of the Corporation's Common Shares for the purposes of calculating the dilutive effect of stock options was based on quoted market prices for the periods ended December 31, 2021 and 2020. For the years ended December 31, 2021 and 2020, the 8,928,575 Common Shares that would be issued upon conversion of the Debentures were excluded from the diluted weighted average calculation as their effect would have been anti-dilutive. ► **For more information on Debentures and stock options, refer to Notes 20 and 27, respectively.**

**24. Revenue**

**Policy:** Mullen Group's services are provided based upon orders and contracts with customers that include fixed or determinable prices and are based upon daily, hourly or contracted rates. Contract terms do not include the provision of post-service obligations. Mullen Group recognizes the amount of revenue to which it expects to be entitled for the transfer of promised services or goods to customers. Revenue is measured based on the consideration specified in a contract with a customer on either an "over time" or "point in time" basis.

Mullen Group's primary service offering is the transportation of goods. The transportation of goods involves the physical process of transporting commodities and goods from point of origin to destination using company equipment and contracted owner operators. Each individual Business Unit offers published rates or signed master service agreements with specific customers that dictate future services it is to perform for a customer at the time a bill of lading or service request is received. Each bill of lading represents a separate distinct performance obligation that the company is obligated to satisfy. The transaction price is generally in the form of a fixed fee determined at the inception of the bill of lading. Transportation services revenue is recognized using the "over time" method.



Mullen Group's second highest revenue stream is logistics services. Logistics services involves the planning, implementing, and controlling the efficient, effective forward and reverse transport of goods. These services are governed by contract law. Mullen Group uses Subcontractors to perform the work. Subcontractors have their own insurance and operating authorities. When Mullen Group hires a Subcontractor, it remains the primary obligor, has the ability to set prices, retains the risk of loss in the event of a cargo claim and bears the credit risk of customer default. As such, Mullen Group acts as the principal of the arrangement and recognize revenue on a gross basis. Logistics services revenue is recognized using the "point in time" method.

The business of Mullen Group is operated through its Business Units, which are divided into four distinct operating segments for reporting purposes – Less-Than-Truckload, Logistics & Warehousing Specialized & Industrial Services and U.S. & International Logistics. The segments are differentiated by the type of service provided, equipment requirements and customer needs. Mullen Group provides the capital and financial expertise, technology and systems support, shared services and strategic planning (the "**Corporate Office**") for the Business Units. The Corporate Office also invests in certain public and private corporations. In addition, the Corporate Office, through its subsidiary MTI, owns a network of real estate holdings and facilities that are leased primarily to the Business Units. Such properties are leased by MTI to the Business Units on commercially reasonable terms. The day to day management of the Business Units is conducted at the subsidiary level. The U.S. & International Logistics segment has been added as a new segment in 2021 and reflects the Corporation's strategic direction to grow its U.S. and international logistics business with the acquisition of the assets and business of QuadExpress being the first in this segment. ► **For more information, refer to Notes 5, 32 and 34.**

At December 31, 2021, the Less-Than-Truckload segment consisted of 13 Business Units and is often referred to as the final or last mile delivery of general freight consisting of smaller shipments, packages and parcels. Through an extensive terminal network the pickup, handling and delivery of a wide range of freight including ambient, temperature controlled and consumer goods is coordinated from regional hubs located in Ontario and western Canada. We are committed to investing in the most advanced technologies available ensuring the continued improvement in all aspects of our business, shortening delivery times and providing customers with visibility, via tracking and tracing, to their shipments during transit.

At December 31, 2021, the Logistics & Warehousing segment consisted of 12 Business Units and provides shippers throughout North America with a wide range of trucking and logistics service offerings including full truckload, specialized transportation, warehousing, fulfillment centres that handle e-commerce transactions, and transload facilities designed for intermodal and bulk shipments. Operations and customer service are supported by a robust suite of leading edge technology solutions including a fully integrated transportation management system, customized inventory management and warehouse systems along with our proprietary Moveitonline® and Haulistic™ technology platforms, applications that are positioning our organization for an evolving and changing supply chain.

At December 31, 2021, the Specialized & Industrial Services segment consisted of 16 Business Units and is comprised of a wide range of unique businesses providing specialized equipment and services to the oil and natural gas, environmental, construction, pipeline, utility, telecom and civil industries. Strategically located throughout western Canada, these specialty Business Units are focused on providing advanced technology solutions and leading edge service capabilities.

At December 31, 2021, the U.S. & International Logistics segment consisted of one Business Unit, being a global technology enabled, non-asset based third-party logistics service provider focused on freight brokerage services across multiple modes of transportation. The operations and customer service are provided through its proprietary transportation management system technology platform known as SilverExpress, which aligns customer shipments with transportation carriers.



Disaggregation of revenue:

The following tables detail Mullen Group's revenue by type of service and timing of the transfer of goods or services by segment:

Year ended December 31, 2021	Less-Than- Truckload	Logistics & Warehousing	Specialized & Industrial Services	U.S. & International Logistics	Corporate	Intersegment eliminations	Total
	\$	\$	\$		\$	\$	\$
Revenue by service line							
Transportation	567,981	282,029	144,185	—	—	—	994,195
Logistics	20,567	96,947	16,394	118,193	—	—	252,101
Other <sup>(1)</sup>	6,689	91,521	155,833	—	3,889	—	257,932
Eliminations	(9,919)	(4,883)	(3,018)	—	—	(8,974)	(26,794)
	585,318	465,614	313,394	118,193	3,889	(8,974)	1,477,434
Timing of revenue recognition							
Over time	568,219	286,718	204,178	—	3,435	—	1,062,550
Point in time	27,018	183,779	112,234	118,193	454	—	441,678
Eliminations	(9,919)	(4,883)	(3,018)	—	—	(8,974)	(26,794)
	585,318	465,614	313,394	118,193	3,889	(8,974)	1,477,434

<sup>(1)</sup> Included within other revenue is \$37.8 million of rental revenue comprised of \$0.2 million, \$4.7 million, \$29.5 million, nil and \$3.4 million recorded in the Less-Than-Truckload segment, the Logistics & Warehousing segment, the Specialized & Industrial Services segment, the U.S. & International Logistics segment and Corporate, respectively.

