

# FAB-FORM

Fabric-Formed Concrete



**FASTFOOT®**  
**Forms largest  
solar farm in  
the USA**



**WORLD OF  
CONCRETE**

See us in booth **N1916**  
Tues Feb 2nd to Fri Feb 5th

## NEWS

Largest solar farm  
uses Fastfoot®

### COST COMPARE

See video, cost analysis  
showing ICF, Helix and Zont

Nudura® used in  
Vancouver MP

Cirrus Homes ICF  
Monopour

**FAB-FORM**  
**2015 Year End**  
**MD&A**

## MD&A TO OUR SHAREHOLDERS

The cover is a screenprint of our current home page, showing the President of the United States discussing the importance of renewable energy. What he neglected to mention was that all foundations of the accumulator stations were formed with Fastfoot®. For more information on this interesting project, see:

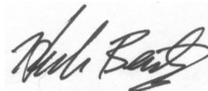
<http://www.fab-form.com/fastfoot/solarFarm.php>

As always, thank you Board Members, Shareholders, and progressive Dealers and Contractors for your continued support and commitment.

Sincerely



Richard Fearn  
President and CEO  
29 April 2016



Herb Bentz  
Chief Financial Officer  
29 April 2016

## MANAGEMENT DISCUSSION & ANALYSIS

*31 December 2015*

This discussion and analysis of the financial results of Fab-Form Industries Ltd. (Fab-Form or the Company) should be read in conjunction with the consolidated audited financial statements for the year 2015 and accompanying notes. The results reported therein have been prepared in accordance with International Financial Reporting Standards (IFRS) and are presented in Canadian dollars unless otherwise stated. Additional information relating to the Company can be found on the SEDAR (System for Electronic Document Analysis and Retrieval) website at [www.sedar.com](http://www.sedar.com).

### FORWARD LOOKING STATEMENTS

Some statements contained in this MD&A constitute "forward-looking statements" as is defined in applicable securities laws. These statements include, without limitation, the success of developing, manufacturing and distributing new products and other similar statements concerning anticipated future events, conditions or results that are not historical in nature, and reflect management's current estimates, beliefs, intentions and expectations; they are not guarantees of future performance. The Company cautions that all forward-looking information is inherently uncertain and that actual performance may be affected by a number of material factors, many of which are beyond the Company's control. Such factors include, among others, risks and uncertainties relating to product development; the ability of the Company to obtain additional financing; the Company's limited operating history; the need to comply with environmental and governmental regulations; potential defects in product performance; fluctuations in currency exchange rates; fluctuating prices of commodities; operating hazards and risks; competition; the uncertainty of capturing market share and other risks and uncertainties. Accordingly, actual future events, conditions and results may differ materially from the estimates, beliefs, intentions and expectations expressed or implied in the forward-looking information. All statements are made as of the Report Date and, except as required by law, the Company is under no obligation to update or alter any forward-looking information.

### COMPANY DESCRIPTION

Fab-Form Industries Ltd. (the "Company" or "Fab-Form") is a company domiciled in Canada and incorporated under the Company Act of British Columbia. The address of the Company's head office is Unit 19, 1610 Derwent Way, Delta BC V3M 6W1. The Company develops, manufactures and distributes proprietary technology to form concrete footings, columns, foundations and walls for building structures. The Company also exclusively distributes Helix® micro rebar into the BC market and Nudura® insulating concrete form into the Lower Mainland market. The Company has traded on the TSX Venture Exchange ("TSX-V" under the symbol FBF) since 2000.

