## bühler <br> 2001 Annual Report

| In thousands of Canadian dollars (except per share amounts) |  |  |  |  |  |  |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Year ended Sept. 30 | $\mathbf{1 9 9 2}$ | $\mathbf{1 9 9 3}$ | $\mathbf{1 9 9 4}$ | $\mathbf{1 9 9 5}$ | $\mathbf{1 9 9 6}$ | $\mathbf{1 9 9 7}$ | $\mathbf{1 9 9 8}$ | $\mathbf{1 9 9 9}$ | $\mathbf{2 0 0 0}$ | $\mathbf{2 0 0 1}$ |
|  |  |  |  |  |  |  |  |  |  |  |
| Revenue | 23,827 | 33,583 | 48,040 | 56,575 | 66,517 | 85,375 | 89,194 | 79,961 | 116,700 | $\mathbf{1 8 7 , 6 3 3}$ |
| Gross profit | 7,327 | 8,273 | 13,052 | 16,522 | 21,288 | 27,060 | 29,243 | 26,207 | 30,302 | $\mathbf{3 1 , 4 1 0}$ |
| EBITDA | 3,166 | 3,193 | 5,848 | 8,593 | 11,709 | 15,668 | 17,595 | 14,488 | 15,882 | $\mathbf{1 4 , 5 1 8}$ |
|  |  |  |  |  |  |  |  |  |  |  |
| Shareholders equity | 14,867 | 16,647 | 20,702 | 25,317 | 31,811 | 37,497 | 44,790 | 47,327 | 51,659 | $\mathbf{5 3 , 4 4 2}$ |
| Capital expenditures-net | 1,952 | 969 | 9,369 | 7,884 | 9,552 | 12,253 | 5,917 | 5,960 | 17,278 | $\mathbf{3 , 5 9 3}$ |
| Number of employees | 238 | 315 | 400 | 450 | 525 | 600 | 600 | 600 | 1,000 | $\mathbf{7 0 0}$ |
| Earnings per share | 0.06 | 0.06 | 0.12 | 0.18 | 0.22 | 0.26 | 0.29 | 0.24 | 0.30 | $\mathbf{0 . 3 0}$ |
| Book value per share | 0.78 | 0.88 | 1.04 | 1.22 | 1.38 | 1.57 | 1.80 | 1.93 | 2.13 | $\mathbf{2 . 2 7}$ |
| Shares issued (millions) | 19.0 | 19.0 | 20.0 | 20.8 | 23.0 | 23.9 | 24.9 | 24.5 | 24.2 | $\mathbf{2 3 . 5}$ |
|  |  |  |  |  |  |  |  |  |  |  |
| Return on average capital | $9 \%$ | $10 \%$ | $11 \%$ | $18 \%$ | $19 \%$ | $24 \%$ | $26 \%$ | $18 \%$ | $14 \%$ | $\mathbf{8 \%}$ |
| Return on average equity | $8 \%$ | $7 \%$ | $13 \%$ | $16 \%$ | $18 \%$ | $18 \%$ | $17 \%$ | $13 \%$ | $15 \%$ | $\mathbf{1 3 \%}$ |

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The Company has a record of 33 consecutive years of profits. With the exception of the annual dividends and retirement of shares, all profits are invested in modernization of facilities and equipment. Leaving most of the profits in the Company provides ready cash for acquisition opportunities that usually arise toward the end of a lengthy depressed agricultural economy.

## To our Shareholders

Tn spite of the 9 month strike at the tractor factory we цstill achieved a $61 \%$ increase in revenue. The cost of the settlement with the Canadian Auto Workers Union caused the net earnings to remain flat. During the strike we lost a major contract to build the bi-directional tractor for CNH and this will likely mean that earnings will remain flat for the following year.
In order to keep my life-long dream of building tractors alive, we negotiated a highly publicized $\$ 16$ million settlement with the Auto Workers on August 24, 2001. In exchange the workforce was terminated and new workers were hired. Presently we are producing 5 to 6 tractors per day and while this is still far from capacity, it is satisfying some of the consumer demand. As a result of the agreement we have put the plans for building a new assembly plant in Fargo, ND on hold.

I would like to acknowledge the efforts of our employees and management team under the leadership of our President and Chief Operating Officer, Craig Engel, P.Eng. Craig and his team have done an excellent job and have produced satisfactory profits in spite of a year of turmoil at the tractor assembly plant and a depressed agricultural economy.
I am particularly proud that over $50 \%$ of our employees have chosen to be shareholders and as a result of their hard work and continued commitment, they will share in the success of their Company.
A big "Thank You" to all.

John Buhler,
Chairman \& CEO.

## Management Discussion \& Financial Analysis

During the fiscal year 2001, the Company had an unprecedented level of challenge and publicity. After successfully purchasing the line of New Holland 140+ HP tractors and the production factory at the end of the fiscal year 2000, 2001 began with a feeling of pride and accomplishment. Unexpectedly, 14 weeks later the CAW unionized workforce at the Buhler Versatile Inc. tractor factory began a strike, which ultimately resulted in the termination of their employment. As the strike was progressing, the Company became convinced that the tractor operation could not survive a prolonged interruption of production. Throughout the year, the Company incorporated a provision in the Cost Of Goods Sold (COGS) to account for this risk. Ultimately a $\$ 16$ million buyout was negotiated to end the strike. This buyout has been included in the COGS.
Consequently, the challenge of entering the tractor market became much greater than planned. I am pleased to report that the tractor factory has rebuilt its plant workforce with new staff and although the plant is not producing at full capacity, it is again producing at the pre-strike rate, less the TV140 product.
Credit must be given to the Versatile management and office staff that shared in our commitment to produce quality tractors and crossed the picket line to not only build, but also train others to build the tractors. Now with new staff, Versatile is producing tractors with higher quality and greater efficiency than ever before. The Versatile brand of 4wd tractors was successfully introduced in October 2001 and the Genesis model was released in December 2001, both with a small backlog of pre-booked orders.
As equally encouraging as the progress at Versatile, has been the progress of the Company's other Divisions. Notably the Morden, Winnipeg, Progressive and Inland Divisions have forged ahead with each of their respective products and achieved record sales and profitability.

