

# FAB-FORM Financial Statements 2018 Year End

# REPORT TO OUR SHAREHOLDERS

On the cover of our financial statements is a picture of our new walkway bracket called the "ZAT", for which we have invested in tooling to manufacture in container load quantities. The angled post on the ZAT provides contractors with a full 24" of space at the waist height. This is a big advantage with their pouch and hammer. We have subsequently found that the ZAT bracket can be used with plywood forms. We believe there is significant potential for the ZAT across North America and the world.

The accompanying Consolidated Financial Statements are the responsibility of Fab-Form Industries Ltd.'s management. The Consolidated Financial Statements have been prepared in accordance with International Financial Reporting Standards which recognize the necessity of relying on some of management's best estimates and informed judgements.

The Company maintains an accounting system and related controls to provide management with reasonable assurance that transactions are executed and recorded in accordance with its authorizations, that assets are properly safeguarded and accounted for, and that financial records are reliable for preparation of financial statements.

The Company's independent auditors, Culver & Co., have audited the Consolidated Financial Statements, as reflected in their report for 2018.

The Board of Directors oversees management's responsibilities for the Consolidated Financial Statements primarily through the activities of its Audit Committee. The Audit Committee meets with management of the Company and the Company's independent auditors to review the Company's consolidated financial statements and MD&A. The Audit Committee also reviews internal accounting controls, risk management, external audit results and accounting principles and practices. The Audit Committee is responsible for approving the remuneration and terms of engagement of the Company's independent auditors. The Audit Committee meets with the independent auditors, without management present, to discuss the results of their audit and the quality of financial reporting. The Audit Committee reports its findings to the Board of Directors, and recommends approval of the interim and annual Consolidated Financial Statements.

The Consolidated Financial Statements have, in management's opinion, been properly prepared within reasonable limits of materiality and within the framework of the accounting policies summarized in Note 3 of the Notes to the Consolidated Financial Statements.

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

Sincerely

Richard Fearn President and CEO 30 April 2019

Im B-un

Don Russell Chief Financial Officer 30 April 2019

# Culver & Co.

#205 – 1095 West Pender Street Vancouver, BC V6E 2M6

CHARTERED PROFESSIONAL ACCOUNTANTS

Telephone 604-685-1321 Facsimile 604-689-9695

# INDEPENDENT AUDITOR'S REPORT

To the Shareholders of Fab-Form Industries Ltd.

### Opinion

We have audited the consolidated financial statements of Fab-Form Industries Ltd. (the 'Company'), which comprise the statement of financial position as at 31 December 2018 and 2017, and the statements of changes in equity and income and comprehensive income and cash flows for the years ended 31 December 2018 and 2017, and a summary of significant accounting policies and other explanatory information.

In our opinion the accompanying consolidated financial statements present fairly, in all material respects, the financial position of Company at 31 December 2018 and 2017 and the results of its operations and its cash flows for the years then ended in accordance with International Financial Reporting Standards ("IFRS").

### **Basis for Opinion**

We conducted our audit in accordance with Canadian generally accepted auditing standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Company in accordance with the ethical requirements that are relevant to our audit of the financial statements in Canada, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### **Other Information**

Management is responsible for the other information. The other information comprises Management's Discussion and Analysis ("MDA"). Our opinion on the financial statements does not cover Other Information and we do not and will not express any form of assurance conclusion thereon. In connection with our audit of the financial statements, our responsibility is to read the MDA prior to the date of this auditor's report and, in doing so, consider whether the information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

We obtained the MDA prior to the date of this auditor's report. If based on the work we have performed on this information, we conclude that there is a material misstatement of this information, we are required to report the fact in this auditor's report. We have nothing to report in this regard.

### Responsibilities of Management and Those Charged with Governance for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with IFRS, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error. In preparing these financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to a going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative to do so. Those charged with governance are responsible for overseeing the Company's financial reporting process.

### Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with Canadian generally accepted auditing standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

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As part of an audit in accordance with Canadian generally accepted auditing standards, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may be thought to bear on our independence, and where applicable, related safeguards.

The engagement partner on the audit resulting in this independent auditor's report is Chris Miles.

