

WESTBOND ENTERPRISES CORPORATION

2018 Annual Report

WestBond Enterprises Corporation 7403 Progress Way, Unit 101 Delta, British Columbia Canada V4G 1E7

Telephone: 604-940-3939
Fax: 604-940-9161
e-mail: info@westbond.ca

www.westbond.ca



Management Discussion and Analysis

dated June 25, 2018, to accompany the consolidated financial statements for the year ended March 31, 2018

Caution Regarding Forward Looking Statements – This discussion includes statements about our expectations for the future. We believe that our expectations are reasonable; however, actual outcomes may differ materially from our expectations due to changes in operating performance, availability of and prices for raw materials, availability of trained labour, foreign currency exchange rate fluctuations, unexpected competition, and other technical, market and economic factors.

Description of Our Business

We, WestBond Enterprises Corporation ("WestBond" or the "Company"), are a paper manufacturer and converter that supplies disposable paper products to many market segments. We initially grew to become one of Canada's leading manufacturers of medical disposables and later expanded our product offering to take advantage of high volume opportunities in personal hygiene products for away from home markets. We sell mainly to major medical and industrial distributors in Canada and the United States and we also sell to larger end-users on a direct basis.

Our product lines include clinical products such as examination table paper, sheets, pillowcases and gowns. The personal hygiene product line consists of hand towels and bathroom tissue in jumbo roll format as well as conventional formats. Our third major product line is patient wipes and underlays for long-term care facilities (nursing homes). We are expanding into a fourth product line, table top products, which include high quality air laid napkins.

Our goal for the personal hygiene line is to increase sales by supplying a comprehensive paper product line directly to medium sized janitorial contractors providing public washroom maintenance services and to small and medium sized distributors who sell to the janitorial market. Our most significant competitors in the personal hygiene product line use wholesale master distributors who sell to smaller distributors that sell to smaller contractors. By selling direct or to the smaller distributors, we eliminate the "middle-man" and are able to offer more competitive pricing. Also, unlike our most significant competitors, we will configure our products to customers' specifications. Our current focus for expansion in this market is Canada and western USA. We will also pursue opportunities to supply these products directly to smaller hotel, motel and restaurant chains.

Our goal for the clinical and long-term care lines is to increase sales by continuing to provide quality products at competitive prices. Our focus for the clinical line is Canada. Long-term care products are sold in Canada and the USA.

We sell a full range of air laid napkins (table top) to major food service distributors in Canada and the United States. Sales of these high quality air laid products are expanding quickly.

Our plant equipment enables us to provide a comprehensive range of products for each of our product lines and allows us to utilize a wide variety of paper supplies, enabling us to take advantage of good raw material pricing opportunities. We also have equipment that will allow us to produce facial tissue and other air laid products. This tissue line will be brought into production during the 2019 fiscal year.

We started production on our binder bonded air laid paper making machine in August 2015. The machine can produce air laid paper at a significantly lower cost than current purchase prices. We use 25% - 30% of the production capacity of the machine for our own finished products and intend to sell production from surplus capacity to other paper converters.

Personal Hygiene Products – WestBond started this product line during 2002. Our decision to expand into personal disposables such as hand towels and bathroom tissue was based on demands by existing medical distributors who wanted to increase their purchasing ability with us. We evaluated this potential and determined that the medical industry had a high demand for these types of products. In addition, we

soon learned that small to medium size distributors who sell to the janitorial market were not being serviced well by other paper converters.

The personal hygiene paper products include roll and folded hand towels, jumbo roll bathroom tissue, conventional high sheet-count bathroom tissue and a specialty line of roll towels and bathroom tissue. This specialty line provides us with high margin products that few converters are able to produce. We manufacture our products in 1 and 2 ply formats. Recently, we introduced a premium line of air laid roll towels to the market. We sell these products to Canadian and US distributors and janitorial contractors in large order quantities.

Clinical Products – Historically, this product line represented the Company's core business. Basically, all paper products that are used by clinics, physicians, chiropractors and physiotherapists form this product category. The equipment that was originally installed to manufacture these paper products is very flexible, reliable and high speed. This allows us to develop new products that could be in demand in the future.

Products in this group are sheets, examination table paper, pillowcases, gowns, and drapes. The equipment is able to convert roll format as well as sheet format products in many case pack and roll length configurations.

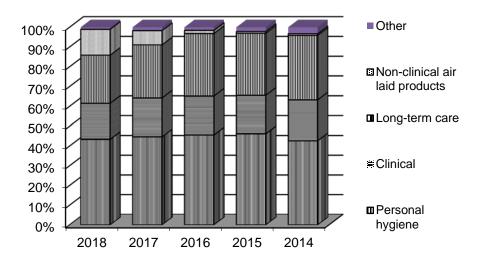
Long-Term Care Products – The products that comprise this category were originally part of the Clinical Product Line. Sales in this area have increased to the point that we now dedicate four entire production lines to these items. The products include patient wipes and underlays. All products are made with high quality air laid paper which results in soft absorbent wipes which are used as disposable wash cloths and perineal wipes.

Products are available in 1/4 fold, 1/8 fold, and roll formats, in a variety of widths and perforation lengths. The long-term care market is growing and we continue to develop new products for major Canadian and US distributors.

Table Top Products – This is a new product line for us and includes high quality air laid napkins. These napkins replace costly linen napkins and also out-perform conventional paper napkins, reducing operating costs of many restaurants. These products are sold through major food service distributors. The addition of our own air laid paper making machine is allowing us to grow this business substantially.

These four product groups represent WestBond's ability to adapt to market demands and develop product lines to satisfy these markets.

The following chart shows the portion of total sales that each of the product categories contributed during the years ended March 31, 2014 through 2018. Table top product sales are included with "Non-clinical air laid products" in the chart.

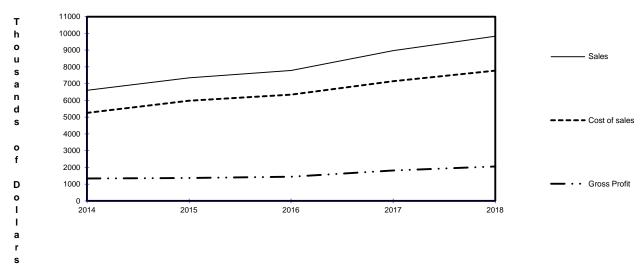


Discussion of Operations and Financial Condition

You should refer to our consolidated financial statements for the year ended March 31, 2018 while you read this discussion. Those financial statements provide significant, material information that is not meant to be, nor is it included in this discussion. This discussion is meant to provide information not included in the financial statements and an explanation of some of the financial statement information.

