

Consolidated Financial Statements of

**FORESTRY INNOVATION  
INVESTMENT LTD.**

Year ended March 31, 2013

## Management's Responsibility for Financial Statements

### *Scope of Responsibility*

Management has supervised preparation of the accompanying consolidated financial statements and related note disclosures and is responsible for their integrity and objectivity. The consolidated financial statements of Forestry Innovation Investment Ltd. (FII) have been prepared by management in accordance with Public Sector Accounting Standards (PSAS). We believe that these consolidated financial statements present fairly FII's financial position as at March 31, 2013 and the consolidated statement of operations, change in net assets, and cash flow for the year ending March 31, 2013 and that the other information contained in the Company's annual report is consistent with the consolidated financial statements as presented.

### *Internal Controls*

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

### *Board of Directors and Audit Committee*

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

### *Independent Auditors*

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



Ken Baker  
Chief Executive Officer



Douglas Greig  
Vice President, Finance and Administration

Vancouver, British Columbia  
June 3, 2013

# Independent auditor's report

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To the Board of Directors of Forestry Innovation Investment Ltd.

To the Minister of Jobs, Tourism and Skills Training of the Province of British Columbia

We have audited the accompanying consolidated financial statements of Forestry Innovation Investment Ltd. (the "company"), which comprise the consolidated statement of financial position as at March 31, 2013, the consolidated statements of operations and accumulated surplus, changes in net financial assets and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

## Management's responsibility for the consolidated financial statements

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

## Auditor's responsibility

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

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

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

## Opinion

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of Forestry Innovation Investment Ltd. as at March 31, 2013, and its operations, remeasurement gains and losses and its cash flows for the year then ended in accordance with Canadian public sector accounting standards.

## Other matter

The consolidated financial statements of the company for the year ended March 31, 2012 were audited by another auditor who expressed an unmodified opinion on those consolidated financial statements on June 7, 2012.

Vancouver, Canada

June 3, 2013

*Grant Thornton LLP*  
Chartered accountants

## Consolidated Statement of Financial Position

March 31, 2013, with comparative figures for March 31, 2012  
(in thousands of dollars)

|   | 2013     | 2012     |
|---|----------|----------|
| Financial assets:                                 |          |          |
| Cash  | \$ 885   | \$ 1,857 |
| Accounts receivable                               | 809      | 82       |
| Recipient advances (note 3)                       | 329      | 467      |
| Due from other governments                        | 568      | 81       |
| Total financial assets                            | 2,591    | 2,487    |
| Liabilities:                                      |          |          |
| Accounts payable and accrued liabilities (note 4) | 1,335    | 1,332    |
| Future employee benefit (note 5)                  | -        | 171      |
| Due to Province of British Columbia (note 6)      | -        | 280      |
| Deferred contributions (note 7)                   | 562      | 186      |
| Total liabilities                                 | 1,897    | 1,969    |
| Net financial assets                              | 694      | 518      |
| Non-financial assets:                             |          |          |
| Tangible capital assets (note 8)                  | 690      | 292      |
| Prepaid expenses                                  | 440      | 360      |
| Total non-financial assets                        | 1,130    | 652      |
| Accumulated surplus (note 9)                      | \$ 1,824 | \$ 1,170 |

Commitments (note 10)

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

Approved by the Board:

  
\_\_\_\_\_  
Chair, Board of Directors

  
\_\_\_\_\_  
Director

## Consolidated Statement of Operations and Accumulated Surplus

Year ended March 31, 2013, with comparative figures for the year ended March 31, 2012  
(in thousands of dollars)