# CULVER & CO.

Chartered Professional Accountants Vancouver, Canada 30 April 2019

# CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

31 December

	Notes	2018	2017
ASSETS			
Current			
Cash		\$ 500,968	\$ 352,312
Accounts receivable	14	344,718	270,447
Prepaid expenses and advances		67,274	44,879
Inventory	4	424,269	362,315
Total current assets		1,337,229	1,029,953
Property and equipment	9	60,721	47,472
Deferred development	10	6,840	2,213
Patents	11	5,119	5,450
		72,680	55,135
		\$ 1,409,909	\$1,085,088
LIABILITIES			
Current			
Accounts payable and accrued liabilities	14	\$ 65,366	\$ 162,520
Accounts payable – related	13	102,082	128,900
Income tax payable	16	-	55,000
Private placement in process		-	184,885
Total current liabilities		167,448	531,305
SHAREHOLDERS' EQUITY			
Share capital	12	1,120,875	769,520
Surplus (deficit)		121,586	(215,737)
		 1,242,461	553,783
		\$ 1,409,909	\$ 1,085,088

Approved and authorized by the Board 30 April 2019

"Richard Fearn"

\_\_\_\_, Director

"Don Russell"

\_\_\_\_\_, Director

# CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

Years ended 31 December

	Notes	2018	2017
Sales		\$ 2,820,024	\$ 2,410,042
Cost of sales	5	 1,989,254	1,689,065
Gross profit		830,770	720,977
(Percent Gross Profit)		29.4%	29.9%
Administrative & selling expenses			
General and administrative expenses	6	244,969	206,771
Selling and marketing expenses	7	163,983	150,720
Credit card & interest expenses		18,920	16,899
		 427,872	374,390
Net ordinary income		 402,898	 346,587
Other items			
Inventory adjustments	4	27,838	74,767
Recovery of duties previously paid		(7,570)	-
Bad debt expense		3,930	14
Foreign exchange loss (gain)		 (12,123)	4,890
		12,075	79,671
Income before provision of income taxes		\$ 390,823	\$ 266,916
Provision for income taxes	16	53,500	55,000
Net income		\$ 337,323	\$ 211,916
Average shares outstanding	12	8,822,065	8,822,065
Income per share after taxes		0.038	0.024

# FAB-FORM INDUSTRIES LTD. CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

Years 2018 and 2017

		Share		Shareholders'
	Shares	capital	Surplus	equity
Balance, 1 January 2017	8,119,355	\$ 769,520	\$ (427,653)	\$ 341,867
Comprehensive income	-	-	211,916	211,916
Balance, 31 December 2017	8,119,355	\$ 769,520	\$ (215,737)	\$ 553,783
Balance, 1 January 2018	8,119,355	\$ 769,520	\$ (215,737)	\$ 553,783
Private placement	702,710	351,355	-	351,355
Comprehensive income	-	-	337,323	337,323
Balance, 31 December 2018	8,822,065	\$ 1,120,875	\$ 121,586	\$ 1,242,461

# CONSOLIDATED STATEMENTS OF CASH FLOWS

Years ended 31 December

Cash provided by (used in)	Notes	2018	2017
Operations			
Income for year	1	\$ 337,323	\$ 211,916
Items not involving use of cash			
Amortization and depreciation	7	15,086	17,332
	_	352,409	229,248
Changes in non-cash working capital items			
Accounts receivable		(74,272)	(141,865)
Prepaid expenses and advances		(22,394)	(16,099)
Inventory		(61,954)	(62,962)
Accounts payable and accrued liabilities		(143,872)	(38,663)
Accounts payable - related		(35,100)	(19,366)
Corporate tax	16	-	55,000
Current portion of long term debt	_	-	(4,817)
		14,817	476
Financing			
Private placement in process		(184,885)	184,885
Private placement	_	351,355	-
	_	166,470	184,885
Investing			
Property and equipment	9	(26,578)	(8,581)
Deferred development	10	(6,053)	
Patents	11	-	(1,320)
	-	(32,631)	(9,901)
Increase in cash		148,656	175,460
Cash beginning of year	_	352,312	176,852
Cash end of year	:	\$ 500,968	\$ 352,312

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

31 December 2018

### 1. Reporting Entity

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 of BC market. The Company has traded on the TSX Venture Exchange ("TSX-V" under the symbol FBF) since 2000.

#### 2. Basis of presentation

#### a) Basis of preparation and adoption of IFRS

These consolidated financial statements were prepared in accordance with International Financial Reporting Standards (IFRS), as issued by the International Accounting Standard Board (IASB) and the interpretations issued by International Financial Reporting Interpretations Committee (IFRIC).

#### b) Basis of measurement

These financial statements were prepared on the historical cost basis. The accounting policies set out in Note 3 have been applied consistently to all periods presented in these financial statements.

#### c) Functional and presentation currency

These financial statements are presented in Canadian dollars, the Company's functional currency.

#### d) Use of estimates and judgements

The preparation of the consolidated financial statements in conformity with IFRS requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates. Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are revised and in any future periods affected.