We realized a profit of \$298,088 during the year ended March 31, 2018, compared to \$161,080 for the year ended March 31, 2017, an increase of 85%, and \$52,878 for the year ended March 31, 2016. Our gross profit margin realized during 2018 was 20.9% compared to 20.3% for 2017 and 18.6% for 2016. Our gross profit margins improved due to the air laid paper machine going into production, which reduced raw materials costs by more than the added overhead and depreciation attributable to the machine. Sales volume growth is the result of the introduction of table top and other non-clinical air laid products, and weakened competition from US and Chinese products. The higher value of the US dollar makes their product more expensive in Canada, which has improved our sales. Additionally, our sales into the US market, which are priced in US dollars, result in higher Canadian dollar margins.

Sales, Cost of Sales and Gross Profit



Fiscal years ended March 31

Selected Annual Information (Unaudited)

We have summarized selected financial information from the Company's consolidated financial statements, which are prepared in Canadian dollars and in accordance with International Financial Reporting Standards (IFRS).

		Ye	ars ended l	March 3 [.]	1,	
Operating Results	201	8	2017	7	2016	
	\$	% of	\$	% of	\$	% of
		sales		sales		sales
Sales	9,829,025	100.0	8,969,371	100.0	7,788,049	100.0
Cost of sales	7,772,815	79.1	7,148,766	79.7	6,343,668	81.5
Gross profit	2,056,210	20.9	1,820,605	20.3	1,444,381	18.5
Selling and distribution expenses	827,880	8.4	733,538	8.2	607,098	7.8
General and administrative expenses	657,658	6.7	652,908	7.3	635,894	8.2
Other expenses	120,968	1.3	212,926	2.3	135,335	1.7
Profit before tax	449,704	4.5	221,233	2.5	66,054	0.8
Income tax expense	151,616	1.5	60,153	0.7	13,176	0.1
Profit and comprehensive income	298,088	3.0	161,080	1.8	52,878	0.7
(Loss) earnings per share, basic and diluted	0.009	•	0.005	_	0.002	_
Cash dividends declared per common share	nil	= :	nil	=	nil	=

	March 31,				
Financial Position	2018 \$	2017 \$	2016 \$		
Non-Current Assets	8,191,705	8,758,310	9,236,537		
Current Assets	2,568,204	2,242,687	2,184,489		
Total assets	10,759,909	11,000,997	11,421,026		
Non-Current Liabilities	4,093,930	4,609,569	5,231,669		
Current liabilities	1,496,737	1,520,274	1,479,283		
Shareholders' equity	5,169,242	4,871,154	4,710,074		

Sales

Sales were \$9,829,025 for the year ended March 31, 2018, a 9.6% increase over the year ended March 31, 2017. The table below summarizes the sales of the Company for the last five fiscal years.

	2018 \$	2017 \$	2016 \$	2015 \$	2014 \$
Personal hygiene products	4,266,950	4,010,549	3,550,791	3,396,874	2,815,772
Clinical products	1,784,060	1,752,542	1,531,332	1,425,965	1,361,185
Long-term care products	2,392,582	2,408,946	2,458,934	2,303,404	2,152,750
Non-clinical air laid products	1,283,943	644,409	125,460	65,298	54,373
Other products	101,490	152,925	121,532	157,875	215,360
Total sales	9,829,025	8,969,371	7,788,049	7,349,416	6,599,440
Change over previous year	9.6%	15.2%	6.0%	11.4%	4.3%

Sales increased primarily in the personal hygiene and non-clinical air laid products. Clinical and long-term care products remained relatively flat. The increase in the personal hygiene products was caused mainly by strong demand and weaker competition from the United States due to high US dollar exchange rates. The clinical and long-term care markets continue to be strong due to the aging population. Approximately 35% of our sales in 2018 and 2017 were priced in US dollars, compared with 33% for 2016

and 34% for 2015, mainly in the personal hygiene and long-term care products, which makes us susceptible to fluctuations in the Canadian dollar value of the US dollar.

Cost of Sales

The following table shows the components of cost of sales over the last five years.

	2018		2017		2016		2015		2014	<u> </u>
	\$	% sales								
Materials	4,941,399	50.3	4,320,428	48.2	3,988,802	51.2	4,182,552	56.9	3,592,517	54.4
Production labour	868,011	8.8	832,463	9.3	769,251	9.9	588,880	8.0	493,246	7.5
Factory overhead										
labour	433,100	4.4	445,605	5.0	351,201	4.5	281,780	3.8	252,405	3.8
Variable overhead	322,600	3.3	332,179	3.7	267,470	3.4	210,670	2.8	142,759	2.2
Fixed overhead	514,913	5.2	503,010	5.6	494,160	6.3	385,463	5.2	452,187	6.9
Depreciation	692,792	7.1	715,081	7.9	472,784	6.1	332,194	4.5	323,694	4.9
Total cost of sales	7,772,815	79.1	7,148,766	79.7	6,343,668	81.4	5,981,539	81.4	5,256,808	79.7

Our cost of sales structure is changing as a result of bringing our air laid paper machine into production. Materials costs are lower and labour, overhead and depreciation are higher. The change commenced mid-way during the 2016 fiscal year. The net effect is a higher gross margin as production from the machine increases.

Materials are the most significant component of cost of sales. Bulk paper and pulp are our main materials cost. All of our products have a high materials component and a low labour component.

Unfavourable paper yields, the amount of product that a certain weight of paper produces, increased materials costs by a factor of 2.7% of sales in 2018 and 2.5% in 2017 and 1.6% in 2016 and 2015. During part of the 2018 fiscal year we had difficulty purchasing paper in optimum grades, which meant we had to substitute heavier grades than standard, resulting in higher paper usage, and sizes, which caused higher than standard wastage.

Paper prices were relatively stable in our 2017 and 2013 fiscal years and increased during the 2018, 2016, 2015 and 2014 fiscal years, after having increased every year since 2006. Paper prices can be volatile, additionally, our paper and pulp purchases are denominated in US dollars, which can fluctuate significantly. Our prices to our customers have been set to allow for paper cost increases of up to 10%.

Production labour in cost of sales averaged 8.8% of sales during 2018 compared to 9.3% during 2017, 9.9% during 2016 and 8.0% in 2015. The decrease in 2018 and 2017 is from improved operating efficiencies. The increase in 2016 is due to higher wage rates and to additional employees hired to operate the air laid paper machine. The labour market near our factory has been tight during the last few years and it has taken extra time to find and train new machine operators. If we are unable to hire sufficient machine operators, it will be difficult to produce additional products for sale.

Factory overhead labour decreased as a percentage of sales during 2018 due to increased sales volumes after increasing in 2017 and 2016 to support the new air laid paper machine. Variable overhead normally fluctuates slightly from one period to the next. Variable overhead incurred in 2018 was lower than 2017 from lower maintenance costs. Variable overhead incurred in 2017 and 2016 is higher than previous years due to increased electricity and gas to operate the air laid paper machine.