Year ended December 31, 2020	Less-Than- Truckload	Logistics & Warehousing	Specialized & Industrial Services	U.S. & International Logistics	Corporate	Intersegment eliminations	Total
	\$	\$	\$		\$	\$	\$
Revenue by service line							
Transportation	429,278	206,852	191,552	—	—	—	827,682
Logistics	16,798	75,502	7,342	—	—	—	99,642
Other <sup>(1)</sup>	5,405	84,087	166,529	—	3,142	—	259,163
Eliminations	(7,689)	(4,434)	(3,382)	—	—	(6,651)	(22,156)
	443,792	362,007	362,041	—	3,142	(6,651)	1,164,331
Timing of revenue recognition							
Over time	429,511	211,319	265,440	—	2,539	—	908,809
Point in time	21,970	155,122	99,983	—	603	—	277,678
Eliminations	(7,689)	(4,434)	(3,382)	—	—	(6,651)	(22,156)
	443,792	362,007	362,041	—	3,142	(6,651)	1,164,331

<sup>(1)</sup> Included within other revenue is \$34.3 million of rental revenue comprised of \$0.2 million, \$4.5 million, \$27.1 million, nil and \$2.5 million recorded in the Less-Than-Truckload segment, the Logistics & Warehousing segment, the Specialized & Industrial Services segment, the U.S. & International Logistics segment and Corporate, respectively.

During the year, 93.3 percent of revenue was from the rendering of services, 3.7 percent of revenue was from the sale of goods and 3.0 percent was from construction contracts as compared to 92.7 percent, 4.6 percent, and 2.7 percent, respectively, for the year ended December 31, 2020.

## 25. Personnel Costs

	Years ended December 31	
	2021	2020
Wages, salaries and benefits	\$ 386,824	\$ 335,176
Stock-based compensation expense	379	1,104
	\$ 387,203	\$ 336,280

In 2021 personnel costs of \$263.1 million (2020 – \$236.1 million) were recognized within direct operating expenses and \$124.1 million (2020 – \$100.2 million) were recognized within selling and administrative expenses.



## 26. Finance Costs

	Years ended December 31	
	2021	2020
Interest expense on financial liabilities measured at amortized cost	\$ 28,273	\$ 27,355
Accretion on debt	2,530	2,531
Finance expense	30,803	29,886
Less: Interest income from cash and cash equivalents	(422)	(1,422)
Finance costs	\$ 30,381	\$ 28,464

## 27. Share-Based Compensation Plans

Mullen Group is permitted to grant stock options to directors, officers, employees and consultants of Mullen Group or its affiliates under its stock option plan ("**Stock Option Plan**"). Options under the Stock Option Plan are normally granted at the weighted average trading price of the Common Shares of Mullen Group for the five consecutive trading days immediately preceding the day of grant of the stock option. Stock options vest in the manner determined by the Board at the time of the grant. The term of an option is five to ten years from the date of grant.

**Estimates:** Mullen Group estimates the fair value of its stock options using the Black-Scholes option pricing model. This requires the estimation of certain variables including: the expected risk-free interest rate, the expected life of the stock option, the forfeiture rate, the expected dividend yield of Mullen Group's Common Shares and expected share price volatility.

**Judgement:** The estimation of certain variables within the Black-Scholes model require judgement. The risk-free interest rates used were the Canadian Treasury zero-coupon rates for bonds matching the expected term of the option on the date of grant. In determining the expected term of the option grants, Mullen Group has observed the actual terms of prior grants with similar characteristics and the actual vesting schedule of the grant. The expected forfeiture rate was determined based on the Corporation's prior historical forfeiture rates on the date of grant. This estimate is adjusted to reflect the actual experience. The expected dividend yield of Mullen Group's Common Shares over the expected term of the option was determined based on the Corporation's dividend policy on the date of grant. The expected stock price volatility at the time of the particular stock option grant, Mullen Group relies on observations of historical volatility trends.

**Policy:** Mullen Group accounts for stock-based compensation using the fair-value method of valuing any stock options granted using the Black-Scholes model. Under the fair value method, the fair value of options is calculated at the date of grant and that value is recorded as compensation expense over the vesting periods of those grants, with a corresponding increase to contributed surplus less an estimated forfeiture rate. The forfeiture rate is based on past experience of actual forfeitures. When options are exercised, the proceeds received by Mullen Group, along with the amount in contributed surplus, will be credited to share capital.

### Supporting information:

On May 3, 2017, Mullen Group's shareholders approved a resolution to amend the Stock Option Plan. The amendment increases the number of Common Shares reserved for issuance by 4,000,000. As such, 3,012,500 (2020 – 3,772,500) options are available to be issued under the Stock Option Plan as at December 31, 2021. Each stock option will entitle the option-holder to acquire one Common Share of Mullen Group. Under the Stock Option Plan, the exercise price of a stock option granted shall be as determined by the Board when the stock option is granted subject to any limitations imposed by any relevant stock exchange or regulatory authority, and shall be an amount at least equal to the weighted average trading price of the Common Shares of Mullen Group for the five consecutive trading days immediately preceding the day of grant of the stock option. These options vest in one to five years and expire in five to ten years.

Volatility was determined on the basis of the daily closing prices over a historical period corresponding to the expected term of the options.