In the process of applying the Company's accounting policies, management has made the following estimates and judgments, which have the most significant effect on the amounts recognized in the consolidated financial statements:

#### • Impairment of non-financial assets

Impairment exists when the carrying value of a non-financial asset or cash-generating unit exceeds its recoverable amount, which is the higher of its fair value less costs to sell and its value in use. The value in use calculation is based on a discounted cash flow model. The recoverable amount is most sensitive to the discount rate used for the discounted cash flow model as well as the expected future cash flows and the growth rates used.

#### • Depreciation and amortization rates

In calculating the depreciation and amortization expense, management is required to make estimates of the expected useful lives of property and equipment and intangible assets.

#### • Taxes

Deferred tax assets, if any, are recognized for all unused tax losses to the extent that it is probable that taxable profit will be available against which the losses can be utilized. Significant management judgment is required to determine the amount of deferred tax assets that can be recognized, based upon the likely timing and the level of future taxable profits together with future tax planning strategies.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

31 December 2018

#### • Accounts receivable

Allowance for doubtful accounts

The Company uses historical trends and performs specific account assessments when determining the allowance for doubtful accounts. These accounting estimates are in respect to the accounts receivable line on the Company's consolidated statement of financial position. At 31 December 2018, the accounts receivable line represented 24.4% of total assets.

The estimate of the Company's allowance for doubtful accounts could change from period to period due to the allowance being a function of the balance and composition of accounts receivable. If the future were to adversely differ from management's expectations of allowance for doubtful accounts, the Company could experience an additional bad debt charge in the future.

#### • Inventories

The Company determines its allowance for inventory obsolescence based upon expected inventory turnover, inventory aging and current and future expectations with respect to product offerings. The Company reviews future revenue trends and forecasts, expected inventory requirements and inventory composition necessary to support future revenues. These accounting estimates are with respect to inventory on the Company's consolidated statement of financial position. At 31 December 2018, inventory represented 30.1% of total assets.

The estimate for the Company's allowance for inventory obsolescence could change from period to period due to changes in product offerings and customer acceptance of those products. If the inventory obsolescence was inadequate it would result in a charge to operations expense in the future.

#### 3. Significant accounting policies

#### a) Basis of consolidation

The consolidated financial statements comprise the accounts of the Company and its wholly-owned subsidiaries. On 25 June 2018, the Company, and its subsidiaries, Fab-Form Industries (1986) Ltd., Maxito Industries Ltd. amalgamated.

Subsidiaries are consolidated from the date of acquisition, being the date on which the Company obtains control, and continue to be consolidated until the date that such control ceases. The financial statements of the subsidiaries are prepared for the same reporting period as the Company using consistent accounting policies. Intra-group balances and transactions, and any unrealized income and expenses arising from intra-group transactions, are eliminated in preparing the consolidated financial statements.

#### b) Financial Instruments

On January 1, 2018 the Company adopted IFRS 9, Financial Instruments. This new standard replaces International Accounting Standards ("IAS") 39. Financial Instruments: Recognition and Measurement.

IFRS 9 uses a single approach to determine whether a financial asset is classified and measured at amortized cost or fair value, replacing the multiple rules in IAS 39. The approach in IFRS 9 is based on how an entity manages its financial instruments and contractual cash flow characteristics of the financial asset. Most of the requirements in IAS 39 for classification and measurement of financial liabilities were carried forward in IFRS 9 and, therefore, the accounting policy with respect to financial liabilities is unchanged

The following is the new accounting policy for financial assets and liabilities under IFRS 9:

#### **Financial assets**

The Company will now classify its financial assets in the following categories: at fair value through profit and loss ("FVTPL"), at fair value through other comprehensive income ("FVTOCI"), or at amortized cost. The determination of the classification of financial assets is made at initial recognition. Equity instruments that are held for trading (including all equity derivative instruments) are classified as FVTPL; for other equity instruments, on the day of acquisition the Company can make an irrevocable election (on an instrument-by instrument basis) to designate them as at FVTOCI

The Company's accounting policy for each of the categories is as follows:

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

31 December 2018

- Financial assets at FVTPL: Financial assets carried at FVTPL are initially. recorded at fair value and transaction costs are expensed in profit or loss. Realized' and unrealized gains and losses arising from changes in the fair value of financial assets held at FVTPL are included in profit or loss.
- Financial assets at FVTOCI: Investments in equity instruments at FVTOCI are initially recognized at fair value plus transaction costs. Subsequently they are measured at fair value, with gains and losses arising from changes in fair value recognized in other comprehensive income in they arise.
- Financial assets at amortized cost: A financial asset is measured at amortized cost if the objective of the business model is to hold the financial asset for the collection of contractual cash flows, and the asset's contractual cash flows are comprised solely of payments of principal and interest. They are classified as current assets or non-current assets based on their maturity date, and are initially recognized at fair value and subsequently carried at amortized cost less any impairment.
- Impairment of financial assets at amortized cost: The Company recognizes a loss allowance for expected credit losses on financial assets that are measured at amortized cost.
- The Company's financial instruments consist of cash, receivables, accounts payable and accounts payable to related parties. The Company has designated its cash as FVTPL, which are measured at fair value. Receivables are classified as amortized cost.