Fixed overhead in 2018 includes \$10,418 in higher rent and \$1,485 in higher insurance premiums over the expense in 2017. Fixed overhead in 2017 includes \$12,456 in higher insurance premiums to cover the air laid paper machine, over the expense in 2016 and a \$3,607 refund of overbilled lease operating expenses. Fixed overhead in 2016 includes \$99,692 in higher rent and \$9,005 in higher insurance premiums to cover the air laid paper machine, over the expense in 2015. Rent was \$66,724 lower during 2015 than 2014 because we terminated the lease on our warehouse at the end of June 2014 and we received a refund for lease operating expenses at our previous factory that had been overcharged (lease operating expenses are billed monthly at estimated costs for the year and adjusted annually to reflect actual costs). Increases in depreciation expense are the result of bringing new equipment into use. The slight decrease in 2018 is due to revised estimates of the useful lives of some of the equipment.

Selling Expenses

Selling expenses, as a percentage of sales, are higher in 2018 than in 2017 due to increased shipping costs, additional commissions related to the increase in non-clinical air laid product sales and development costs for a new web-site.

General and Administrative Expenses

Administration and office costs were lower in 2018 than in 2017 due to \$29,031 in lower bank and credit card processing fees which were offset by \$8,761 in bad debt expense, \$7,005 in higher office equipment maintenance costs. Professional fees and salaries increased due to higher fees and rates of pay.

We only deal with customers that we consider creditworthy and believe that we are not subject to significant risk due to bad debts. Recent general economic conditions may cause some of our customers to be less creditworthy. We regularly monitor our receivables aging and discuss overdue accounts with senior-level customer personnel to encourage more prompt payment and to evaluate future creditworthiness. At March 31, 2018, trade and other receivables include \$57,395 that is more than 30 days past due and against which we have made no allowance for loss. We believe that we will eventually receive full payment of these amounts. During 2018 we had \$8,761 in bad debt losses compared to no bad debt losses for 2017.

During the year ended March 31, 2018, professional fees include \$7,370 paid to DuMoulin Black LLP, a law firm in which J. Douglas Seppala, one of our directors, is a partner. The payments represent fees for legal services provided to the Company at rates normally charged to arm's length parties. During the year ended March 31, 2018, the Company incurred total compensation, comprising short-term employee benefits (including wages, salaries, bonuses, stock options, taxes and perquisites), of \$376,414 to key management personnel, comprising the chief executive and chief financial officers and the directors of the Company. \$349,789 of the compensation is included in general and administrative salaries and employee benefits, \$21,870 is included in administration and office and \$4,755 is included in other selling and distribution expenses.

Other Income and Expenses

We are exposed to fluctuations in the US/Cdn dollar exchange rates as portions of our cash, trade and other receivables and trade and other payables are denominated in US dollars. While the amounts of exposure change on a daily basis, we generally have more US dollar liabilities than US dollar financial assets. Over the past year, our exposure ranged from US\$100,424 net assets to US\$247,496 net liabilities and averaged US\$91,991 net liabilities (calculated on a monthly basis) and at March 31, 2018 net assets were US\$100,424. Each change of 1% (e.g., a change from US\$1.00 = Cdn\$1.29 to Cdn\$1.30) in the value of the US dollar in relation to the Cdn dollar results in a gain or loss (before income tax), with a corresponding effect on cash flows, of Cdn\$1,004 on an exposure of US\$100,424. During the year ended March 31, 2018 we realized foreign exchange gain of \$4,059 compared to losses of \$5,674 in 2017. The US dollar financial assets generally result from sales to US customers. The US dollar financial liabilities generally result from purchases of raw materials from US and international suppliers.

We lost some sales opportunities when one of our production machines broke down for a period during the year ended March 31, 2018. Business interruption insurance covered the estimated \$69,363 in gross profit lost due to the break-down.

Interest on our revolving bank loan and term bank loan fluctuates with the prime rate of interest. We entered into an interest rate swap during the year ended March 31, 2018 that effectively fixes the rate of interest on the term bank loan at 3.88% until November 22, 2022, which eliminates cash flow risk from the term loan interest. Changes in the fair value of the interest rate swap caused us to reflect an unrealized loss of \$14,495 at March 31, 2018. Fair value losses or gains will remain unrealized as long as the swap contract is held to maturity, at which point its fair value will be zero.

Income tax expense is high during the year ended March 31, 2018 from a one-time charge of \$26,743 to adjust the deferred tax balances to the higher British Columbia income tax rate enacted during the period.

Liquidity and Capital Resources

Our operating cash flows were \$1,386,150 during the year ended March 31, 2018, an average of \$115,513 per month, compared to \$100,059 per month during 2017, before accounting for fluctuations in

non-cash working capital. At March 31, 2018, we had cash of \$402,293 and working capital of \$1,071,467 compared to cash of \$124,677 and working capital of \$722,413 at March 31, 2017. The increase is due to improved operating cash flows.

We plan to re-invest our surplus cash flow in new equipment to continue to expand the Company's product lines and improve efficiency and to re-pay term bank loans.

We have a revolving bank loan facility of \$1,500,000, none of which was used at March 31, 2018. The loan outstanding at any time may not be greater than the total of 75% of Canadian accounts receivable, 50% of US accounts receivable and 50% of inventory, less accounts payable having priority over the bank, such as to governments and employees. Accounts receivable older than 90 days and inventory in excess of \$1,500,000 are not included in the calculation. Substantially all of our assets are pledged as collateral for the revolving bank loan facility.

We use the revolving bank loan facility primarily to finance operating working capital. Inventory and accounts receivable levels normally fluctuate by as much as \$300,000 and accounts payable by an additional \$300,000. We purchase our paper supplies in relatively large quantities and often have large shipments to customers on credit, which are the main reasons for these fluctuations.

We also have a term loan which was used for the purchase of our binder bonded air laid paper making machine. Repayment of the loan is in monthly instalments of \$59,524 commencing September 22, 2016 with a final payment of the \$4,345,236 balance of principal on August 22, 2019. We intend to get annual one-year extensions of the final payment date at least one year before the final payment date so that no more than \$714,288 (twelve monthly payments of \$59,524) of the term loan is current at any time. A specific charge against the equipment purchased with the loan proceeds and a fixed and floating charge on substantially all of our assets are pledged as collateral.

We have covenanted with the bank to maintain our consolidated ratio of current assets to current liabilities at 1.20:1 or higher, our consolidated ratio of debt (including deferred tax liability) to shareholders' equity at 2.00 or lower and our consolidated ratio of net income before extraordinary and other non-recurring items plus interest, income tax, depreciation and amortization (EBITDA) to interest expense plus the current portion of long term debt and capital leases at 1.25:1 or higher. We are in compliance with all of these covenants at March 31, 2018 and do not anticipate difficulty maintaining this compliance during the forthcoming year. If we are not compliant with these covenants, and are unable to obtain a waiver from the bank, the loan will become payable on demand.

We intend to spend around \$200,000 for production equipment additions and improvements during the next year, which we will finance from operating cash flows.