|   | 2013<br>Budget  | 2013            | 2012            |
|---|-----------------|-----------------|-----------------|
|   | (Note 2(i))     |                 | (Note 2(l))     |
| Revenue:                                |                 |                 |                 |
| Government contributions – Provincial   | \$ 17,720       | \$ 17,208       | \$ 20,520       |
| Government contributions – Federal      | -               | 624             | 225             |
| Government contributions – Other        | -               | -               | 284             |
| Other revenue                           | 80              | 1,004           | 1,115           |
| Investment income                       | -               | 38              | 38              |
|   | <u>17,800</u>   | <u>18,874</u>   | <u>22,182</u>   |
| Expenses:                               |                 |                 |                 |
| Funding recipient initiatives (note 12) | 10,100          | 9,021           | 8,269           |
| Market initiatives and outreach         |                 |                 |                 |
| FII Vancouver (note 12)                 | 3,800           | 4,442           | 7,666           |
| FII China (note 12)                     | 1,800           | 2,536           | 4,796           |
| FII India (note 12)                     | 800             | 873             | -               |
| Corporate services (note 12)            | 1,300           | 1,348           | 1,431           |
|   | <u>17,800</u>   | <u>18,220</u>   | <u>22,162</u>   |
| Annual surplus                          | -               | 654             | 20              |
| Accumulated surplus, beginning of year  | 1,170           | 1,170           | 1,150           |
| Accumulated surplus, end of year        | <u>\$ 1,170</u> | <u>\$ 1,824</u> | <u>\$ 1,170</u> |

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

## Statement of Changes in Net Financial Assets

Year ended March 31, 2013, with comparative figures for the year ended March 31, 2012  
(in thousands of dollars)

|   | 2013<br>Budget<br>(Note 2(i)) | 2013   | 2012   |
|---|-------------------------------|--------|--------|
| Annual surplus                              | \$ -                          | \$ 654 | \$ 20  |
| Acquisition of tangible capital assets      | (50)                          | (526)  | (204)  |
| Amortization of tangible capital assets     | 200                           | 128    | 193    |
| Acquisition of prepaid expenses             | -                             | (80)   | (76)   |
| Increase (decrease) in net financial assets | 150                           | 176    | (67)   |
| Net financial assets, beginning of year     | 518                           | 518    | 585    |
| Net financial assets, end of year           | \$ 668                        | \$ 694 | \$ 518 |

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

## Consolidated Statement of Cash Flows

Year ended March 31, 2013, with comparative figures for the year ended March 31, 2012  
(in thousands of dollars)

|   | 2013          | 2012            |
|---|---------------|-----------------|
| Cash provided by (used in) operating activities:                |               |                 |
| Annual surplus  | \$ 654        | \$ 20           |
| Items not involving cash:                                       |               |                 |
| Amortization of tangible capital assets                         | 128           | 193             |
| (Increase) decrease in accounts receivable                      | (1,214)       | 1,197           |
| Decrease (increase) in recipient advances                       | 138           | (150)           |
| Increase (decrease) in accounts payable and accrued liabilities | 3             | (1,126)         |
| Decrease in future employee benefit                             | (171)         | -               |
| Increase in prepaid expenses                                    | (80)          | (76)            |
|   | <u>(542)</u>  | <u>58</u>       |
| Cash used in capital activities:                                |               |                 |
| Acquisition of tangible capital assets                          | <u>(526)</u>  | <u>(204)</u>    |
| Cash provided by (used in) financing activities:                |               |                 |
| Change in due to Province of British Columbia                   | (280)         | 176             |
| Change in deferred contributions                                | 376           | (6,031)         |
|   | <u>96</u>     | <u>(5,855)</u>  |
| Decrease in cash  | <u>(972)</u>  | <u>(6,001)</u>  |
| Cash, beginning of year   | 1,857         | 7,858           |
| Cash, end of year   | <u>\$ 885</u> | <u>\$ 1,857</u> |

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

## Notes to the Consolidated Financial Statements

Year ended March 31, 2013  
(in thousands of dollars)

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### 1. Nature of business:

Forestry Innovation Investment Ltd. (the "Company") was incorporated on March 31, 2003 under the laws of the Province of British Columbia (the "Province"). A board of directors governs the Company, and all directors are appointed by the Province. The Company's principal activities are to fund forest industry associations and research institutions and to deliver market development and market initiatives and outreach programs.

### 2. Significant accounting policies:

#### (a) Basis of accounting

These consolidated financial statements have been prepared in accordance with Canadian public sector accounting standards.

Section 23.1 of the Budget Transparency and Accountability Act of the Province of British Columbia requires accounting policies which are consistent with Canadian public sector accounting standards except in regard to the accounting for restricted capital contributions. Under Section 23.1 of the Budget Transparency and Accountability Act and its related regulations, the Company is required to recognize restricted capital contributions as a liability and recognize them into revenue on the same basis as the related amortization expense.

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

The application of Canadian public sector accounting standards and the requirements of Section 23.1 of the Budget Transparency and Accountability Act did not result in any differences related to accounting for restricted capital contributions in the current and prior year.