#### Financial liabilities

The Company classifies its financial liabilities into one of two categories, depending on the purpose for which the liability was incurred. The Company's accounting policy for each category is as follows:

- Fair value through profit or loss This category comprises derivatives or liabilities acquired or incurred principally for the purpose of selling or repurchasing in the near term. They are carried in the statement of financial position at fair value with changes in fair value recognized in profit or loss.
- Other financial liabilities This category includes accounts payable and accrued liabilities, accounts
  payable to related parties, secured convertible debentures and flow-through obligation, all of which are
  recognized at amortized cost using the effective interest method.
- Accounts payable and accounts payable to related parties are classified as other financial liabilities, which
  are measured at amortized cost.
- Transaction costs in respect of financial instruments at fair value through profit or loss are recognized in
  profit or loss immediately, while transaction costs associated with all other financial instruments are
  included in the initial measurement of the financial instrument.

As the accounting reflected by the adoption of IFRS 9 under the above classifications and election is similar to that of IAS 39, there was no impact on the Company's financial statements and no restating of prior periods was required.

As at 31 December 2018, the Company does not have any derivative financial liabilities.

#### c) Foreign currency transactions

Transactions in foreign currencies are translated to the respective functional currencies of the Company at exchange rates at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies at the reporting date are translated to the functional currency at the exchange rate at that date. The foreign currency gain or loss on monetary items is the difference between amortized cost in the functional currency at the beginning of the period, adjusted for effective interest and payments during the period, and the amortized cost in foreign currency translated at the exchange rate at the end of the reporting period.

Non-monetary assets and liabilities denominated in foreign currencies that are measured at fair value are retranslated to the functional currency at the exchange rate at the date that the fair value was determined.

Foreign currency differences are recognized in profit or loss.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

31 December 2018

#### d) Revenue recognition

Revenue from the sale of goods in the course of ordinary activities is measured at the fair value of the consideration received or receivable, net of returns, trade discounts and volume rebates. Revenue is recognized when persuasive evidence exists, usually in the form of an executed sales agreement, that the significant risks and rewards of ownership have been transferred to the customer, recovery of the consideration is probable, the associated costs and possible return of goods can be estimated reliably, there is no continuing management involvement with the goods, and the amount of revenue can be measured reliably. If it is probable that discounts will be granted and the amount can be measured reliably, then the discount is recognized as a reduction of revenue as the revenues are recognized.

#### e) Income taxes

Income tax expense comprises current and deferred tax. Current tax and deferred tax are recognized in profit or loss except to the extent that it relates to items recognized directly in equity or in other comprehensive income.

Current tax is the expected tax payable or receivable on the taxable income or loss for the period, using tax rates enacted or substantively enacted at the reporting date, and any adjustment to tax payable in respect of previous periods.

Deferred tax is recognized in respect of temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax is not recognized for the following temporary differences: the initial recognition of assets or liabilities in a transaction that is not a business combination and that affects neither accounting nor taxable profit or loss, and differences relating to investments in subsidiaries to the extent that it is probable that they will not reverse in the foreseeable future. In addition, deferred tax is not recognized for taxable temporary differences arising on the initial recognition of goodwill. Deferred tax is measured at the tax rates that are expected to be applied to temporary differences when they reverse, based on the laws that have been enacted or substantively enacted by the reporting date. Deferred tax assets and liabilities are offset if there is a legally enforceable right to offset current tax liabilities and assets, and they relate to income taxes levied by the same tax authority on the same taxable entity, or on different tax entities, but they intend to settle current tax liabilities and assets on a net basis or their tax assets and liabilities will be realized simultaneously.

A deferred tax asset is recognized for unused tax losses, tax credits and deductible temporary differences, to the extent that it is probable that future taxable profits will be available against which they can be utilized. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realized.

#### f) Property and equipment

Property and equipment is measured at cost, net of accumulated depreciation and accumulated impairment losses, if any. Cost includes expenditure that is directly attributable to the acquisition of the asset.