New Accounting Policies

The International Accounting Standards Board adopted *IFRS 16, Leases,* in January 2016, effective for financial years beginning on or after January 1, 2019. The new standard requires a lessee to recognize a "right-of-use" asset representing its right to use the underlying leased asset and a lease liability representing its obligation to make lease payments. The lessee recognizes depreciation of the right-of-use asset and interest on the lease liability and also classifies cash repayments of the lease liability into a principal portion and an interest portion. Assets and liabilities are initially measured on a present value basis. The measurement includes non-cancellable lease payments and also includes payments to be made in optional periods if the lessee is reasonably certain to exercise an option to extend the lease, or not to exercise an option to terminate the lease.

Effective for our financial year ending March 31, 2020, we will be required to reflect an asset and related liability for the lease of our premises. We have not yet quantified the impact this will have on our financial position.

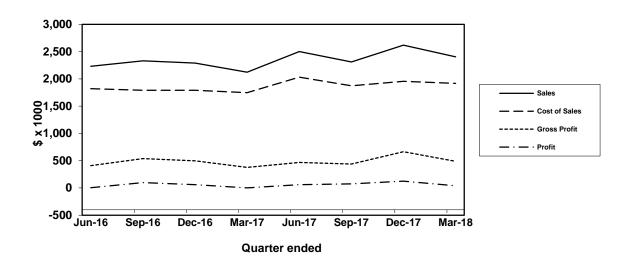
The International Accounting Standards Board adopted *IFRS 15, Revenue from Contracts with Customers*, in May 2014 effective for financial years beginning on or after January 1, 2018, which establishes the requirements for recognizing revenue that apply to all contracts with customers, except for contracts that are within the scope of the standards on leases, insurance contracts, and financial instruments. The adoption of this standard will not have any significant impact on our financial statements other than the disclosure of additional information, which is already provided in this Management Discussion and Analysis.

IFRS 9, Financial Instruments, addresses the classification, measurement and recognition of financial assets and financial liabilities. IFRS 9 was issued in November 2009 and October 2010 and is effective for periods beginning on or after January 1, 2018. It replaces the parts of IAS 39 that relate to the classification and measurement of financial instruments. IFRS 9 requires financial assets to be classified into two measurement categories: those measured at fair value and those measured at amortized cost. The determination is made at initial recognition. The classification depends on our business model for managing its financial instruments and the contractual cash flow characteristics of the instrument. For financial liabilities, the standard retains most of the IAS 39 requirements. The main change is that, in cases where the fair value option is taken for financial liabilities, the part of a fair value change due to our own credit risk is recorded in other comprehensive income rather than the income statement, unless this creates an accounting mismatch. The adoption of this standard will not have a material impact on our consolidated financial statements.

Summary of Quarterly Results (Unaudited)

The following table summarises the results of operations for the past eight quarters. We have extracted the data from our consolidated financial statements, which are prepared in Canadian dollars and in accordance with International Financial Reporting Standards.

			Quarters	s ended			
Mar 31 2018	Dec 31 2017	Sep 30 2017	Jun 30 2017	Mar 31 2017	Dec 31 2016	Sep 30 2016	Jun 30 2016
2,403 1,916	2,617 1,954	2,310 1,873	2,499 2,030	2,122 1,746	2,288 1,791	2,329 1,791	2,230 1,821
487	663	437	469	376	497	538	409
200 174	232 174	207 146	188 164	171 155	185 170	185 162	193 166
113 51	257 50	84 (17)	117 38	50 47	142 60	191 59	50 47
62 21	207 82	101 27	79 21	3 2	82 22	132 35	3 -
41	125	74	58	1	60	97	3
0.001	0.004	0.002	0.002	0.000	0.002	0.003	0.000
-8.2	13.3	-7.6	17.7	-7.2	-1.8	4.4	13.4
79.7 8.3 7.2 2.2 0.9 1.7	74.7 8.9 6.7 1.9 3.1 4.7	81.1 9.0 6.3 -0.8 1.2 3.2	81.2 7.6 6.6 1.5 0.8 2.3	82.3 8.1 7.3 2.2 0.1 0.0	78.3 8.1 7.4 2.6 1.0 2.6	76.9 7.9 7.0 2.5 1.5 4.2	81.7 8.7 7.4 2.1 0.0 0.1
	2018 2,403 1,916 487 200 174 113 51 62 21 41 0.001 -8.2 79.7 8.3 7.2 2.2 0.9	2018 2017 2,403 2,617 1,916 1,954 487 663 200 232 174 174 113 257 51 50 62 207 21 82 41 125 0.001 0.004 -8.2 13.3 79.7 74.7 8.3 8.9 7.2 6.7 2.2 1.9 0.9 3.1	2018 2017 2017 2,403 2,617 2,310 1,916 1,954 1,873 487 663 437 200 232 207 174 174 146 113 257 84 51 50 (17) 62 207 101 21 82 27 41 125 74 0.001 0.004 0.002 -8.2 13.3 -7.6 79.7 74.7 81.1 8.3 8.9 9.0 7.2 6.7 6.3 2.2 1.9 -0.8 0.9 3.1 1.2	Mar 31 2018 Dec 31 2017 Sep 30 2017 Jun 30 2017 2,403 2,617 1,954 2,310 2,499 2,930 487 663 437 469 469 200 232 207 188 174 174 146 164 164 113 257 84 117 51 50 (17) 38 62 207 101 79 21 82 27 21 41 125 74 58 58 0.001 0.004 0.002 0.002 0.002 -8.2 13.3 -7.6 17.7 17.7 79.7 74.7 81.1 81.2 8.3 8.9 9.0 7.6 7.2 6.7 6.3 6.6 6.2 2.2 1.9 -0.8 1.5 0.9 3.1 1.2 0.8	2018 2017 2017 2017 2017 2017 2,403 2,617 2,310 2,499 2,122 1,916 1,954 1,873 2,030 1,746 487 663 437 469 376 200 232 207 188 171 174 174 146 164 155 113 257 84 117 50 51 50 (17) 38 47 62 207 101 79 3 21 82 27 21 2 41 125 74 58 1 0.001 0.004 0.002 0.002 0.000 -8.2 13.3 -7.6 17.7 -7.2 79.7 74.7 81.1 81.2 82.3 8.3 8.9 9.0 7.6 8.1 7.2 6.7 6.3 6.6 7.3	Mar 31 2018 Dec 31 2017 Sep 30 2017 Jun 30 2017 Mar 31 2017 Dec 31 2016 2,403 2,617 2,310 2,499 2,122 2,228 2,288 1,916 1,954 1,873 2,030 1,746 1,791 1,791 487 663 437 469 376 497 200 232 207 188 171 185 170 185 174 174 146 164 155 170 113 257 84 117 50 142 51 50 (17) 38 47 60 51 50 (17) 38 47 60 62 207 101 79 3 82 22 22 22 41 125 74 58 1 60 58 1 60 60 0.001 0.004 0.002 0.002 0.000 0.002 0.000 0.002 79.7 74.7 81.1 81.2 82.3 78.3 8.3 8.9 9.0 7.6 8.1 8.1 8.1 7.2 6.7 6.3 6.6 7.3 7.4 2.2 1.9 -0.8 1.5 2.2 2.6 0.9 3.1 1.2 0.8 0.1 1.0 79.7 31 1.2 0.8 0.1 1.0	Mar 31 Dec 31 2017 Sep 30 2017 Jun 30 2017 Mar 31 2017 Dec 31 2016 Sep 30 2016 2,403 2,617 1,916 2,310 2,499 2,122 2,288 2,329 2,329 1,916 1,954 1,873 2,030 1,746 1,791 1,791 1,791 1,791 487 663 437 469 376 497 538 200 232 207 188 171 185 185 185 170 162 174 174 146 164 164 155 170 162 113 257 84 117 50 142 191 51 50 (17) 38 47 60 59 62 207 101 79 38 47 60 59 62 207 101 79 3 82 22 35 41 125 74 58 1 60 97 0.001 0.004 0.002 0.002 0.000 0.002 0.003 -8.2 13.3 -7.6 17.7 -7.2 -1.8 4.4 79.7 74.7 81.1 81.2 82.3 78.3 76.9 8.3 8.9 9.0 7.6 8.1 8.1 8.1 7.9 7.2 6.7 6.3 6.6 7.3 7.4 7.0 2.2 1.9 -0.8 1.5 2.2 2.6 2.5 0.9 3.1 1.2 0.8 0.1 1.0 1.5