Stock Option Plan:	Options		Weighted average exercise price
Outstanding December 31, 2019	3,280,000	\$	19.22
Granted	—		—
Exercised	—		—
Forfeited	(285,000)		(17.50)
Outstanding December 31, 2020	2,995,000	\$	19.38
Granted	1,095,000		10.78
Exercised	—		—
Expired	(305,000)		(19.20)
Forfeited	(30,000)		(18.75)
Outstanding December 31, 2021	3,755,000	\$	16.89
Stock options exercisable December 31, 2020	2,990,000	\$	19.39
Stock options exercisable December 31, 2021	2,660,000	\$	19.41



The range of exercise prices for options outstanding at December 31, 2021 was as follows:

Range of Exercise Prices	Options Outstanding			Exercisable Options	
	Number	Weighted average remaining contractual life (years)	Weighted average exercise price	Number	Weighted average exercise price
\$10.15 to \$16.72	2,400,000	7.48	\$ 14.01	1,305,000	\$ 16.72
\$16.73 to \$20.77	830,000	3.34	20.77	830,000	20.77
\$20.78 to \$28.07	525,000	1.21	23.94	525,000	23.94
\$10.15 to \$28.07	3,755,000	5.69	\$ 16.89	2,660,000	\$ 19.41

There were 1,095,000 stock options issued in 2021 as compared to no options being issued in 2020. The following weighted average assumptions were used to determine the fair value of options issued in 2021 under the Stock Option Plan on the date of grant:

	2021	2020
Fair value	\$2.08	—
Risk-free interest rate	1.00%	—
Expected life	5 years	—
Forfeiture rate	5.0% per annum	—
Expected dividend	\$0.48 per share per annum	—
Expected share price volatility	36.3	—

## 28. Other (Income) Expense

	Years ended December 31	
	2021	2020
Change in fair value of investments	\$ (1,171)	\$ 975
(Gain) loss on sale of property, plant and equipment	(285)	5,023
Gain on fair value of equity investment	—	(432)
Gain on contingent consideration	(150)	—
Earnings from equity investments	(1,657)	(1,813)
Accretion on asset retirement obligations	24	26
Other (income) expense	\$ (3,239)	\$ 3,779

The gain on contingent consideration resulted from the vendors of the 2019 acquisition of Jen Express Inc. not achieving certain financial targets in 2021. The funds to settle this liability had been set aside in an escrow account, which had been presented within cash and cash equivalents.

► For more information on the gain on fair value of equity investment, refer to Note 5.

## 29. Contingent Liabilities

Mullen Group is involved in various claims and actions arising in the course of its operations and is subject to various legal actions and possible claims. Although the outcome of these claims cannot be predicted with certainty, Mullen Group does not expect these matters to have a material adverse effect on its financial position, cash flows or results from operations. Accruals for litigation, claims and assessments are recognized if Mullen Group determines that the loss is probable and the amount can be reasonably estimated. If an unfavorable outcome were to occur, there exists the possibility of a material adverse impact on Mullen Group's consolidated net earnings in the period in which the outcome is determined.

## 30. Capital Commitments

Capital expenditures approved and committed to but not provided for in these accounts at December 31, 2021, amounted to \$31.3 million. The majority of these expenditure commitments are expected to be completed in fiscal 2022.



### 31. Financial Instruments

Mullen Group's operating activities expose it to a variety of financial risks. These financial risks consist of certain credit, liquidity, and market risks associated with Mullen Group's financial assets and financial liabilities. Mullen Group has established and follows certain policies and procedures to mitigate these risks and continually monitors its exposure to all significant risks to assess the impact on its operating activities. Mullen Group does not hold or use any derivative financial instruments for trading or speculative purposes. The following details Mullen Group's exposure to credit, liquidity, and market risks.

#### (a) Credit Risk

Credit risk is the possibility of a financial loss to Mullen Group if a customer or counterparty to a financial asset fails to meet its contractual obligations. This risk arises predominately from Mullen Group's trade and other receivables from its customers. The carrying amount of financial assets represents Mullen Group's maximum credit risk exposure. The maximum exposure to credit risk at the reporting date was as follows:

Carrying amount	Note	December 31	
		2021	2020
Cash and cash equivalents	6	\$ —	\$ 105,340
Trade and other receivables	7	248,868	192,453
Derivative financial instruments	14	37,392	37,906
Other assets	15	5,463	1,400
		\$ 291,723	\$ 337,099

Credit risk related to trade and other receivables is initially managed by each Business Unit. Each Business Unit is responsible for reviewing the credit risk for each of their customers before standard payment and delivery terms and conditions are offered. The Business Units review consists of external ratings, when available, and in some cases bank and trade references. Management has established a credit policy under which new customers are analyzed for creditworthiness before Mullen Group extends credit. Mullen Group monitors its trade and other receivables aging on an ongoing basis as part of its process in managing its credit risk. Mullen Group also manages credit risk related to trade and other receivables on a consolidated basis whereby the aggregate exposure to individual customers is reviewed and their credit quality is assessed. In the unlikely event of default by its customers, Mullen Group secures a security interest for items in possession prior to commencing work and registers liens when appropriate. Further, the federal *Bill of Lading Act*, its provincial counterparts and various other acts afford Mullen Group further protection in the event of default. Mullen Group also attends industry forums to assess credit worthiness of customers related predominately to the oil and natural gas industry. No customer accounted for more than ten percent of Mullen Group's consolidated revenue for the fiscal years ended 2021 and 2020.