Buhler/Allied continued with the introduction of the 2000 Series mid-mount loaders. Three models are in production and the market has recognized the advantages of the new product. Our loader sales reached a record high (in both quantity and dollar) and we are continuing with the research and development of both additional loader models and new attachments.
Buhler/Farm King exp erienced their largest production volume in history. The compact implements, snow blowers and grain augers continued to gain more market interest. Next year's production is planned to exceed this year's and we look forward to another record year from this Division of our Company.
The Progressive Division has completed a distribution agreement with Truper Tools. Truper manufactures summer hand tools, which compliments our own manufactured line of winter tools. Together, we provide retailers with a complete selection of quality products for all seasons. In addition to the hand and garden tools, Progressive continued to attract more custom manufacturing; taking on smaller production runs of components and lighter gauge subassemblies from other Buhler divisions, as well as outside customers.
The Inland Division introduced its' products under the Buhler/ Inland brand name, adding to their recognition in the marketplace. During the year, Inland introduced a new series of round bale movers and is developing improvements to its square bale moving equipment. Inland's round baler was produced in limited quantities and has proven to be an improved product. Increased production is planned for 2002.
Our wheel loader business received a boost this year with the introduction of the B56. This Buhler designed and manufactured wheel loader features North American improvements previously unavailable in the Buhler/ Weidemann machines. We continue to learn that the North

## Management Discussion \& Financial Analysis

American market is developing slower than expected. We will not attempt to lead the growth of this market category, however, we are confident that we are well positioned to capture market share as the general demand for wheel loaders increases. We are pleased with the news that skid steer manufacturers are also developing wheel loader products. These major manufacturers will increase the public's awareness of the machines and its' advantages, resulting in increased demand and subsequently increased Buhler sales.

As our industry continues to be hindered by low commodity prices, we have continued to find innovative ways of increasing sales. Our marketing team has worked hard to find profitable sales for all our products. Our operations group has been able to reduce costs and increase the value of our product by improving our internal processes and by working with external suppliers. Together, we are proud to report another year of improved short line business. Considering this year's costly events, I am pleased with our results. Next year's results will greatly depend on our ability to introduce the Versatile brand of ractors. Our objective is to establish Versatile as a niche tractor manufacturer and supply the market with a high value product. All shareholders have been rewarded by this approach with our other ag products. We are eager to show profitable results in our tractor business.

Craig Engel, P.Eng.
President \& Chief Operating Officer
December 15, 2001

Quarterly Net Earnings Results


The above chart shows that earnings increased in the first three quarters, however, the 4th quarter bore the bulk of
the CAW settlement costs. In spite of record earnings from core products, we reported the lowest 4th quarter earnings in many years.
We expect that next year's first quarter earnings will be lower than 2001 and the total annual earnings for fiscal 2002 will remain flat.

## Sales and Growth

Revenue for fiscal year 2001 increased to $\$ 188$ million, a $61 \%$ increase over last year. The bulk of the increase in revenue was as a result of the tractor sales. New products
 developed in the past two years also contributed to this growth. We had projected that if the labor dispute was settled we could see revenue double. Considering the Company endured a nine month strike at the tractor factory, we are satisfied with this year's results.

## Earnings



After many years of consistent increases in earnings per share, the Company experienced its first decline in 1999; this decline came as a result of a very depressed farm economy and conditions have not improved much since that time. The costly nine month strike at the tractor factory contributed to the mediocre performance in fiscal 2001. Future earnings are expected to be flat due to the continued uncertainty in the farm economy and the loss of a major contract at Versatile.

## Management Discussion \& Financial Analysis

Gross Profit


In the past year, gross profit was affected by the Buhler Versatile union settlement. This was partially offset by gains on inventory related to the Buhler Versatile acquisition and by higher than normal margins on contracts that have now expired.

Gross profit has always been very constant with an average gross margin of over $30 \%$ over the past 10 years. Margins on tractor sales are much lower, therefore, we expect that margins in the future will be in the range of $19 \%$ to $21 \%$.

## Selling \& Administration Expenses



## Income from Operations



Income from operations of $\$ 16.5$ million remains flat. Historically income from operations has averaged $15 \%$ of revenue. This percentage will be lower in future as a result of the reduced margins on tractor sales.

## Inventory Turns



Inventory turns of 2.6 are still too low and we expect that as we clean up the tractor inventory, we should see improvement in this area. Turns are calculated by dividing the inventory by the cost of goods sold.

Capital Asset Purchases
Over the past 7 years, the Company has purchased approximately $\$ 62$ million of capital assets (including the most recent tractor factory).
21 Asset Purchases Future capital asset
 reduced to approximately the amount of the annual depreciation. This ensures that the factories are continuously updated with state of the art equipment in order to maximize efficiency.

## Amortization



Amortization expenses continue to increase as a result of significant capital purchases made in the past two years. This expense will likely remain at the same level for the near future and will only be reduced if expansion and capital purchases are curtailed.

## Interest Expense

As forecast, the interest expense increased again, but is still very low considering the amount of money that is needed to be borrowed in
 order to finance the increased inventory levels. We expect to see a decrease in interest expense for next year as debt levels decrease. The assumption of the interest free Industry Canada loan from New Holland Canada should keep interest costs lower.

## Dividends



The Directors have declared an annual dividend of $\$ 0.11$ payable on January 28, 2002 to shareholders of record on December 20, 2001. This is the 9 th annual increase in dividends and the Company expects that dividend increases will continue.

