File No. CI 23-01-

#### THE KING'S BENCH WINNIPEG CENTRE

#### IN THE MATTER OF THE *COMPANIES' CREDITORS ARRANGEMENT ACT*, R.S.C. 1985, c. C-36, AS AMENDED

## AND IN THE MATTER OF A PLAN OF COMPROMISE OR ARRANGEMENT OF POLAR WINDOW OF CANADA LTD., ACCURATE DORWIN (2020) INC., GLASS 8 INC., NATIONAL INTERIORS (2021) INC., 12986647 CANADA LTD. (O/A ALLSCO WINDOWS & DOORS), 12986591 CANADA LTD. (O/A ALWEATHER WINDOWS & DOORS), POLAR HOLDING LTD., 10064720 MANITOBA LTD., and 12986914 CANADA LTD.

APPLICANTS

#### PRE-FILING REPORT OF THE PROPOSED MONITOR DELOITTE RESTRUCTURING INC.

#### **FEBRUARY 7, 2023**

#### **PROPOSED MONITOR**

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- Appendix D Management's Representation Letter on the Cash Flow Statement

#### **INTRODUCTION**

- Deloitte Restructuring Inc. ("Deloitte") has been advised that Polar Window of Canada Ltd. ("Polar Window"), Accurate Dorwin (2020) Inc. ("Accurate Dorwin"), Glass 8 Inc. ("Glass 8"), National Interiors (2021) Inc. ("National Interiors"), 12986647 Canada Ltd. (o/a Allsco Windows & Doors) ("Allsco"), 12986591 Canada Ltd. (o/a Alweather Windows & Doors) ("Alweather"), Polar Holding Ltd. ("Polar Holdco"), 10064720 Manitoba Ltd. ("1006"), and 12986914 Canada Ltd. ("6914") (collectively the "Companies" or the "Applicants") intend to file an application to the Court of King's Bench in Manitoba (the "Court") seeking certain relief under the *Companies' Creditors Arrangement Act*, R.S.C. 1985, c. C-36, as amended (the "CCAA"). Deloitte has been requested to act as the Monitor for the purposes of the CCAA proceedings by the Companies and has consented to being appointed as such (the "Proposed Monitor", and if appointed by the Court, the "Monitor").
- 2. Deloitte understands that the initial application will be made on February 10, 2023, whereat the Applicants will seek an initial order (the "Initial Order"):
  - (a) declaring that the Applicants are companies to which the CCAA applies and commencing the CCAA proceedings;
  - (b) establishing an initial stay of proceedings to February 20, 2023 (the "Initial Stay Period");
  - (c) appointing Deloitte as Monitor in the CCAA proceedings;
  - (d) authorizing the Applicants to file a plan of arrangement;
  - (e) authorizing the Applicants to carry on business in a manner consistent with the preservation of the Companies' businesses and property;
  - (f) authorizing the Applicants to pay the reasonable expenses incurred by the Companies in carrying out their business in the ordinary course, including repayment of the Present Advance (as defined below) which was provided to the Applicants by The Toronto-Dominion Bank ("TD Bank") on January 26, 2023,

prior to the date of the Initial Order;

- (g) staying all proceedings, rights, and remedies against or in respect of the Applicants, its directors and officers, guarantors, and the Monitor during the Initial Stay Period;
- (h) approving the debtor in possession ("**DIP**") financing in the amount of \$1.2 million to be provided by the DIP Lender (as defined below) in accordance with the DIP Facility Term Sheet (as defined below) to enable the Companies to continue operations until the Comeback Hearing (as defined below);
- (i) approving the charges over the assets and property of the Applicants in the following priorities:
  - (i) First a charge in favour of the Monitor, its legal counsel, and the Applicants' legal counsel in respect of their fees and disbursements to a maximum amount of \$500,000;
  - (ii) Second a charge in favour of the DIP Lender;
  - (iii) Third a charge in favour of the directors and officers of the Applicants to a maximum amount of \$300,000; and
  - (iv) Fourth a charge in favour of certain key employees of the Applicants for amounts to be paid under a proposed KERP (as defined below) in the amount of \$300,000;
- (j) sealing the information pertaining to the KERP; and
- (k) such further and other relief as may be sought by the Applicants and this Honourable Court may deem appropriate in the CCAA proceedings.
- The Applicants will seek to amend the Initial Order (the "Amended and Restated Initial Order") at a motion to be heard on February 14, 2023 (the "Comeback Hearing").
- 4. The Initial Order along with the application materials and all other documents filed in

the CCAA proceedings will be posted on the Proposed Monitor's website at www.insolvencies.deloitte.ca/en-ca/AccurateGroup.

#### PURPOSE

- 5. This pre-filing report (the "**Report**") has been prepared by the Proposed Monitor to assist the Court in considering the requests for relief that are to be made by the Applicants and to provide the Court with information concerning the following:
  - (a) the Proposed Monitor's prior relationship with the Applicants;
  - (b) Deloitte's qualifications to act as Monitor;
  - (c) the business, financial affairs, and financial results of the Applicants;
  - (d) the history of actions taken and alternatives considered by the Applicants to resolve their financial challenges;
  - (e) the cash management system;
  - (f) the Applicants' 13-week cash flow forecast;
  - (g) the DIP financing;
  - (h) the authorizations and charges in the draft Initial Order; and
  - (i) the Proposed Monitor's conclusions.
- 6. In this Report, reference is made to the Affidavit of Stephen Segal ("Segal") sworn February 6, 2023, in support of the application filed by the Applicants in these proceedings (the "Segal Affidavit"). Capitalized terms not otherwise defined in this Report are as defined in the Segal Affidavit or in the application materials filed by the Applicants.

## **TERMS OF REFERENCE**

7. In preparing this Report, the Proposed Monitor has relied upon unaudited interim and annual financial information, the Applicants' books and records, the Segal Affidavit, and

discussions with management ("Management") and their financial and legal advisors.

- 8. The financial information of the Companies has not been audited, reviewed or otherwise verified by the Proposed Monitor as to its accuracy or completeness, nor has it necessarily been prepared in accordance with generally accepted accounting principles and the reader is cautioned that this Report may not disclose all significant matters about the Companies. Additionally, none of the Proposed Monitor's procedures were intended to detect defalcations or other irregularities. If the Proposed Monitor were to perform additional procedures or to undertake an audit examination of the financial statements in accordance with generally accepted auditing standards, additional matters may have come to the Proposed Monitor's attention. Accordingly, the Proposed Monitor does not express an opinion nor does it provide any other form of assurance on the financial or other information presented herein. The Proposed Monitor may refine or alter its observations as further information is obtained or brought to its attention after the date of this Report.
- 9. An examination of the financial forecast as outlined in the Chartered Professional Accountants of Canada Handbook has not been performed. Future oriented financial information referred to or relied upon in this Report is based on Management's assumptions regarding future events and conditions that are not ascertainable. Accordingly, actual results achieved will vary from this information, and the variations may be material. The future orientated financial information has been prepared solely for the purpose of reflecting Management's best estimate of the cash flow of the Applicants in their CCAA proceedings, and readers are cautioned that such information may not be appropriate for other purposes.
- 10. The Proposed Monitor assumes no responsibility or liability for any loss or damage occasioned by any party as a result of the circulation, publication, reproduction, or use of this Report. Any use that any party makes of this Report, or any reliance on or decisions to be made based on it is the responsibility of such party.
- Unless otherwise stated, all monetary amounts contained in this Report are expressed in Canadian dollars.

#### **PROPOSED MONITOR'S PRIOR RELATIONSHIP WITH THE APPLICANTS**

- 12. The Proposed Monitor's affiliated accounting firm, Deloitte LLP, is not the auditor of the Applicants.
- 13. On January 10, 2023, Deloitte was retained by the Companies as financial advisor ("**Financial Advisor**") to provide financial consulting and reorganization services. The Financial Advisor appointment included assisting the Companies with assessing various informal and formal restructuring alternatives, assisting with the preparation cash flow projections, and interfacing with constituencies and interested stakeholders.
- 14. On or about January 16, 2023, Management determined that commencing a formal proceeding under the CCAA would provide the Companies with the flexibility and time needed to restructure operations. Since January 16, 2023, Deloitte has been working with Management and the Companies' legal counsel, reviewing available financial information to gain further knowledge of the business and financial affairs of the Companies, and has been preparing for the anticipated CCAA application.

#### **QUALIFICATIONS TO ACT AS MONITOR**

- 15. Deloitte is a Licensed Insolvency Trustee within the meaning of subsection 2(1) of the *Bankruptcy and Insolvency Act* (the "**BIA**"). In accordance with section 11.7(2) of the CCAA, neither Deloitte nor any of its representatives or affiliates have been at any time in the two (2) preceding years the auditor, accountant, a director, officer or employee of the Applicants or otherwise related to the Applicants or to any director or officer of the Applicants or a trustee (or related to any such trustee) under a trust indenture issued by the Applicants or any person related to the Applicants. Accordingly, Deloitte is of the view that the restrictions as to who may be appointed as a Monitor under section 11.7(2) of the CCAA do not preclude Deloitte from acting as Monitor of the Applicants.
- 16. Deloitte is related to Deloitte LLP. Deloitte LLP is an independent international professional services firm providing among other things, bankruptcy, insolvency, and restructuring services. The senior Deloitte professional personnel with carriage of this matter include experienced insolvency and restructuring practitioners who are Chartered Professional Accountants, Chartered Insolvency and Restructuring Professionals, and

Licensed Insolvency Trustees (Canada), each of whom have acted in matters of a similar nature and scale in Canada.

- 17. Deloitte has consented to act as Monitor should this Court grant the Applicants' request for an Initial Order in the CCAA proceedings. Deloitte's consent to act as Monitor is attached hereto as Appendix A.
- The Proposed Monitor has retained McDougall Gauley LLP (the "Proposed Monitor's Legal Counsel") to act as independent legal counsel in the CCAA proceedings.

#### **BUSINESS, FINANCIAL AFFAIRS, AND FINANCIAL RESULTS**

- 19. As detailed in the Segal Affidavit, Polar Window, Accurate Dorwin, Glass 8, National Interiors, Allsco, and Alweather (collectively the "Opcos") are an affiliated group of operating corporations with a common ownership, controlled by Polar Holding Canada, LLC ("Polar Canada") and 7440783 Manitoba Ltd. ("744"). Polar Holdco, 1006, and 6914 (collectively the "Holdcos") are holding corporations which are affiliated with Polar Canada and 744, respectively, holding shares in the Opcos. An organizational chart depicting the legal ownership structure of the Applicants is attached hereto as Appendix B.
- 20. Each of the Opcos is a private corporation engaged in the supply of window, door, and flooring products and services for commercial and/or residential projects in several provinces throughout Canada and the United States. Detailed below is a summary of when each of the Opcos were acquired, along with the operating locations and current active employee headcounts.

#### **Polar Window**

(a) Polar Window was incorporated on December 14, 2007, pursuant to the laws of Manitoba, with its registered office located in Winnipeg, Manitoba. Segal, Tim Morris ("Morris"), and Brant Enderle ("Enderle") (collectively the "Owners") acquired Polar Window through their holding companies by way of a share purchase transaction in January 2017. Polar Window is a direct-to-market seller, manufacturing and installing its own energy efficient PVC windows and

composite doors for both the residential and commercial markets.

(b) Polar Window operates out of three (3) leased locations: 971 Wall Street (showroom) in Winnipeg, Manitoba ("971 Wall"); 75-77 Bannister Road (parts and service) in Winnipeg, Manitoba; and 6636 50 St. NW (showroom, parts, and service) in Edmonton, Alberta. Polar Window has nine (9) active employees and contracts with a number of private installers. Polar Window operates in Alberta, Saskatchewan, Manitoba, and Ontario.

#### Accurate Dorwin

- (c) Accurate Dorwin was incorporated on February 5, 2020, pursuant to the laws of Manitoba, with its registered office located in Winnipeg, Manitoba. The Owners incorporated Accurate Dorwin to complete a private asset purchase transaction in March 2020 with the former owner of Accurate Dorwin Inc., a supplier of quality fiberglass and aluminum windows and doors servicing general contractors, custom home builders, and discerning homeowners.
- (d) Accurate Dorwin operates out of leased facilities at 1535 Seel Avenue in Winnipeg (the "Seel Head Office") and has fifty-four (54) active employees. Accurate Dorwin operates in Manitoba with sales in Canada and the United States.

#### Glass 8

- (e) Glass 8 was incorporated on November 9, 2015, pursuant to the laws of Canada, with its registered office located in Winnipeg, Manitoba. The Owners acquired Glass 8 through a private share purchase transaction in July 2020. Glass 8 operates as a glass and glazing contractor in Western Canada, and is an authorized aluminum fabricator and installer of all products manufactured by Kawneer Company of Canada and Alumicor Limited.
- (f) Glass 8 operates out of the Seel Head Office, and has a leased office located at 17310 108 Avenue in Edmonton, Alberta. Glass 8 has seventy-four (74) active employees and operates in Manitoba and Alberta.