The fluctuations in sales are, for the most part, due to changes in volume. Sales are also affected by the value of the US dollar as approximately 35% of our sales are priced in US dollars. Sales were 8.2% lower in the quarter ended March 31, 2018 than in the previous quarter, ended December 31, 2017, and 13.2% higher than in the quarter ended March 31, 2017.

Slight variations in cost of sales, as a percentage of sales, occur on a regular basis. These are caused by fluctuations in the product mix, production efficiencies and prices for raw materials. The decrease in cost of sales, as a percentage of sales, during the quarter ended March 31, 2018 over March 31, 2017 is due to overhead expenses increasing at a lower rate than sales volumes.

Share Capital

The Company has only one class of share capital, common shares without par value. The Company also has a stock option plan.

	<u>June 25, 2018</u>
Authorized common shares without par value	Unlimited
Issued common shares	33,665,800
Shares issuable on exercise of outstanding stock options	1,850,000
Shares available for future stock option grants	1,516,580

The stock option plan permits the directors of the Company to grant incentive options to the employees, directors, officers and consultants of the Company.

Other Information

Additional information relating to the Company is available on SEDAR at www.sedar.com and on the Company's web-site at www.westbond.ca.



June 25, 2018

Independent Auditor's Report

To the Shareholders of WestBond Enterprises Corporation

We have audited the accompanying consolidated financial statements of WestBond Enterprises Corporation, which comprise the consolidated statement of financial position as at March 31, 2018 and March 31, 2017 and the consolidated statements of comprehensive income, changes in equity and cash flows for the years then ended, and the related notes, which comprise a summary of significant accounting policies and other explanatory information.

Management's responsibility for the consolidated financial statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

Auditor's responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements 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 entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained in our audits is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of WestBond Enterprises Corporation as at March 31, 2018 and March 31, 2017 and its financial performance and its cash flows for the years ended in accordance with International Financial Reporting Standards.

Pricewaterhouse Coopers LLP

Chartered Professional Accountants

PricewaterhouseCoopers LLP

PricewaterhouseCoopers Place, 250 Howe Street, Suite 1400, Vancouver, British Columbia, Canada V6C 3S7 T: +1 604 806 7000, F: +1 604 806 7806

WestBond Enterprises Corporation Consolidated Statements of Financial Position (Canadian Dollars)