## Management Discussion \& Financial Analysis

Return on Capital


Return on Equity

$13 \%$ return on equity is still below our 5 year average of $15 \%$. Total equity now exceeds $\$ 53.4$ million and as the equity grows it becomes more difficult to improve on this ratio. Improvements in the marketplace must occur before management can realize it's long term goal of $20 \%$ ROE.

## EBITDA




EBITDA as a \% of revenue has declined from a high of $20 \%$ to the current $8 \%$. This change is primarily due to the influence of the tractor business which attracts lower margins. However, we believe that improvements in this area are likely in the future.

## Corporate Governance

The Company is making every effort to comply with the TSE guidelines on Corporate Governance. Complete governance details are described in the Annual Information Form.

Return on capital of $8 \%$ is still much lower than our previous average of $20 \%$. This is due to the large capital purchases in the previous two years and the increase in long-term debt. We expect that as the debt is reduced, we will once more return to a higher ROC.

Earnings before interest, taxes, depreciation and amortization remains flat at \$15 million. We are forecasting slightly higher EBITDA for next year and further increases are predicted when the farm economy improves.

## Normal Course Issuers Bid

The Company believes the shares are undervalued, therefore, the Directors announced their intention to purchase up to 1.2 million shares through the Toronto Stock Exchange. 1,075,300 shares were purchased for cancellation during the last fiscal year.

## Risks

Management considers fluctuations in commodity prices and fluctuations in the Canadian dollar to be a normal part of conducting business in this industry. The Company considers the degree of risk to be minimal.

## Liquidity





In spite of the depressed farm economy, the Company produced a record cash flow of $\$ 14.8$ million, an increase of $15 \%$ over last year.
Cash flow is the sum of net after tax earnings plus
amortization.
Working capital remains at $\$ 45$ million. The long-term interest free Industry Canada debt contributes to this very satisfactory number. The healthy working capital position ensures that the Company will be able to pay bills promptly and take advantage of all cash discounts offered by suppliers.

For many years, we have been proud of the fact that one year's cash flow was sufficient to pay off the short and long term debt. Now as a result of the purchase of the tractor factory, we have a $34 \%$ ratio which means that it will require 3 years of cash flow to pay off all debt.

## Management's Responsibility For the Financial Statements

The consolidated financial statements of Buhler Industries Inc. were prepared by management in accordance with accounting principles generally accepted in Canada applied on a consistent basis. The significant accounting policies, which management believes are appropriate for the Company, are described in note 1 to the financial statements. The financial information contained elsewhere in this Annual Report is consistent with that in the financial statements.
Management is responsible for the integrity and objectivity of the financial statements. Estimates are necessary in the preparation of these statements and, based on careful judgments, have been properly reflected. Management has established systems of internal control, which are designed to provide reasonable assurance that assets are safeguarded from loss or unauthorized use and to produce reliable accounting records for the preparation of financial information.

The Board of Directors is responsible for ensuring that management fulfills its responsibilities for financial reporting and internal control. The Audit Committee of the Board is responsible for reviewing the annual consolidated financial statements and reporting to the Board, making recommendations with respect to the appointment and re muneration of the Company's Auditors and reviewing the scope of the audit.
Management recognizes its responsibility for conducting the Company's affairs in compliance with established financial standards and applicable laws and maintains proper standards of conduct for its activities.

James H. Friesen
Chief Financial Officer
November 30, 2001

Larry Schroeder
Vice President

## Auditor's Report

To The Shareholders of Buhler Industries Inc.
We have audited the consolidated balance sheet of Buhler Industries Inc. as at September 30, 2001 and 2000 and the consolidated statement of earnings and retained earnings and cash flows for the years then ended. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.
We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we plan and perform an audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and dis closures in the financial statements and also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation.
In our opinion, these consolidated financial satements present fairly, in all material respects, the financial position of the Company as at September 30, 2001 and 2000 and the results of its operations and its cash flows for the years then ended in accordance with Canadian generally accepted accounting principles.

Winnipeg, Manitoba
November 30, 2001

Certified General Accountants



bühler

## Consolidated Statements of Earnings



## Consolidated Statements of Retained Earnings

For the years ended September 30 (\$000's) except per share amounts

| Retained Earnings beginning of year | \$ | 33,339 | \$ | 28,957 |
| :---: | :---: | :---: | :---: | :---: |
| Net earnings for the year |  | 7,115 |  | 7,298 |
| Dividends |  | $(2,435)$ |  | $(2,209)$ |
| Retirement of shares (note 10) |  | $(2,807)$ |  | (707) |
| Retained Earnings end of year | \$ | 35,212 | \$ | 33,339 |

Earnings per share (note 13)

Basic
Fully diluted
\$ 0.30
\$ 0.30

\$ 0.30
\$ 0.30



## Consolidated Balance Sheets

2001
2000
ASSETS
Current Assets
Accounts receivable
Inventories (note 2)
Prepaid expenses
Total Current Assets
Loan receivable (note 8)
Capital assets (note 3)
Future income taxes (note 11)
Investments - at cost
Total Assets

| \$ | 26,746 | \$ | 46,242 |
| :---: | :---: | :---: | :---: |
|  | 60,179 |  | 52,846 |
|  | 531 |  | 547 |
|  | 87,456 |  | 99,635 |
|  | - |  | 7,331 |
|  | 37,372 |  | 42,065 |
|  | 2,661 |  | - |
|  | 42 |  | 42 |
| 127,531 |  | \$ | 149,073 |