Impairment losses arise when trade receivables are written off directly against the financial asset, which results from customers who cannot pay their outstanding balance. In 2021 an impairment loss of \$1.0 million (2020 – \$0.7 million) was recognized which related to customers that were not able to pay their outstanding balances, mainly due to the customer having insufficient cash or other financial assets. During the period, the impairment loss as a percentage of consolidated revenue was less than 0.07 percent (2020 – 0.07 percent). Mullen Group establishes, on a specific account basis, an allowance for impairment loss that represents its estimate of potential losses in respect of trade receivables. ► **For more information, refer to Note 7.**

#### (b) Liquidity Risk

Liquidity risk is the risk that Mullen Group will not be able to satisfy its obligations associated with its financial liabilities that are to be settled by delivering cash as they become due. Mullen Group's approach to managing liquidity risk is to ensure, as far as possible, that it will always have sufficient liquidity to satisfy its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to Mullen Group's reputation. Typically, Mullen Group ensures that it has sufficient cash or available credit facilities to meet expected operational expenses; this excludes the potential impact of extreme circumstances that cannot reasonably be predicted, such as natural disasters. Mullen Group manages liquidity risk by preparing, monitoring and approving annual operating budgets to ensure it has sufficient cash to meet operational requirements, and to ensure its ongoing compliance with its Private Placement Debt covenants. The Board also considers liquidity risk when approving Mullen Group's annual net capital expenditure budget and when declaring dividends to shareholders. Mullen Group's surplus cash is invested in short-term highly liquid term deposits. At December 31, 2021, Mullen Group had \$89.0 million drawn on its Credit Facilities. ► **For more information, refer to Note 21.**



The following are the contractual maturities of financial liabilities, excluding the impact of any option to purchase equipment at the end of the term:

December 31, 2021	Carrying amount	Contractual cash flows	Twelve months or less	2023 - 2024	2025 - 2026	Thereafter
Private Placement Debt*	\$ 460,660	\$ 461,326	\$ —	\$ 236,333	\$ 224,993	\$ —
Interest on Private Placement Debt*	3,473	72,303	18,122	34,488	19,693	—
Debentures	113,458	125,000	—	—	125,000	—
Interest on the Debentures	599	35,945	7,188	14,375	14,382	—
Lease liabilities	81,253	94,147	21,061	30,735	15,240	27,111
Various financing loans	899	899	54	116	729	—
Accounts payable and accrued liabilities <sup>(1)</sup>	140,126	140,126	140,126	—	—	—
Dividends payable	3,781	3,781	3,781	—	—	—
<b>Total</b>	<b>\$ 804,249</b>	<b>\$ 933,527</b>	<b>\$ 190,332</b>	<b>\$ 316,047</b>	<b>\$ 400,037</b>	<b>\$ 27,111</b>

\* Assumes a U.S. dollar foreign exchange rate of \$1.2678.

<sup>(1)</sup> Accounts payable and accrued liabilities of \$140,126 plus \$3,473 of interest on Private Placement Debt and \$599 of interest on the Debentures agrees to the \$144,198 of accounts payable and accrued liabilities on the Consolidated Statement of Financial Position.

December 31, 2020	Carrying amount	Contractual cash flows	Twelve months or less	2022 - 2023	2024 - 2025	Thereafter
Private Placement Debt*	\$ 461,713	\$ 462,563	\$ —	\$ —	\$ 236,964	\$ 225,599
Interest on Private Placement Debt*	3,483	90,667	18,170	36,339	27,164	8,994
Debentures	111,111	125,000	—	—	—	125,000
Interest on the Debentures	599	42,535	7,188	14,375	14,375	6,597
Lease liabilities	35,032	37,488	12,385	13,645	6,441	5,017
Various financing loans	16	16	16	—	—	—
Accounts payable and accrued liabilities <sup>(1)</sup>	84,071	84,071	84,071	—	—	—
Dividends payable	2,906	2,906	2,906	—	—	—
<b>Total</b>	<b>\$ 698,931</b>	<b>\$ 845,246</b>	<b>\$ 124,736</b>	<b>\$ 64,359</b>	<b>\$ 284,944</b>	<b>\$ 371,207</b>

\* Assumes a U.S. dollar foreign exchange rate of \$1.2732.

<sup>(1)</sup> Accounts payable and accrued liabilities of \$84,071 plus \$3,483 of interest on Private Placement Debt and \$599 of interest on the Debentures agrees to the \$88,153 of accounts payable and accrued liabilities on the Consolidated Statement of Financial Position.

All of the above amounts relate to non-derivative financial instruments.

(c) Market Risk

Market risk is the potential for adverse changes associated with fluctuations in foreign exchanges rates, interest rates and equity prices and their corresponding impact on the fair value or future cash flows of Mullen Group's financial instruments. The objective of management is to manage and control market risk exposures within acceptable parameters, while optimizing the return.

(i) Foreign Exchange Risk

Foreign exchange risk arises as Mullen Group enters into commercial transactions that are not denominated in its functional currency. Mullen Group is exposed to foreign exchange risk, primarily with respect to the U.S. dollar which mainly arises from its U.S. \$229.0 million Senior Guaranteed Unsecured Notes ("U.S. Notes"). These U.S. Notes mature in 2024 (U.S. \$117.0 million) and in 2026 (U.S. \$112.0 million). Mullen Group has mitigated its foreign exchange risk with respect to the principal portion of its U.S. Notes by entering into the Cross-Currency Swaps. Annual interest of U.S. \$8.9 million is payable on these U.S. Notes which also exposes Mullen Group to foreign exchange risk. This foreign exchange risk is mitigated as some of Mullen Group's Business Units generate a portion of their revenue in U.S. dollars in excess of their U.S. dollar expenses. At December 31, 2021, Mullen Group had U.S. dollar cash (borrowings) of \$(8.1) million (2020 – \$24.2 million), U.S. dollar trade receivables of \$31.6 million (2020 – \$6.8 million) and U.S. dollar accounts payable and accrued liabilities of \$22.6 million (2020 – \$2.0 million). Mullen Group does not hedge any of its U.S. dollar denominated commercial and financing transactions.