## MANAGEMENT DISCUSSION &amp; ANALYSIS

31 December 2015

## OPERATING RESULTS

## 1. Fourth Quarter Profit and Loss Analysis

	4th Qtr 2015	4th Qtr 2014	\$ change	% change
<b>Sales</b>	\$ 321,907	\$ 295,968	\$ 25,938	8.8%
<b>Cost of sales</b>	<b>245,741</b>	236,495	<b>9,246</b>	3.9%
<b>Gross income</b>	\$ 76,165	\$ 59,473	\$ 16,692	28.1%
(Percent gross margin)	23.7%	20.1%		
<b>Expenses</b>				
General and administration	51,783	48,224	3,559	7.4%
Selling and marketing	27,281	25,780	1,500	5.8%
	<b>79,064</b>	74,005	<b>5,059</b>	6.8%
<b>Operating income (loss)</b>	\$ (2,899)	\$ (14,531)	\$ 11,632	80.1%
<b>Foreign exchange and interest</b>				
Foreign exchange losses (gain)	(2,167)	(2,866)	699	24.4%
Interest expense	7,247	5,372	1,875	34.9%
	<b>5,080</b>	2,506	<b>2,574</b>	102.7%
<b>Net income before other items</b>	<b>(7,979)</b>	(17,038)	<b>9,058</b>	53.2%
<b>Other items</b>				
Inventory write-off	-	3,635	(3,635)	(100.0%)
Equipment write-down	11,651	182	11,469	6,301.6%
	\$ 11,651	\$ 3,817	\$ 7,834	205.2%
<b>Comprehensive loss for period</b>	\$ (19,630)	\$ (20,855)	\$ 1,224	5.9%

i) Product Sales (4<sup>th</sup> Quarter)

	4th Qtr 2015	4th Qtr 2014	\$ change	% change
<b>Fastbag®</b>	980	1,057	(77)	(7.3%)
<b>Fastfoot®</b>	20,801	18,959	1,843	9.7%
<b>Fast-Tube™</b>	3,233	1,583	1,649	104.2%
<b>Helix®</b>	31,665	196,712	(165,047)	(83.9%)
<b>Sundry Income</b>	124	61	63	104.0%
<b>Monopour</b>	5,011	16,984	(11,974)	(70.5%)
<b>Nudura</b>	205,846	5,591	200,255	3,581.8%
<b>Zont™</b>	36,927	34,740	2,187	6.3%
<b>Zuckle™</b>	15,552	20,281	(4,730)	(23.3%)
<b>Bracing rentals</b>	1,768	0	1,768	100.0%
<b>Total</b>	<b>321,906</b>	295,968	<b>25,938</b>	9.0%

Sales for the final quarter were \$322,619, a 9.0% increase over 2014's \$295,968. This improvement was due primarily to an increase in Nudura® of 3,582%. Helix® showed a large reduction due to no large projects in the 4<sup>th</sup> quarter of 2015.

## MANAGEMENT DISCUSSION &amp; ANALYSIS

31 December 2015

ii) Cost of goods sold (4<sup>th</sup> Quarter)

	4th Qtr 2015	4th Qtr 2014	\$ change	% change
<b>Direct Product COGS</b>	<b>222,145</b>	222,692	<b>(547)</b>	(0.2%)
Gross margin	31.0%	24.8%		
<b>Indirect Product COGS</b>				
<b>Amortization Production Equip.</b>	<b>4,588</b>	2,940	<b>1,648</b>	56.0%
<b>Production tools</b>	<b>80</b>	232	<b>(152)</b>	(65.5%)
<b>Production rental</b>	<b>7,298</b>	8,235	<b>(937)</b>	(11.4%)
<b>Variable Overhead</b>	<b>9,659</b>	261	<b>9,398</b>	3,601.5%
<b>Wages not allocated</b>	<b>320</b>	0	<b>320</b>	100.0%
<b>Customer Delivery Costs</b>	<b>1,651</b>	2,135	<b>(484)</b>	(22.7%)
<b>Total Indirect Product COGS</b>	<b>23,596</b>	13,803	<b>9,793</b>	71.0%
<b>Total Cost of Goods Sold</b>	<b>245,741</b>	236,495	<b>9,246</b>	3.9%
Gross margin	23.8%	20.1%		

Gross margins of direct product sales were 31.1%, a substantial improvement over 2014. This was due to the higher margins of Nudura over Helix. However gross margins after indirect costs of goods sold were reduced to 23.8%, due to the rental of the adjacent warehouse used to store Nudura.