Gains and losses on disposal of an item of property and equipment are determined by comparing the proceeds from disposal with the carrying amount of property and equipment, and are recognized net within other income in profit or loss. The cost of replacing a part of an item of property and equipment is recognized in the carrying amount of the item if it is probable that the future economic benefits embodied within the part will flow to the Company, and its cost can be measured reliably. The carrying amount of the replaced part is derecognized. The costs of the day-to-day servicing of property and equipment are recognized in profit or loss as incurred.

Depreciation is calculated over the depreciable amount, which is the cost of an asset, or other amount substituted for cost, less its residual value.

The company provides for amortization of property and equipment on the declining balance basis using a 20% annual rate. One-half of the above rates are taken in the year of acquisition. No amortization is taken on equipment under development.

The assets' residual values, useful lives, and methods of depreciation are reviewed at each financial year end and adjusted if appropriate. Any changes in these estimates are accounted for prospectively.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

31 December 2018

#### g) Deferred development costs

Product development costs are capitalized only if development costs can be measured reliably, the product is technically and commercially feasible, future economic benefits are probable, and the Company intends to and has sufficient resources to complete development and to use or sell the asset. The expenditure capitalized includes the cost of materials and direct labour costs that are directly attributable to preparing the asset for its intended use. Overhead costs are not included. Other development expenditure is recognized as an expense in the statement of comprehensive income as incurred.

Capitalized product development costs are measured at cost less accumulated amortization and accumulated impairment losses.

Other intangible assets acquired separately are measured on initial recognition at cost which represents the fair market value at the date of the acquisition. Following initial recognition, intangible assets are carried at cost less accumulated amortization and accumulated impairment losses.

The Company amortizes deferred development costs using the declining balance basis using a 20% annual rate. One-half of the above rates are taken in the year of acquisition.

Research and development investment tax credits and government grants are applied against the deferred costs or expense, as applicable, in the period in which the investment tax credits and government grants are received.

### h) Inventory

Inventory is valued at the lower of weighted average cost or net realizable value. Cost is determined on the first-in, first-out basis. Cost includes costs of purchase, cost of conversion and other costs incurred in bringing the inventories to their present location and condition, exclusive of labour.

#### i) Patents

Expenditures relating to patents are recorded at cost and are amortized on a straight-line basis over the life of the patent to a maximum of 17 years, commencing in the year in which the patent certificate is received or when only 17 years remains in the potential life of the patent. Costs related to abandoned patent applications are written off in the year the application is abandoned.

#### j) Share-based payment transactions

The grant-date fair value of share-based payment awards granted to employees is recognized as an employee expense, with a corresponding increase in equity, over the period that the employees become unconditionally entitled to the awards. The amount recognized as an expense is adjusted to reflect the number of awards for which the related service and nonmarket performance conditions are expected to be met, such that the amount ultimately recognized as an expense in based on the number of awards that meet the related service and non-market performance conditions at the vesting date. For share-based payment awards with nonvesting conditions, the grant-date fair value of the share-based payment is measured to reflect such conditions and there is no true-up for differences between expected and actual outcomes.

#### k) Income per share

Income per share is calculated using the weighted average number of common shares outstanding during the year. Diluted income per share is calculated using the treasury stock method and reflects the potential dilution of securities by including stock held in escrow in the weighted average number of shares outstanding, if dilutive.

#### I) Operating leases

Operating lease payments are recognized as an expense on a straight-line basis over the lease term, except where another systematic basis is more representative of the time pattern in which economic benefits from the leased asset are consumed. In 2019, operating leases will be capitalized on the balance sheet (see section n) below).

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

31 December 2018

#### m) Provisions

A provision is recognized if the Company has a present legal or constructive obligation, as a result of a past event, that can be estimated reliably, and it is probable that an outflow of economic benefits will be required to settle the obligation. The expense relating to any provision is presented in profit or loss net of any reimbursement. If the effect of the time value of money is material, provisions are discounted using a current pre-tax rate that reflects, where appropriate, the risks specific to the liability. Where discounting is used, the increase in the provision due to the passage of time is recognized as a finance cost.