Non-Current Assets Plant and equipment 5	ASSETS	Notes	March 31 2018 \$	March 31 2017 \$
Plant and equipment				
Deferred tax asset 8 5,594 4,350 Current Assets 8,191,705 8,758,310 Inventory 6 991,503 1,180,152 Trade and other receivables 1,117,994 891,105 Income tax recoverable 5,555 Prepaid expenses 56,414 41,698 Cash and cash equivalents 402,293 124,677 Total Assets 10,759,909 11,000,997 EQUITY AND LIABILITES 2,568,204 2,242,687 Common shares issued and outstanding 7 3,883,225 3,883,225 Stock options 7 88,985 96,200 Contributed surplus 294,089 286,874 Retained earnings 902,943 604,855 Equity attributable to common shareholders 5,169,242 4,871,154 Liabilities 5,169,242 4,871,154 Term bank loans 10 3,154,756 3,869,044 Unrealized loss on interest rate swap 10 14,495 - Deferred tax liability 8 760,986 <t< td=""><td>Plant and equipment</td><td>5</td><td></td><td>, ,</td></t<>	Plant and equipment	5		, ,
Current Assets Inventory 6 991,503 1,180,152 1,180,152 1,180,152 1,180,152 1,180,152 1,180,152 1,180,152 1,180,152 1,180,152 1,180,152 1,180,152 1,180,152 1,180,152 1,180,152 1,180,152 1,180,152 1,180,152 1,180,155		8		
Inventory 6 991,503 1,180,152 1,117,994 891,105 1,117,994 891,105 1,117,994 891,105 1,117,994 891,105 1,117,994 891,105 1,117,994 891,105 1,117,994 891,105 1,117,994 891,105 1,117,994 891,105 1,117,994 891,105 1,117,994 891,105 1,117,994 891,105 1,117,995 1,			8,191,705	8,758,310
Total Assets 2,568,204 2,242,687 EQUITY AND LIABILITES 10,759,909 11,000,997 Equity 2 3,883,225 3,883,225 Stock options 7 3,883,225 3,883,225 Stock options 7 88,985 96,200 Contributed surplus 294,089 286,874 Retained earnings 902,943 604,855 Equity attributable to common shareholders 5,169,242 4,871,154 Liabilities Non-Current Liabilities Term bank loans 10 3,154,756 3,869,044 Unrealized loss on interest rate swap 10 14,495 Deferred operating lease liability 163,693 132,151 Deferred tax liability 8 760,986 608,374 Current Liabilities Term bank loans 10 714,288 714,288	Inventory Trade and other receivables Income tax recoverable Prepaid expenses	6	1,117,994 - 56,414	891,105 5,055 41,698
Total Assets 10,759,909 11,000,997 EQUITY AND LIABILITES Equity Common shares issued and outstanding Stock options 7 3,883,225 3,883,225 Stock options Contributed surplus Retained earnings 7 88,985 96,200 Contributed surplus Retained earnings 294,089 286,874 Retained earnings 5,169,242 4,871,154 Equity attributable to common shareholders 5,169,242 4,871,154 Liabilities Non-Current Liabilities 10 3,154,756 3,869,044 Unrealized loss on interest rate swap Deferred operating lease liability 10 14,495 - Deferred tax liability 8 760,986 608,374 Current Liabilities Term bank loans 10 714,288 714,288	2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2 2		,	
EQUITY AND LIABILITES Equity 3,883,225 3,883,225 3,883,225 3,883,225 3,883,225 3,883,225 Stock options 7 88,985 96,200 Contributed surplus 294,089 286,874 Retained earnings 5,169,242 4,871,154 Equity attributable to common shareholders 5,169,242 4,871,154 Liabilities Term bank loans 10 3,154,756 3,869,044 Unrealized loss on interest rate swap 10 14,495 - Deferred operating lease liability 163,693 132,151 Deferred tax liabilities 4,093,930 4,609,569 Current Liabilities Term bank loans 10 714,288 714,288				
Equity Common shares issued and outstanding 7 3,883,225 3,883,225 3,883,225 3,883,225 3,883,225 3,883,225 3,883,225 3,883,225 3,883,225 3,883,225 3,862,000 3,862,000 3,863,74	Total Assets		10,759,909	11,000,997
Common shares issued and outstanding 7 3,883,225 3,883,225 Stock options 7 88,985 96,200 Contributed surplus 294,089 286,874 Retained earnings 902,943 604,855 Equity attributable to common shareholders 5,169,242 4,871,154 Liabilities 4,871,154 154 Non-Current Liabilities 10 3,154,756 3,869,044 Unrealized loss on interest rate swap 10 14,495 - Deferred operating lease liability 163,693 132,151 Deferred tax liability 8 760,986 608,374 Current Liabilities Term bank loans 10 714,288 714,288	EQUITY AND LIABILITES			
Liabilities Non-Current Liabilities 10 3,154,756 3,869,044 Unrealized loss on interest rate swap 10 14,495 - Deferred operating lease liability 163,693 132,151 Deferred tax liability 8 760,986 608,374 Current Liabilities Term bank loans 10 714,288 714,288	Common shares issued and outstanding Stock options Contributed surplus		88,985 294,089	96,200 286,874
Non-Current Liabilities Term bank loans 10 3,154,756 3,869,044 Unrealized loss on interest rate swap 10 14,495 - Deferred operating lease liability 163,693 132,151 Deferred tax liability 8 760,986 608,374 Current Liabilities 4,093,930 4,609,569 Current Liabilities 10 714,288 714,288	Equity attributable to common shareholders		5,169,242	4,871,154
Unrealized loss on interest rate swap 10 14,495 - Deferred operating lease liability 163,693 132,151 Deferred tax liability 8 760,986 608,374 4,093,930 4,609,569 Current Liabilities Term bank loans 10 714,288 714,288				
Deferred operating lease liability 163,693 132,151 Deferred tax liability 8 760,986 608,374 4,093,930 4,609,569 Current Liabilities Term bank loans 10 714,288 714,288	Term bank loans	10		3,869,044
Deferred tax liability 8 760,986 608,374 4,093,930 4,609,569 Current Liabilities Term bank loans 10 714,288 714,288		10		-
Current Liabilities 4,093,930 4,609,569 Term bank loans 10 714,288 714,288		Q	•	•
Current Liabilities10714,288714,288Term bank loans10714,288	Deferred tax liability	0	·	
Term bank loans 10 714,288 714,288	Current Liabilities		4,093,930	4,609,569
		10	714,288	714,288
	Trade and other payables	11		•
1,496,737			1,496,737	1,520,274
Total Liabilities 5,590,667 6,129,843	Total Liabilities		5,590,667	6,129,843
Total Equity and Liabilities 10,759,909 11,000,997	Total Equity and Liabilities		10,759,909	11,000,997

APPROVED BY THE BOARD OF DIRECTORS

Commitments

Director Director

The accompanying notes are an integral part of these consolidated financial statements.

17

WestBond Enterprises Corporation Consolidated Statements of Comprehensive Income (Canadian Dollars)

		Years ende	d March 31
		2018	2017
	Notes	\$	\$
Sales		9,829,025	8,969,371
Cost of sales	12	7,772,815	7,148,766
Gross Profit		2,056,210	1,820,605
Selling and distribution expenses	13	827,880	733,538
General and administrative expenses	14	657,658	652,908
Operating Profit		570,672	434,159
Foreign exchange (gain) loss		(4,059)	5,674
Proceeds from business interruption insurance claim		(69,363)	-
Interest expense		179,895	207,252
Unrealized loss on interest rate swap		14,495	
Profit Before Tax		449,704	221,233
Income tax expense	8	151,616	60,153
Profit and Comprehensive Income		298,088	161,080
Weighted average shares outstanding		33,665,800	33,665,800
Earnings per share, basic		0.009	0.005
Dilutive effect of stock options outstanding		133,505	200,000
Fully diluted weighted average shares outstanding		33,799,305	33,865,800
Earnings per share, fully diluted		0.009	0.005

WestBond Enterprises Corporation Consolidated Statements of Changes in Equity (Canadian Dollars)

	Common Shares	Stock Options	Contributed Surplus	Retained Earnings	Total
	\$	\$	\$	\$	\$
Balance as at March 31, 2016	3,883,225	96,200	286,874	443,775	4,710,074
Profit for the year		-	-	161,080	161,080
Balance as at March 31, 2017	3,883,225	96,200	286,874	604,855	4,871,154
Forfeiture of stock option	-	(7,215)	7,215	-	-
Profit for the year				298,088	298,088
Balance as at March 31, 2018	3,883,225	88,985	294,089	902,943	5,169,242

WestBond Enterprises Corporation Consolidated Statements of Cash Flows

(Canadian Dollars)

		Years ended March 31		
	_	2018	2017	
	Notes	\$	\$	
Operating Activities				
Profit		298,088	161,080	
Adjustments to reconcile profit to cash flows				
from operating activities				
- depreciation		705,707	727,616	
- deferred operating lease liability		31,542	31,543	
- unrealized loss on interest rate swap		14,495	-	
- interest expense		179,895 151,616	207,252	
- income tax expense - income tax refunded		4,807	60,153 13,061	
- Income tax retunded	_	4,007	13,001	
Cash flows from operating activities before				
changes in non-cash working capital		1,386,150	1,200,705	
Decrease (increase) in		400.040	(00 = 1=)	
- inventory		188,649	(29,745)	
- trade and other receivables		(226,889)	(26,112)	
- prepaid expenses Decrease in		(14,716)	(3,344)	
- trade and other payables		(38,805)	(154,040)	
Net Cash Flows from Operating Activities		1,294,389	987,464	
·	_	1,204,000	307,404	
Investing Activities				
Purchase of plant and equipment	15	(116,719)	(254,454)	
Financing Activities				
Repayment of term bank loans		(714,288)	(416,668)	
Decrease in revolving bank loans		-	(101,095)	
Interest paid		(185,766)	(207,849)	
Net Cash Flows used in Financing Activities		(900,054)	(725,612)	
Net Increase in Cash and Cash	_	, ,		
Equivalents		277,616	7,398	
•		211,010	7,390	
Cash and Cash Equivalents at the				
Beginning of the Year		124,677	117,279	
Cash and Cash Equivalents at the End of				
the Year		402,293	124,677	

Notes to the Consolidated Financial Statements March 31, 2018 and 2017 (Canadian Dollars)

1. GENERAL INFORMATION

WestBond Enterprises Corporation and its wholly owned subsidiary, WestBond Industries Inc., (together, the company) are a paper manufacturer and converter that manufactures disposable products for medical, hygienic and industrial uses. The company's manufacturing facilities are in Canada and its sales are primarily to Canada and the United States of America. The company is incorporated in British Columbia, Canada, and has its principal place of business at 7403 Progress Way, Unit 101, Delta, British Columbia.