All of the amounts expressed in the following table are in U.S. dollars and set forth Mullen Group's exposure to foreign currency risk:

	December 31	
	2021	2020
Cash (bank indebtedness)	\$ (8,107)	\$ 24,224
Trade and other receivables	31,580	6,797
Derivative financial instruments	29,494	29,772
Private Placement Debt	(229,000)	(229,000)
Accounts payable and accrued liabilities	(22,642)	(2,037)
Net exposure	\$ (198,675)	\$ (170,244)

At December 31, 2021, assuming all other variables were held constant, a \$0.01 strengthening of the Canadian dollar relative to the U.S. dollar would have increased income before income taxes by approximately \$2.0 million. Similarly, a \$0.01 weakening of the Canadian dollar relative to the U.S. dollar at December 31, 2021 would have had the equal but opposite effect on income before income taxes.

(ii) *Interest Rate Risk and Fair Value Sensitivity Analysis for Fixed Rate Instruments*

Interest rate risk arises on borrowings issued at variable rates which exposes risk to future cash flows if interest rates were to rise. This risk would be partially offset by cash held at variable rates. Mullen Group's Private Placement Debt and the Debentures are issued at fixed rates while the Credit Facilities are issued at variable rates. Borrowings issued at fixed rates expose Mullen Group to fair value interest rate risk. Mullen Group is susceptible to the opportunity costs associated with interest rate decreases as the interest rate on the majority of its borrowings is at fixed interest rates. Assuming all other variables were held constant, if interest rates increase by 1.0 percent on the contractual cash flows of \$586.3 million of Mullen Group's Private Placement Debt and the Debentures, Mullen Group would incur additional annual interest expense of approximately \$5.9 million. Mullen Group does not account for any fixed rate financial assets and liabilities at FVTPL. Mullen Group does not hedge interest rates or have any interest rate swaps.

(iii) *Price Risk*

Price risk arises from changes in quoted prices on investments in equity securities that impact the underlying value of investments. Mullen Group has investments measured at fair value with an initial cost of \$11.5 million. A \$1.2 million increase in the fair value of these investments was recorded in 2021 as compared to a \$1.0 million decrease in 2020. Mullen Group recorded a \$9.3 million decrease in the fair value of these investments on a cumulative basis. Assuming all other variables were held constant, a 1.0 percent increase in the value of the investments would have increased income before income taxes by approximately \$0.1 million. Similarly, a 1.0 percent decrease in the value of investments would have an equal but opposite effect on income before income taxes.

(d) *Capital Management*

Mullen Group's objectives when managing capital are to safeguard the Corporation's ability to continue as a going concern, and manage capital that will maintain compliance with its financial covenants so that it can continue to provide returns for shareholders and benefits for other stakeholders and to provide an adequate return to shareholders by pricing products and services commensurately with the level of risk. Mullen Group manages the capital structure and makes adjustments to it in light of changes in economic conditions and the risk characteristics of the underlying assets. In order to maintain or adjust the capital structure, Mullen Group may adjust the amount of dividends paid to shareholders, issue new debt, sell assets to reduce debt, or issue new shares.



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Consistent with others in the industry, Mullen Group also monitors capital on the basis of debt-to-equity and total debt to operating cash flow. The debt-to-equity ratio is calculated as total debt divided by equity. Total debt is calculated as the total of bank indebtedness, current portion of long-term debt, long-term debt and the debt component of Debentures. Equity comprises all of the components of equity (i.e. share capital, Debentures – equity component, contributed surplus accumulated other comprehensive income and retained earnings (deficit)). Mullen Group's strategy is to maintain its debt-to-equity ratio below 1:1. The debt-to-equity ratio calculations at December 31, 2021 and at December 31, 2020 were as follows:

	December 31 2021		December 31 2020
Bank indebtedness	\$ 89,045	\$	—
Lease liabilities	81,253		35,032
Long-term debt	461,505		461,713
Debentures – debt component	113,458		111,111
Current portion of long-term debt	54		16
<b>Total debt</b>	<b>745,315</b>		<b>607,872</b>
Share capital	853,614		874,888
Debentures – equity component	9,116		9,116
Contributed surplus	22,578		36,577
Accumulated other comprehensive income	1,088		—
Retained earnings (deficit)	2,268		(24,163)
<b>Equity</b>	<b>\$ 888,664</b>	<b>\$</b>	<b>896,418</b>
<b>Debt to equity</b>	<b>0.84:1</b>		<b>0.68:1</b>

Mullen Group also monitors capital on the basis of total debt to operating cash flow. The total debt to operating cash flow ratio is calculated as per the Private Placement Debt agreements. Other than the financial covenants under its Private Placement Debt, Mullen Group is not subject to externally imposed capital requirements. ► **For more information, refer to Note 21.**

### 32. Subsidiaries

The tables set forth below provide information relative to Mullen Group's significant subsidiaries and its Business Units, including each entity's name, its jurisdiction of incorporation/formation, the percentage of securities directly or indirectly owned by Mullen Group, a brief description of the entity, and the market areas served, if applicable. The percentages of ownership set forth below include the approximate one percent interest owned by the general partner of each limited partnership.

Significant Subsidiaries:			
Company (Jurisdiction of Incorporation / Formation)	Percentage owned by Mullen Group (directly / indirectly)	Overview	Primary Market Area
MT Investments Inc. (Alberta)	100%	Wholly-owned subsidiary of Mullen Group Ltd. It was formed on July 1, 2005, when Mullen Transportation Inc. was amalgamated with certain other corporations pursuant to a plan of arrangement under the <i>Business Corporations Act</i> (Alberta) to form a corporation known as MT Investments Inc.	N/A
MGL Holding Co. Ltd. (Alberta)	100%	Wholly-owned subsidiary of MT Investments Inc., which was incorporated in Alberta on December 22, 2016. It is the limited partner of various Business Units.	N/A