#### n) New Accounting Standards, Interpretations and Amendments to Standards

The Company has not applied the following new standard and interpretation that have been issued but are not yet effective:

- IFRS 16, Leases (effective January 1, 2019) introduces new requirements for the classification and measurement of leases. Management is currently assessing the impact of the new standard but expects IFRS 16 will result in higher non-current assets and current and non-current liabilities in the consolidated statement of financial position in all reporting segments, primarily in the Canadian segment. The categories of assets expected to be most impacted are properties and vehicles. Also, management expects lower selling, general, and administrative expense and higher finance costs under this new standard due to lower operating lease expense partially offset by higher depreciation expense and higher interest expense. Although total cash movement will be unchanged, the presentation in the statement of cash flows will look different under the new standard. There will be an increase in cash flows provided by operating activities offset by an increase in cash flows used within financing activities, as the principal component of lease payments currently accounted for as an operating activity will be presented as a financing activity.
- The Company will apply IFRS 16 retrospectively and recognize the cumulative effect of initial application on January 1, 2019, on the statement of financial position, subject to permitted and elected practical expedients. This method of application will not result in a restatement of amounts reported in periods prior to January 1, 2019. The Company will measure the right-of-use asset at an amount equal to the lease liability on January 1, 2019 and apply a single discount rate to leases with a similar remaining lease term for similar classes of underlying assets. The Company will not apply this standard to short-term leases and leases for which the underlying asset is of low value.
- IFRIC 23, Uncertainty over Income Tax Treatments (effective January 1, 2019) clarifies how to apply the recognition and measurement requirements of IAS 12 where their is uncertainty over income tax treatments. The Company does not expect the adoption of this standard will have a material effect on the Company's financial statements

### 4. Inventory

	2018	2017
Raw materials	\$ 63,248	\$ 54,338
Work in progress	-	-
Finished goods	361,021	307,977
Total	\$ 424,269	\$ 362,315

On 31<sup>st</sup> December 2017 the Company made an error in inventory valuation of \$41,928. This error was corrected on 31<sup>st</sup> December 2018. In addition there was an inventory write-back on Fast-Tube fabric of \$14,091, making a net inventory debit adjustment of \$27,838 in 2018.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

31 December 2018

## 5. Cost of sales

	2018	2017
Direct product costs	\$ 1,923,206	\$ 1,617,868
Indirect cost of goods sold		
Depreciation (note 9)	8,573	7,458
Occupancy	33,929	29,688
Tools	1,359	1,392
Variable overheads	12,691	16,676
Unrecovered delivery	9,496	15,983
Total cost of sales	\$ 1,989,254	\$ 1,689,065

# 6. General and administration

	2018	2017
General and administration		
General	\$ 20,334	\$ 77,564
Depreciation (note 9)	5,830	8,383
Gross wages	278,729	217,727
Less allocated to products	(156,166 )	(162,517)
Occupancy	17,030	13,913
Patent maintenance fees	122	821
Professional fees	24,695	18,905
Pubco	28,581	25,667
Telecommunications	25,814	6,308
Total	\$ 244,969	\$ 206,771

# 7. Selling and marketing expenses

2018		2017
\$ 163,449	\$	150,720
683		-
\$ 164,132	\$	150,720
\$	\$ 163,449 683	\$ 163,449 \$ 683

# 8. Summary of depreciation expense

	2018	2017
Property and equipment (note 9)	\$ 13,328	\$ 16,712
Deferred development (note 10)	1,427	553
Patents (note 11)	331	67
Total	\$ 15,086	\$ 17,332

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

31 December 2018

# **9. Property and equipment** (pledged as security for director's loan)

	Manuf.	Warehs.	Lease		Office	
	equip.	equip.	improv.	Vehicles	assets	Total
Cost						
As at 1 Jan 2017	\$ 75,211	21,653	23,933	53,350	-	174,148
Additions	7,549	1,032			-	8,581
Disposals	-				-	
As at 31 Dec 2017	82,760	22,685	23,993	53,350	-	182,729
Additions	16,995	592	-	7,058	1,933	26,578
Disposals	-	-		-	-	-
As at 31 Dec 2018	99,755	23,277	23,993	60,408	1,933	209,306
Depreciation						
As at 1 Jan 2017	\$ (51,717)	(12,131)	(16,342)	(38,355)	-	\$ (118,545)
Additions	(5,454)	(1,973)	(4,787)	(4,498)	-	(16,712)
Disposals	-	-	-	-	-	-
As at 31 Dec 2017	(57,171)	(14,104)	(21,129)	(42,853)	-	\$ (135,257)
Additions	(6,817)	(1,756)	(2,804)	(1,854)	(97)	(13,328)
Disposals	-	-	-	-	-	-
As at 31 Dec 2018	\$ (63,988)	(15,860)	(23,993)	(44,707)	(97)	\$ (148,585)
Net book value						
As at 31 Dec 2017	\$ 25,589	\$ 8,581	\$ 2,804	\$ 10,497	\$ -	\$ 47,472
As at 31 Dec 2018	\$ 35,767	\$ 7,417	\$ -	\$ 15,701	\$ 1,836	\$ 60,721