LIABILITIES AND SHAREHOLDERS' EQUITY
Current Liabilities

| Bank indebtedness (note 4) | $\mathbf{9 , 9 3 9}$ |  | 12,040 |
| :--- | ---: | ---: | ---: | ---: |
| Account payable and accrued liabilities | $\mathbf{3 1 , 8 4 4}$ |  | 41,998 |
| Advances from related party (note 5) | $\mathbf{4 5 6}$ |  | - |
| otal Current Liabilities | $\mathbf{4 2 , 2 3 9}$ |  | 54,038 |
| Advances from related party (note 5) | - |  | 3,350 |
| Long term debt (note 7) | $\mathbf{3 1 , 8 5 0}$ |  | 31,850 |
| Future income taxes (note 11) | - | 845 |  |
|  | $\mathbf{7 4 , 0 8 9}$ | 90,083 |  |
| Non-controlling interest (note 8) | $\mathbf{-}$ | 7,331 |  |

## SHAREHOLDERS' EQUITY

Share capital (note 12)
Retained earnings
Total Shareholders' Equity
Total Liabilities and Equity


Approved on behalf of the Board:

## Director:

## Director:




## Consolidated Statement of Cash Flows

For the years ended September 30 (000's)

| Cash provided by (used in) operating activities 2001 |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |
| Net earnings | \$ | 7,115 | \$ | 7,298 |
| Add (deduct) non-cash items |  |  |  |  |
| Amortization |  | 7,684 |  | 5,520 |
| Gain on disposal of assets |  | (733) |  | $(1,039)$ |
| Gain on foreign exchange |  | (132) |  | (140) |
| Future income taxes |  | $(3,506)$ |  | 358 |
|  |  | 10,428 |  | 11,997 |
| Net change in non-cash working capital balances* |  | 2,025 |  | $(31,546)$ |
|  |  | 12,453 |  | $(19,549)$ |
| Investing activities |  |  |  |  |
| Purchase of capital assets, net of investment tax credits |  | $(3,593)$ |  | $(18,360)$ |
| Proceeds on sale of capital assets |  | 1,335 |  | 1,089 |
| Investments |  | - |  | (7) |
|  |  | $(2,258)$ |  | $(17,278)$ |
| Financing activities |  |  |  |  |
| Issuance of share capital |  | 742 |  | 190 |
| Retirement of shares |  | $(3,639)$ |  | (947) |
| Increase in long term debt |  | - |  | 31,850 |
| Repayment of long term debt |  | - |  | $(3,040)$ |
| Advances (repayment) from related party |  | $(2,894)$ |  | 2,846 |
| Dividends paid |  | $(2,435)$ |  | $(2,209)$ |
|  |  | $(8,226)$ |  | 28,690 |
| Foreign exchange gain on cash held in foreign currency |  | 132 |  | 140 |
| Net cash provided (used) in the year |  | 2,101 |  | $(7,997)$ |
| Bank indebtedness, beginning of year |  | $(12,040)$ |  | $(4,043)$ |
| Bank indebtedness, end of year | \$ | $\underline{(9,939)}$ | \$ | $\underline{(12,040)}$ |
| *Net change in non-cash working capital balances is comprised of: |  |  |  |  |
|  |  |  |  |  |
| Accounts receivable | \$ | 19,496 |  | $(32,595)$ |
| Inventories |  | $(7,333)$ |  | $(32,236)$ |
| Prepaid expenses |  | 16 |  | (401) |
| Accounts payable and accrued liabilities |  | $(10,154)$ |  | 33,686 |
| Net cash provided (used) | \$ | 2,025 | \$ | $(31,546)$ |

## Notes to Consolidated Financial Statements

## 1. SIGNIFICANT ACCOUNTING POLICIES

## (a) Basis of consolidation

The consolidated financial statements have been prepared in accordance with accounting principles generally accepted in Canada and include the accounts of the Company and all of its subsidiaries, including a $50 \%$ joint venture interest in Bradley Steel Processors Inc., which is accounted for using proportionate consolidation.

## (b) Inventories

Inventories are stated at the lower of cost (first-in, first-out basis) and net realizable value. It is the Company's policy to record provisions for obsolete and slow moving inventory based on management estimates. These estimates are necessarily subject to a degree of measurement uncertainty.

## (c) Capital assets and amortization

Capital assets are recorded at cost less accumulated amortization and related investment tax credits. Amortization is provided over the estimated useful lives using the following rates and methods:
Buildings
Equipment
Computers
Software and tools
Goodwill

$$
\begin{array}{cl}
4 \text { to } 5 \% & \text { Straight line } \\
20 \text { to 30\% } & \text { Declining balance } \\
30 \% & \text { Declining balance } \\
100 \% & \text { Year acquired } \\
5 \% & \text { Straight line }
\end{array}
$$

## (d) Foreign currency translation

The accounts of the United States subsidiary, which is considered an integrated foreign operation, have been translated into Canadian dollars on the following basis:

1) monetary assets and monetary liabilities at the year-end rates of exchange;
2) non-monetary assets and related amortization at rates prevailing at dates of transactions;
3) revenue and expense items, other than amortization, at the average rate for the year.
The resulting currency translation gains and losses are included in earnings.

## (e) Financial instruments

Foreign exchange and interest rate risk
These are the risks to the Company's earnings that arise from fluctuations in interest rates and foreign exchange rates. The Company does not use any derivative financial instruments to reduce its exposure to interest rate or foreign exchange rate risk.

