Interim (unaudited) Consolidated Financial Statements of

# **ROCKY MOUNTAIN LIQUOR INC**

June 30, 2021

## **Notice of No Auditor Review of Interim Financial Statements**

Under National Instrument 51-102, Part 4, subsection 4.3(3)(a), if an auditor has not performed a review of the interim financial statements, they must be accompanied by a notice indicating that the financial statements have not been reviewed by an auditor.

The accompanying unaudited interim financial statements of Rocky Mountain Liquor Inc. (the "Company") have been prepared by and are the responsibility of the Company's management.

The Company's independent auditor has not performed a review of these financial statements in accordance with standards established by the Chartered Professional Accountants of Canada for a review of interim financial statements by an entity's auditor.

# **TABLE OF CONTENTS**

	<u>PAGE</u>
Interim Consolidated Statements of Financial Position	1
Interim Consolidated Statements of Changes in Shareholders' Equity	2
Interim Consolidated Statements of Comprehensive Loss	3
Interim Consolidated Statements of Cash Flows	4
Notes to the Interim Consolidated Financial Statements	5-10

**Interim Consolidated Statements of Financial Position** (unaudited)

As at	Note	Jun 30, 2021 \$	Dec 31, 2020 \$
ASSETS	Note	Ψ	Ψ
A35E15			
CURRENT			
Cash and cash equivalents		233,130	146,992
Accounts receivable		317,182	438,200
Inventory		5,905,880	4,797,145
Prepaid expenses and deposits		199,423	121,994
		6,655,615	5,504,331
NON-CURRENT			
PROPERTY AND EQUIPMENT		1,477,942	1,559,727
GOODWILL	6	6,215,410	6,215,410
RIGHT-OF-USE ASSETS	12	12,978,744	13,508,198
		27,327,711	26,787,666
LIABILITIES			
CURRENT			
Accounts payable and accrued liabilities		413,462	554,186
Goods and services tax payable		64,958	80,380
Operating facility	7	3,299,733	2,257,731
Current portion of bank loan	7	815,388	2,950,000
Current portion of lease liabilities	12	1,577,549	1,551,951
·		6,171,090	7,394,248
NON-CURRENT		, ,	, ,
BANK LOAN	7	1,774,588	-
LEASE LIABILITIES	12	11,914,760	12,386,479
		19,860,438	19,780,727
SHAREHOLDERS' EQUITY			
Share capital	8	7,377,311	7,377,311
Contributed surplus	9	1,014,911	1,014,911
Accumulated deficit	Ŭ	(924,949)	(1,385,283)
, todamatou donoit		7,467,273	7,006,939
		27,327,711	26,787,666
		21,321,111	20,101,000

The accompanying notes form an integral part of these interim consolidated financial statements Approved on behalf of the board:

<u>Peter Byrne</u> Chair, Board of Directors Robert Normandeau
Chair, Audit Committee

Interim Consolidated Statements of Changes in Shareholders' Equity

(unaudited)

	Share capital	Contributed surplus	Accumulated deficit	Total
Balance at Dec 31, 2019	7,377,311	1,014,911	(2,905,888)	5,486,334
Net comprehensive income for the period	-	-	1,520,605	1,520,605
Balance at Dec 31, 2020	7,377,311	1,014,911	(1,385,283)	7,006,939
Net comprehensive income for the period	-	-	460,334	460,334
Balance at Jun 30, 2021	7,377,311	1,014,911	(924,949)	7,467,273

The accompanying notes form an integral part of these interim consolidated financial statements

Interim Consolidated Statements of Comprehensive Income

(unaudited)