#### National Interiors

- (g) National Interiors was incorporated on March 10, 2021, pursuant to the laws of Manitoba, with its registered office located in Winnipeg, Manitoba. The Owners incorporated National Interiors to complete a private asset purchase transaction with the former owner of National Flooring Limited Partnership (operating as National Interiors) in April 2021. National Interiors is involved in installing, marketing, and distributing flooring, tile, and window coverings for commercial and residential properties.
- (h) National Interiors operates out of 971 Wall and has seventeen (17) active employees. National Interiors operates exclusively in Manitoba.

#### Allsco

- (i) The predecessor company to Allsco was incorporated on February 21, 2018, pursuant to the laws of Canada, with its registered office located in Moncton, New Brunswick. The Owners acquired the assets of Allsco from the Atis Group in July 2021 during the companies' CCAA proceedings. Allsco manufactures windows and doors and services the residential and commercial markets in Nova Scotia, Prince Edward Island, and New Brunswick.
- (j) Allsco operates out of leased premises at 70 Rideout Street, Moncton, New Brunswick (the "Allsco Head Office"), and has three (3) leased satellite sales offices and distribution locations (615 St. George Blvd., Moncton, New Brunswick; 222 Edinburgh Drive, Moncton, New Brunswick; and the Alweather Head Office (as defined below)). Allsco has 135 active employees.

#### Alweather

(k) The predecessor company to Alweather was incorporated on February 12, 1973, pursuant to the laws of Canada, with its registered office located in Stewiacke, Nova Scotia. Similar to Allsco, the Owners acquired the assets of Alweather from the Atis Group in July 2021 during the companies' CCAA proceedings. Alweather offers a comprehensive product line of doors, windows, garage doors,

and customized exterior siding to the residential and commercial renovation market in Atlantic Canada.

- Alweather operates out of leased premises at 27 Troop Avenue, Dartmouth, Nova Scotia (the "ALW Head Office"), and has five (5) leased satellite showroom locations (95 Young St., Truro, Nova Scotia; 289 Nova Scotia Trunk 10, Cookville, Nova Scotia; 153 Commercial St., Berwick, Nova Scotia; 20 Maple Ave., Amherst, Nova Scotia; and 271 Sherwood Rd., Charlottetown, Prince Edward Island). Alweather has forty-six (46) active employees.
- 21. Collectively the Opcos employs 335 active employees.

#### Background

- 22. As detailed in the Segal Affidavit, prior to the Owners acquiring Polar Window in 2017, Segal was the President of Polar Window. Commencing in 2013, Polar Window began to experience financial difficulties, and in 2017, the Owners purchased the shares of Polar Window for a nominal amount in exchange for the assumption of a portion of Polar Window debt. Subsequent to the acquisition, the Owners worked to return Polar Window to profitability.
- 23. Commencing in 2020, the Owners believed that there were synergies that could be capitalized upon in the commercial/residential building and remodeling space by acquiring complimentary businesses to Polar Window, and the Owners began an aggressive acquisition strategy over a very short period of time. From March 1, 2020 to July 1, 2021 (the "Acquisition Period"), the Owners acquired five (5) of the six (6) Opcos. During the Acquisition Period, Management's attention was focused on growing the overall business footprint, with the end state goal of consolidating certain of the entities, reducing head counts, and leveraging the synergies amongst the operations.
- 24. Unfortunately during the Acquisition Period, a number of issues arose that negatively impacted operations:
  - (a) The Companies had to manage through the Covid-19 pandemic. This not only resulted in plant closures and supply chain disruptions, but the various wage

subsidy programs obscured the true ongoing performance of the Opcos.

- (b) Supply chain issues not only resulted in higher input prices, but also impacted the Opcos' ability to source sufficient materials to complete contracts. Overhead costs remained relatively constant, but the Opcos were completing fewer projects.
- (c) As projects were typically locked in with fixed prices, when project delays resulted from the Covid-19 pandemic, the Opcos were faced with higher input costs at the time of project delivery, resulting in reduced margins, as the rising costs of glass and aluminum could not be passed on to the end customer.
- (d) Certain of the senior officers of the newly acquired businesses left shortly after the acquisition(s), resulting in the loss of organizational knowledge, inefficiencies, and errors on projects, significantly impacting ongoing operations and the ability to integrate the Opcos.
- (e) Financial performance began to deteriorate, and the Opcos began facing cash flow and debt servicing issues as the Opcos were undercapitalized. Allsco and Alweather began factoring customer accounts receivable to advance the collection of receipts, and four (4) of the Opcos (Polar Window, Glass 8, Allsco, and Alweather) approached non-conventional lenders for financing and cash advances, which were accompanied by aggressive and expensive repayment plans.
- (f) The Opco's procurement-to-cash cycle became very mismatched. Supplier payment terms became more aggressive, changing from sixty (60) to thirty (30) days, while customer payment terms were extended.
- 25. As a result of the above, the Applicants found themselves faced with a serious liquidity crisis, and the ultimate insolvency of each of the Opcos.

#### Financial Results

26. The tables below summarize the most recent financial results for the various Opcos for the indicated periods. As detailed in the Segal Affidavit, financial statements have never

been prepared for Polar Holdco and 6914 (as they have no income), and Glass 8 and 1006 are presented on a consolidated basis (as "Glass 8"), as it was the Owners' intention to eventually amalgamate the two (2) entities.

Financial Performance of the Opcos

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For the	Period Endina			

	olar Window 31-Dec-21	3	lar Window 1-Dec-22 2 months)	urate Dorwin 31-Dec-21	ccurate Dorwin 30-Nov-22 (11 months)	Glass 8 31-Dec-21	Glass 8 0-Nov-22 1 months)
Sales	\$ 12,315,868	\$	7,423,370	\$ 14,015,063	\$ 11,477,643	\$ 11,087,132	\$ 10,999,291
Cost of Sales	8,341,035		6,053,875	11,279,637	8,391,842	9,384,499	9,058,987
Gross Profit	3,974,832		1,369,495	2,735,426	3,085,801	1,702,633	1,940,303
Operating Costs							
Salaries and Benefits	2,076,893		1,898,161	1,745,798	2,110,010	1,074,157	1,375,828
Leasehold Operating Expenses	642,923		510,521	698,866	707,908	119,533	103,017
Communication Expense	35,440		27,490	28,971	24,653	11,532	18,832
Fleet Expense	39,814		38,837	230,627	173,496	194,035	159,037
Office Expense	181,149		83,237	113,168	176,018	92,424	75,877
Marketing Expense	264,323		219,921	12,902	12,727	-	10,779
Advertising Expense	26,659		26,065	32,527	10,705	30,202	21,229
Miscellaneous Expense	14,275		1,473	276,720	50,720	53,426	48,340
Start-up Costs			-		-	2,044	· -
Professional Fees	96,949		87,965	236,585	139,844	22,721	151,904
Bank and Service Charges	5,496		4,309	20,327	72,384	46,932	66,518
Total Operating Expenses	3,383,922		2,897,977	3,396,491	3,478,465	1,647,006	2,031,360
Other Expenses							
Interest / Merchant Advances	421,092		375,736	228,437	251,143	86,383	64,809
Non Operating Charges	-		-	-	-	-	-
Depreciation	-		-	875,885	167,241	511,212	63,636
Taxes	196,736		99,077	(12,476)	5,810	69,571	-
Total Other Expenses	617,828		474,813	1,091,846	424,194	667,166	128,445
Net Income (Loss)	\$ (26,917)	\$	(2,003,295)	\$ (1,752,911)	\$ (816,858)	\$ (611,539)	\$ (219,502)

Source: Externally reviewed (2021) and internally prepared (2022) financial statements

#### Financial Performance of the Opcos

For the Period Ending									
	3	onal Interiors 31-Dec-21 .2 months)	3	nal Interiors 1-Dec-22 2 months)	3	Allsco 31-Dec-21	Allsco 30-Sep-22 (9 months)	Alweather 31-Dec-21	Alweather 30-Sep-22 (9 months)
Sales	\$	7,455,701	\$	7,537,059	\$	11,139,478	\$ 15,303,082	\$ 4,583,652	\$ 6,727,602
Cost of Sales		5,667,894		6,389,914		7,611,876	10,708,835	2,960,384	4,748,927
Gross Profit		1,787,807		1,147,145		3,527,602	4,594,247	1,623,268	1,978,675
Operating Costs									
Salaries and Benefits		874,773		1,484,936		1,453,891	1,774,586	647,918	1,068,306
Leasehold Operating Expenses		157,966		214,924		655,136	1,049,591	272,511	403,712
Communication Expense		26,960		32,684		19,593	53,729	11,666	44,019
Fleet Expense		100,327		125,147		394,511	545,021	105,351	164,826
Office Expense		203,446		189,010		197,225	145,145	39,881	56,809
Marketing Expense		12,364		13,541		123,670	160,280	12,385	28,275
Advertising Expense		31,321		58,008		-	-	4,920	22,482
Miscellaneous Expense		21,849		66,005		177,115	387,182	2,503	16,169
Start-up Costs		-		-		-	-	-	-
Professional Fees		404,710		279,128		-	-	-	-
Bank and Service Charges		40,184		145,846		49,328	125,070	67,825	99,440
Total Operating Expenses		1,873,901		2,609,229		3,070,469	4,240,604	1,164,960	1,904,038
Other Expenses									
Interest / Merchant Advances		95,475		117,222		337,606	571,489	5,028	8,647
Non Operating Charges		-		-		98,782	-		-
Depreciation		424,565		108,609		25,985	59,560	-	7,234
Taxes		-		-		-	-		
Total Other Expenses		520,041		225,832		462,373	631,049	5,028	15,881
Net Income (Loss)	\$	(606,135)	\$	(1,687,916)	\$	(5,240)	\$ (277,406)	\$ 453,280	\$ 58,756

Source: Externally reviewed (2021) and internally prepared (2022) financial statements

27. As evidenced above, other than Alweather, all entities have been operating in a net loss position for the 2021 to 2022 calendar years. The cumulative net loss for all Opcos from January 1, 2021 to the end of 2022 approximated \$8.0 million.

## 28. The table below summarizes the most recent available financial position of the various Opcos as at the date(s) indicated (Note: Allsco and Alweather have been reported on a combined basis).

	Polar Window 31-Dec-22	Accurate Dorwin 30-Nov-22	Glass 8 30-Nov-22	ľ	National Interiors 31-Dec-22	 o & Alweather 30-Sep-22
Assets	51-000-22	50-1107-22	50-1107-22		51-060-22	0-3ep-22
Cash	\$ 10,643	\$ 50,027	\$ -	\$	-	\$ -
Accounts Receivable	400,000	2,956,222	3,287,076		1,270,279	1,760,941
Inventory	1,250,000	1,778,929	656,290		1,382,541	6,387,117
Capital Assets	327,906	1,132,144	396,337		313,960	422,397
Intangible Assets	7,219	475,000	1,476,633		2,039,572	300,000
Due from Related Parties	-	1,555,220	201,784		-	2,273,309
Other Assets	300,000	43,912	20,582		91,045	143,103
Total Assets	2,295,768	7,991,454	6,038,703		5,097,397	11,286,867
Liabilities						
Bank Indebtedness	-	2,700,695	1,291,844		1,504,576	703,706
Accounts Payable and Other Liabilities	2,125,000	3,961,238	2,555,179		3,131,010	3,751,338
Customer Deposits	1,200,000	-	-		-	2,423,065
Merchant Cash Advances	428,636	-	161,875		-	341,764
Long Term Debt	119,894	2,327,642	1,931,831		2,429,146	-
Due to Related Parties	1,089,585	835,412	1,053,240		326,642	-
Total Liabilities	4,963,115	9,824,987	6,993,969		7,391,373	7,219,873
Shareholders' Equity						
Retained Earnings	(664,053)	(1,016,675)	(735,764)		(606,060)	4,285,644
Profit (Loss)	(2,003,295)	(816,858)	(219,502)		(1,687,916)	(218,650
Total Liabilities	(2,667,347)	(1,833,533)	(955,266)		(2,293,976)	4,066,994

Source: Internally prepared financial statements

29. As detailed above, on a consolidated basis, the Opcos have total assets approximating \$32.7 million and total liabilities approximating \$36.4 million.