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Less-Than-Truckload Segment:		
Business Unit (Jurisdiction of Incorporation / Formation)	Percentage owned by Mullen Group (indirectly)	Primary Market Area
APPS Cargo Terminals Inc. <sup>(1)</sup> (Canada)	100%	Western Canada
APPS Cartage Inc. <sup>(1)</sup> (Ontario)	100%	Western Canada
Argus Carriers Ltd. (British Columbia)	100%	Lower Mainland British Columbia
Courtesy Freight Systems Ltd. (Ontario)	100%	Northern Ontario
DirectIT Group of Companies <sup>(2)</sup> (Alberta)	100%	Southern Alberta
Gardewine Group Limited Partnership <sup>(3)</sup> (Manitoba)	100%	Manitoba and Ontario
Grimshaw Trucking L.P. (Alberta)	100%	Northern Alberta
Hi-Way 9 Express Ltd. <sup>(4)</sup> (Alberta)	100%	Southern Alberta
Jay's Transportation Group Ltd. (Saskatchewan)	100%	Saskatchewan
Number 8 Freight Ltd. (British Columbia)	100%	Lower Mainland British Columbia
Pacific Coast Express Limited <sup>(5)</sup> (Alberta)	100%	Western Canada

<sup>(1)</sup> Acquired June 24, 2021.

<sup>(2)</sup> Acquired October 1, 2021.

<sup>(3)</sup> On January 1, 2022, the operations of Courtesy Freight Systems Ltd. and R.S. Harris Transport Ltd., were integrated into Gardewine Group Limited Partnership.

<sup>(4)</sup> On January 1, 2020, the operations of Load-Way Ltd. and Streamline Logistics Inc., were integrated into Hi-Way 9 Express Ltd.

<sup>(5)</sup> Acquired September 1, 2020.

Logistics & Warehousing Segment:		
Business Unit (Jurisdiction of Incorporation / Formation)	Percentage owned by Mullen Group (indirectly)	Primary Market Area
24/7 The Storehouse (2015) Ltd. (British Columbia)	100%	British Columbia
Bandstra Transportation Systems Ltd. <sup>(1)</sup> (British Columbia)	100%	British Columbia
Canada Transport Ltd. (Alberta)	100%	Canada and U.S.
Cascade Carriers L.P. (Alberta)	100%	Western Canada
DWS Logistics Inc. (Ontario)	100%	Ontario
International Warehousing & Distribution Inc. <sup>(2)</sup> (Ontario)	100%	Ontario
Kleysen Group Ltd. (Alberta)	100%	Western Canada
Mullen Trucking Corp. <sup>(3)</sup> (Alberta)	100%	Canada and U.S.
Payne Transportation Ltd. (Alberta)	100%	Canada and U.S.



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Logistics & Warehousing Segment:		
Business Unit (Jurisdiction of Incorporation / Formation)	Percentage owned by Mullen Group (indirectly)	Primary Market Area
RDK Transportation Co. Inc. (Saskatchewan)	100%	Canada and U.S.
Tenold Transportation Ltd. <sup>(4)</sup> (Alberta)	100%	Canada and U.S.
Tri Point Intermodal Services Inc. <sup>(5)</sup> (Ontario)	100%	Greater Toronto Area

<sup>(1)</sup> Acquired April 16, 2021.

<sup>(2)</sup> Acquired October 2020.

<sup>(3)</sup> On January 1, 2022, the operations of Canadian Hydrovac Ltd. were integrated into Mullen Trucking Corp.

<sup>(4)</sup> On January 1, 2022, the operations of Inter-Urban Delivery Service Inc. were integrated into Tenold Transportation Ltd.

<sup>(5)</sup> Acquired June 1, 2021.

Specialized & Industrial Services Segment:		
Business Unit (Jurisdiction of Incorporation / Formation)	Percentage owned by Mullen Group (indirectly)	Primary Market Area
Babine Truck & Equipment Ltd. <sup>(1)</sup> (British Columbia)	100%	Western Canada
Canadian Dewatering L.P. (Alberta)	100%	Western Canada
Cascade Energy Services L.P. (Alberta)	100%	Western Canada
Canadian Hydrovac Ltd. (Alberta)	100%	Western Canada
E-Can Oilfield Services L.P. (Alberta)	100%	Western Canada
Envolve Energy Services Corp. (Alberta)	100%	Western Canada
Formula Powell L.P. (Alberta)	100%	Western Canada
Heavy Crude Hauling L.P. <sup>(2) (3)</sup> (Alberta)	100%	Western Canada
Mullen Oilfield Services L.P. <sup>(4)</sup> (Alberta)	100%	Western Canada
OK Drilling Services L.P. (Alberta)	100%	Western Canada
Premay Equipment L.P. (Alberta)	100%	Western Canada
Premay Pipeline Hauling L.P. (Alberta)	100%	Western Canada
Smook Contractors Ltd. (Manitoba)	100%	Northern Manitoba
Spearing Service L.P. (Alberta)	100%	Western Canada
TREO Drilling Services L.P. (Alberta)	100%	Western Canada

<sup>(1)</sup> Acquired April 16, 2021.

<sup>(2)</sup> On April 1, 2020, the operations of R. E. Line Trucking (Coleville) Ltd. were combined into Heavy Crude Hauling L.P.

<sup>(3)</sup> On January 1, 2022, the operations of Recon Utility Search L.P. were combined into Heavy Crude Hauling L.P.

<sup>(4)</sup> On January 1, 2020, the operations of Withers L.P. were combined into Mullen Oilfield Services L.P.



U.S. & International Logistics Segment:		
Business Unit (Jurisdiction of Incorporation / Formation)	Percentage owned by Mullen Group (indirectly)	Primary Market Area
HAUListic LLC <sup>(1)</sup> (Delaware)	100%	North America

<sup>(1)</sup> Acquired June 30, 2021.