(unaudited)					
For the 3 and 6 months ended Jun 30		3 months ended	6 months ended	3 months ended	6 months ended
		Jun 30, 2021	Jun 30, 2021	Jun 30, 2020	Jun 30, 2020
	Note	\$	\$	\$	\$
SALES		12,476,170	21,972,994	14,306,042	23,742,916
COST OF SALES	4	9,643,297	17,024,532	10,976,227	18,335,271
		2,832,873	4,948,462	3,329,815	5,407,645
OPERATING AND ADMINISTRATIVE EXPENSES		1,701,756	3,318,586	1,711,036	3,298,327
INCOME FROM OPERATIONS		1,131,117	1,629,876	1,618,779	2,109,318
PROPERTY AND EQUIPMENT DEPRECIATION		70,122	139,145	66,038	162,489
RIGHT-OF-USE ASSETS DEPRECIATION		264,727	529,454	300.646	630.243
FINANCE COSTS ON LEASE LIABILITIES		168,504	339,726	176,060	329,692
OTHER EXPENSES (INCOME)					
Finance costs		79,823	152,746	105,653	234,050
Loss on disposal of property and equipment and goodwill		498	5,636	-	44,300
Store closure expenses		-	2,835	-	14,068
Other income		-	-	(307)	(1,031)
		583,674	1,169,542	648,090	1,413,811
INCOME BEFORE TAX		547,443	460,334	970,689	695,507
INCOME TAXES		-	-	-	-
NET COMPREHENSIVE INCOME		547,443	460,334	970,689	695,507
Basic income per share	11	0.01	0.01	0.02	0.01
Diluted income per share	11	0.01	0.01	0.02	0.01
Weighted average number of shares - basic		47,489,937	47,489,937	47,489,937	47,489,937
Weighted average number of shares - diluted		47,489,937	47,489,937	47,489,937	47,489,937

The accompanying notes form an integral part of these interim consolidated financial statements

Interim Consolidated Statements of Cash Flows (unaudited)

For the 3 and 6 months ended Jun 30		3 months ended	6 months ended	3 months ended	6 months ended
		Jun 30, 2021	Jun 30, 2021	Jun 30, 2020	Jun 30, 2020
	Note	\$	\$	\$	\$
OPERATING ACTIVITIES					
Net comprehensive income		547,443	460,334	970,689	695,507
Items not affecting cash					
Property and equipment depreciation		70,122	139,145	66,038	162,489
Right-of-use assets depreciation		264,727	529,454	300,646	630,243
Loss (gain) on disposal of property and equipment and goodwill		498	5,636	-	44,300
Finance costs on lease liabilities		168,504	339,726	176,060	329,692
Changes in non-cash working capital	13	(300,417)	(1,221,292)	(1,420,210)	(1,088,030)
Cash flow from operating activities		750,877	253,003	93,223	774,201
INVESTING ACTIVITIES					
Purchase of property and equipment		(6,451)	(62,996)	(12,463)	(27,887)
Proceeds on disposal of property and equipment		- '-	- '-	- '-	43,050
Cash flow (used in) from investing activities		(6,451)	(62,996)	(12,463)	15,163
FINANCING ACTIVITIES					
Repayment of loans receivable		-	_	3,969	7,888
(Payment) proceeds from operating facility and bank loan		(203,119)	681,978	319,589	(19,189)
Lease payments		(392,221)	(785,847)	(429,803)	(855,597)
Cash flow used in financing activities		(595,340)	(103,869)	(106,245)	(866,898)
INCREASE (DECREASE) IN CASH		149,086	86,138	(25,485)	(77,534)
CASH AND CASH EQUIVALENTS - BEGINNING OF PERIOD		84,044	146,992	201,170	253,219
CASH AND CASH EQUIVALENTS - END OF PERIOD		233,130	233,130	175,685	175,685
				,	,
CASH FLOWS SUPPLEMENTARY INFORMATION					
Interest paid		79,823	152,746	105,653	234,050
Income taxes paid		-	-	-	-

The accompanying notes form an integral part of these interim consolidated financial statements

# ROCKY MOUNTAIN LIQUOR INC Notes to Interim Consolidated Financial Statements June 30, 2021 (Unaudited)

#### NATURE OF OPERATIONS

Rocky Mountain Liquor Inc. ("Rocky Mountain Liquor" or "RML") is incorporated under the Canada Business Corporations Act and is a tier one issuer with its common shares listed on the TSX Venture Exchange (the "Exchange", under the symbol "RUM"). The Company's registered corporate office is located at 11478 149 Street, Edmonton, Alberta, T5M 1W7.