#### (b) Reporting entity and basis of consolidation:

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

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



## 2. Significant accounting policies (continued):

### (c) Revenue recognition:

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

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

#### i) Restricted capital contributions

Capital transfers for which there are stipulations that give rise to an obligation that meets the definition of a liability are recorded as deferred contributions until such time the stipulations are met. Capital transfers for which there are no stipulations are recorded as revenue immediately. To date, no amounts have been recorded as revenue with respect to restricted capital contributions as the stipulations related to the contributions have not been met.

#### ii) Other restricted contributions

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

Investment income includes interest recorded on an accrual basis.

### (d) Program expenses:

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

### (e) Cash and cash equivalents

Cash and cash equivalents include cash and highly liquid securities with original terms to maturity of three months or less from the date of acquisition.

## 2. Significant accounting policies (continued):

### (f) Financial instruments

Effective April 1, 2012, the Company has adopted PS 3450 *Financial Instruments* which establishes standards for recognizing and measuring financial assets, financial liabilities and non-financial derivatives. This standard is effective April 1, 2012 and is required to be adopted prospectively. Recognition, derecognition and measurement policies followed in the consolidated financial statements for periods prior to April 1, 2012 are not reversed, and therefore, the consolidated financial statements of prior periods, including comparative information, have not been restated.

Financial instruments consist of cash, account receivable, recipient advances, amounts due from other governments, accounts payable and accrued liabilities, and amounts due to Province of British Columbia.

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

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

For financial instruments measured at amortized cost, the effective interest rate method is used to determine interest revenue or expense.

Unrealized gains and losses from changes in the fair value of financial instruments, if any, are recognized in the consolidated statement of remeasurement gains and losses until such time that the related financial instrument is derecognized due to disposal or impairment. At the time of derecognition, the related realized gains and losses are recognized in the consolidated statement of operations and accumulated surplus and the related balances are reversed from the consolidated statement of remeasurement gains and losses.

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

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

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

## 2. Significant accounting policies (continued):

### (g) Non-financial assets:

#### (i) Tangible capital assets

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

| Asset                   | Useful life                                  |
|-------------------------|--|
| Computer equipment      | 3 years                                      |
| Computer software       | 2 years                                      |
| Furniture and equipment | 5 years                                      |
| Leasehold improvements  | lesser of the lease term and its useful life |
| Tradeshow booths        | 3 years                                      |

#### (ii) Contributions of tangible capital assets

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

#### (iii) Interest capitalization

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

#### (iv) Intangible assets

Intangible assets are not recognized in these financial statements.

### (h) Foreign currency translation:

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

**2. Significant accounting policies (continued):**

(i) Budget:

Budget data presented in these consolidated financial statements is based on the Company's Service Plans. The budget was approved by the Board of Directors on March 27, 2012.

(j) Use of estimates:

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

(k) Segment disclosures:

A segment is defined as a distinguishable activity or group of activities of a government for which it is appropriate to separately report financial information to achieve the objective of the standard. The Company has provided definitions of segments used by the Company as well as presented financial information in segmented format in note 12.

(l) Comparative figures:

Certain of the prior year's comparative figures have been reclassified to conform with the current year's presentation.

**3. Recipient advances:**

Recipient funding contracts stipulate that unspent advances are repaid back to the Company. Historically unspent advances have been repaid back to the Company prior to the end of the first quarter of the new fiscal year after final reconciliation reports have been submitted and final audits have been completed. As at March 31, 2013, the Company has identified \$329 (March 31, 2012 - \$467) as repayable by the recipient organizations.

**4. Accounts payable and accrued liabilities:**

|                     | 2013            | 2012            |
|---------------------|-----------------|-----------------|
| Trade payables      | \$ 570          | \$ 833          |
| Accrued liabilities | 765             | 499             |
|                     | <u>\$ 1,335</u> | <u>\$ 1,332</u> |

**5. Future employee benefit:**

The Company had an obligation to pay a retirement allowance of \$171 to a senior executive at the expiry of the employment agreement. The contract expired March 31, 2012 with the retirement allowance paid in full in early fiscal 2013.

**6. Due to Province of British Columbia:**

The Company receives funding from the Province pursuant to a funding agreement. In prior years, under the terms of the funding agreement the Company was required to, on an annual basis, refund any unspent funding to the Province upon the completion of the final audited financial report. Unspent funding was not subject to interest charges.