### 33. Changes in Non-Cash Working Capital

	Years ended December 31			
	2021		2020	
Trade and other receivables	\$	1,261	\$	24,386
Inventory		(2,541)		2,943
Prepaid expenses		(1,876)		1,986
Accounts payable and accrued liabilities		(1,089)		(7,442)
	\$	(4,245)	\$	21,873

	Years ended December 31			
	2021		2020	
Changes in non-cash working capital items from:				
Operating activities	\$	(5,615)	\$	22,582
Financing activities		(9)		(44)
Investing activities		1,379		(665)
	\$	(4,245)	\$	21,873

### 34. Operating Segments

**Judgements:** Judgements are made by management in applying the aggregation criteria to allow two or more operating segments to be aggregated based upon similar economic characteristic and other similarities.

**Policy:** Business Units are grouped into four distinct operating segments: Less-Than-Truckload segment, Logistics & Warehousing segment, Specialized & Industrial Services segment, and U.S. & International Logistics segment (the "**Operating Segments**"), all of which are supported by a Corporate segment. The Business Units within each of the Operating Segments share common economic characteristics and are differentiated by the type of service provided, equipment requirements and customer needs. The Operating Segments' financial results are reviewed regularly by the Corporation's chief operating decision-maker who makes decisions about resource allocation and assess segment performance based on the internally prepared segment information.

#### Supporting information:

In the third quarter of 2021, Mullen Group commenced reporting its financial results in four operating segments. These four operating segments have been differentiated by the sector of the economy in which the businesses operate, the type of services provided, the equipment requirements and the customer needs. The Less-Than-Truckload segment provides final or last mile delivery of general freight consisting of smaller shipments, packages and parcels. Through an extensive terminal network the pickup, handling and delivery of a wide range of freight including ambient, temperature controlled and consumer goods is coordinated from regional hubs located in Ontario and western Canada. The Logistics & Warehousing segment provides shippers throughout North America with a wide range of trucking and logistics service offerings including full truckload, specialized transportation, warehousing, fulfillment centres that handle e-commerce transactions, and transload facilities designed for intermodal and bulk shipments. The Specialized & Industrial Services segment provides specialized equipment and services to the oil and natural gas, environmental, construction, pipeline, utility, telecom and civil industries. The U.S. & International Logistics segment provides third-party logistics services focused on freight brokerage across multiple modes of transportation. This new segment resulted from the acquisition of the assets and business of QuadExpress.

► For more information, refer to Notes 5 and 24.



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The following tables provide financial results by segment:

Year ended December 31, 2021	Less- Than- Truckload	Logistics & Warehousing	Specialized & Industrial Services	U.S. & International Logistics	Corporate	Intersegment eliminations				Total
						Less- Than- Truckload	Logistics & Warehousing	Specialized & Industrial Services	U.S. & International Logistics	
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Revenue	585,318	465,614	313,394	118,193	3,889	(1,442)	(4,009)	(3,523)	—	1,477,434
Income (loss) before income taxes	38,778	49,660	10,174	1,065	(8,369)	—	—	—	—	91,308
Depreciation of property, plant and equipment	18,847	13,078	34,148	945	6,193	—	—	—	—	73,211
Amortization of intangible assets	8,597	7,776	5,679	839	—	—	—	—	—	22,891
Capital expenditures <sup>(1)</sup>	28,962	17,538	11,020	—	12,124	(57)	(882)	(501)	—	68,204
Total assets at December 31, 2021	517,659	366,624	385,411	80,816	571,486	—	—	—	—	1,921,996

<sup>(1)</sup> Excludes business acquisitions.

Year ended December 31, 2020	Less- Than- Truckload	Logistics & Warehousing	Specialized & Industrial Services	U.S. & International Logistics	Corporate	Intersegment eliminations				Total
						Less- Than- Truckload	Logistics & Warehousing	Specialized & Industrial Services	U.S. & International Logistics	
	\$	\$	\$	\$	\$	\$	\$	\$	\$	\$
Revenue	443,792	362,007	362,041	—	3,142	(734)	(3,949)	(1,968)	—	1,164,331
Income (loss) before income taxes	32,192	41,935	21,454	—	(9,447)	—	—	—	—	86,134
Depreciation of property, plant and equipment	15,022	11,283	40,014	—	6,098	—	—	—	—	72,417
Amortization of intangible assets	7,827	6,325	3,461	—	—	—	—	—	—	17,613
Capital expenditures <sup>(1)</sup>	25,169	7,675	11,465	—	22,679	—	(412)	(1,630)	—	64,946
Total assets at December 31, 2020	363,517	249,470	420,104	—	684,845	—	—	—	—	1,717,936

<sup>(1)</sup> Excludes business acquisitions.

Performance is measured based on segment income before income tax, as included in the internal management reports that are reviewed by Mullen Group's CEO and President. Segment income is used to measure performance as management believes that such information is the most relevant in evaluating the results of segments relative to other entities that operate within these industries.



The following geographical information is based upon the Business Unit's head office location.

2021	Revenue	Operating Income Before Depreciation and Amortization	Property, Plant and Equipment	Total Non-Current Assets	Total Assets
Canada	\$1,359,241	\$231,443	\$983,118	\$1,563,132	\$1,841,180
United States*	118,193	4,934	2,853	49,755	80,816
<b>Total</b>	<b>\$1,477,434</b>	<b>\$236,377</b>	<b>\$985,971</b>	<b>\$1,612,887</b>	<b>\$1,921,996</b>

\* Commenced U.S. operations on June 30, 2021.