Rocky Mountain Liquor is the parent to a wholly owned subsidiary, Andersons Liquor Inc. ("Andersons"), acquired through a reverse takeover on Dec 1, 2008.

As at Jun 30, 2021 Andersons operated 26 retail liquor stores in Alberta, selling beer, wine, spirits, ready to drink products, as well as ancillary items such as juice, ice, soft drinks and giftware.

These interim consolidated financial statements have been approved for issue by the Board of Directors on Aug 25, 2021.

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

# Statement of Compliance and Going Concern

These interim consolidated financial statements have been prepared on a going concern basis, in accordance with International Accounting Standard 34, "Interim Financial Reporting" ("IAS 34"), as issued by the International Accounting Standards Board ("IASB"). The application of the going concern basis of presentation assumes that the Company will continue in operation for the foreseeable future and can realize its assets and discharge its liabilities and commitments in the normal course of operation.

These interim consolidated financial statements should be read in conjunction with the Company's 2020 annual consolidated financial statements.

The preparation of these interim consolidated financial statements, in conformity with IFRS, requires management to make judgments, estimates and assumptions that affect the reported amount of assets and liabilities, disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the period. Uncertainties about these assumptions and estimates could result in outcomes that would require a material adjustment to the carrying amount of the asset or liability affected in the future. Estimates are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future periods affected.

## Impact of COVID-19 Pandemic

The spread of COVID-19 throughout 2020 and 2021 has resulted in governments worldwide enacting emergency measures to combat the spread of the virus. These measures, which include the implementation of travel bans, self-imposed quarantine periods and social distancing, may cause material disruption to businesses globally resulting in an economic slowdown.

(continues)

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (continued)

The novel coronavirus pandemic has had an impact on the Company. The Company's financial results in the three and six month period in 2020 showed increased sales, driven by increased demand for liquor retail products following the onset of the crisis as a result of consumers turning to liquor retailers in lieu of licensed establishments. The full economic impact the pandemic will have on the Company, its judgements and estimates remain uncertain and are dependent on the severity and duration of the virus. In Alberta, liquor retail was immediately recognized as an essential business and has not experienced compulsory closure as a result of the COVID-19. As at Aug 25, 2021, all locations are open and operational.

#### Nature of Operations

The Company's operations are seasonal in nature, and results for any quarter are not necessarily indicative of the results that may be expected for the full year due to seasonal variations in sales levels. The Company historically experiences a higher level of sales in the third and fourth quarters, while the first and second quarters experience lower sales due to shopping patterns and weather. Occupancy related expenses; certain general and administrative expenses, depreciation and amortization, and interest expense remain relatively steady throughout the year.

#### 3. RELATED PARTY TRANSACTIONS

## Transactions with Related Parties

During the three month period ended Jun 30, 2021, the Company paid rents of \$22,275 (2020 - \$22,275), and \$44,550 for the six month period (2020 - \$44,550) in respect of three retail liquor stores, to privately held companies in which a key member of management is a significant shareholder. The rent is at market rates.

### Key Management Personnel Compensation

The remuneration of Directors and other members of key management personnel during the period are as follows:

	3 n	nonths ended Jun 30, 2021	6	months ended Jun 30, 2021	3	months ended Jun 30, 2020	-	months ended Jun 30, 2020
Wages and salaries Other	\$	129,250 974	\$	258,500 2,153	\$	124,500 670	\$	249,000 1,850
	\$	130,224	\$	260,653	\$	125,170	\$	250,850

Other includes health plan premium paid on behalf of members of key management. There are no other short-term, long-term, termination or post-retirement benefits extended to any directors and other members of key management personnel of the Company.

## 4. INVENTORY

The cost of inventory recognized as an expense and included in cost of sales for the three month period was \$9,643,297 (2020 - \$10,976,227) and \$17,024,532 (2020 - \$18,335,271) for the six month period. No inventory write downs were recognized in 2021 or 2020.