iii) General and administrative expenses (4<sup>th</sup> Quarter)

	4th Qtr 2015	4th Qtr 2014	\$ change	% change
<b>Amortization &amp; Depreciation</b>	<b>2,147</b>	5,469	<b>(3,322)</b>	-61%
<b>Occupancy</b>	<b>2,968</b>	2,745	<b>223</b>	8.10%
<b>Patent &amp; TM Maintenance Fees</b>	<b>205</b>	(424)	<b>630</b>	148.40%
<b>Professional Fees</b>	<b>10,368</b>	3,200	<b>7,168</b>	224.00%
<b>Pubco</b>	<b>5,234</b>	3,720	<b>1,514</b>	40.70%
<b>General expenses</b>	<b>19,848</b>	10,866	<b>8,981</b>	82.70%
<b>Management Fees</b>	<b>7,820</b>	20,320	<b>(12,500)</b>	-61.50%
<b>Telecommunications</b>	<b>1,327</b>	2,328	<b>(1,001)</b>	-43.00%
<b>Total Admin Expenses</b>	<b>49,917</b>	48,224	<b>1,693</b>	3.50%

General and Management fees decreased by \$12,500 to conserve cash for year end expenses, professional fees increased due to higher legal fees.

iv) Marketing and selling expenses (4<sup>th</sup> Quarter)

	4th Qtr 2015	4th Qtr 2014	\$ change	% change
<b>Advertising</b>	<b>3,685</b>	3,968	<b>(283)</b>	(7.1%)
<b>Adwords</b>	<b>998</b>	839	<b>158</b>	18.9%
<b>Selling Expenses</b>	<b>12,198</b>	2,504	<b>9,694</b>	387.2%
<b>Trade Shows</b>	<b>3,543</b>	1,654	<b>1,889</b>	114.2%
<b>Associations</b>	<b>0</b>	1,310	<b>(1,310)</b>	(100.0%)
<b>Postage &amp; courier</b>	<b>230</b>	94	<b>136</b>	145.5%
<b>Promo Materials</b>	<b>3,777</b>	279	<b>3,497</b>	1,252.3%
<b>Website</b>	<b>240</b>	132	<b>108</b>	81.7%
<b>Commissions &amp; Fees</b>	<b>2,611</b>	15,000	<b>(12,389)</b>	(82.6%)
<b>Total Marketing Expenses</b>	<b>27,281</b>	25,780	<b>1,500</b>	5.8%

Marketing expenses increased by 5.8% due to increased selling expenses and promotional materials.

## v) Period loss

The company's net loss for the fourth quarter was \$19,630 from \$20,855 in the fourth quarter of 2014. Production equipment of \$11,651 was written off due a low rate of utilization.

## MANAGEMENT DISCUSSION &amp; ANALYSIS

31 December 2015

## 2. Full Year Profit and Loss Analysis

	2015	2014	\$ Change	% Change
<b>Sales</b>	<b>1,108,644</b>	1,100,315	<b>9,043</b>	0.8%
<b>Cost of sales</b>	<b>761,054</b>	833,293	<b>(72,239)</b>	(8.7%)
<b>Gross Profit</b>	<b>347,590</b>	267,021	<b>81,282</b>	30.4%
Gross margin	31.4%	24.3%		
<b>Expenses</b>				
<b>Admin Expenses</b>	<b>142,450</b>	132,175	<b>10,275</b>	7.8%
<b>Marketing Expenses</b>	<b>82,107</b>	66,174	<b>15,934</b>	24.1%
	<b>224,558</b>	198,349	<b>26,209</b>	13.2%
<b>Operating income</b>	<b>123,032</b>	68,672	<b>55,073</b>	80.2%
<b>Forex and interest</b>				
<b>Interest Expense</b>	<b>25,045</b>	23,055	<b>1,989</b>	8.6%
<b>Forex (gain) loss</b>	<b>(13,058)</b>	(90)	<b>(12,968)</b>	(14,462.5%)
	<b>11,986</b>	22,966	<b>(10,979)</b>	(47.8%)
<b>Other items</b>				
<b>Write off of capital assets</b>	<b>11,951</b>	0	<b>11,951</b>	100.0%
<b>Inventory Write-off</b>	<b>1,372</b>	6,160	<b>(4,788)</b>	(77.7%)
<b>Development Cost Write-down</b>	<b>(300)</b>	2,645	<b>(2,945)</b>	(111.3%)
	<b>13,023</b>	8,804	<b>4,218</b>	47.9%
<b>Comprehensive income</b>	<b>98,023</b>	<b>36,902</b>	<b>61,121</b>	<b>165.6%</b>