## Credit risk

The Company is exposed to credit risk on its accounts receivable.
Fair value
The carrying values of financial assets and financial liabilities are considered to approximate fair value unless otherwise disclosed.

| 2. INVENTORIES (000's) |  |  | 2001 |  | 2000 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Land for development |  |  | \$ 1,325 | \$ | 1,600 |
| Finished goods |  |  | 20.380 |  | 26.975 |
| Work in process |  |  | 10.083 |  | 10.373 |
| Raw materials |  |  | 28,391 |  | 13,898 |
|  |  |  | \$ 60,179 |  | \$ 52,846 |
| 3. CAPITAL ASSETS ( 000 ' $s$ ) |  |  | 2001 |  | 2000 |
|  | Cost | Accum. <br> Amort. | Net Book Value |  | Net Book Value |
| Land | \$ 4.090 | 0 | \$ 4.090 |  | \$ 4.032 |
| Buildings | 25.232 | 7.908 | 17.324 |  | 17.412 |
| Equipment | 35,267 | 22,166 | 13,101 |  | 18,099 |
| Goodwill | 392 | 392 | 0 |  | 354 |
| Computers | 3.326 | 1.366 | 1.960 |  | 2.167 |
| Software \& tools | 2,297 | 1,400 | 897 |  | 1 |
|  | 70,604 | 33,232 | \$37,372 |  | \$42,065 |

## 4. BANK INDEBTEDNESS

The Company has available a financing facility with the Bank of Montreal of $\$ 37$ million. The credit facili ty is secured by a mortgage, debenture, a general security agreement and assignment of receivables and inventory. All interest rates are prime or less.

## 5. ADVANCES FROM RELATED PARTY

The advance from related party is from the majority shareholder, holding $66 \%$ of the shares of the Company. The advance is noninterest bearing with no specific terms of repayment. The advance fluctuates throughout the year and the shareholder reserves the right to charge interest at bank prime in the event that it becomes a permanent facility. The Company has provided a $\$ 5$ million guarantee to the Bank of Montreal to secure a loan to the majority shareholder.
The Company has provided a guarantee to the majority shareholder on a $\$ 2.2$ million promissory note due from the Company's Deferred Profit Sharing Plan, (see note 14) and a letter of credit for $\$ 665 \mathrm{k}$ (2000-nil) to the Bank of Montreal to secure a line of credit for a commonly controlled entity.

## 6. RELATED PARTY TRANSACTIONS

Included in these financial statements are the following related party transactions; accounts receivable $\$ 58 \mathrm{k}$ (2000-7.6 million), and revenue of $\$ 555 \mathrm{k}$ ( $2000-\mathrm{Nil}$ ) from a Company controlled by an immediate family member of management, $\$ 1,413 \mathrm{k}$ (2000$\$ 1,016 \mathrm{k}$ ) paid to a common controlled enterprise for repairs and maintenance and $\$ 515 \mathrm{k}(2000-\$ 164 \mathrm{k})$ to the controlling shareholder for management services.
All transactions with related parties are recorded at the exchange amount agreed to by the related parties.
$\begin{array}{lrr}\text { 7. LONG TERM DEBT ( } 000 \text { 's) } & \text { 2001 } & 2000 \\ \text { Industry Canada } & \mathbf{\$ 3 1 , 8 5 0} & \$ 31,850\end{array}$
The Industry Canada interest free loan is repayable in 120 equal monthly installments of \$265,000 commencing on July 31, 2003. In the event of default of any payment, the entire balance then outstanding shall, after the expiry of 30 days, bear interest and become due and payable in accordance with the Interest and Administrative Charges Regulations enacted pursuant to the Financial Administration Act of Canada. Current portion is nil.

## 8. NON-CONTROLLING INTEREST

During the 1999 fiscal year, Buhler Industries Inc. created a controlled manufacturing partnership operating as Buhler Manufacturing, through which a significant portion of the manufacturing activity is now conducted. The partnership was formed to optimize the organizational structure and efficiency of the Company.
The non-controlling interest represents a partner's interest in the assets, liabilities \& income in the partnership. The partnership's financial activities have been accounted for by consolidation.

| 9. INTEREST PAID (000's) |  | $\mathbf{2 0 0 1}$ | 2000 |  |
| :--- | ---: | ---: | ---: | ---: |
| Operating loan | $\mathbf{\$}$ | $\mathbf{1 , 0 3 2}$ | $\$ 535$ |  |
| Long term debt |  | $\mathbf{0}$ |  | 136 |
|  | $\$$ | $\mathbf{1 , 0 3 2}$ | $\$$ | 671 |

## Notes to Consolidated Financial Statements

## 10. RETIREMENT OF S HARES

The total cost of share retirement for 2001 was $\$ 3,639,000$. Share capital was reduced by $\$ 832,000$ to reflect the original cost of the shares and retained earnings was reduced by $\$ 2,807,000$ to reflect the additional cost of retirement. A total of 1,075,300 shares were purchased through the Normal Course Issuers Bid.

| 11. INCOME TAXES $\quad(000 ' s)$ | $\mathbf{2 0 0 1}$ | 2000 |
| :--- | ---: | ---: |
| At Canadian statutory rate | $\mathbf{\$ 2 , 7 8 5}$ | $\$ 2,839$ |
| Losses utilized during the year | $\mathbf{( 6 1 3 )}$ | $(21)$ |
| Manufacturing tax credit | $\mathbf{( 2 1 2 )}$ | $(416)$ |
| Future taxes |  |  |
| $\quad$ Loss carry forward | $\mathbf{( 1 , 4 5 0 )}$ | $(199)$ |
| $\quad$ Timing differences | $\mathbf{( 2 , 0 5 6 )}$ | 557 |
| $\quad$ Total future taxes | $\mathbf{( 3 , 5 0 6 )}$ | 358 |
| Other | $\mathbf{2 3 3}$ | $(367)$ |
| Income tax provision | $\mathbf{( 1 , 3 1 3 )}$ | $\$ 2,393$ |

The above timing differences arise due to warranty provision and temporary differences between CCA and amortization.
Loss carried forward
The Company has operating loss carry forwards of $\$ 3.4$ million that are available to be applied against certain taxable income in future years. The potential tax benefits that will result from claiming these has been recognized. The Company also has $\$ 524 \mathrm{k}$ of unused tax losses that expire in 2003 and have not been recognized.