#### SALE OF RETAIL STORE

During the first six months of 2020, the Company sold one retail liquor store. No stores were sold in 2021. The proceeds were allocated to the assets as follows:

## Carrying Value

	Jun :	30, 2021	Ju	n 30, 2020
Inventory	\$	-	\$	143,509
Property and equipment		-		57,932
Goodwill		-		26,532
Carrying value of net assets sold	\$	-	\$	227,973
Total cash consideration received	\$	-	\$	183,509
Loss on sale of property and equipment		-		17,932
Loss on goodwill		-		26,532
Carrying value of net assets sold	\$	-	\$	227,973

#### 6. GOODWILL

During 2020 the Company sold three liquor stores resulting in a deemed disposition of goodwill allocated to the associated liquor store CGU of \$92,409, included in loss on disposal of property and equipment and goodwill on the consolidated statement of comprehensive loss.

		L	iquor Store
	Note		CGU
Balance Dec 31, 2019		\$	6,307,819
Goodwill disposed			(92,409)
Balance Dec 31, 2020 and Jun 30, 2021		\$	6,215,410

## 7. OPERATING FACILITY LOAN AND BANK LOAN

On May 31, 2021, through the Toronto-Dominion Bank ("TD"), the Company executed a credit agreement providing total availability up to a maximum of \$8,050,000 split between two facilities: 1) a demand, "operating facility" of \$5,400,000 and 2) a "term loan" of \$2,650,000. Both facilities bear interest at prime plus 1.5% per annum.

The operating facility availability is calculated as the lesser of i) \$5,400,000 and ii) 75% of accounts receivable to a maximum of \$1,000,000, plus 70% of the value of inventory plus goods and services tax and bottle deposits, less trade payables related to liquor and unremitted source deductions plus up to \$250,000 cash-in-transit allowances. Interest only payments are due monthly.

The term loan is amortized over 39 months, with monthly payments of interest and principal.

(continues)

## 7. OPERATING FACILITY LOAN AND BANK LOAN (CONTINUED)

	Jun 30, 2021			ec 31, 2020
Current Liabilities:				_
Operating facility	\$	3,299,733	\$	2,257,731
Bank loan		815,388		2,950,000
Total current		4,115,121		5,207,731
Long term portion of bank loan		1,774,588		
Total utilization of TD's facilities	\$	5,889,709	\$	5,207,731

Both facilities are secured by a general security agreement representing a first charge on all assets. Drawdowns and repayments are disclosed on the consolidated statements of cash flows on a net basis. The agreement includes a debt service covenant of adjusted EBITDA - unfinanced net capital expenditures - permitted distributions - cash taxes / (scheduled principal payments + interest), calculated based on a rolling four-quarter period, requiring the Company to maintain a ratio of actual earnings before interest, taxes, depreciation, and amortization (EBITDA) to projected EBITDA, on a standalone quarterly basis. As at Jun 30, 2021, the Company is in compliance with this covenant.

#### 8. SHARE CAPITAL

Authorized - Unlimited common shares

	Number	Amount	
Balance Dec 31, 2020 and Jun 30, 2021	47,489,937	\$ 7,377,311	-

#### 9. CONTRIBUTED SURPLUS

The table below summarizes the changes in contributed surplus:

	Amount
Balance at Dec 31, 2020 and Jun 30, 2021	\$ 1,014,911

## 10. STOCK OPTION PLAN

#### Stock option plan ("Option Plan")

The maximum number of common shares that may be reserved for issuance under the Option Plan is 2,500,000 shares.

The exercise price of each option is determined on the basis of the market price at the time the option is granted. If the option has a discount to market price as an incentive for early redemption the exercise price may not be less than the discounted market price as defined by the policies of the TSX Venture Exchange ("TSXV"). For options that have no early redemption incentives, the exercise price may not be less than the closing price of a Rocky Mountain Liquor common share on the TSXV on the last trading day before the day the option is granted. The shares purchased on the exercise of an option must be paid for in full at the time of exercise. The Company operates equity-settled compensation plans. When the options vest in installments over the vesting period, each installment is accounted for as a separate arrangement.

#### 11. EARNINGS PER COMMON SHARE

## Basic Net Earnings per Common Share

The calculation of basic earnings per common share for the period ending Jun 30, 2021, was based on the interim net comprehensive income of \$547,443 (2020 - \$970,689) for the three month period and for the six month period interim net comprehensive income of \$460,334 (2020 - \$695,507) and a weighted average number of shares outstanding of 47,489,937 (2020 - 47,489,937).