# **10. Deferred development**

Cost	
As at 1 January 2017	\$ 14,274
Additions	-
Disposals	-
As at 31 December 2017	\$ 14,274
Additions	6,054
Disposals	-
As at 31 December 2018	\$ 20,328
Depreciation	
As at 1 January 2017	\$ (11,508)
Depreciation	(553)
As at 31 December 2017	(12,061)
Depreciation	(1,427)
As at 31 December 2018	\$ (13,488)
Net book value	
As at 31 December 2017	\$ 2,213
As at 31 December 2018	\$ 6,840

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

31 December 2018

### 11. Patents

Cost	
As at 1 January 2017	\$ 5,297
Additions	1,320
Disposals	-
As at 31 December 2017	\$ 6,617
Additions	-
Disposals	-
As at 31 December 2018	\$ 6,617
Depreciation	 
As at 1 January 2017	\$ (1,100)
Additions	(67)
Disposals	
As at 31 December 2017	\$ (1,167)
Additions	(331)
Disposals	
As at 31 December 2018	\$ (1,498)
Net book value	
As at 31 December 2017	\$ 5.450

As at 31 December 2018	\$ 5,119	
As at 31 December 2017	\$ 5, <del>4</del> 50	

The company has an exclusive license agreement with its majority shareholder for use of proprietary technology protected by a number of current and pending patents for the life of the patents. No license fees are payable under the agreement except for the costs to register and maintain the patents.

### 12. Share capital

- i) **Authorized**: 100,000,000 common shares without par value and 100,000,000 class A preferred shares without par value
- ii) **Issued**:

Common shares	Quantity	Amount
Balance – 31 December 2004	6,318,116	\$ 613,674
Private placement – 2 June 2005	489,176	78,268
Balance – 31 December 2008	6,807,292	\$ 691,942
Private placement, 23 January 2009	880,222	51,668
Debt settlement, 23 January 2009	431,841	25,910
Balance – 31 Dec 2017	8,119,355	\$ 769,520
Private placement 12 January 2018	702,710	351,355
Balance – 31 December 2018	8,822,065	\$ 1,120,875

As of 31 Dec 2018, 46.0% of the issued and outstanding voting common shares of the company were owned by a director and officer of the company and a relative of the director and officer.

- iii) **Escrow**: None
- iv) Warrants: None

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

31 December 2018

### **13. Related party transactions**

Key management personnel are the persons responsible for the planning, directing and controlling the activities of the Company and includes directors and Officers of the Company. The following transactions were carried out with related parties:

### i) Key management compensation

This includes directors, CEO & President and Vice President. The compensation is shown below:

		2018	2017
Management salaries, consulting fees and benefits	\$	121,605	\$ 102,458
ii) Accounts payable to related parties (at reportion	ng date)		
		2018	2017
Officers and director	\$	15,471	\$ 21,097
Directors (unsecured)		3,500	4,840
Directors (secured)		83,111	103,000
	\$	102,082	\$ 128,937

An amount of \$83,111 (\$103,000 2017) due to a Director is secured by a general security agreement is repayable with 6 months' notice by either party, and bears interest at bank prime rate plus 2% (presently 4.7%). Other amounts due to related parties are non-interest bearing and are due on demand.

### **14. Financial Instruments**

#### a) Credit risk

#### i) Exposure to credit risk

The carrying amount of financial assets represents the maximum credit exposure. The maximum exposure to credit risk at the reporting date was:

	2018	2017
Cash and cash equivalents	\$ 500,968	\$ 352,312
Accounts receivable	344,718	270,447
Total	\$ 845,686	\$ 622,759

The carrying amount of the financial assets of the Company approximate their fair values due to the relatively short periods to maturity of the instruments.

The Company's credit risk is primarily attributable to its trade receivables. The amounts disclosed in the Consolidated Statements of Financial Position are net of allowances for impairment, estimated based on prior experience.

The maximum exposure to credit risk for trade and other receivables at the reporting date by geographic region was:

	2018	2017
Canada	\$ 254,404	\$ 225,767
United States	90,314	44,680
Total	\$ 344,718	\$ 270,447

In 2018, **4.8%** (2017, 4.2%) of the Company's sales were made to one customer.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

31 December 2018

#### ii) Impairment losses

The aging of trade receivables at the reporting date was:

		2017							
		Gross	Allow.	Net	Gross		Allow.		Net
Current	\$	66,284	\$ -	\$ 66,284	\$ 108,768	\$	-	\$	108,768
0 – 30 days		68,714	-	68,714	81,701		-		81,701
31 – 90 days		189,403	-	189,403	59,316		-		59,316
> 90 days		28,864	8,547	20,317	28,538		7,876		20,662
Total	\$	353,265	\$ 8,547	\$ 344,718	\$ 278,323	\$	7,876	\$	270,447

When receivables are more than 90 days an allowance for impairment is recognized with consideration of the customers' credit ratings and historic payment behavior. The allowance account in respect of trade receivables is used to record impairment loss unless the Company is satisfied that no recovery of the amount owing is possible, at which point the amounts are considered unrecoverable and are written off against the financial asset directly.