#### **Bank and Credit Facilities**

30. As detailed in Part III – Bank and Credit Facilities (paragraphs 32 to 109) of the Segal Affidavit, the Applicants and the Owners have granted various registrations, security interests, and personal guarantees to a number of lenders. Based on the Personal Property Security Registries (the "PPR") and various priority agreements, the following is the Companies' perceived ranking of the general priority interests:

			0	ocos			Holdcos			
	Polar Window	Accurate Dorwin	Glass 8	National Interiors	Allsco	Alweather	Polar Holdco	1006	6914	
TD Bank (Operating / Term)		1	1	1	2	2	2	2		
First West Credit Union Capital Corp.	1	2	2	2			1			
Sallyport Commercial Finance, LLC CanaCap					1	1			1	
Merchant Growth			4		3			1		
6967478 Manitoba Ltd. (VTB - Richard Broduer)		3								
7252359 Manitoba Ltd. (VTB - National Flooring)				3						
The Borys Group (as defined in the Segal Affidavit)	1		3							

31. The table below summarizes the estimated balances owing to the priority secured lenders of the Applicants as at January 24, 2023 (excluding all purchase money security interest ("PMSI") registrations over specific collateral (i.e. serialized equipment registrations)):

Priority Secured Debt Estimated as at the January 26, 2023							
	Notes	Polar Window 31-Dec-22	Accurate Dorwin 30-Nov-22	Glass 8 30-Nov-22	National Interiors 31-Dec-22	Allsco & Alweather 30-Sep-22	Total
TD Bank (Operating / Term)	(1)	-	4,044,452	2,659,337	2,948,711	-	9,652,500
First West Credit Union Capital Corp.	(2)	-	650,000	-	-	-	650,000
Sallyport Commercial Finance, LLC		-	-	-	-	500,000	500,000
CanaCap		103,954	-	-	-	38,525	142,479
Merchant Growth		-	-	161,875	-	341,764	503,639
6967478 Manitoba Ltd. (VTB - Richard Broduer)		-	100,171	-	-	-	100,171
7252359 Manitoba Ltd. (VTB - National Flooring)		-	-	-	1,042,314	-	1,042,314
The Borys Group (as defined in the Segal Affidavit)		-	-	402,028	-	-	402,028
Total Secured Debt		103,954	4,794,623	3,223,240	3,991,025	880,289	12,993,131

Notes:
(1) TD Bank obtained additional security over Polar Window, Allsco, and Alweather by way of the Present Advance under the January 26, 2023 Forbearance Agreement.
(2) FWCU advanced funds to the following co-borrowers - Polar Window, Accurate Dorwin, Glass 8, National Interiors, Polar Holdco, and 1006. The Applicants recorded the FWCU advance in Accurate Dorwin.

- 32. As further detailed in the Segal Affidavit, TD Bank is the first secured creditor over all of the assets of Accurate Dorwin, Glass 8, and National Interiors, and the second secured creditor over all of the assets of Allsco and Alweather. As at January 24, 2023, TD Bank was owed approximately \$9.7 million (the "TD Indebtedness").
- 33. As the Opcos had been operating at or near the cap of the TD Bank facilities for some time, the Applicants resorted to non-conventional, higher priced lending to obtain additional liquidity from the following entities:
  - First West Credit Union Capital Corp. ("FWCU"); (a)
  - (b) Merchant cash advances (from the purchase and sale of receivables) from 9859870 Canada Inc. ("Canacap"), 11302078 Canada Ltd. O/A Sheaves Capital ("Sheaves"), 2M7 Financial Solutions ("2M7"), and Merchant Opportunities Fund Limited Partnership ("Merchant"); and
  - (c) Cash advances from SallyPort Commercial Finance ULC ("SallyPort"), secured by Allsco and Alweather equipment (Note: since the acquisition of Allsco and Alweather in July 2021, Management has also been factoring Allsco and Alweather accounts receivable with SallyPort).

(collectively the "Additional Funding").

34. In addition to the Additional Funding, since the Companies began experiencing liquidity issues, the Owners have advanced the Opcos in excess of \$1.2 million (the "Owners'

#### Advances").

- 35. Since late 2022, the Opcos have been utilizing the Additional Funding, the TD Bank facilities, and the Owners' Advances to meet cash requirements and fund operating losses. Credit terms with various suppliers have reached their limits, and the Opcos have negotiated various repayment arrangements with vendors in order to continue to procure materials.
- 36. Additionally, as at the date of this Report, Polar Window and Alweather have each received approximately \$1.0 million in customer deposits, which the Opcos have utilized for ongoing operations.
- 37. As the Opcos could no longer satisfy their current obligations in the ordinary course of business, and the Applicants had exhausted all available liquidity, on January 26, 2023, the Applicants entered into a forbearance agreement (the "Forbearance Agreement") with TD Bank, attached as Exhibit 8 to the Segal Affidavit. In accordance with the terms of the Forbearance Agreement, TD Bank agreed to provide Accurate Dorwin with interim financing of \$0.8 million (the "Present Advance", as defined in the Forbearance Agreement), specifically for the purpose of enabling the Applicants to continue to make critical payments during the pre-CCAA filing period. In return for the Present Advance, Polar Window, Allsco, and Alweather provided TD Bank with general security agreements ("GSA").
- 38. Concurrent with the execution of the Forbearance Agreement, on January 26, 2023, TD Bank issued formal demands (the "Demands") to the Applicants, along with a notice to enforce a security in accordance with the BIA. The Demands indicated that full payment of the TD Indebtedness was due on or before February 6, 2023.
- 39. As the Applicants were not in a position to satisfy the Demands, with the support of TD Bank, the Applicants made the determination that a formal filing under the CCAA was the best option available to provide the Opcos with time to restructure. As further detailed below, given the inter-dependencies amongst the Opcos, including all Opcos and Holdcos in the filing was determined to be necessary and appropriate in the circumstances.

#### **Other Priority Creditors**

# 40. Management advised the Proposed Monitor that the Opcos' priority creditors are as follows:

	Notes	Payroll Source Deductions	Wages	Accrued Vacation	GST/HST	PST	Health and Education Tax
Polar Window		-	-	142,861	36,876	8,575	-
Accurate Dorwin		-	-	71,217	-	8,752	-
Glass 8	(1)	354,862	-	75,826	9,340	10,172	86,916
National Interiors		-	-	41,375	875	29,322	-
Allsco		-	-	70,017	234,677	-	-
Alweather		-	-	94,741	501,566	-	-
Total		354,862	-	496,038	783,335	56,821	86,916

Notes:

**Priority Creditors** 

(1) Management advised that on January 30, 2023, CRA completed its review and determined that \$432,650.39 (inclusive of penalties and interest) remained unremitted on account of payroll source deductions, which amount pre-dates the Owners acquiring Glass 8.

All payroll source deduction remittances and employee wages are current, but for an amount that was recently reassessed by Canada Revenue Agency ("**CRA**") in respect of Glass 8. On January 30, 2023, CRA completed its review and assessed that Glass 8 failed to remit \$354,862 (\$432,650 with interest and penalties) in payroll source deductions. Management advised that this amount relates to the period in time prior to the Owners acquiring Glass 8 in July 2020.

41. Management advised the Proposed Monitor that Glass 8 and Allsco provide employees with a group retirement savings plan ("**GRSP**") by way of registered retirement savings plan ("**RRSP**") contribution matching, and that there are no contribution arrears. Management further advised that two (2) Opcos have certain unionized employees: Accurate Dorwin has a collective agreement with International Union of Painters and Allied Trades – Local Union No 738 ("**IUPAT**"), and Allsco has a collective agreement with UFCW Canada, Local 1288P ("**UFCW**"). Accurate Dorwin is currently in arrears of \$14,742 to IUPAT on account of unpaid union dues, and Allsco is current with UFCW on account of same.

#### Landlords and unsecured Creditors

42. The following two (2) tables summarize the Opcos' landlord arrears and unsecured liabilities as at January 24, 2023:

#### Landlord Arrears Estimated as at January 24, 2023

Орсо	Location	Landlord	Arrears
Polar Window	75-77 Bannister Road, Winnipeg, MB	Bannister Industrial Park Ltd.	85,199
	6636 50 <sup>th</sup> Street, NW, Edmonton, AB	50 <sup>th</sup> Street Equities Inc.	10,370
Accurate Dorwin	1535 Seel Avenue, Winnipeg, MB	Shelter Canadian Properties Limited	-
Glass 8	17310 108 Avenue, Edmonton, AB	One Seventy Holdings Inc.	3,712
National Interiors	971 Wall Street, Winnipeg, MB	60737 Manitoba Ltd.	11,407
Allsco	70 Rideout, Moncton, NB	Atlantic Commercial Properties Inc.	-
	222 Edinburgh Drive, Moncton, NB	ProReit/CRESPOINT Real Estate RE	-
	615 St. George Blvd., Moncton, NB	Atlantic Commercial Properties Inc.	-
Alweather	27 Troop Avenue, Dartmouth, NS	Rock Investments	-
	95 Young Street, Truro, NS	Rock Investments	-
	289 Nova Scotia, Trunk 10, Cookville, NS	Rock Investments	-
	153 Commercial Street, Berwick, NS	Rock Investments	-
	20 Maple Avenue, Amherst, NS	Rock Investments	-
	271 Sherwood Rd., Charlottetown, PEI	Rock Investments	-
Total			110,687

Unsecured Trade Creditor Summary Estimated as at January 24, 2023

	Vendor Count	Outstanding Balance
Polar Window	70	2,056,903
Accurate Dorwin	102	1,571,735
Glass 8	82	1,575,677
National Interiors	92	928,116
Allsco	110	1,867,014
Alweather	8	18,663
Total	464	8,018,109

#### Inter-Dependency of the Entities

- 43. Management advised that there are various common vendors as between the Opcos, and that certain of the Opcos are mutually dependent on one another (i.e. Accurate Dorwin and Allsco supply manufactured products to Polar Window; Allsco supplies manufactured products to Alweather). Additionally, as the Opcos began to face liquidity issues, in order to maintain operations at each of the Opcos, Management began transferring available cash from one Opco to another to meet daily operating costs.
- 44. Given the supply and customer inter-dependencies, along with the usage of available cash to maintain operations, Management is of the view that inclusion of all Opcos in the CCAA filing is necessary and appropriate in order to allow all interested stakeholders an opportunity to benefit from a successful restructuring.
- 45. Additionally, as further detailed in the Segal Affidavit, as the Holdcos are affiliated with the Opcos and hold shares in the Opcos, Management is of the view that it is necessary

for the Holdcos to be included in the CCAA filing. The Proposed Monitor is of the view that inclusion of the Opcos and the Holdcos in the CCAA proceedings is necessary and appropriate given the above.

## HISTORY OF ACTIONS TAKEN AND ALTERNATIVES CONSIDERED BY THE APPLICANTS TO RESOLVE THEIR FINANCIAL CHALLENGES

- 46. Subsequent to the Acquisition Period, Management retained certain external consultants to assist with informally restructuring operations with the objective of making the Opcos individually, or collectively, more attractive for a going concern sale. Unfortunately, as a result of the Opcos' continued under performance and cash flow constraints, sales efforts were abandoned prior to formally exposing any of the Opcos to the market.
- 47. Although Management has advised that certain parties have expressed an interest in Glass 8, Accurate Dorwin, and National Interiors, no formal process has been commenced, nor has any due diligence been performed by any of the interested parties as at the date of this Report.
- 48. As at the date of this Report, the Applicants have not yet developed a plan of arrangement for consideration by the various stakeholders. Immediately upon filing, the Applicants intend to stabilize stakeholder relationships (i.e. employees, contractors, customers, vendors, etc.) with rapid communication of the CCAA proceedings. Thereafter, while continuing to facilitate ongoing operations, the Applicants intend to assess the operational performance and viability of each Opco, inclusive of the interrelationships amongst the Opcos. Management will also consider going concern sales opportunities, which may necessitate a formal sales and investor solicitation process ("**SISP**"), to be approved by the Court, for one or more of the Opcos, as well as whether a formal liquidation process may be more appropriate for any Opco determined to not be viable in the long term.

#### CASH MANAGEMENT SYSTEM

49. The Applicants maintain a centralized cash management system (the "Cash Management System") which is used to manage cash for the Opcos. The Cash Management System is managed centrally from the Seel Head Office.

- 50. The Proposed Monitor has been advised by Management that each of the Opcos maintains its own Canadian dollar operating account with TD Bank, and that Accurate Dorwin, Allsco, and Alweather also maintain USD deposit accounts with TD Bank.
- 51. As at the date of this Report, Management advised that all of the TD Bank operating facilities are at, or are very near, the maximum availabilities as follows:
  - (a) Polar Window deposit account only;
  - (b) Accurate Dorwin \$2.75 million revolving facility;
  - (c) 1006 (utilized by Glass 8) \$1.3 million revolving facility;
  - (d) National Interiors \$1.5 million revolving facility;
  - (e) Allsco deposit account only; and
  - (f) Alweather deposit account only.