The consolidated financial statements of the company for the year ended March 31, 2018 were authorized for issue by resolution of the directors on June 25, 2018.

2. BASIS OF PREPARATION

The consolidated financial statements of the company have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board. The consolidated financial statements have been prepared under the historical cost convention.

3. SIGNIFICANT ACCOUNTING POLICIES, JUDGMENTS AND ESTIMATES

Consolidation

These consolidated financial statements consolidate the accounts of WestBond Enterprises Corporation and its wholly owned subsidiary, WestBond Industries Inc. All intercompany transactions, balances and unrealized gains and losses from intercompany transactions are eliminated on consolidation.

Functional and Presentation Currency and Foreign Currency Translation

The consolidated financial statements are presented in Canadian dollars, which is the currency of the primary economic environment in which the company operates (the "functional currency"). Foreign currency transactions are translated into the functional currency using exchange rates prevailing at the dates of the transactions. Generally, foreign exchange gains and losses resulting from the settlement of foreign currency transactions and from the translation at period-end exchange rates of monetary assets and liabilities denominated in currencies other than the functional currency are recognized in the consolidated statements of comprehensive income.

Plant and Equipment

Plant and equipment are carried at cost less accumulated depreciation and accumulated impairment losses. Cost includes expenditures that are directly attributable to the acquisition of the asset. Subsequent costs are included in the asset's carrying amount or recognized as a separate asset, if appropriate, only when it is probable that future economic benefits associated with the item will flow to the company and the cost can be measured reliably. The carrying amount of a replaced asset is derecognized when replaced. Repairs and maintenance costs are charged to the consolidated statements of comprehensive income during the period in which they are incurred.

Depreciation is charged to profit using the straight-line method in amounts sufficient to depreciate the costs of the assets over their estimated useful lives as follows:

Factory equipment - 1 to 25 years
Leasehold improvements - 15 to 25 years
Office equipment - 3 to 15 years

The company allocates the cost initially recognized in respect of an item of plant and equipment to its significant parts and depreciates separately each such part. Residual values, method of depreciation

Notes to the Consolidated Financial Statements March 31, 2018 and 2017 (Canadian Dollars)

3. SIGNIFICANT ACCOUNTING POLICIES, JUDGMENTS AND ESTIMATES (continued)

and useful lives of the plant and equipment are reviewed annually and adjusted if appropriate. Depreciation is not charged on assets until they are available for use in the location and condition necessary to be capable of operating in the manner intended by management.

Plant and equipment are tested for impairment when events or changes in circumstances indicate that the carrying amount may not be recoverable. For the purpose of measuring recoverable amounts, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating unit or CGU). The recoverable amount is the higher of an asset's fair value less costs to sell and value in use (which is the present value of the expected future cash flows of the relevant asset or CGU). An impairment loss is recognized for the amount by which the asset's carrying amount exceeds its recoverable amount. When events or circumstances warrant, impairment losses are evaluated for potential reversals.

Inventory

Inventory is measured at the lower of cost and net realizable value. Raw materials inventory costs include all costs incurred to bring the materials to their current state and location, including the purchase price, duties, non-refundable taxes and freight. Finished goods inventory includes, in addition to the cost of the raw materials incorporated into their manufacture, the costs of labour incurred directly in their manufacture and an allocation of indirect variable overhead, fixed overhead and depreciation on plant and equipment. Costs are assigned to inventory on a first-in, first-out basis. Overhead related to raw materials manufactured by the company is allocated to the cost of those raw materials based on the practical capacity of the manufacturing plant. The allocation of the remaining overhead is based on the proportionate costs of the direct materials and labour costs included in finished goods inventory to the total materials and labour costs incurred during the period.

Financial Instruments

Financial assets and liabilities are recognized when the company becomes a party to the contractual provisions of the instrument. Financial assets are derecognized when the rights to receive cash flows from the assets have expired or have been transferred and the company has transferred substantially all risks and rewards of ownership.

Financial assets and liabilities are offset and the net amount is reported in the consolidated statements of financial position when there is a legally enforceable right to offset the recognized amounts and there is an intention to settle on a net basis, or realize the asset and settle the liability simultaneously.

At initial recognition, the company classifies its financial instruments in the following categories depending on the purpose for which the instruments were acquired:

- (i) Financial Assets at Amortized Cost: Financial assets are initially measured at fair value and classified as subsequently measured at amortized cost or fair value on the basis of the business model for managing the financial asset and the contractual cash flow characteristics of the financial assets. A financial asset is subsequently measured at amortized cost only if it is held in a business model whose objective is to hold assets in order to collect contractual cash flows and the contractual terms give rise on specified dates to cash flows that are solely payments of principal and interest. The company's trade and other receivables are in this category and are subsequently measured at amortized cost using the effective interest method less a provision for impairment. Gains or losses on financial assets in this category are recognized in profit or loss when the financial asset is derecognized, impaired or reclassified.
- (ii) Financial Assets at Fair Value: Financial assets not meeting the criteria for subsequent measurement at amortized cost are initially and subsequently measured at fair value. The company's cash and cash equivalents are in this category. Gains or losses arising from changes

Notes to the Consolidated Financial Statements March 31, 2018 and 2017 (Canadian Dollars)

3. SIGNIFICANT ACCOUNTING POLICIES, JUDGMENTS AND ESTIMATES (continued)

in fair value are recognized in profit or loss unless the financial asset is an equity instrument that is not held for trading and the company has made an irrevocable election at initial recognition to present subsequent changes in its fair value in other comprehensive income.

- (iii) Financial Liabilities at Amortized Cost: Financial liabilities at amortized cost include trade and other payables and loans. Trade and other payables are initially recognized at the amount required to be paid, less a discount to reduce the payables to fair value. Subsequently, payables are measured at amortized cost using the effective interest method. Loans are recognized initially at fair value, net of any transaction costs incurred, and subsequently at amortized cost using the effective interest method. Financial liabilities are classified as current liabilities if payment is due within 12 months. Otherwise, they are presented as non-current liabilities.
- (iv) Financial Liabilities at Fair Value through Profit or Loss: A financial liability is classified in this category if acquired principally for the purpose of selling or repurchasing in the short-term. Derivatives are also included in this category unless they are designated as hedges. The company's interest rate swap contract is classified in this category.