### b) Liquidity risk

As of 31 December 2018 and 2017, the Company did not have any derivative financial liabilities. The following are the contractual maturities of non-derivative financial liabilities excluding estimated interest payments:

31 Dec 2018	Carrying amount	6 months or less	6 – 12 months	1 – 2 years	> 2 years
Trade Payables	65,366	65,366	-	-	-
Related Payables	102,082	102,082	-	-	-
Total	\$ 167,448	\$ 167,448	\$ - \$	-	\$ -

<u>31 Dec 2017</u>					
Trade Payables	162,520	162,520	-	-	-
Related Payables	128,900	25,900	103,000	-	-
Total	\$ 291,420	\$ 188,420	\$ 103,000	\$ - \$	-

### c) Exchange risk

The company has assets and liabilities denominated in US dollars subject to exchange risk at the reporting date as follows:

		2018	2017
Cash	US dollars	\$ 59,173	\$ 44,218
	Equivalent Canadian	80,726	55,471
Accounts	US dollars	66,200	36,616
receivable	Equivalent Canadian	90,314	44,680
Accounts povable	US dollars	(13,523)	(14,464)
Accounts payable	Equivalent Canadian	(18,449)	(18,145)

### **15.** Commitments and contractual obligations

On 1<sup>st</sup> August 2013 the Company signed a five year lease for 3,909 square feet of warehouse space located at 1610 Derwent Way, Delta BC. On 6<sup>th</sup> March 2016 the Company signed an addendum to the original lease to occupy the adjacent unit providing an additional 3,075 square feet of space.

On the 30<sup>th</sup> of April 2018, the Company signed a lease agreement and addendum that allowed for a three year extension on both units to 31<sup>st</sup> July 2021, with a basic rent of \$9.75 per square foot.

# NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

31 December 2018

Future lease payments of basic rent, exclusive of GST, are as follows:

For years ended 31 December	
2019	68,094
2020	68,094
2021	39,722
Total	\$ 175,910

#### 16. Income taxes

A reconciliation of income tax at statutory rates at the reporting date with the reported taxes is shown in the table below. Income tax expense differs from the amount calculated by applying the enacted federal and provincial rates as follows:

	2018	2017
Income for the year	\$ 390,448	\$ 266,916
Expected income tax	105,000	60,000
Changes in unrecognized deductible temporary differences	(51,500)	(5,000)
Corporate income tax expense	\$ 53,500	\$ 55,000

During 2018 cash payments for income tax were \$108,500 (2017 - nil).

### **17. Segmented information**

		2018		2017	
Gross sales	Canada	\$ 2,197,985	77.9%	\$ 1,844,899	76.6%
	USA	622,039	22.1%	565,143	23.4%
	Total	\$ 2,820,024	100.0%	\$ 2,410,042	100.0%
Total assets	Canada	\$ 1,238,868	87.9%	\$ 984,936	91.3%
	USA	171,041	12.1%	100,152	8.7%
	Total	\$ 1,409,909	100.0%	\$ 1,085,088	100.0%
Capital expenditures	Canada	\$ 13,611	100.0%	\$ 9,901	100.0%
	USA	-	0.0%	-	0.0%
	Total	\$ 13,611	100.0%	\$ 9,901	100.0%

### **18. Management of Capital**

The Company considers its capital to consist of all components of its shareholders' equity.

The Company's objectives for managing capital are to safeguard its ability to continue as a going concern in order to pursue the design, development and marketing of new products to service the concrete forming industry. There were no changes in the Company's approach to capital management during the year ended 31 December 2018 and the company does not have any externally imposed capital restrictions.

The Company manages the capital structure and makes adjustments to it in light of changes in economic conditions and the risk characteristics of the underlying assets. To maintain or adjust the capital structure, the Company may issue new shares or issue debt.

## FURTHER INFORMATION

31 December 2017

FAB-FORM INDUSTRIES LTD., headquartered in Delta BC, is a manufacturer and distributor of green and cost effective concrete forming products for the building industry. Its common shares trade on the Toronto Venture Exchange under the symbol "FBF".

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Shareholders and interested investors should visit: <u>www.fab-form.com/investor/overview.php</u> <u>www.vancouvericf.com</u> <u>www.steelfiberswest.com</u> <u>www.icf-expo.com</u>