## i) Product Sales (full year)

	2015	2014	\$ Change	% Change
<b>Fastbag®</b>	<b>7,787</b>	7,698	<b>88</b>	1.1%
<b>Fastfoot®</b>	<b>122,432</b>	137,792	<b>(15,361)</b>	(11.1%)
<b>Fast-Tube™</b>	<b>10,889</b>	8,901	<b>1,989</b>	22.3%
<b>Helix®</b>	<b>111,032</b>	616,799	<b>(505,767)</b>	(82.0%)
<b>Sundry</b>	<b>1,550</b>	2,033	<b>(483)</b>	(23.7%)
<b>Monopour</b>	<b>52,081</b>	70,938	<b>(18,856)</b>	(26.6%)
<b>Nudura</b>	<b>478,940</b>	28,045	<b>450,895</b>	1,607.8%
<b>Zont™</b>	<b>204,547</b>	141,315	<b>63,232</b>	44.7%
<b>Zuckle™</b>	<b>111,065</b>	86,794	<b>24,271</b>	28.0%
<b>Bracing rentals</b>	<b>8,321</b>	0	<b>8,321</b>	100.0%
<b>Total</b>	<b>1,108,644</b>	1,100,315	<b>8,329</b>	0.8%

Sales for the year remained in line with 2014, however the product mix changed significantly. Helix® dropped 82% or \$505,767 over 2014, due to the completion of a large project in 2014. This was made up with a 1,608% increase in sales of Nudura as well as Zont bracing increase of \$96,537 over 2014.

## MANAGEMENT DISCUSSION &amp; ANALYSIS

31 December 2015

## ii) Cost of sales

	2015	2014	\$ Change	% Change
<b>Total Direct Product COGS</b>	<b>684,861</b>	778,867	<b>(94,006)</b>	(12.1%)
Gross margin of direct product	38.3%	29.2%		
<b>Indirect Product COGS</b>				
<b>Amortization Production Equip.</b>	<b>15,471</b>	10,554	<b>4,917</b>	46.6%
<b>Production tools</b>	<b>1,455</b>	1,788	<b>(333)</b>	(18.6%)
<b>Production rental</b>	<b>29,192</b>	31,630	<b>(2,438)</b>	(7.7%)
<b>Variable Overhead</b>	<b>21,480</b>	3,031	<b>18,449</b>	608.7%
<b>Wages not allocated</b>	<b>320</b>	0	<b>320</b>	100.0%
<b>Customer delivery costs</b>	<b>8,276</b>	7,425	<b>852</b>	11.5%
<b>Total Indirect Product COGS</b>	<b>76,194</b>	54,427	<b>21,767</b>	40.0%
<b>Total Cost of Goods Sold</b>	<b>761,054</b>	833,293	<b>(72,239)</b>	(8.7%)
Gross margin including indirect product COGS	31.4%	24.3%		

Gross margins of direct product COGS increased significantly to 38.3% from 29.2% in 2014 due to the higher margins of Nudura® compared to Helix®. Gross margins after indirect costs of sales also remained higher at 31.4% compared with 24.3% in 2014