(collectively the "TD Operating Accounts")

- 52. In addition to the TD Operating Accounts, Management advised that Glass 8, Accurate Dorwin, and National Interiors each have a TD Credit Card with a \$50,000 limit (the "**TD Credit Cards**"), and that each of the TD Credit Cards is at, or very near, the credit limit.
- 53. The Applicants intend to continue using the TD Operating Accounts so as not to disrupt the flow of receipts from customers and payments to vendors, and the Applicants anticipate transferring cash amongst the Opcos to meet ongoing operational requirements (consistent with historical operations). Additionally, Management has undertaken to stop all pre-authorized automatic disbursements from the various TD Operating Accounts. Management does not intend to use the TD Credit Cards post-filing, but is currently in discussions with TD Bank to see if new cards can be issued to facilitate certain vendor payments.
- 54. The Applicants further intend to continue with the factoring agreement that Allsco and

Alweather have arranged with Sallyport during the CCAA proceedings.

55. The Applicants are seeking the approval of the Court to continue with the Cash Management System, and the Proposed Monitor has no objection with same.

#### **APPLICANTS' 13-WEEK CASH FLOW FORECAST**

56. Management has prepared an Opco level and consolidated cash flow forecast (collectively the "Cash Flow Statement") that estimates the financing requirements of the Applicants during the 13-week period from February 6, 2023 to May 5, 2023 (the "Cash Flow Period"), using assumptions as detailed in the notes and summary of assumptions (the "Notes and Assumptions") appended thereto. A copy of the Cash Flow Statement is attached hereto as Appendix C, and is summarized below.

Opcos Consolidated Cash Flow Projection For the 13-Week Period Ended May 5, 2023

	Weeks 1 to 13 Total
olidated	
Receipts	
Accounts Receivable	16,013,079
Bank Bulge Advance (TD)	
Deposits	560,000
Sally Port	
Transfers from Other Entities	
Transfers from USD	
Total Receipts	16,573,079
Disbursements	
Accounts Payable (Vendors) and Misc. Payments	7,347,162
Bank Bulge Retirement (TD)	
Benefits / WCB / DC Pension / Union Dues	303,206
GST / HST Remittances	590,049
Insurance	42,544
Interest	3,00
Lease Payments	143,45
Merchant Cash Advance	58,778
Payroll / Source Deductions / Commissions	5,586,516
Rent / Property Taxes	502,087
Transfers to Other Entities	
Utilities	115,190
Visa (Credit Card) / Loan	377,57
Total Disbursements	15,069,565
Net Cash Inflows / (Outflows) from Operations	1,503,514
Restructuring Costs	
Accurate Group's Legal Counsel	225,000
Monitor	325,000
Monitor's Legal Counsel	135,000
CRO	195,000
DIP Fees / Interest	47,500
Present Advance Repayment	800,000
KERP	150,000
	250,000
Contingency Total Restructuring Costs	2,127,500
	2,127,300
Net Cash Inflows / (Outflows) after Restructuring Costs	(623,986

- 57. The Cash Flow Statement shows the receipt of funds from ongoing operations, primarily through the collection of existing and ongoing accounts receivable. Receipts will be used to fund the Applicants' working capital requirements during the CCAA proceedings.
- 58. The Cash Flow Statement estimates that for the Cash Flow Period the Applicants will have total receipts of approximately \$16.6 million, and total operating disbursements of approximately \$15.1 million, for a net cash inflow of \$1.5 million from operations.
- 59. Although the net cash position is forecast to be positive over the Cash Flow Period, in the two (2) week period preceding the CCAA filing, the Companies were expected to experience a cash shortfall. At the request of Management, TD Bank provided the Applicants with the Present Advance (\$0.8 million) to enable operations to continue on an uninterrupted basis while the CCAA application materials were being prepared. Additionally, during the Cash Flow Period, as a result of the repayment of the Present Advance and restructuring costs, the Cash Flow Statement indicates that the Opcos will operate in a net deficit position with the peak shortfall of approximately \$1.0 million during the week of April 7, 2023. Management indicated that this shortfall will be covered by a proposed DIP Facility (as defined below) discussed later in this Report.
- 60. Management's Representation Letter on the Cash Flow Statement is attached hereto as Appendix D.
- 61. The Proposed Monitor's review of the Cash Flow Statement consisted of inquiries, analytical procedures, and discussions related to the information supplied to us by Management. Since the Notes and Assumptions need not be supported, our procedures with respect to them were limited to evaluating whether they were consistent with the purpose of the Cash Flow Statement. We have also reviewed the support provided by Management for the Notes and Assumptions, and the preparation and presentation of the Cash Flow Statement.
- 62. Based on our review, nothing has come to our attention that causes us to believe that, in all material respects:
  - (a) The Notes and Assumptions are not consistent with the purposes of the Cash Flow

Statement;

- (b) As at the date of this Report, the Notes and Assumptions developed by Management are not suitably supported and consistent with the plans of the Applicants or do not provide a reasonable basis for the Cash Flow Statement, given the Notes and Assumptions; or
- (c) The Cash Flow Statement does not reflect the Notes and Assumptions.

#### **DEBTOR IN POSSESSION FINANCING**

- 63. Based on the Cash Flow Statement, in order for the Applicants to continue to pursue a plan of arrangement, it will be necessary for the Opcos to obtain an interim financing facility within the CCAA proceedings (the "**DIP Facility**").
- 64. As at the date of this Report, the Applicants have secured a DIP Facility from TD Bank (the "**DIP Lender**") in the amount of \$1.2 million. The DIP Facility is expected to provide sufficient funding to allow the Applicants to begin to reorganize their affairs in these proceedings. The Applicants and their advisors believe that the DIP Facility is the most appropriate source of funding available, given the necessity of the proposed filing, the minimal level of existing cash on hand, and interest of the TD Bank in the overall CCAA proceeding. In the event that the Court approves the DIP Facility and grants the Initial Order at the hearing scheduled for February 10, 2023, and the Amended and Restated Initial Order at the Comeback Hearing, the Proposed Monitor has been advised that the Applicants intent to draw upon the DIP Facility as follows:
  - (a) Tranche #1 approximately \$200,000 during the week ended February 10, 2023
     to address the various pre-filing restructuring costs; and
  - (b) Tranche #2 as needed to support the Applicants restructuring in accordance with the Cash Flow Statement and the DIP Facility Term Sheet.
- 65. The draft DIP Facility Term Sheet (the "**DIP Facility Term Sheet**") is attached to the Segal Affidavit as Exhibit 90, and a summary of the salient DIP Facility terms are detailed below:

( <b>1</b> , <b>1</b> , <b>1</b> ,	Summary of DIP Facility Terms
	ns are as defined in the Interim Facility Loan Agreement)
Financing	• Senior secured super-priority revolving interim credit facility in the maximum principal amount of CDN \$1,200,000.
Borrowers	• Polar Window of Canada Ltd., Accurate Dorwin (2020) Inc., Glass 8 Inc., National Interiors (2021) Inc., 12986647 Canada Ltd., 12986591 Canada Ltd., Polar Holding Ltd., 10064720 Manitoba Ltd., and 12986914 Canada Ltd.
Purpose of Financing	• To fund the payment of debts determined to be Critical Payments in accordance with the Rolling Thirteen Week Cash Flow Projection.
Term	<ul> <li>The earlier of the date on which any of the following occurs (unless extended in writing by the Lender): <ul> <li>May 8, 2023;</li> <li>The date of implementation of any plan of compromise and arrangement sanctioned by final Order of the CCAA Court;</li> <li>The effective date of any recapitalization of the Borrowers pursuant to a CCAA Plan;</li> <li>The sale of all or substantially all of the Property of the Borrowers, taken as a whole, under and pursuant to the SISP and an Order of the CCAA Court;</li> <li>The date on which the CCAA Stay expires without being extended by an Order of the CCAA Court or the CCAA Proceeding is terminated or dismissed; or</li> <li>The date on which there occurs and is continuing an Event of Default and the Lender declares all of the Interim Facility to be immediately due and payable and demands the repayment in full thereof.</li> </ul> </li> </ul>
Payment	<ul> <li>On the first Business Day of each week following the Commencement Date, the Borrowers shall pay 100% of all amounts paid in the prior week to the Borrowers other than Advances or amounts to be held in trust by the Borrowers, but including any amounts released from trust in repayment of the Bulge Facility (referred to as the "Present Advance" in the Forbearance Agreement and this Report).</li> <li>If there is an Asset Disposition by the Borrower, then <ul> <li>if the Current Security or Bulge Security ranks in priority to all Liens against the Property subject to such Asset Disposition other than the interim Facility Charge and the other CCAA Charges, the Net Proceeds of such Asset Disposition shall be paid forthwith to the Lender and applied by the Lender in repayment of the Current Obligations and Bulge Obligations, as applicable; and <ul> <li>if the Current Security or Bulge Security does not rank in priority to all Liens against the Property subject to such Asset Disposition other than the Interim Facility Charge and the other CCAA Charges, such portion of the Net Proceeds as required by the Lender shall be paid to the Lender in permanent repayment of the Interim Facility Obligations, and any portion of the Net Proceeds in excess thereof shall be held by the Monitor subject to further Order of the CCAA Court. If the Net Proceeds or a portion thereof are applied in repayment of the Interim Facility Obligations. To the extent required under the CCAA or any CCAA Order, the Borrowers</li> </ul> </li> </ul></li></ul>

	shall apply to the CCAA Court for an Order authorizing and directing
	the Borrowers and/or the Monitor to make such payment.
	• If the aggregate amount of the Advances at any time exceeds
	the Maximum Amount or any other limit to Facility
	Availability, the Borrowers shall immediately repay to the
	Lender the amount of excess, whether or not the Lender has
	given notice to the Borrowers requiring such payment.
	• The full amount of the Interim Facility Obligations shall
	become automatically due and payable to the Lender on the
	Termination Date without notice or demand.
Significant Terms	• The Borrowers are authorized and directed to repay the Bulge
	Obligations as noted in the payment terms above.
	• Borrowers will take any steps necessary to ensure that the Lender is
	at all times considered an unaffected creditor in the CCAA
	Proceeding in respect of the Interim Facility, the Interim Facility
	Obligations, the Bulge Facility and the Bulge Obligations, and the
	Interim Obligations and Bulge Obligations will not be subject to any
	compromise or arrangement under any CCAA Plan.
	• The Borrowers to deliver the financial statements and any other
	information required under the Current Loan Agreements within the
	time periods specified therein.
	• Other covenants which appear customary under the circumstances.
Fees and Interest	• Prime plus 4%.
	• \$25,000 facility fee.
Security	• A first-ranking super-priority charge and security in favour of the
	Lender created by the CCAA Court in the Initial Order (the "Interim
	Facility Charge") against all of the Property of each Borrower
	(collectively, the "Collateral") to secure the Interim Facility
DID Charge	Obligations and Bulge Obligations.
DIP Charge	• Interim Facility Charge will rank in priority to all Liens attaching to the Collateral other than the Administration Charge for
	the Collateral other than the Administration Charge for Administration Costs up to \$500,000, and will rank in priority to the
	Directors' Charge and the KERP Charge.
	Directors Charge and the KENT Charge.

66. The Proposed Monitor notes that funding under the DIP Facility is required by the Applicants on an urgent basis. The quantum of the DIP Facility reflects the cash needs of the Applicants, taking into consideration the Applicants' immediate planned course of action and the retirement of the Present Advance. The fees and interest rate associated with the DIP Facility appear reasonable in relation to the fees and rates for similar lending in other CCAA matters. Additionally, it is expected that the DIP Facility will be administered in a manner that furthers the goals of these CCAA proceedings.