Commencing in fiscal 2013, the funding agreement was changed to allow the Company to carry forward any unspent funding and interest earned on funds advanced as surplus.

**7. Deferred contributions:**

Deferred revenue consists of contributions received from the Province for tangible capital assets and advances on federal contracts with goods and services still outstanding. Deferred revenue contributions are comprised of the following:

|   | 2013          | 2012          |
|---|---------------|---------------|
| Deferred contributions – Provincial           | \$ 550        | \$ -          |
| Deferred contributions – Government of Canada | 12            | 13            |
| Deferred contributions – Other                | -             | 80            |
| Other – restricted cash                       | -             | 93            |
|   | <u>\$ 562</u> | <u>\$ 186</u> |

**8. Tangible capital assets:**

(a) For the year ended March 31, 2013:

| Cost                    | Balance at<br>March 31,<br>2012 | Additions     | Disposals       | Balance at<br>March 31,<br>2013 |
|-------------------------|---------------------------------|---------------|-----------------|---------------------------------|
| Computer equipment      | \$ 600                          | \$ 109        | \$ (49)         | \$ 660                          |
| Computer software       | 76                              | 2             | (17)            | 61                              |
| Furniture and equipment | 353                             | 17            | (97)            | 273                             |
| Leasehold improvements  | 265                             | 392           | -               | 657                             |
| Tradeshow booths        | 479                             | 9             | (7)             | 481                             |
| <b>Total</b>            | <b>\$ 1,773</b>                 | <b>\$ 529</b> | <b>\$ (170)</b> | <b>\$ 2,132</b>                 |

| Accumulated<br>amortization | Balance at<br>March 31,<br>2012 | Disposals       | Amortization<br>expense | Balance at<br>March 31,<br>2013 |
|-----------------------------|---------------------------------|-----------------|-------------------------|---------------------------------|
| Computer equipment          | \$ 518                          | \$ (49)         | \$ 46                   | \$ 515                          |
| Computer software           | 66                              | (17)            | 8                       | 57                              |
| Furniture and equipment     | 297                             | (93)            | 21                      | 225                             |
| Leasehold improvements      | 203                             | -               | 17                      | 220                             |
| Tradeshow booths            | 397                             | (8)             | 36                      | 425                             |
| <b>Total</b>                | <b>\$ 1,481</b>                 | <b>\$ (167)</b> | <b>\$ 128</b>           | <b>\$ 1,442</b>                 |

|                         | Net book value<br>March 31, 2012 | Net book value<br>March 31, 2013 |
|-------------------------|----------------------------------|----------------------------------|
| Computer equipment      | \$ 82                            | \$ 145                           |
| Computer software       | 10                               | 4                                |
| Furniture and equipment | 56                               | 48                               |
| Leasehold improvements  | 62                               | 437                              |
| Tradeshow booths        | 82                               | 56                               |
| <b>Total</b>            | <b>\$ 292</b>                    | <b>\$ 690</b>                    |

(b) Assets under construction:

With the setup of the new FII India subsidiary there were tangible capital assets under construction or development as at March 31, 2013 of \$428 (March 31, 2012 - \$0) consisting of furniture & equipment of \$15, computer and electronic equipment of \$33 and leasehold improvements of \$380.

(c) Tangible capital assets disclosed at nominal values:

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

**9. Accumulated surplus:**

|                             | 2013            | 2012            |
|-----------------------------|-----------------|-----------------|
| Share capital (a)           | \$ -            | \$ -            |
| Provincial (b)              | 1,064           | 420             |
| Other (c)                   | 760             | 750             |
| <b>Surplus, end of year</b> | <b>\$ 1,824</b> | <b>\$ 1,170</b> |

- (a) The Company has authorized capital of 100 common shares without par value of which 10 shares are issued and outstanding. The Minister of Jobs, Tourism and Skills Training holds the shares issued as the designated representative of Her Majesty the Queen in right of the Province.
- (b) Provincial surplus of \$1,064 (March 31, 2012 - \$420) represents operating funds received from the Province, including interest, in excess of expenses of \$167 (March 31, 2012 - \$0), funds that were spent on tangible capital assets of \$690 (March 31, 2012 - \$292) and advance deposits of \$207 (March 31, 2012 - \$128). The Company's funding agreement with the Province was changed in fiscal 2013 to allow for the carryover of any funds received from the Province into future periods.
- (c) Other accumulated surplus of \$760 (March 31, 2012 - \$750) represents funds received from the Government of Canada including interest, in excess of expenditures incurred of \$758 (March 31, 2012 - \$750), and other revenue of \$2 (March 31, 2012 - \$0).