## 12. CAPITAL STOCK AND OPTIONS ( 000 's)

Authorized, an unlimited number of common shares.

|  | 2001 | 2000 |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | No. of Shares | \$ | No. of Shares | \$ |
| Issued as at Sept. 30 | 23,483 | \$18,230 | 24,225 | \$18,320 |
| Options exercised \& shares cancelled (net) | (742) | \$ (90) | (235) | \$ (50 |

## Outstanding

6
30

Exercis
Price
\$2.80
\$3.35

Expiry
Date
Jan 29, 2002
Jan 29, 2005

## 13. EARNINGS PER SHARE

Earnings per share is calculated using a weighted average number of shares outstanding during the year. Fully diluted earnings per share is calculated reflecting the dilutive effect of the options outstanding at September 30, 2001.

## 14. DPSP \& PENSION PLAN

In 1995, the Company established a Deferred Profit Sharing Plan for its employees. The Company contributes funds to the plan annually as determined by the Board of Directors, subject to certain maximum limits established by the plan. Contributions are used to purchase common shares of the Company for the
employees from the plan trust. In 2001, the Company contributed $\$ 200,000$ to the plan (2000- $\$ 125,000$ ). The plan trust owns approximately 1.3 million shares. Buhler Versatile Inc., a subsidiary of the Company, has a defined benefit pension plan covering certain former hourly paid employees and includes the following amounts:

|  | Assets | Obligation |
| :--- | ---: | ---: |
| October 1st. 2000 | 28.968 .000 | 28.900 .000 |
| Contrib. bv emplovees \& Companv | 0 |  |
| Benefits paid | $(1.564 .353)$ | $(1.564 .353)$ |
| Current service cost |  | 225.860 |
| Amortization of past service costs |  | 1.598 .140 |
| Actuarial gains |  | 1.840 .353 |
| Return on plan assets | 2.105 .143 |  |
| Sept 30th, 2001 | $29,508,790$ | $31,000,000$ |

The assets of the plan consist of cash, equity instruments and bonds. The pension plan obligations are estimated by management to be $\$ 31,000,000$ and the resulting $\$ 1,491,210$ deficiency is recorded as a liability and a current expense in these financial statements. As a result of the union settlement, the assets and obligations of the plan will ultimately be transferred to a third party. Since the plan is being terminated, all past service costs have been recorded in the current year. The discount rate and the expected long term rate of return is $6.2 \%$.

## 15. SEGMENTED INFORMATION ( 000 's)

The Company has organized its business between agricultural and non-agricultural operations die to the differences in the products and approaches in marketing and manufacturing in both segments. The agricultural equipment segment produces a wide variety of agricultural equipment, whereas the non-agricultural operations consist primarily of custom metal fabrication.

|  | $\mathbf{2 0 0 1}$ |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
|  | Canada | US | Canada | US |
| Revenue | $\mathbf{\$ 1 8 5 . 6 0 0}$ | $\mathbf{\$}$ | $\mathbf{2 . 0 0 0}$ | $\$ 107.700$ |
| Earnings | $\mathbf{6 . 8 0 0}$ | $\mathbf{3 0 0}$ | 7.000 | 9.000 |
| Capital Assets | $\mathbf{3 5 . 8 0 0}$ | $\mathbf{1 . 5 0 0}$ | 40.500 | 1.600 |
|  | $\mathbf{A g}$ | Non-Ag | Ag | Non-Ag |
| Revenue | $\mathbf{\$ 1 8 1 . 6 0 0}$ | $\mathbf{\$ 6 . 0 0 0}$ | $\$ 94.700$ | $\$ 22.000$ |
| Interest revenue | $\mathbf{7 5 0}$ | $\mathbf{5 0}$ | 250 | 0 |
| Interest expense | $\mathbf{1 , 0 5 0}$ | $\mathbf{0}$ | 650 | 0 |
| Earnings | $\mathbf{6 . 4 0 0}$ | $\mathbf{7 0 0}$ | 6.200 | 1.100 |
| Assets | $\mathbf{1 2 1 . 5 0 0}$ | $\mathbf{6 . 0 0 0}$ | 147.000 | 2.000 |

Included in Canadian revenue are export sales, primarily to the United States, of $\$ 51$ million (2000 - $\$ 40$ million). The accounting policies of the segments are the same as described in the note for significant accounting policies. The Company accounts for inter-segment sales at current market prices.
Revenue from the top two customers was $\$ 83$ million and $\$ 21$ million, both in the agricultural segments.

## 16. UNION SETTLEMENT

During the year, the Buhler Versatile Inc. settled an ongoing labor dispute with one of its' unions. The settlement amount of $\$ 17.5$ million included an estimated $\$ 1.5$ million pension deficiency and a $\$ 16$ million payment to the former employees and their union. $\$ 6.5$ million had been paid by year-end and the remaining $\$ 11$ million has been accrued in the financial statements. These amounts are included in the cost of goods sold.