### 35. Related Party Disclosures

#### (a) Key Management Personnel Compensation

Key management personnel are those persons having the authority and responsibility for planning, directing and controlling the business activities of Mullen Group, including all of its directors along with certain executives. Directors are remunerated for services rendered in their capacity as directors by way of a combination of retainer fees and meeting attendance fees. The overall compensation program for executives is comprised of base salary and benefits, annual profit share and share-based compensation payments. Executives of Mullen Group do not have formal employment contracts. Similar to the employment processes established for all Mullen Group employees, each executive's personnel file contains a memorandum outlining the basic terms of an executive's employment relationship with Mullen Group. Mullen Group has no agreement or arrangement with any executive for the payment of compensation in the case of resignation, retirement, or termination of employment, a change of control of Mullen Group or its Business Units or a change in an executive's responsibilities following a change of control. Key management personnel do not participate in a defined benefit or actuarial pension plan, however, key management personnel do participate in the Stock Option Plan. Total remuneration to key management personnel including directors' fees, salaries and benefits, annual profit share, and the value attributable to stock-based compensation expense was as follows: ► **For more information, refer to Note 27.**

Category	Years Ended December 31	
	2021	2020
Salaries and benefits (including profit share)	\$ 1,578	\$ 1,600
Share-based payments	20	41
Total	\$ 1,598	\$ 1,641

Mullen Group had no outstanding amounts owing to or amounts receivable from directors or officers at December 31, 2021, and 2020, with respect to the overall compensation program for executives. As at December 31, 2021, directors and officers of Mullen Group collectively held 5,590,625 Common Shares (2020 – 5,550,064) representing 5.9 percent (2020 – 5.7 percent) of all Common Shares of the Corporation. As at December 31, 2021, directors and officers of Mullen Group held \$4.9 million (2020 – \$4.9 million) of Debentures under the same terms and conditions as those issued to unrelated third parties. The majority of the Debentures outstanding at December 31, 2021 were held by Murray K. Mullen (\$4.4 million). Other than these \$4.9 million of Debentures, Mullen Group has no contracts with its key management personnel.

#### (b) Related Party Transactions

During the year, Mullen Group generated revenue of \$8,650 (2020 – \$17,418) and incurred expenses of nil (2020 – \$934) with entities that are related by virtue of David E. Mullen, a Board member having control or joint control over the other entities. There was no accounts receivable amounts due from these related parties as at December 31, 2021 (2020 – \$3,733).

During the year, Mullen Group generated revenue of \$3.4 million (2020 – \$3.0 million), incurred expenses of \$0.2 million (2020 – \$0.5 million) and sold \$550,000 (2020 – \$81,309) of property, plant and equipment with its equity investees, which are accounted for by the equity method of accounting. Canol Oilfield Services Inc. ("Canol") acquired \$550,000 of property, plant and equipment sold to equity investees in 2021. We recognized a \$0.2 million gain on sale of property, plant and equipment with respect to the equipment sold to Canol. As at December 31, 2021, there was \$2.0 million (2020 – \$2.9 million) of accounts receivable amounts due from equity investees, including debentures owing from Thrive. At December 31, 2021, Mullen Group had \$2.0 million of debentures owing from Thrive at an interest rate of 10.0 percent per annum calculated and payable semi-annually that mature in 2022. There was \$1,400 (2020 – \$37,946) of accounts payable amounts due to equity investees.

All related party transactions were provided in the normal course of business materially under the same commercial terms and conditions as transactions with unrelated companies and recorded at the exchange amount.

### 36. Subsequent Events

Subsequent to December 31, 2021, until the date of this report, the Corporation repurchased 482,868 Common Shares at a total cost of \$5.8 million.

Monarch Messenger Services Ltd. – Effective January 1, 2022, Mullen Group acquired the assets and business of Monarch Messenger Services Ltd. ("Monarch") for total cash consideration of \$3.4 million. Monarch is a privately held company headquartered in Calgary, Alberta and provides courier and small package delivery transportation services as well as ambient temperature controlled freight in Alberta. The acquisition of the assets and business of Monarch aligns with Mullen Group's strategy of acquiring transportation and logistics companies that have a strong regional presence. The financial results of Monarch will be integrated into DirectIT which is included within the Less-Than-Truckload segment and Caneda Transport Ltd., which is included within the Logistics & Warehousing segment.



## CORPORATE INFORMATION

### DIRECTORS | OFFICERS

**Murray K. Mullen**

Chairman of the Board, Chief Executive Officer,  
President and Director

**Sonia Tibbatts, MBA**

Lead Director

**Stephen H. Lockwood, LLB**

Director

**Christine E. McGinley, CPA, CA, ICD.D**

Director

**Jamil Murji, CFA**

Director

**David E. Mullen**

Director

**Philip J. Scherman, FCPA, FCA, ICD.D**

Director

**P. Stephen Clark, FCPA, FCMA, ICD.D**

Chief Financial Officer

**Richard J. Maloney**

Senior Vice President

**Joanna K. Scott**

Corporate Secretary and  
Vice President, Corporate Services

**Carson Urlacher, CPA, CA**

Corporate Controller

### CORPORATE OFFICE

**Mullen Group Ltd.**

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121A, 31 Southridge Drive  
Okotoks, Alberta T1S 2N3

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**Canada/U.S.:** 1-866-995-7711

**Facsimile:** 403-995-5296

**Internet:** [www.mullen-group.com](http://www.mullen-group.com)

**Email:** [IR@mullen-group.com](mailto:IR@mullen-group.com)

### BANKER

**The Royal Bank of Canada**

Calgary, Alberta

### AUDITORS

**PricewaterhouseCoopers LLP**

Calgary, Alberta

### STOCK EXCHANGE

**Toronto Stock Exchange**

Trading Symbol: MTL

### TRANSFER AGENT AND REGISTRAR

**Computershare Trust Company of Canada**

Toronto, Ontario

Telephone: 1-800-564-6253

Internet: [www.investorcentre.com](http://www.investorcentre.com)

Shareholder Inquiries:

[www.investorcentre.com/service](http://www.investorcentre.com/service)

#### ONLINE INFORMATION

*To receive news releases by email,  
or to review this report online,  
please visit Mullen Group's website at  
[www.mullen-group.com](http://www.mullen-group.com).*

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