**10. Commitments:**

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

|            |           |              |
|------------|-----------|--------------|
| 2014       | \$        | 924          |
| 2015       |           | 395          |
| 2016       |           | 208          |
| 2017       |           | 92           |
| 2018       |           | -            |
| Thereafter |           | -            |
|            | <b>\$</b> | <b>1,619</b> |

- (b) The Company also has an obligation to pay \$434 (2012 - \$645) for contracts entered into, and not yet completed at March 31, 2013.

## 11. Financial instruments risk management

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

### *Credit risk*

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

The Company is potentially exposed to credit risk through cash, accounts receivable, recipient advances and due from other governments. Cash is maintained with financial institutions of reputable credit and may be redeemed upon demand. Accounts receivable consist mainly of federal cost share agreements which are monitored on a regular basis. Recipient advances are made three times through the year to reputable recipients, and FII staff monitors the status of such advances on a continuing basis. Amounts due from other governments consist of reimbursement claims. It is the Company's opinion that its exposure to credit risk is subject to normal industry risks and is considered minimal.

As at March 31, 2013, accounts receivable, recipient advances and amounts due from other governments are comprised of:

|                                 | Under 90 days | Over 90 days | Total    |
|---------------------------------|---------------|--------------|----------|
| Accounts receivable             | \$ 809        | \$ -         | \$ 809   |
| Recipient advances              | 329           | -            | 329      |
| Due from other governments      | 568           | -            | 568      |
| Allowance for doubtful accounts | (-)           | (-)          | (-)      |
|                                 | \$ 1,706      | \$ -         | \$ 1,706 |

### *Liquidity risk*

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

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



## 11. Financial instruments risk management (continued):

### *Market risk*

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

#### *Currency risk*

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

The Company is subject to foreign exchange risk through its program payables and program advances and a portion of the Company's program and tradeshow costs, which are denominated in Chinese Renminbi, Indian Rupee, Japanese Yen and other foreign currencies. The Company manages its exposure to currency risk by natural hedge of assets and liabilities denominated in foreign currencies. The Company does not use derivatives instruments to reduce its exposure to foreign currency risk.

#### *Interest rate risk*

Interest rate risk is the risk that fluctuations in interest rates will affect the Company's net financial assets that bear interest at variable rates.

The Company manages its exposure to interest rate risk through debt management strategies including monitoring of interest rates, leveraging unrestricted surplus funding against the interests rate debt.

#### *Other price risk*

Other price risk is the risk that fluctuations in other market factors will affect the Company's net assets subject to other market factors.

The Company manages its exposure to other price risk by seeking to minimize these risks through its program sourcing policies (including the use of multiple sources, where possible) and its operating procedures.

## 12. Segmented information:

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

### (a) Funding Recipient Initiatives

Uses project funding delivered through an annual “Call for Proposals” in partnership with the Government of Canada to fund forest industry associations and research institutions, to:

- maintain and create opportunities for B.C. wood products in existing and emerging markets;
- ensure that customers, consumers, designers, builders, developers and architects know about B.C. wood products and the many positive features they bring to wood-frame construction and interior finishing;
- support the development of innovative new forest products; and
- provide interested parties around the world with information on the properties and qualities of B.C.’s forest products and the B.C. companies that supply them.

### (b) Market Initiatives and Outreach Program

#### i.) FII Vancouver Initiatives

Internally direct delivered programs that:

- identify potential opportunities for B.C. forest products through market research and develop market access strategies;
- ensure B.C. forest products have access to markets free from regulatory and other barriers through initiatives and research; and
- provide customers and foreign regulators with facts about the environmental merits of B.C. forest products, including the sustainable forest management regime that underlies their production.

Environmental campaigns that promote misleading or incorrect information are quickly challenged by the Company and its partners. They also monitor development of draft legislation and procurement policies in other jurisdictions, and intervene if necessary to obviate or minimize measures that would impair the flow of B.C. forest products into a particular market. They do this in part by making relevant officials aware of frequently unintended consequences if draft legislation or policy is adopted.