## iii) General and administrative expenses

	2015	2014	\$ Change	% Change
<b>Amortization &amp; Depreciation</b>	<b>11,473</b>	20,926	<b>(9,453)</b>	(45.2%)
<b>Occupancy</b>	<b>10,804</b>	11,612	<b>(808)</b>	(7.0%)
<b>Patent &amp; TM Maintenance Fees</b>	<b>821</b>	821	<b>0</b>	0.0%
<b>Professional Fees</b>	<b>20,602</b>	13,539	<b>7,063</b>	52.2%
<b>Pubco</b>	<b>13,863</b>	13,335	<b>528</b>	4.0%
<b>General expenses</b>	<b>56,007</b>	27,289	<b>28,718</b>	105.2%
<b>Management Fees</b>	<b>19,274</b>	36,465	<b>(17,191)</b>	(47.1%)
<b>Telecommunications</b>	<b>6,827</b>	7,856	<b>(1,028)</b>	(13.1%)
<b>Total Admin Expenses</b>	<b>139,671</b>	131,842	<b>7,829</b>	5.9%

General and administrative expenses for 2015 increased 5.9% to \$139,671 from \$131,842 in 2014, in line with expectations.

## iv) Selling and marketing expenses

	2015	2014	\$ Change	% Change
<b>Advertising</b>	<b>10,877</b>	9,904	<b>973</b>	9.8%
<b>Adwords</b>	<b>3,884</b>	3,062	<b>822</b>	26.9%
<b>Selling</b>	<b>22,998</b>	9,130	<b>13,868</b>	151.9%
<b>Trade Shows</b>	<b>15,084</b>	6,643	<b>8,441</b>	127.1%
<b>Associations</b>	<b>1,475</b>	1,310	<b>165</b>	12.6%
<b>Postage &amp; courier</b>	<b>256</b>	281	<b>(25)</b>	(8.9%)
<b>Promo Materials</b>	<b>8,481</b>	1,828	<b>6,653</b>	364.0%
<b>Website</b>	<b>338</b>	515	<b>(177)</b>	(34.4%)
<b>Commissions &amp; Fees</b>	<b>18,714</b>	33,501	<b>(14,787)</b>	(44.1%)
<b>Total Marketing Expenses</b>	<b>82,107</b>	66,174	<b>15,934</b>	24.1%

Selling and marketing expenses increased 24.1% to \$82,107 from \$66,174 in 2013, due to increased selling expenses and increased promotional literature.

## v) Other items

The Company wrote off \$11,951 of production equipment which was under utilized in 2015. Inventory write-down was \$1,372 in 2015 compared with \$6,160 in 2014.

## MANAGEMENT DISCUSSION & ANALYSIS

31 December 2015

### vi) Net income

The company's comprehensive income for 2015 was \$98,023, a 165.6 % increase over 2014's income of \$36,902.

## DISCUSSION OF OTHER ITEMS

### 1. Investing activities

None

### 2. Financing activities

None

## OPERATING RISK AND UNCERTAINTIES

The risks and uncertainties described in this section are considered by management to be the most important in the context of the Company's business.

Production and distribution operations involve many risks, which even a combination of experience, knowledge and careful evaluation may not be able to overcome. In the course of developing and producing of products, there are risks that the products being produced overseas do not meet specifications. Risk of product failure on the jobsite must be considered. Although the Company maintains liability insurance in an amount which it considers adequate, the nature of these risks is such that liabilities could exceed policy limits, in which event the Company could incur significant costs that could have a materially adverse effect upon its financial condition.

The operating risks and uncertainties below are not inclusive of all the risks and uncertainties the Company may be subject to and other risks may apply.

### 1. Product Development

Product development is a speculative business, characterized by significant risks including, among other things, unprofitable efforts resulting not only from the failure to discover operating problems with a product, but also from poor acceptance in the market.

Upon discovery of a patentable product, several stages of development and assessment are required before its economic viability can be determined. Development of the product will follow only if favourable results are determined at each stage of assessment.