#### **KEY EMPLOYEE RETENTION PLAN**

67. Management has identified certain individuals who are critical to the Companies' restructuring efforts and managing the day-to-day operations. In order to retain and incentivize these individuals, the Applicants have developed a key employee retention

plan ("**KERP**"), attached as Confidential Exhibit A to the Segal Affidavit. Under the provisions of the proposed KERP, the following milestone payments will be made:

- (a) First installment payment of \$150,000 to plan participants upon the Court granting the extension of the Initial Stay Period at the Comeback Hearing; and
- (b) Second installment payment of \$150,000 to plan participants upon the completion of the CCAA proceedings, the discharge of the Monitor, and the payment in full of the TD Indebtedness.
- 68. The KERP was developed by the Applicants, in consultation with the Proposed Monitor, and is supported by TD Bank. The Proposed Monitor is of the view that the proposed KERP is reasonable and appropriate in the circumstances as the KERP:
  - (a) will provide stability to the Opcos and continuity of leadership and knowledge during the CCAA proceedings, as replacement management with the requisite industry knowledge and understanding of the Opcos inter-dependencies is not available in the short term;
  - (b) will enable an efficient and cost-effective execution of a restructuring plan which will benefit all stakeholders; and
  - (c) ensures the continued support of the KERP participants, as the final balloon payment is tied to the completion of the CCAA proceedings and repayment of the TD Indebtedness.
- 69. The Proposed Monitor is of the view that the terms of the proposed KERP are commercially reasonable given the circumstances and the complexity involved with the six (6) Opcos, and that the quantum of the KERP is consistent with employee retention plans in other such CCAA proceedings. Further, given the confidential nature of the KERP, the Proposed Monitor is of the view that the Applicants' request to seal same is reasonable in the circumstances.
- 70. In addition to the proposed KERP, Management intends to retain a Chief Restructuring Officer ("**CRO**") to assist with the strategic restructuring and possible sale of one or more

of the Opcos. As at the date of this Report, Management is continuing discussions with selected individuals to fulfill the CRO mandate (and the estimated costs associated with the CRO have been included in the Cash Flow Statement).

#### AUTHORIZATIONS AND CHARGES IN THE DRAFT INITIAL ORDER

71. The Proposed Monitor has reviewed the proposed Initial Order and provides comments on certain provisions below.

#### Cash Management System

- 72. As previously indicated, it is proposed that the Applicants shall be entitled to continue to utilize the existing Cash Management System, or replace it with another substantially similar central cash management system.
- 73. In the Proposed Monitor's view, the maintenance of the existing Cash Management System is important to ensure cash receipts continue to be received and that payments are made in accordance with the established terms to stakeholder groups who are entitled to receive payments in the CCAA proceedings.

## Proposed Court Ordered Charges over the Assets of the Applicants

#### **Administration Charge**

- 74. The Applicants' proposed form of Initial Order provides for an administration charge (the "Administration Charge") in an amount of \$500,000 in favour of the Proposed Monitor, the Proposed Monitor's Legal Counsel, and counsel for the Applicants as security for professional fees and disbursements incurred before and after the making of the Initial Order in respect of these CCAA proceedings. The Administration Charge has been established based on the respective professionals' previous history and experience with similar restructurings.
- 75. To date, the Applicants, the Applicants' legal counsel, the Proposed Monitor, and the Proposed Monitor's Legal Counsel have incurred professional fees in preparation for the CCAA proceedings, which include preparing the initial application materials, preparing this Report, and communicating with certain key stakeholders, including TD Bank, about

potential strategies for restructuring the Applicants. In addition, the Proposed Monitor has also prepared statutory notices, mailings, and communications required by the CCAA should the Initial Order be granted.

- 76. These proceedings require the involvement of professional advisors to guide a successful restructuring, and accordingly, the Proposed Monitor is of the view that the Administration Charge is required and is reasonable and appropriate in the circumstances to ensure the continued support of the professionals in the Applicants' efforts to restructure.
- 77. In addition, the Proposed Monitor is advised that the Applicants have given notice of the application for the Initial Order (and therefore the Administration Charge to be created thereunder), to all of the secured creditors who are likely to be affected by the Administration Charge, as required by section 11.52(1) of the CCAA.

#### **DIP Lender's Charge**

- 78. It is proposed that the Applicants be authorized to enter into the DIP Facility agreement with TD Bank to finance the Applicants' working capital requirements and other general corporate purposes. As security for the DIP Facility, it is proposed that the DIP Lender be granted a charge (the "**DIP Lender's Charge**") on all of the assets of Applicants.
- 79. The DIP Lender's Charge is necessary in order to ensure that the DIP Lender has security for the DIP Facility. The proposed quantum of the DIP Facility has been determined based upon the projected cash flow needs set out in the Applicants' Cash Flow Statement and taking into consideration the Present Advance.
- 80. With respect to the DIP Lender's Charge, Section 11.2(1) of the CCAA specifically states *"The security or charge may not secure an obligation that exists before the order is made."* Tranche #2 of the DIP Facility contemplates funding of ongoing operations and the repayment of the Present Advance provided under the Forbearance Agreement, which advance was solely made to enable the Opcos to continue with operations while the Applicants prepared for the CCAA filing. In the absence of the Present Advance, the CCAA filing would not have been possible, and accordingly, the Proposed Monitor is of

the view that the DIP Facility and the DIP Lender's Charge is reasonable and appropriate in the circumstances.

#### **Directors' and Officers' Charge**

- 81. It is proposed that the Applicants indemnify their directors and officers (the "**Indemnification**") against obligations and liabilities that they may incur after the commencement of these proceedings, except to the extent that the obligation or liability was incurred as a result of the directors' or officers' gross negligence or willful misconduct.
- 82. The Proposed Monitor has been advised that the Indemnification is necessary for the continued service of the directors and officers of the Applicants during the restructuring. Given that the Applicants will require the committed involvement of the directors and officers to successfully restructure, the Proposed Monitor believes the Indemnification is required and reasonable in these circumstances.
- 83. The Applicants are seeking a charge (the "**Directors' Charge**") against the assets of the Applicants to a maximum amount of \$300,000 as security for the Indemnification. The Director's Charge is intended to secure amounts that may be incurred subsequent to the Initial Order and address claims that may be brought against directors and officers that are not covered under existing insurance, or to the extent coverage is insufficient. As detailed in the Segal Affidavit, the directors' and officers' insurance policy remains in place until February 1, 2024 and provides \$5.0 million in coverage.
- 84. The Proposed Monitor is of the view that the continued support and services of the directors and officers of the Applicants during the CCAA proceedings is necessary to preserve value and maximize recoveries for all stakeholders. The Proposed Monitor has reviewed the underlying assumptions upon which the Applicants have based the estimate of potential liability exposure and is of the view that the Director's Charge is reasonable and appropriate in the circumstances.

## **KERP** Charge

85. The Applicants are seeking a charge for the proposed KERP (the "KERP Charge") over

the Companies' assets in an amount not to exceed \$300,000 as security for all amounts becoming payable under the proposed KERP. The details of the proposed KERP have been provided to this Honourable Court by the Applicants, and a sealing request is being made for same.

86. As noted above, the Proposed Monitor has reviewed the proposed KERP and is of the view that the KERP Charge is reasonable and appropriate in the circumstances.

#### Priority of Charges Created by the Initial Order

- 87. The proposed priorities of the charges to be created under the Initial Order are as follows:
  - (a) First Administration Charge (to the maximum amount of \$500,000);
  - (b) Second DIP Lender's Charge;
  - (c) Third Directors' Charge (to the maximum amount of \$300,000); and
  - (d) Fourth KERP Charge (to the maximum amount of \$300,000).
- 88. The Proposed Monitor has reviewed the calculations and initial documentation that support the Administration Charge, the DIP Lender's Charge, the Directors' Charge, and the KERP Charge and believes the amounts are reasonable in the circumstances.

## Other Relief

- 89. In addition to the above, the Applicants are seeking a stay of the guarantees in respect of 744, Polar Canada, and the Owners' personal guarantee (collectively the "Guarantors"). Such a stay is necessary in the circumstances as enforcement against 744 and Polar Holding puts at risk the shares of the Applicants, and potentially the entire restructuring.
- 90. In respect of the personal guarantees, the Owners are also the directors of the Applicants, and are critical for a successful restructuring. Segal is the only director resident in Canada, and if actions were taking against the Guarantors, not only would it be distracting during the CCAA proceedings, if any such action resulted in the bankruptcy of Segal, the Applicants would be without a resident director.

91. Given the above, the Proposed Monitor is of the view that staying the guarantees is necessary and appropriate in the circumstances.

#### **PROPOSED MONITOR'S CONCLUSIONS**

- 92. The Proposed Monitor concurs with the Applicants' view that they are insolvent and are facing immediate liquidity issues which have created the need to undertake the restructuring as contemplated by these CCAA proceedings.
- 93. The Applicants remain in default of certain obligations under their debt facilities and they have ceased paying their current obligations in the ordinary course of business as they generally become due. These proceedings will afford the Applicants an opportunity to complete a restructuring in a manner that (i) maximizes value for the Applicants' various stakeholders, (ii) helps to retain as many as 335 jobs, and (iii) best protects the interests of the various stakeholders while the Applicants work to complete a restructuring, which may include a Court approved SISP for certain sale transactions.
- 94. The Proposed Monitor has concluded that a DIP Facility is required in order for the Applicants to continue to operate on an uninterrupted basis through the projected restructuring period.
- 95. The DIP Facility represents the necessary financing which will afford the Applicants the ability to operate as a going concern while pursuing the restructuring. The Proposed Monitor believes that, apart from the DIP Facility, there exists no reasonable prospect of obtaining similar interim financing in the circumstances.
- 96. Further to the Proposed Monitor's review of the proposed form of Initial Order, the Proposed Monitor also supports the Administration Charge, the DIP Lender's Charge, the Directors' Charge, and the KERP Charge being requested in the Applicants' draft Initial Order as being reasonable and required in the circumstances.
- 97. The Applicants are also seeking, and the Proposed Monitor supports their request, to continue to operate the Cash Management System in substantially the same manner as existed prior to the commencement of the CCAA proceedings, should an Initial Order be granted.

98. The Proposed Monitor also supports the amounts and rankings of the Court ordered charges and the financial thresholds proposed in the draft Initial Order.

All of which is respectfully submitted at Winnipeg, Manitoba, this 7<sup>th</sup> day of February, 2023.

## **DELOITTE RESTRUCTURING INC.**

In its capacity as Proposed Monitor of Polar Window of Canada Ltd., Accurate Dorwin (2020) Inc., Glass 8 Inc., National Interiors (2021) Inc., 12986647 Canada Ltd. (o/a Allsco Windows & Doors), 12986591 Canada Ltd. (o/a Alweather Windows & Doors), Polar Holding Ltd., 10064720 Manitoba Ltd., and 12986914 Canada Ltd. and not in its personal capacity.

Per:

r: Brent Warga, CPA, CA, CIRP, LIT Senior Vice-President Appendix A - Consent to Act as Monitor

File No. CI 23-01-

#### THE KING'S BENCH WINNIPEG CENTRE

#### IN THE MATTER OF THE *COMPANIES' CREDITORS ARRANGEMENT ACT*, R.S.C. 1985, c. C-36, AS AMENDED

#### AND IN THE MATTER OF A PLAN OF COMPROMISE OR ARRANGEMENT OF POLAR WINDOW OF CANADA LTD., ACCURATE DORWIN (2020) INC., GLASS 8 INC., NATIONAL INTERIORS (2021) INC., 12986647 CANADA LTD. (O/A ALLSCO WINDOWS & DOORS), 12986591 CANADA LTD. (O/A ALWEATHER WINDOWS & DOORS) POLAR HOLDING LTD., 10064720 MANITOBA LTD., and 12986914 CANADA LTD.

APPLICANTS

#### CONSENT TO ACT AS MONITOR

TAKE NOTICE THAT pursuant to the *Companies' Creditors Arrangement Act*, R.S.C. 1985, c. C-36, as amended, Deloitte Restructuring Inc. ("**Deloitte**") hereby consents to acting as the monitor of the Applicants, POLAR WINDOW OF CANADA LTD., ACCURATE DORWIN (2020) INC., GLASS 8 INC., NATIONAL INTERIORS (2021) INC., 12986647 CANADA LTD. (O/A ALLSCO WINDOWS & DOORS), 12986591 CANADA LTD. (O/A ALWEATHER WINDOWS & DOORS), POLAR HOLDING LTD., 10064720 MANITOBA LTD., and, 12986914 CANADA LTD. should this Honourable Court be disposed to make an Order so appointing it, in accordance with an order substantially in the form of the Draft Order filed in support of this application, as such order may be amended in a manner satisfactory to Deloitte.

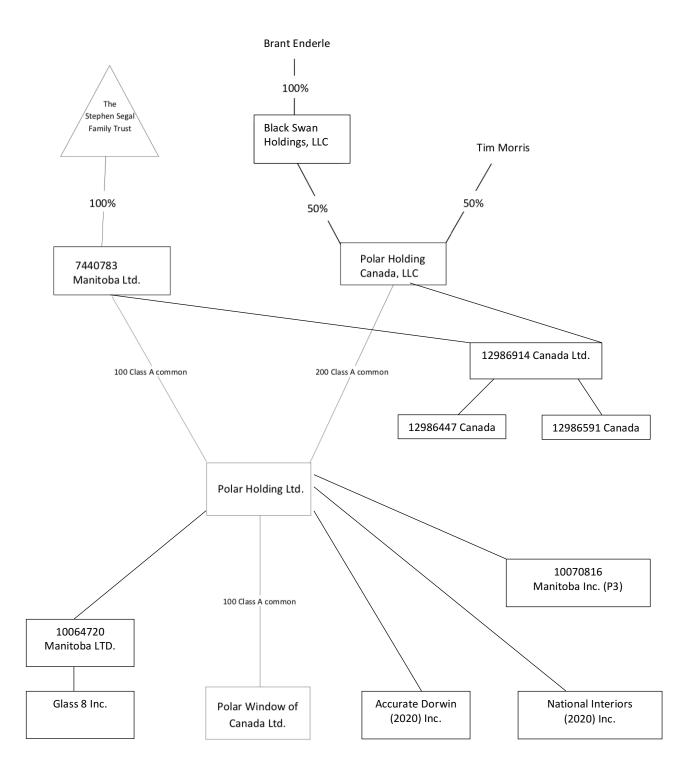
Dated at the City of Winnipeg, in the Province of Manitoba this 3rd day of February, 2023.