# Diluted Net Earnings per Common Share

The calculation of diluted net earnings per common share for the period ending Jun 30, 2021, was based on the interim net comprehensive income of \$547,443 (2020 – \$970,689) for the three month period and for the six month period interim net comprehensive income of \$460,334 (2020 - \$695,507) and a weighted average number of shares outstanding after adjustment for the effects of all dilutive potential shares of 47,489,937 (2020 – 47,489,937).

#### 12. LEASES

The Company occupies various leased premises subject to minimum rent payments excluding the Company's proportion of occupancy costs. Lease commitments are based on the current lease term and one renewal period.

Below is a summary of the activity related to right-of-use assets for the period ended Jun 30, 2021:

	Jun 30, 2021			c 31, 2020
Opening balance	\$	13,508,198	\$	13,103,781
Lease modification adjustment		-		1,544,062
Right-of-use assets depreciation		(529,454)		(1,139,645)
Balance end of period		12,978,744		13,508,198

Right-of-use assets depreciation was recognized in the statement of comprehensive income.

Below is a summary of the activity related to lease liabilities for the period ended Jun 30, 2021:

	Jun 30, 2021			Dec 31, 2020		
Opening balance	\$	13,938,430	\$	13,428,218		
Lease modification adjustment		-		1,544,062		
Finance costs on lease liabilities		339,726		626,305		
Lease payments		(785,847)		(1,660,155)		
Balance end of period	\$	13,492,309	\$	13,938,430		
Current portion of lease liabilities	\$	1,577,549	\$	1,551,951		
Non-current lease liabilities		11,914,760		12,386,479		
Balance end of period	\$	13,492,309	\$	13,938,430		

Finance costs on lease liabilities were recognized in the statement of comprehensive income and lease payments were recognized in the statement of cash flows.

## 13. CHANGES IN NON-CASH WORKING CAPITAL ITEMS

	3 Months un 30, 2021	6 Months Jun 30, 2021	3 Months Jun 30, 2020	6 Months Jun 30, 2020		
Cash (used in) provided by	 uii 30, 202 i	Juli 30, 2021	Juli 30, 2020	Juli 30, 2020		
Accounts receivable	\$ (115,989)	\$ 121,018	\$ (127,602)	\$ 65,097		
Inventory	(173,718)	(1,108,735)	(1,287,132)	(1,180,918)		
Prepaid expenses and						
deposits	(13,398)	(77,429)	(720)	60,252		
Accounts payable and	(00 00 E)	// /A == A		<b></b>		
accrued liabilities	(69,805)	(140,724)	(42,315)	(8,840)		
Goods and services tax	70.400	(45.400)	07.550	(00,004)		
payable	 72,493	(15,422)	37,559	(23,621)		
	\$ (300,417)	\$ (1,221,292)	\$ (1,420,210)	\$ (1,088,030)		

## 14. FINANCIAL INSTRUMENTS

For cash and cash equivalents, accounts receivable, accounts payable and accrued liabilities, operating facility loan, and bank loan, the carrying value approximates fair value due to the short-term nature of the instruments.

As at Jun 30, 2021, and Dec 31, 2020, the classification of the Company's financial instruments as well as their carrying amounts and fair values, are shown in the table below.

	Jun 30, 2021			Dec 31, 2020				
	Carrying		Estimated		Carrying		Estimated	
	Value		Fair Value		Value		Fair Value	
Financial Assets at Amortized Cost								
Cash and cash equivalents	\$	233,130	\$	233,130	\$	146,992	\$	146,992
Accounts receivable		317,182		317,182		438,200		438,200
Financial Liabilities at Amortized Cost								
Accounts payable and accrued liabilities		413,462		413,462		554,189		554,189
Operating facility loan	;	3,299,733	3	3,299,733	:	2,257,731	2	2,257,731
Bank loan	2	2,589,976	2	2,589,976	:	2,950,000	2	2,950,000