There is no assurance that the Company's current product development activities will result in commercially viable products. The long-term profitability of the Company's operations will in part be directly related to the costs and success of its new product development programs.

The development of new products carries the risk of non-acceptance by the forming contractor and the distribution channel. High marketing costs of innovative products risk reducing profit levels even though gross margins for the product may exceed industry standards.

### 2. Commodity price risk

The manufacturing industry, in general, is intensely competitive and there is no assurance that a profitable market will exist for the sale of products produced even if a viable market for the product is discovered. Factors beyond the control of the Company may affect the marketability of products. Pricing is affected by numerous factors beyond the Company's control, such as international economic and political trends, global or regional consumption and demand patterns for concrete formwork. There is no assurance that the selling price of a product will have sufficient margin to contribute to the operating viability of the Company.

### 3. Dependence on Management

The Company is very dependent upon the personal efforts and commitment of its existing management. To the extent that management's services would be unavailable for any reason, a disruption to the operations of the Company could result, and other persons would be required to manage and operate the Company.

### 4. Conflict of Interest

The Directors and Officers of the Company are not in conflict of interest with other Companies. While the Company is engaged in the business of product development, such associations may give rise to conflicts of interest from time to time. The directors of the Company are required by law to act honestly and in good faith with a view to uphold the best interest of the Company and to disclose any interest that they may have in any project or opportunity of the

## MANAGEMENT DISCUSSION & ANALYSIS

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Company. If a conflict of interest arises at a meeting of the board of directors, any director in a conflict must disclose his interest and abstain from voting on such matter. In determining whether or not the Company will participate in any product or opportunity, the directors, will primarily consider the degree of risk to which the Company may be exposed and its financial position at the time.

### 5. Economic conditions risk

Current and future unfavourable economic conditions could negatively impact the Company's financial viability. Unfavourable economic conditions could also increase the Company's financing costs, decrease net income or increase net loss, limit access to capital markets and negatively impact any of the availability of credit facilities to the Company.

### 6. Currency risks

As the Company sells to the USA and purchases raw materials from other countries that price their goods in US dollars, the Company is exposed to considerable currency risk. The Company does not hedge any of this foreign currency exposure.

### 7. Environmental Regulations, Permits and Licenses

The Company's products are subject to various laws and building codes governing the protection of the environment, safety in construction, labour standards, occupational health, waste disposal, safety and other matters. Environmental legislation may provide restrictions and prohibitions on concrete spills which would result in environmental pollution. Fab-Form has taken out liability insurance which is normal for a manufacturer. The Company intends to fully comply with all environmental regulations.

## CONTROLS AND PROCEDURES CERTIFICATION

### 1. Disclosure Controls and Procedures

Management is responsible for establishing and maintaining a system of controls and procedures over the public disclosure of financial and non-financial information regarding the Company. Such controls and procedures are designed to provide reasonable assurance that all relevant information is gathered and reported to senior management, including the Chief Executive Officer (CEO) and Chief Financial Officer (CFO), on a timely basis so that appropriate decisions can be made regarding public disclosure.

The CEO and the CFO, together with other members of management, have designed the Company's disclosure controls and procedures in order to provide reasonable assurance that material information relating to the Company and its consolidated subsidiaries would have been known to them, and by others, within those entities.

The Company has a Disclosure Policy in place to mitigate risks associated with the disclosure of inaccurate or incomplete information, or failure to disclose required information. The Disclosure Policy sets out accountabilities, authorized spokespersons, and the Company's approach to the determination, preparation, and dissemination of material information. The policy also defines restrictions on insider trading and the handling of confidential information.

### 2. Internal Control over Financial Reporting

Management is responsible for establishing and maintaining adequate internal control over financial reporting. Management has designed internal control over financial reporting to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements in accordance with IFRS. There has been no change in the design of the Company's internal control over financial reporting during the year ended 31 December 2015 that would materially affect, or is reasonably likely to materially affect, the Company's internal control over financial reporting.