**DELOITTE RESTRUCTURING INC.** 

Name: Brent Warga, CPA, CA, CIRP, LIT Title: Senior Vice-President

Appendix B – Organizational Chart

#### POLAR HOLDING LTD



Appendix C – Cash Flow Statement for the Period February 6, 2023 to May 5, 2023

#### Accurate Group of Companies Cash Flow Projection For the Week Ended

		Week	Wonk	Week	Week	Week	Week	Post-Filin Week	Week	Week	Weak	Week	Week	Weat	
lidated	Notes	10-feb-23	17-Feb-23	24-Feb-23	3-Nan-23	3 20-61an 23	ii 17-Mar-23	7 24-Mai-23	8 33-Mat-23	9 7-Apr-23	10 14-Apr-23	11 21-Aut-23	12 28-Aur-23	Week 13 5-May-23	Week 2 to 12 Total
Receipts															and a second s
Accounts Receivable	1	1.153.079	1,165,000	1.145.000	1,240,000	1.240.000									
Deposits	2	25,000	25,000	20.000	40.000	50.000	1.240.000	1.240.000	1.265.000	1.265.000	1.265.000	1.265.000	1.265,000	1.265.000	16.
Total Receipts		1,178.079	1.190.000	1.165.000	1.280,000	1,290,000	1,290,000	1,290,000	50,000	50,000	50,000	50,000	50,000	50,000	
Disbursements							1.1.1.1.1.1.1.1	1.170.000	1.313.000	1.315.000	1,315,000	1.315.000	1.315,000	1.315.000	16.
Accounts Payable (Vendors) and Misc. Payments	7	464,505	545,732		And the second sec										
Benefits / WCB / DC Pension / Union Dues		404,303	43,369	542,451	601.947	572.000	558,486	557.271	604,361	585.500	568,500	568,500	608,411	569,500	
GST / HST Remittances	5	4.349	43.369	20.000	19.700	32.000	43.369	15.000	19.700		36,700	53,669	19,700	569.500	7
Insurance	6	4,547	4,487		29.000			31.000	190.000	÷		37,000	169,700		
Interest	7	3,000	4,407		11.190		4.487		7.190	4.000	2	-	7,190	4,000	
Lease Payments	6	5.000	15.926	2,008	28,158				-	-	1	2	,,	4.000	
Merchant Cash Advance	9	58,778	13.920	2.008	28.158	1.367	18.426	2.008	19,478	8.968	5.926	14.508	19.083	7.601	
Payroll / Source Deductions / Commissions	10	554,268	266,000	605,000	204.248								17.005	7.001	
Rent / Property Taxes	11		21,010	603.000	153,500	605.000	266.000	605.000	200.000	605.000	266,000	605,000	200,000	605,000	
Utilities	4	6,880	16,600	5.000	11.358		11.000	6.000	69,101	80.688		11,000	69,101	80.688	
Visa (Credit Card) / Loan	12	10,000	10,000	10.000	101.525	1,500	16.600	3.000	2.627	12.500	7.000	16,600	2.827	12,500	
Total Disbursements		1,101,780	923.122	1.313,459	1,160,626	1.221.867	10,000 928,368	10,000	61,025 1.173,680	47,000	10,000	10,000	41,025	47,000	
let Cash Inflows / (Outflows)	20.02	76,298	266.878	(148.459)	119.374		1852 Mole C	10000000000000		1.343.656	894.126	1,316,277	1.137.036	1.326.289	1
			100,070	(140,453)	119,374	68,133	361.632	60,721	141,320	(28,656)	420,674	(1,277)	177,964	(11,289)	
ening Bank Balance / Availability (Shortfall)			(173.702)	(308.122)	(838.459)	(811.585)	(942.826)	(719.326)	(992.922)	(906.602)	(997.758)	(631.884)	(688,161)	(560,197)	
Cash Flows by Opco											(1))),))))	1032.0041	1000.1011	(560.1971	
AlWeather Windows & Doors (ALW)		40.395	6,910	(65,000)	51.033	12.000									
Visco Windows & Doors (ALC)		33.411	(34.687)	101.100	(138,995)		31,910	40.000	(28,967)	9.000	19,910	40,000	(28,967)	25,000	
courate Dorwin (2000) Inc. (ADI)		21,439	112,900	(64,788)	43,252	191.500	(9.687)	208.100	(112.341)	179.846	(20.200)	199,500	(92,441)	179.846	
lass 8 Inc. (GL8)		79,298	105,771	(62,050)	91.280	(35.367)	112.900	(60,788)	76,277	(95.892)	105.000	(77,888)	63.777	(94,525)	
ational Interiors (2021) Inc. (NTI)		(70,255)	79,483	(50,721)	30.564	(45.000)	108.271	(55,870)	89,700	(52.460)	136.164	(83.614)	89,550	(52,460)	
olar Windows Canada Ltd. (PLW)		(27,990)	(3,500)	(7.000)	42.241	(40.000)	89.238	(49.721)	46.270	(54.010)	95.000	(52,276)	75,665	(54,010)	
	1.	76.298	266.878	(148.459)	119.374	68.133	361.632	(21,000) 60,721	70,381	(15,141)	85,000	(27,000)	70,381	(15,141)	
ructuring Costs						001133	301.032	60.721	141.320	(28.656)	420.874	(1.277)	177,964	(11,289)	
courate Group's Legal Counsel		175													
onitor	13	(75.000)	(50.000)	(30,000)	(10.000)	(10,000)	(10.000)	(10,000)	(5.000)	(5.000)	(5.000)	(5.000)	(5,000)		
Ionitor's Legal Counsel	13	(75,000)	(50.000)	(30.000)	(25,000)	(25.000)	(20,000)	(20.000)	(15.000)	(15,000)	(15.000)	(15,000)	(10,000)	(5.000)	
RO	13	(15,000)	(30.000)	(15.000)	(10.000)	(10.000)	(5.000)	(5.000)	(5.000)	(5.000)	(5,000)	(5,000)	(5,000)	(10.000)	
P Fees / Interest	14	(25.000)	(15.000)	(15,000)	(15.000)	(15.000)	(15.000)	(15.000)	(15.000)	(15.000)	(15,000)	(15,000)	(15,000)	(5.000)	
esent Advance Repayment	16	123.0001	(76,298)		(7.500)					(7,500)		115.0001	113.0001	(7,500)	
ERP	17		(150,000)	(266.878)		(119.374)	(68,133)	(269.316)			÷	2		(7.500)	
ontingency	18	(30,000)	(30,000)	(25.000)											
el .	10	(250,000)	(401.298)	(25,000) (381,878)	(25,000) (92,500)	(20,000) (199,374)	(20,000)	(15,000)	(15,000)	(15,000)	(15,000)	(15,000)	(15,000)	(10.000)	
ing Bank Balance / Availability (Shortfall)							(138.133)	(334,316)	(55.000)	(62.500)	(55.000)	(55,000)	(50,000)	(52.500)	(
ing bank balance / wyaliability (Shortfall)		(173,702)	(308,122)	(838,459)	(811,585)	(942.626)	(719.326)	(992,922)	(906,602)	(997,758)	(631.884)		(560,197)		

Pótr Window of Canada Ltd. Accurate Domin (2020) Inc. Gasa B Inc. National Interiors (2021) Inc. 1296647 Canada Ltd. (*Jab* Allice Windows & Doors) 1296659 Canada Ltd. (*Jab* Allice Windows & Doors) 1296691 Canada Ltd. (Jab Allice Windows & Doors) 13864 Pádha Ltd. (Jab Allice Windows & Doors) 13985914 Canada Ltd.

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wh Plan Forecast. Dicitals Restructions inc., in it canacity as Proceed Monitor of Past Mindow of Canada Lid. Accurate Down (1200) Inc. Manual Informatic (2001) Inc. 1398647 Canada Lid. (of Altor Windows & Doors) 13986593 Canada Lid. (of Altor Windows & Doors) 13986593 Canada Lid. (of Altor Windows & Doors) 13986594 Canada Lid. (of Altor Windows & Doors) 13986594 Canada Lid. (of Altor Windows & Doors) 13986594 Canada Lid. 13986594 Canada Lid.

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#### **Notes and Assumptions**

#### Disclaimer

In preparing the Cash Flow Forecast, the Applicants have relied on unaudited internal financial information and has not attempted to verify the accuracy or completeness of such information. The Cash Flow Forecast includes the assumptions detailed below with respect to the requirements and impact of a CCAA filing. Since the Cash Flow Forecast is based on assumptions about future events that are not ascertainable, the actual results achieved may vary, even if the assumptions materialize, and such variations may be material. There is no representation, warranty, or other assurance that any of the estimates or forecasts will be realized.

- (1) Opcos continue in the ordinary course of operations post-CCAA filing and there are no disruptions to ongoing projects (i.e. cancellation of projects, liens, supply issues, delays, etc.), and customers continue to pay in accordance with the project terms. Sallyport continues factoring accounts receivable for Allsco and Alweather in accordance with the current agreement.
- (2) Deposits are received in the ordinary course for new residential projects.
- (3) Critical suppliers continue to supply products post-filing on a cash on delivery (COD) basis.
- (4) Payments expected to continue in the ordinary course of operations.
- (5) Tax remittances will continue on a monthly basis.
- (6) Monthly insurance premiums will continue in the ordinary course.
- (7) Interest payments on operating lines with TD Bank will cease post-filing.
- (8) Lease payments for certain vehicles and office equipment will continue in the ordinary course.
- (9) Merchant cash advance repayments will cease upon filing.
- (10) Salaries, wages, and contract workers are paid in the ordinary course of operations and there is limited turnover.
- (11) Monthly rental payments for the fourteen (14) leased locations will continue in the ordinary course.
- (12) Ongoing credit card payments for the continued usage of the TD Bank corporate credit cards.
- (13) Estimated based on expenses already incurred and future expenses pertaining to professional services to be provided with respect to the initial February 10, 2023 hearing, the Comeback Hearing, and the commencement of the CCAA proceedings.
- (14) Estimated fees associated with the retention of a Chief Restructuring Officer (CRO) to assist with the Applicants' restructuring efforts and plan development.
- (15) Estimated fees associated with the DIP Facility.
- (16) Present Advance repayment in accordance with the DIP Facility term sheet.
- (17) Payments associated with a key employee retention plan (KERP).
- (18) Contingency for unforeseen events impacting the Applicants operations and cash flow projections.