## 12. Segmented information (continued):

### ii.) FII China Initiatives

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

- Expanding and strengthening relationships with central and regional government agencies responsible for building and construction in China, and with large state-owned developers, emphasizing the pursuit of strategic and joint initiatives;
- Building partnerships with established market leaders in China's development sector and supporting these companies in areas of concept development, planning and design, code application, and resource integration; and
- Working closely with Canadian forest industry trade association staff to expand China's technical capacity to deploy wood frame construction.

### iii.) FII India Initiatives

FII India has a mandate to establish a local presence in India for B.C. and Canadian forest products companies; develop working relationships with government officials, regulatory agencies, and the wood user community; and position B.C. and Canadian forest products for future growth. The operation focuses on early-market (pre-commercial) development activities, including:

- Supporting development of the market for B.C. and Canadian forest products through market research;
- Promoting B.C. and Canadian wood species in various end-uses;
- Educating the market place on B.C. and Canadian wood species and their proper use;
- Providing intermediation with Indian regulatory authorities; and
- Providing direct support for B.C. companies entering the India market

### (c) Corporate Services:

Corporate services perform the following activities:

- Ensure financial reporting to government standards;
- Provide Human Resource, IT and office services to meet organizational needs;
- Oversee budget and planning controls in alignment with strategic objectives; and
- Provide corporate communication and analytical services to meet internal and external needs.

12. Segmented information (continued):

|                             | Funding recipient initiatives | Market Initiatives and Outreach |              |             | Corporate services | 2013 Total    | 2012 Total    |
|-----------------------------|-------------------------------|---------------------------------|--------------|-------------|--------------------|---------------|---------------|
|                             |                               | FII Vancouver                   | FII China    | FII India   |                    |               |               |
| <b>Revenues:</b>            |                               |                                 |              |             |                    |               |               |
| Government contributions    |                               |                                 |              |             |                    |               |               |
| – Provincial                | \$ 8,963                      | \$ 3,429                        | \$ 2,535     | \$ 317      | \$ 1,964           | \$ 17,208     | \$ 20,520     |
| – Federal                   | 58                            | 9                               | 1            | 556         | -                  | 624           | 225           |
| – Other                     | -                             | -                               | -            | -           | -                  | -             | 284           |
| Other revenue               | -                             | 1,004                           | -            | -           | -                  | 1,004         | 1,115         |
| Investment income           | -                             | -                               | -            | -           | 38                 | 38            | 38            |
| <b>Total revenues</b>       | <b>9,021</b>                  | <b>4,442</b>                    | <b>2,536</b> | <b>873</b>  | <b>2,002</b>       | <b>18,874</b> | <b>22,182</b> |
| <b>Expenses:</b>            |                               |                                 |              |             |                    |               |               |
| Amortization                | -                             | -                               | 30           | 1           | 97                 | 128           | 193           |
| Auditing                    | 27                            | -                               | 31           | 14          | 53                 | 125           | 196           |
| Grants                      | -                             | 557                             | 194          | -           | -                  | 751           | 2,627         |
| Office costs                | -                             | 231                             | 252          | 118         | 147                | 748           | 1,133         |
| Professional services       | 142                           | 755                             | 531          | 351         | 288                | 2,067         | 2,477         |
| Program costs               | 8,556                         | 1,766                           | 183          | 29          | 26                 | 10,560        | 12,025        |
| Salaries wages and benefits | 296                           | 1,009                           | 1,029        | 162         | 665                | 3,161         | 3,046         |
| Trade missions              | -                             | -                               | 18           | -           | -                  | 18            | 21            |
| Travel and business costs   | -                             | 124                             | 268          | 198         | 72                 | 662           | 444           |
| <b>Total expenses</b>       | <b>9,021</b>                  | <b>4,442</b>                    | <b>2,536</b> | <b>873</b>  | <b>1,348</b>       | <b>18,220</b> | <b>22,162</b> |
| <b>Annual surplus</b>       | <b>\$ -</b>                   | <b>\$ -</b>                     | <b>\$ -</b>  | <b>\$ -</b> | <b>\$ 654</b>      | <b>\$ 654</b> | <b>\$ 20</b>  |