While the officers of the Company have designed the Company's disclosure controls and procedures and internal control over financial reporting, they are aware that these controls and procedures may not prevent all errors and fraud.

### 3. Evaluation of Effectiveness

As required by National Instrument 52-109, Certification of Disclosure in Issuers' Annual and Interim Filings (NI 52-109) issued by the Canadian Securities regulatory authorities, an evaluation of the design and testing of the effectiveness of the operation of the Company's disclosure controls and procedures and internal control over financial reporting were conducted as of 31 December 2015, by and under the supervision of management, including the CEO and CFO. In making the assessment of the effectiveness of the Company's disclosure controls and procedures and

## MANAGEMENT DISCUSSION &amp; ANALYSIS

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internal control over financial reporting, management used the criteria set forth by the Committee of Sponsoring Organizations of the Treadway Commission (COSO) in Internal Control – Integrated Framework. The evaluation included documentation review, enquiries, testing, and other procedures considered by management to be appropriate in the circumstances.

Based on that evaluation, the CEO and CFO have concluded that the Company's disclosure controls and procedures and internal control over financial reporting were effective as of 31 December 2015.

## DISCUSSION OF NON FINANCIAL ITEMS

## 1. Off balance sheet arrangements

None

## 2. Subsequent events

None

## SELECTED QUARTERLY FINANCIAL SUMMARY

The following table sets out selected quarterly financial information derived from the Company's financial statements, for each of the eight recently completed quarters.

	2015				2014			
	4th Qtr	3rd Qtr	2nd Qtr	1st Qtr	4th Qtr	3rd Qtr	2nd Qtr	1st Qtr
Revenue	321,907	364,883	297,723	124,133	295,968	470,993	269,283	64,071
Net Income (loss)	(19,630)	61,238	35,920	20,536	(23,614)	33,991	29,017	(5,251)
Shares outstanding (diluted)	7,797,988	7,797,988	7,797,988	7,797,988	7,797,988	7,797,988	7,797,988	7,797,988
Income (loss) per diluted share	(0.00)	0.01	0.00	0.00	(0.00)	0.00	0.00	(0.00)

## SELECTED ANNUAL FINANCIAL SUMMARY

The following table sets out selected annual financial information of Fab-Form. The Company's annual financial statements are prepared in accordance with International Financial Reporting Standards ("IFRS") and are expressed in Canadian dollars.

Year ended	2015	2014	2013	2012
Revenues	\$ 1,108,644	\$ 1,100,315	\$ 462,052	\$ 383,645
Cost of sales	\$ 761,054	\$ 833,293	\$ 292,049	\$ 191,662
Gross profit	\$ 347,590	\$ 267,021	\$ 170,003	\$ 191,983
% gross profit	31.4%	24.3%	36.8%	50%
Expenses	\$ 224,558	\$ 198,349	\$ 139,871	\$ 165,506
Net income (loss) after other items	\$ 98,023	\$ 36,902	\$ 1,548	\$ 6,087
Shares outstanding (diluted)	7,797,988	7,797,988	7,797,988	7,797,988
Income (loss) per diluted share	\$ 0.01	\$ 0.01	\$ 0.00	\$ 0.00
Total assets	\$ 409,480	\$ 385,184	\$ 298,958	\$ 223,413
Long term debt (excluding current portion)	\$ 87,713	\$ 107,807	\$ 105,511	\$ 103,195
Cash dividends declared	\$ None	\$ None	\$ None	\$ None

Additional financial information on the Company can be found on SEDAR at [www.sedar.com](http://www.sedar.com).

Approved

"Board of Directors"

29 April 2016

FAB-FORM INDUSTRIES LTD.  
FURTHER INFORMATION

FAB-FORM INDUSTRIES LTD. is a manufacturer and marketer of forming products using poly membranes to form and damp-proof concrete for the building industry. Fab-Form is the only company in the world commercializing this technology, and is headquartered in Delta, BC. Its common shares trade on the Toronto Venture Exchange under the symbol "FBF".

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Shareholders and interested investors should visit:  
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