## Accurate Group of Companies Cash Flow Projection For the Week Ended

NormNormNormNormNormNormNormNormNormNormNormNormNormNormNormNorm10 and billion10.00<								11-++													
			Week 2	Week	Week	Week	Week	Week	Week	Week	Week	Wook	Week	Weak	Weeks						
space         index         index <th< th=""><th>(1) AlWeather Windows &amp; Doors (ALW)</th><th>10-Feb-23</th><th>17-Feb-23</th><th>24-Feb-23</th><th>3-Mar-23</th><th>10-Mar-23</th><th>17-Mar-23</th><th>24-Mar-23</th><th>31-Mar-23</th><th>7-Anr-2.1</th><th>14-Anr-23</th><th>21-Anr-23</th><th>29-Aur-23</th><th>5-Nav-23</th><th>Total</th></th<>	(1) AlWeather Windows & Doors (ALW)	10-Feb-23	17-Feb-23	24-Feb-23	3-Mar-23	10-Mar-23	17-Mar-23	24-Mar-23	31-Mar-23	7-Anr-2.1	14-Anr-23	21-Anr-23	29-Aur-23	5-Nav-23	Total						
space         index         index <th< td=""><td>Receipte</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></th<>	Receipte																				
$ \begin{tabular}{ c c c c c c c c c c c c c c c c c c c$	Deposits	150.000	150.000	140.000	175.000	175.000	175.000	175.000	175.000	175.000	175.000	175.000	175.000	175.000	2.190.000						
Norm         Norm <th< td=""><td>Transfers from Other Entities</td><td>150 000</td><td>150.000</td><td>140.000</td><td>175.000</td><td>175 000</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td><u> </u></td></th<>	Transfers from Other Entities	150 000	150.000	140.000	175.000	175 000									<u> </u>						
Image         Mag         Mag </td <td></td> <td>150.000</td> <td>150.000</td> <td>140.000</td> <td>175.000</td> <td>175,000</td> <td>175.000</td> <td>175.000</td> <td>175,000</td> <td>175.000</td> <td>175.000</td> <td>175,000</td> <td>175,000</td> <td>175.000</td> <td>2,190.000</td>		150.000	150.000	140.000	175.000	175,000	175.000	175.000	175,000	175.000	175.000	175,000	175,000	175.000	2,190.000						
	Accounts Pavable (Vendor Pavments)	38.000	75,000	75.000	79,867	91,000	75,000	75.000	79.867	91.000	75.000	75 000	79 867	75 000	984 500						
	Benefits / WCB / Life Insurance GST / HST Remittance	:		70.000	-	12.000					12.000			-	24,000						
$ \begin{array}{c c c c c c c c c c c c c c c c c c c $	Interest		:	10.000	5,000				100.000		:	1	100,000	2	275.000						
Image and a state of the state of	Lease Payments		2.090		:		2.090		-		2 090	1	:	1	6 269						
$ \begin{array}{c c c c c c c c c c c c c c c c c c c $	Merchant Cash Advance (daily auto payments) Payroll / Source Deductions		66 000	60.000	:	60 000	66 000	60.000		(0.000		-			11.605						
mart and         i<	Rent / Property Taxes		-	-	24.101	-	-		24.101			60.000	24.101	60.000	72.302						
$ \begin{array}{ c c c c c c c c c c c c c c c c c c c$	Utilities		:	:		:						1		į.	2						
$ \frac{1}{1000 \ (1000 \$	Total Disbursements	109.605	143.090	205.000	15,000	163.000	143 090	135.000	203.967	15,000	155 000	135.000	202.067	15,000	45,000						
Di Bertion Lange       Section Lan																					
Tent         Tent <th< td=""><td></td><td>40,075</td><td>9.779</td><td>103,0001</td><td>51,055</td><td>12,000</td><td>31,910</td><td>40,000</td><td>(28,967)</td><td>9,000</td><td>19,910</td><td>40,000</td><td>(28,967)</td><td>25,000</td><td>153.225</td></th<>		40,075	9.779	103,0001	51,055	12,000	31,910	40,000	(28,967)	9,000	19,910	40,000	(28,967)	25,000	153.225						
Image: State																					
Image         19.00 <th< td=""><td>Accounts Receivable (Sallvoort Factoring)</td><td>300.000</td><td>340.000</td><td></td><td></td><td>340 000</td><td>340.000</td><td>340.000</td><td>340.000</td><td>340 000</td><td>340 000</td><td>340.000</td><td>340.000</td><td>240 000</td><td>4 330 003</td></th<>	Accounts Receivable (Sallvoort Factoring)	300.000	340.000			340 000	340.000	340.000	340.000	340 000	340 000	340.000	340.000	240 000	4 330 003						
Instrum         JAL93         <	Deposits	25.000	25.000					50.000	50.000	50.000	50.000	50.000	50.000	50.000	560.000						
Human         Human <th< td=""><td>Transfore from Other Entition</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td>:</td><td>10</td><td></td><td></td><td></td><td></td></th<>	Transfore from Other Entition									:	10										
Image: Second		325.000	365.000	300.000	360.000	390.000	390.000	390.000	390,000	390.000	390.000	390.000	390,000	390.000	4.880.000						
$ \begin{array}{c c c c c c c c c c c c c c c c c c c $		214 037	178 500	178 900	188 500	175 500	178 500	178.000	188 500	175 500	178 500	175 500	100.000	- 34 544							
$ \begin{array}{c c c c c c c c c c c c c c c c c c c $	Benefits / WCB / Life Insurance		4.700		19,700	20.000	4.700	178.900	19.700	1/0.500	24.700	178,500	19,700	1/8.500	113,200						
Image of the section of the sectin of the section of the section of the section of the s	Insurance		4,487	15.000	7.190		4.487	:					4.700	:	54.700 30.544						
Image of the second s	Lease Payments		1	:		:	:	:	-												
$ \begin{array}{c c c c c c c c c c c c c c c c c c c $			200.000		-	-							-		12.404						
Max         Max         Line         Line <thl< td=""><td>Rent / Property Taxes</td><td>02,203</td><td>200.000</td><td></td><td>52,654</td><td>-</td><td>200.000</td><td>1</td><td>45.000</td><td>7.654</td><td>200.000</td><td>:</td><td></td><td>7.654</td><td>1.262,268 157,961</td></thl<>	Rent / Property Taxes	02,203	200.000		52,654	-	200.000	1	45.000	7.654	200.000	:		7.654	1.262,268 157,961						
Index document         29.159         79.467         10.059         10.159 <th< td=""><td>Utilities</td><td>2.880</td><td>12.000</td><td>5.000</td><td>9.000</td><td>:</td><td>12,000</td><td>3,000</td><td></td><td></td><td>7.000</td><td>12.000</td><td>· · ·</td><td>9.000</td><td>80 850</td></th<>	Utilities	2.880	12.000	5.000	9.000	:	12,000	3,000			7.000	12.000	· · ·	9.000	80 850						
Match Mode Al (Mode)         194.00         194.00         194.00         194.01         194.01         194.00         194.10         194.14	Visa (Credit Card) / Loan Total Disbursements	291.589	399.687		15,000	198 500	-	•	502 241	15.000					45,000						
Horizania       12000       200,00		Contraction of the second s																			
mining         mining <thmining< <="" td=""><td></td><td>55,411</td><td>194,0071</td><td>101,100</td><td>(136,793)</td><td>191,200</td><td>(9,687)</td><td>208,100</td><td>[112,341]</td><td>179,846</td><td>(20,200)</td><td>199,500</td><td>(92,441)</td><td>179,846</td><td>684,953</td></thmining<>		55,411	194,0071	101,100	(136,793)	191,200	(9,687)	208,100	[112,341]	179,846	(20,200)	199,500	(92,441)	179,846	684,953						
Records fearable         22.235         20.000         20.000         200.000																					
Bar Abs         Set Abs <t< td=""><td>Accounts Receivable</td><td>242.235</td><td>200.000</td><td>200,000</td><td>200.000</td><td>200.000</td><td>200.000</td><td>200.000</td><td>200 000</td><td>200.000</td><td>200.000</td><td>200.000</td><td>200.000</td><td>200 000</td><td>7 647 235</td></t<>	Accounts Receivable	242.235	200.000	200,000	200.000	200.000	200.000	200.000	200 000	200.000	200.000	200.000	200.000	200 000	7 647 235						
Tatal Manufacturities         242.32         200.850 <td>Deposits</td> <td>-</td> <td></td> <td></td> <td></td> <td>-</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>-</td> <td>-</td> <td></td>	Deposits	-				-							-	-							
Total Reacts         242,35         200,00         2	Transfers from Other Entities					-		-					-								
Hurstener System         Hurstener SystemSystem         Hurstener System <t< td=""><td>Total Receipts</td><td>242.235</td><td>200.000</td><td>200,000</td><td>200.000</td><td>200.000</td><td>200,000</td><td>200.000</td><td>200.000</td><td>200.000</td><td>200.000</td><td>200,000</td><td>200,000</td><td>200.000</td><td>2.642.235</td></t<>	Total Receipts	242.235	200.000	200,000	200.000	200.000	200,000	200.000	200.000	200.000	200.000	200,000	200,000	200.000	2.642.235						
Berefs / W23 / Left Prozence         Image: Bool of the Prozence         <	Disbursements																				
OCT //157 Hamitanes         11000         5.000         12.000        <	Accounts Pavable (Vendor Pavments) Beoefits / WCB / Life Insurance	71.796	82.500		103.500	82.500	82.500	82,500	102,500	96.000	95.000	95.000	115,000	96.000	1.187.296						
Interest bases         3.000 12.28         1.28         92         1.36         1.28         92         1.36         1.28         92.3         1.37         1.28         92.3         1.37         1.28         92.3         1.37         1.28         92.3         1.37         1.28         92.3         1.39.00         1.28.00         1.39.00         1	GST / HST Remittance			11.000	5.000			12.000	20.000		2	12,000	20,000	1	50,000						
Main arranges         1.28         92         1.38	Interest	3,000							-		:	2	:	1	3 000						
Ref. / Docstry Task Tanda Cobre Firstes         4.000         4.600         2.000         1.000         4.2023         1.1000         4.2023         1.12603         1.	Merchant Cash Advance	:		1.288	923	1.367	:	1.288	923	1.367	-	1.288	923		9.366						
Tands         Auto         4.00         4.60         1.200         1.500         4.60         1.200         1.500         4.60         1.200         1.500         4.60         1.200         1.500         4.60         1.200         1.500         4.600         1.200         1.500         1.600         1.200<	Payroll / Source Deductions	142.000	-	150.000		150.000		150.000	-	150.000		150.000	:	150.000							
Visa (Credit Card) Lion         1200         Int         100         200         2000<	Transfers to Other Entities				-		200 200	-				5		-	-						
Instrument         112.000         (44,283)         49.252         (35.87)         112.000         (66,783)         76.27         (55.892)         105.000         77.883         63.77         (44,528)           (A)         Call         Call <td>Visa (Credit Card) / Loan</td> <td></td> <td></td> <td></td> <td>2,000</td> <td></td> <td>-</td> <td></td> <td>300</td> <td>3.500</td> <td>:</td> <td>4.600</td> <td>300</td> <td>3.500</td> <td></td>	Visa (Credit Card) / Loan				2,000		-		300	3.500	:	4.600	300	3.500							
10. (1.1.2)       (1.1.6.2) <th (1.1.<="" colspan="6" td=""><td></td><td></td><td></td><td></td><td></td><td></td><td>87.100</td><td>260.788</td><td>123.723</td><td>295.892</td><td>95,000</td><td>277.888</td><td>136.223</td><td>294.525</td><td>2.535.937</td></th>	<td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>87.100</td> <td>260.788</td> <td>123.723</td> <td>295.892</td> <td>95,000</td> <td>277.888</td> <td>136.223</td> <td>294.525</td> <td>2.535.937</td>												87.100	260.788	123.723	295.892	95,000	277.888	136.223	294.525	2.535.937
Results         Status         250,000 <th< td=""><td>Net Cash Inflows / (Outflows)</td><td>21,439</td><td>112,900</td><td>(64,788)</td><td>43.252</td><td>(35,367)</td><td>112,900</td><td>(60,788)</td><td>76,277</td><td>(95,892)</td><td>105.000</td><td>(77,888)</td><td>63,777</td><td>(94,525)</td><td>106,298</td></th<>	Net Cash Inflows / (Outflows)	21,439	112,900	(64,788)	43.252	(35,367)	112,900	(60,788)	76,277	(95,892)	105.000	(77,888)	63,777	(94,525)	106,298						
Accounts Reconside         385,844         250,000	(4) Glass 8 Inc. (GL8)																				
Bark Bulde         Bark Bu																					
Decosts	Accounts Receivable Bank Buloe	385.844	250.000	250.000	250,000	250.000	250,000	250,000	250.000	250.000	250,000	250.000	250.000	250.000	3.385.844						
Total Receipts         385.844         250.000	Transfers from Other Entities			-					-	-	-		-		-						
Accounts Parallel (Vendor Parmets)         110.418         112.500         110.030         110.000         100.000	Total Receipts	385.844	250.000	250,000	250.000	250.000	250.000	250.000	250.000	250,000	250.000	250.000	250.000	250.000	3,385,844						
Bendfis / WE/I / Lef Insurance         27.93         27.83         27.00         4.800         4.800         4.800         4.800         4.800         4.800         4.800         4.800         4.800         4.800         4.800         4.800         4.800         4.800         4.800         4.800         4.800         2.800         <																					
OST / HST Remittance         4.349         16.000         3.000         10.000         20.000         10.000         20.000         83.349           Interest Interest         3.836         720         3.460         3.835         720         3.460         3.000         10.000         20.000         4.000         10.000         20.000         10.000         20.000         10.000         20.000         10.000         20.000         10.000         20.000         10.000         20.000         10.000         20.000         10.000         20.000         10.000         20.000         10.000         20.000         10.000         20.000         10.000         20.000         10.000         20.000         10.000         20.000         10.000         20.000         10.000         20.000         10.000         2	Benefits / WCB / Life Insurance			-	-	110.000	110,000 27,893	110.150	110.000	110.000	110.000	110.000	110.150	110.000	1.433.548						
Interest         4.000         4.000         4.000         4.000         4.000         1.000           Lass Primets         5.779         3.836         720         3.460         3.836         720         3.460         2.000         1.000           Methy Descriptions         5.779         3.836         720         3.460         3.836         720         3.460         2.600         2.600         1.000	GST / HST Remittance	4.349	:	16.000	3.000			10.000	20,000	4 000	-	10.000	20.000		83.349						
Merchant Cash Advance         6,779         5,759<	Interest	-			-				2						-						
Bast Afrometry Towns         185,000         4,249         185,000         185,000         185,000         185,000         185,000         185,000         185,000         185,000         185,000         185,000         185,000         185,000         185,000         196,000         190,000	Merchant Cash Advance		3.836			2	3.836				3.836			3.460	24.051						
Transfers to Che Fritoes         2010         2		185.000		185.000		185.000		185.000		185.000		185.000	-	165.000	1.299.248						
Visa (Credit Card) / Loan         30,300         30,300         30,300         90,900           Total Dubursements         306,546         144,229         312,050         158,720         295,000         141,729         365,870         160,300         302,460         113,836         333,614         160,450         3,02,460         3,037,267	Transfers to Other Entities	:				-			2						3./12						
	Visa (Credit Card) / Loan	i	<u> </u>		30,300				30,300			:	30,300	:	90,900						
Net Cash Inflows / (Oxflows) 79,288 105,771 (52,050) 91,280 (45,000) 108,271 (55,870) 89,700 (52,460) 136,164 (83,614) 89,559 (52,460) 346,577		POLYMOUT - POLYMOUT							160,300				160.450								
	Net Cash Inflows / (Outflows)	79,298	105,771	(62,050)	91,280	(45,000)	108,271	(55,870)	89,700	(52,460)	136,164	(83,614)	89,550	(52,460)	348,577						