| Year Ended September 30, | 1992 | 1993 | 1994 | 1995 | 1996 | $\begin{gathered} 1997 \\ \text { In thousanc } \end{gathered}$ | $\begin{gathered} 1998 \\ \text { of Canadia } \end{gathered}$ | $\begin{gathered} 1999 \\ \text { an dollars (ex } \end{gathered}$ | 2000 <br> xcept per sha | $\begin{array}{r} 2001 \\ \text { re amounts) } \end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SUMMARY OF OPERATIONS |  |  |  |  |  |  |  |  |  |  |
| Revenue | 23,827 | 33,583 | 48,040 | 56,575 | 66,517 | 85,375 | 89,194 | 79,961 | 116,700 | 187,633 |
| Cost of goods sold | 16,500 | 25,310 | 34,988 | 40,053 | 45,229 | 58,315 | 59,951 | 53,754 | 86,398 | 156,223 |
| Gross profit | 7,327 | 8,273 | 13,052 | 16,522 | 21,288 | 27,060 | 29,243 | 26,207 | 30,302 | 31,410 |
| Selling \& admin. expense | 3,941 | 4,775 | 6,478 | 7,459 | 9,081 | 10,747 | 11,823 | 11,264 | 13,513 | 14,883 |
| Income from operations | 3,386 | 3,498 | 6,574 | 9,063 | 12,207 | 16,313 | 17,420 | 14,943 | 16,789 | 16,527 |
| Gain on sale of capital assets | - | - | - | - | - | - | (727) | (346) | $(1,039)$ | (733) |
| Interest expense | 778 | 518 | 518 | 1,063 | 679 | 457 | 458 | 434 | 671 | 1,032 |
| Amortization | 1,119 | 940 | 2,416 | 2,727 | 3,685 | 4,809 | 4,808 | 5,126 | 5,520 | 7,684 |
| Research \& development exp. | 220 | 305 | 726 | 470 | 498 | 645 | 552 | 577 | 1,043 | 1,895 |
| Non-controlling interest | - | - | - | - | - | - | - | 224 | 903 | 847 |
| Net Earnings before taxes | 1,269 | 1,735 | 2,914 | 4,803 | 7,345 | 10,402 | 12,329 | 8,928 | 9,691 | 5,802 |
| Income taxes | 91 | 593 | 493 | 1,100 | 2,212 | 4,271 | 5,216 | 3,131 | 2,393 | $(1,313)$ |
| NET EARNINGS | 1,178 | 1,142 | 2,421 | 3,703 | 5,133 | 6,131 | 7,113 | 5,797 | 7,298 | 7,115 |
| CASH FLOW SUMMARY |  |  |  |  |  |  |  |  |  |  |
| Capital asset purchases | 1,952 | 969 | 9,369 | 7,884 | 9,552 | 12,253 | 5,917 | 5,960 | 17,278 | 3,593 |
| Long-term debt incurred | - | - | - | 2,587 | - | 1,201 | - | 2,417 | 31,656 |  |
| Reduction of long-term debt | 1,205 | 1,085 | 40 | - | 1,689 | - | 7,696 | - |  | 2,894 |
| Dividends | 176 | 10 | 623 | 832 | 1,097 | 1,432 | 1,703 | 1,992 | 2,209 | 2,435 |
| Net cash flow | 2,388 | 2,675 | 5,150 | 6,430 | 8,573 | 10,940 | 11,921 | 10,923 | 12,818 | 14,799 |
| Bank cash (indebtedness) | $(3,774)$ | $(1,646)$ | $(3,713)$ | 365 | $(1,576)$ | $(2,724)$ | $(2,348)$ | $(4,043)$ | $(12,040)$ | 9,939 |
| BALANCE SHEET SUMMARY |  |  |  |  |  |  |  |  |  |  |
| Acc'ts rec, cash \& ppd. exp. | 5,187 | 5,768 | 7,912 | 8,616 | 13,386 | 12,352 | 12,996 | 13,793 | 46,789 | 27,277 |
| Inventory | 11,250 | 10,383 | 10,418 | 12,792 | 13,188 | 16,586 | 19,014 | 20,610 | 52,846 | 60,179 |
| Total current assets | 16,437 | 16,151 | 18,330 | 21,408 | 26,574 | 28,938 | 32,010 | 34,403 | 99,635 | 87,456 |
| Total assets | 28,275 | 27,683 | 36,622 | 44,180 | 54,341 | 60,716 | 61,139 | 74,843 | 149,073 | 127,531 |
| Total current liabilities | 6,354 | 4,484 | 9,588 | 9,731 | 16,108 | 16,131 | 13,004 | 14,195 | 54,038 | 42,239 |
| Total short and long term debt | 10,644 | 7,431 | 9,459 | 10,409 | 10,034 | 11,246 | 5,741 | 7,587 | 47,240 | 42,245 |
| Total liabilities | 13,408 | 11,036 | 15,920 | 18,863 | 22,530 | 23,219 | 16,349 | 27,516 | 97,414 | 74,089 |
| Total shareholders equity | 14,867 | 16,647 | 20,702 | 25,317 | 31,811 | 37,497 | 44,790 | 47,327 | 51,659 | 53,442 |
| Shares o/s (avg. in millions) | 19.0 | 19.0 | 20.0 | 20.8 | 23.0 | 23.9 | 24.9 | 24.5 | 24.2 | 23.5 |
| Working capital | 10,083 | 11,667 | 8,742 | 11,677 | 10,466 | 12,807 | 19,006 | 20,208 | 45,597 | 45,217 |
| DATA PER COMMON SHARE |  |  |  |  |  |  |  |  |  |  |
| Revenue | \$ 1.25 | \$ 1.77 | \$ 2.40 | \$ 2.72 | 2.89 | \$ 3.57 | \$ 3.57 | \$ 3.27 | \$ 4.82 | \$ 7.98 |
| EBITDA | 0.17 | 0.17 | 0.29 | 0.41 | 0.51 | 0.66 | 0.71 | 0.59 | 0.66 | 0.62 |
| EBIT | 0.11 | 0.12 | 0.17 | 0.28 | 0.35 | 0.45 | 0.51 | 0.38 | 0.43 | 0.29 |
| Net earnings | 0.06 | 0.06 | 0.12 | 0.18 | 0.22 | 0.26 | 0.29 | 0.24 | 0.30 | 0.30 |
| Cash flow | 0.13 | 0.14 | 0.26 | 0.31 | 0.37 | 0.46 | 0.48 | 0.45 | 0.53 | 0.63 |
| Dividends for year | - | 0.03 | 0.04 | 0.05 | 0.06 | 0.07 | 0.08 | 0.09 | 0.10 | 0.11 |
| Closing share price | n/a | 1.00 | 1.40 | 1.45 | 1.66 | 2.39 | 3.05 | 3.06 | 3.57 | 3.60 |
| Shareholders' equity | 0.78 | 0.88 | 1.04 | 1.22 | 1.38 | 1.57 | 1.80 | 1.93 | 2.13 | 2.27 |
| STATISTICAL DATA |  |  |  |  |  |  |  |  |  |  |
| Current ratio | 2.6 | 3.6 | 1.9 | 2.2 | 1.6 | 1.8 | 2.5 | 2.4 | 1.8 | 2.1 |
| Int. bearing debt to equity ratio | 0.7 | 0.4 | 0.5 | 0.3 | 0.3 | 0.3 | 0.1 | 0.1 | 0.2 | 0.2 |
| Number of shareholders | 200 | 250 | 650 | 1,000 | 1,350 | 1,600 | 1,700 | 1,700 | 1,600 | 1,600 |
| Inventory turnover | 1.5 | 2.4 | 3.4 | 3.1 | 3.4 | 3.5 | 3.2 | 2.7 | 2.8 | 2.6 |
| Gross margin (\% of revenue) | 31\% | 25\% | 27\% | 29\% | 32\% | 32\% | 33\% | 33\% | 26\% | 17\% |
| SG\&A (\% of revenue) | 17\% | 14\% | 13\% | 13\% | 14\% | 13\% | 13\% | 14\% | 12\% | 8\% |
| EBITDA (\% of revenue) | 13\% | 10\% | 12\% | 15\% | 18\% | 18\% | 20\% | 18\% | 14\% | 8\% |
| Net earnings (\% of revenue) | 5\% | 3\% | 5\% | 7\% | 8\% | 7\% | 8\% | 7\% | 6\% | 4\% |
| Return on average capital | 8\% | 9\% | 13\% | 18\% | 21\% | 24\% | 26\% | 18\% | 14\% | 8\% |
| Return on average equity | 8\% | 7\% | 13\% | 16\% | 18\% | 18\% | 17\% | 13\% | 15\% | 13\% |
| bühler$13$ |  |  |  |  |  |  |  |  |  |  |