	Weak	Week	Week	Week	Week	11	Post-Fi							
	1 10-Feb-23	2 17:5e0-23	3 24-feb-23	4 3-Mar-23	5 10-Mar-23	Week	Week	Week B	Week P	Wask 20	Wask 11	Wask 12	Week 13	Weeks 1 to 13
lational Interiors (2021) Inc. (NTI)	Contract Land Land Land			10211074	10551155241	17-Mar-23	24 Hur-23	31+Mar-23	7-Aur-23	14-Aur-23	21-Aur-23	28-Apr-23	5- May : 23	Yotel
Receipts														
Accounts Receivable	25,000	150.000	150,000	150.000	150,000	150,000	150.000	150,000	150,000	150,000				
Bank Bulge	-	-				130.000	130,000	150.000	150,000	150.000	150.000	150,000	150,000	1.825.00
Deposits										-		-	5	
Transfers from Other Entities Total Receipts						-						-	5	
Total Receipts	25,000	150.000	150,000	150,000	150.000	150.000	150.000	150.000	150.000	150,000	150,000	150.000	150.000	1,825,01
Disbursements														
Accounts Pavable (Vendor Payments)	30,255	57.232	55,721	75.586	55,000	57,486	55.721	64.000	55,000	55.000				
Benefits / WCB / Life Insurance		3.276			55.000	3.276	55.721	64.000	55,000	55.000	55.000 3,276	\$5.000	55,000	726.0
GST / HST Remittance		-	10,000	3.000	-	5.2.70	9.000	15,000		-	9.000	15.000		9.8
Insurance	-	-		increased.		2		13.000	-		9.000	15.000	-	61.0
Interest	-		-	2		2		2				-		
Lease Payments	*	-		2.683	191	9	-	1.603				1.209		5.4
Merchant Cash Advance Pavroll / Source Deductions						2	-					1.209		3.4
Rent / Property Taxes	65.000		135.000		135.000		135,000		135,000		135,000		135,000	675.0
Transfers to Other Entities	-	10.010	-	10.010	-	-		-	10,010				10.010	40.0
Utilities		-	-	7.00 m	-						-		10.010	40.0
Visa (Credit Card) / Loan			-	358	-	-	-	2.827				2.827		6.0
Total Disbursements	95.255	70.517	200,721	27,800	190,000	60.762	199,721	20,300	4,000 204,010	55.000	202.276	300 74,335	4,000	56,40
Not Cash Inflows / (Outflows)	(70,255)	79,483		0.00000	3 PO39080							74,335	204,010	1.779.77
P	(70,233)	/9,483	(50,721)	30,564	(40,000)	89,238	(49,721)	46,270	(54,010)	95,000	(52,276)	75,665	(54,010)	45.22
olar Windows Canada Ltd. (PLW)														
Receipts														
Accounts Receivable	50,000	75,000	125.000	125,000	125.000	125,000	125.000	150.000				0.1028-02080		
Deposits				115,000	125.000	125.000	125.000	150.000	150.000	150.000	150,000	150.000	150,000	1.650.0
Transfers from Other Entities				-				5						
Total Receipts	50.000	75.000	125.000	125.000	125.000	125.000	125.000	150.000	150,000	150.000	150.000	150.000	150,000	1.650.0
Disbursements														1.050.0
Accounts Pavable (Vendor Payments)	5 <u>2</u>	40.000	40,000	44,494	55,000	55,000	55.000	50 M						
Benefits / WCB / Life Insurance							55,000	59.494	55.000	55.000	55,000	59.494	55.000	628.4
	-	7.500												
GST / HST Remittance		7,500	7.000	3 000		7.500	-	10.000			7,500			42.3
GST / HST Remittance Insurance	-		7.000	3.000		7.500	-	10.000	5		6.000	10.000		36.0
GST / HST Remittance Insurance Interest	*	:	7.000			7.500		10.000	-		6.000	10.000		36.0
GST / HST Remittance Insurance Interest Lease Payments	-		7.000					10.000	-		6.000	10.000		36.0
GST / HST Remittance Insurance Interest Lease Payments Merchant Cash Advance	27,990	:	:			7.500		10.000	4.141		6.000	10.000	4.141	36.0
GST / HST Remittance Insurance Interes Lease Pavments Merchant Cash Advance Pavroll / Source Deductions / Commissions	- - - 27,990 40,000	10.000	:	4.141	75,000			10.000	-		6.000	10.000	-	36.01 47.42 27.91
GST / HST Remittance Insurance Interest Lasas Parments Merchant Cash Advance Parvoll / Source Deductions / Commissions Rent / Property Taxes		10.000	:	4.141	75.000	12.500	75,000	10.000	75.000		6.000 12.500 75,000	10.000	75,000	36.01 47.4 27.91 490.00
GST / HST Remittance Insurance Insurance Interest Lasse Payments Merchant Cash Advance Pavroll / Source Deductions / Commissions Reft / Property Taxes Transfers to Other Entities		10.000	75.000	4.141	75,000			10,000	-		6.000	10.000	-	36.00 47.42 27.99 490.00
GST / HST Remittance Insurance Insurance Interest Lasse Payments Merchair Cash Advance Partol / Source Toxicitons / Commissions Partol / Source Toxicitons / Commissions Partol / Source Toxicitons Transfers to Other Encius Utilities	40,000	10.000	75.000	4.141 21.000		12.500	75,000	10,000	75.000		6.000 12.500 75,000	10.000	75,000	36.00 47.42 27.99 490.00
GST / HST Remittance Insurance Lasse Parments Lease Parments Merchant Cash Advance Parviol / Source Doductions / Commissions Ret / Procenty Taxes Transfors to Other Entities Utilities Visa (Crodit Card) / Lean	40,000	10.000	75.000	4.141 21.000 10,125	10,000	12.500	75,000 6,000	10,125	75.000	10.000	6.000 12.500 75,000 11,000		75.000 21.000	36.00 47.42 27.99 490.00 102.00
GST / HST Remittance Insurance Insurance Interest Lasse Payments Merchair Cash Advance Partol / Source Toxicitons / Commissions Partol / Source Toxicitons / Commissions Partol / Source Toxicitons Transfers to Other Encius Utilities	40,000	10.000	75.000	4.141 21.000		12.500	75,000	10.000 	75.000 21.000	10.000 65.000	6.000 12.500 75,000	10.000 	75,000	22.50 36.00 47.42 27.99 490.00 102.00 130.37 1,484.76

Unaudited Cash Flow Projection to be read in conjunction with the Notes and Assumptions and the Proposed Monitors Report on the Cash Flow Forecast,

Polar Window of Canoda Ltd. Accutate Donin (102010 Inc. Glass 8 Inc. National Interiors (2021) Inc. 1298647 Canoda Ltd. (Joh Alfkedher Windows & Doors) 129874 Holdina Ltd. 12985914 Canoda Ltd. 12985914 Canoda Ltd. 12985914 Canoda Ltd. 12985914 Canoda Ltd.

Forecast.
Deliotis Retructuring Inc., in its capacity as Processed Monitor of
Polar Window of Canada Lui.
Accurate Down(2020) Inc.
Glass al Inc.
1286647 Canada Lui. (no A Alivesther Windows & Doors)
12865591 Canada Lui. (no A Alivesther Windows & Doors)
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Appendix D – Management's Representation Letter on the Cash Flow Statement

February 1, 2023

Deloitte Restructuring Inc. 360 Main Street, Suite 2300 Winnipeg, MB R3C 3Z3

Attention: Mr. Brent Warga, CPA, CA, CIRP, LIT Senior Vice President

Dear Sir:

Re: Proceedings under the *Companies' Creditors Arrangement Act* ("**CCAA**") Responsibilities / Obligations and Disclosures with Respect to Cash Flow Projections

In connection with the application by Polar Window of Canada Ltd., Accurate Dorwin (2020) Inc., Glass 8 Inc., National Interiors (2021) Inc., 12986647 Canada Ltd. (o/a Allsco Windows & Doors), 12986591 Canada Ltd. (o/a AlWeather Windows & Doors), Polar Holding Ltd., 10064720 Manitoba Ltd., and 12986914 Canada Ltd. (collectively the "**Companies**") for the commencement of proceedings under the CCAA in respect of the Companies, the management of the Companies ("**Management**") has prepared the attached cash flow forecast (the "**Cash Flow Statement**") and the assumptions on which the Cash Flow Statement is based.

The Companies confirm that:

- 1. The Cash Flow Statement and the underlying assumptions are the responsibility of the Companies;
- All material information relevant to the Cash Flow Statement and to the underlying assumptions has been made available to Deloitte Restructuring Inc. in its capacity as Proposed Monitor; and
- 3. Management has taken all actions that it considers necessary to ensure:
  - a. That the individual assumptions underlying the Cash Flow Statement are appropriate in the circumstances;
  - b. That the assumptions underlying the Cash Flow Statement, taken as a whole, are appropriate in the circumstances; and
  - c. That all relevant assumptions have been properly presented in the Cash Flow Statement or in the notes accompanying the Cash Flow Statement.
- 4. Management understands and agrees that the determination of what constitutes a material adverse change in the projected cash flow or financial circumstances, for the purposes of our monitoring the on-going activities of the Companies, is ultimately at your sole discretion, notwithstanding that Management may disagree with such determination.
- Management understands its duties and obligations under the CCAA and that a breach of these duties and obligations could make Management liable to fines and imprisonment in certain circumstances.
- 6. The Cash Flow Statement and assumptions have been reviewed and approved by the Companies' board of directors, or Management has been duly authorized by the Companies' board of directors to prepare and approve the cash flow assumptions.

Yours Truly,

#### Polar Window of Canada Ltd.

Signature of authorized signing officer

<u>STEриян Secol</u> Name

<u>Ceo</u> Title

Feb 1 /2+23 Date

#### Accurate Dorwin (2020) Inc.

Signature of authorized signing officer

STEPHENSECON

Name

\_\_\_\_\_ Title

Feb 1 puzz Date

Glass 8 Inc.

Signature of authorized signing officer

STEMEN SECOL

Name

CEU Title Feb 1/2003 Date

#### National Interiors (2021) Inc.

Signature of authorized signing officer

STEPHEN SELDI

Name

Title Feb 1/2023

Date

12986647 Canada Ltd. (o/a Allsco Windows & Doors)

Signature of authorized signing officer

Name

Title Feb 1/2023 Date

12986591 Canada Ltd. (o/a AlWeather Windows & Doors Ltd.)

Signature of authorized signing officer

ame

Name

CEO Title Febi/2123 Date Date

#### Polar Holding Ltd.

Signature of authorized signing officer

STEPHEN SECNI

Name

\_\_\_\_\_ CEO Title

\_\_\_\_

Feb 1/2023 Date

10064720 Manitoba Ltd.,

Signature of authorized signing officer

STEPHEN SECM

Name

Title

Feb 1/2023

CEU

Date

#### 12986914 Canada Ltd.

Signature of authorized signing officer

STEPHEN SELD

Name

Title

CEO Feb 1/2123 Date