## Company Profile

Buhler Industries Inc. was established in 1933 and operated as Standard Gas Engine Works until the Company was purchased by John Buhler in 1969.

Today the Company operates 5 modern manufacturing operations and 6 distribution centers totaling over 1 million square feet of facilities and has over 700 employees.

Since the inception, the Company has remained focused on its core business of designing, manufacturing and distributing agricultural equipment. The Company has grown through
various corporate acquisitions, as well as through strategic internal growth. All products are marketed under the Buhler® brand name, including the Farm King ${ }^{\circledR}$, Allied ${ }^{\circledR}$, Inland ${ }^{\circledR}$ and Versatile ${ }^{\circledR}$ product lines.

The Company has grown to become a significant player in the North American agricultural equipment industry with its full selection of powered and non-powered equipment and attachments suiting farms of all sizes and sophistication.

## Directory

## Audit Committee

Edward Kennedv. Chairman
Philipp R. Ens
Allan L.V. Stewart

## Cordorate Banker

Bank of Montreal
Winnipeg, Manitoba

## Cornorate Office

1201 Regent Avenue West, Winnipeg, Manitoba, R2C 3B2
Ph (204) 661-8711. Fax (204) 654-2503
Web site: www.buhler.com

## Legal Counsel

Perlov Stewart Lincoln
One Lombard Place
Winnipeg, Manitoba
Cusid Number
119918100

## Auditors

Gislason Targownik Peters
Winnipeg, Manitoba

## Exchange Listing

The shares of Buhler Industries Inc. are listed on the Toronto Stock Exchange and trading under the symbol "BUI"

## Transfer Agent

Computershare Trust Company of Canada. Winnipeg, Manitoba

## Annual Meeting

The annual meeting of shareholders will be held on Saturday, Feb. 2nd, 2002, 11:00 am, at The Fairmont Hotel. Portage \& Main. Winnipeg, Manitoba.

## Directors, Officers and Management Team

| Name | Office |
| :--- | :--- |
| Buhler, John | Chairman |
| Buhler, Bonita Lesley | Director |
| Ens, Philipp R. | Director |
| Kennedy, Edward | Director |
| Stewart, Allan, L. V. | Director |
| Engel, Craig, P. Eng. | Officer |
| Friesen, James H., C.M.A. | Officer |
| Fillion, Jean-Guy, C.G.A. | Officer |
| Schroeder, Larry David | Officer |
| Adolph, Grant, P. Mgr. | Management |
| Allison, Eric | Management |
| Bergen, Helen, C.H.R.P. | Management |
| Fraser, Scott, C.G.A. | Management |
| Gornik, Andrey, P. Eng. | Management |
| Kneeshaw, Richard, C.I.M. | Management |
| Lee, Min, I.S.M. | Management |
| Rossong, Gil, C.I.M. | Management |

## Principal Occupation

CEO, Buhler Industries Inc.
Secretary, Highland Park Financial Inc.
Chairman, Triple E Canada Inc.
President and CEO, The North West Company Inc.
Lawyer, Perlov Stewart Lincoln

President and Chief Operating Officer, Buhler Industries Inc.
Secretary and CFO, Buhler Industries Inc.
Vice President, Buhler Industries Inc.
Vice President Marketing, Buhler Industries Inc.

Operations Manager, Buhler Versatile Inc.
Manager, OEM Division
Manager, Human Resources, Buhler Industries Inc.
Corporate Controller, Buhler Industries Inc.
Operations Manager, Inland Division
Operations Manager, Morden Division
CIO, Buhler Industries Inc.
Operations Manager, Winnipeg Division

## Stock Data

Buhler Continues to Outperform TSE 300 Index
March 25, 1994 to December 12, 2001
400
350



## Revenue

5 year average for the past 10 years
(Fiscal 2001 established new record of 188 million)


## Buhler Industries Inc.

1201 Regent Avenue West
Winnipeg, Manitoba R2C 3B2
Phone: (204) 661-8711 Fax: (204) 654-2503
Web: www.buhler.com
Email: info@buhler.com