Financial liabilities in this category are recognized initially and subsequently at fair value. Transaction costs are expensed in the consolidated statements of comprehensive income. Gains and losses arising from changes in fair value are presented in the consolidated statements of comprehensive income within other gains and losses in the period in which they arise.

Impairment of financial assets

At each reporting date the company assesses whether there is objective evidence that a financial asset is impaired. If such evidence exists, the company recognizes an impairment loss. The loss is the difference between the amortized cost of the financial asset and the present value of the estimated future cash flows, discounted using the instrument's original effective interest rate.

Impairment losses on financial assets carried at amortized cost are reversed in subsequent periods if the amount of the loss decreases and the decrease can be related objectively to an event occurring after the impairment was recognized.

Cash and Cash Equivalents

Cash and cash equivalents are defined as cash on hand, demand deposits and short-term, highly liquid investments that are readily convertible to known amounts of cash within 90 days of deposit.

Stock-Based Compensation Plan

The company has a stock-based compensation plan that permits the directors of the company to grant incentive stock options to its employees, directors and consultants. At the directors' discretion, stock options may vest in blocks over a designated period of time. Each vesting block in an award is considered a separate award with its own vesting period and grant date fair value. The fair value of each block is measured at the date of grant using the Black-Scholes option pricing model. Compensation expense for options granted to employees and directors, or the cost of goods or services acquired in exchange for options granted to non-employees, is recognized over each block's vesting period by reflecting a contribution to shareholders' equity based on the number of awards expected to vest. The number of awards expected to vest is reviewed at least annually, with any impact being recognized immediately.

Income Tax

Income tax comprises current and deferred tax. Income tax is recognized in the consolidated statements of comprehensive income except to the extent that it relates to items recognized directly in equity, in which case the income tax is also recognized directly in equity.

Notes to the Consolidated Financial Statements March 31, 2018 and 2017 (Canadian Dollars)

3. SIGNIFICANT ACCOUNTING POLICIES, JUDGMENTS AND ESTIMATES (continued)

Current tax is the expected tax payable or refundable on the taxable profit or loss for the year, using tax rates and laws that have been enacted or substantively enacted at the end of the reporting period, and any adjustment to tax payable or refundable in respect of previous years.

In general, deferred tax is recognized in respect of temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the consolidated financial statements. Deferred income tax is determined on a non-discounted basis using tax rates and laws that have been enacted or substantively enacted at the end of the reporting period and are expected to apply when the deferred tax asset or liability is settled. Deferred tax assets are recognized to the extent that it is probable that the assets can be recovered. Deferred income tax assets and liabilities are presented as non-current.

Revenue

Revenue is recognized in the period during which the significant risks and rewards of ownership pass to the purchaser, it is probable that the economic benefits will flow to the company, the amount of revenue and costs incurred can be reliably measured and the company retains no managerial or effective control over the goods sold. This is when the goods are shipped. Revenue is measured based on agreed upon prices, net of estimated returns, discounts and rebates.

Earnings Per Share

Basic earnings per share is calculated using the weighted average number of common shares outstanding during the period. Diluted earnings per share is calculated using the treasury stock method. This method assumes that common shares are issued for the exercise of stock options and warrants and that the assumed proceeds are used to purchase common shares at the average market price during the period. The excess, if any, over the number of shares assumed issued and the number of shares assumed purchased is added to the basic weighted average number of shares outstanding to determine the diluted number of common shares outstanding. If the average market price during the period is less than the exercise price of the stock options or warrants, no dilution will occur.

Leased Premises

The company conducts its operations from leased premises. Rent expense is recorded on a straight-line basis over the term of the lease beginning on the possession date. Accordingly, reasonably assured rent escalations are amortized over the lease term, and free-rent periods are allocated to a portion of rent expense. The difference between the recognized rental expense and the total rental payments is reflected on the consolidated statements of financial position as a deferred operating lease liability.

Lease inducements, including cash and the reimbursement of costs incurred by the company for leasehold improvements, are deferred and accounted for as a reduction of rent expense over the term of the related lease on a straight-line basis.

Other operating payments associated with leased premises are recorded in the period in which the expenses occur.

Judgments and Estimates

The preparation of consolidated financial statements requires the company's management to make judgments, assumptions and estimates that affect the amounts reported in the consolidated financial statements and the disclosures in the notes to the consolidated financial statements. Actual results may differ from these estimates. Significant judgments and estimates are made in the determination of the net realizable value of inventories and the useful lives of plant and equipment.

Notes to the Consolidated Financial Statements March 31, 2018 and 2017 (Canadian Dollars)

3. SIGNIFICANT ACCOUNTING POLICIES, JUDGMENTS AND ESTIMATES (continued)

The company adjusts inventory values so that the carrying value does not exceed the net realizable value. This requires the use of estimates of the inventory that will be sold, the prices at which it will be sold, and an assessment of expected orders from customers. The estimates also reflect changes in products and changes in demand due to obsolescence and competition.

The company bases the amount of depreciation charged against plant and equipment on estimates of the expected useful life of each component of plant and equipment. The estimates consider normal wear and tear, obsolescence and continued usefulness to the company.

New and Revised Accounting Standards

The International Accounting Standards Board adopted *IFRS 16, Leases* in January 2016, effective for financial years beginning on or after January 1, 2019. The new standard requires a lessee to recognize a "right-of-use" asset representing its right to use the underlying leased asset and a lease liability representing its obligation to make lease payments. The lessee recognizes depreciation of the right-of-use asset and interest on the lease liability and also classifies cash repayments of the lease liability into a principal portion and an interest portion. Assets and liabilities are initially measured on a present value basis. The measurement includes non-cancellable lease payments and also includes payments to be made in optional periods if the lessee is reasonably certain to exercise an option to extend the lease, or not to exercise an option to terminate the lease.

Effective for its financial year ending March 31, 2020 the company will be required to reflect an asset and related liability for the lease of its premises. The company has not yet quantified the impact this will have on its financial position.

The International Accounting Standards Board adopted *IFRS 15, Revenue from Contracts with Customers*, in May 2014 effective for financial years beginning on or after January 1, 2018, which establishes the requirements for recognizing revenue that apply to all contracts with customers, except for contracts that are within the scope of the Standards on leases, insurance contracts, and financial instruments. The adoption of this standard will not have any significant impact on the company's consolidated financial statements, other than the disclosure of additional information.

IFRS 9, Financial Instruments, addresses the classification, measurement and recognition of financial assets and financial liabilities. IFRS 9 was issued in November 2009 and October 2010 and is effective for periods beginning on or after January 1, 2018. It replaces the parts of IAS 39 that relate to the classification and measurement of financial instruments. IFRS 9 requires financial assets to be classified into two measurement categories: those measured at fair value and those measured at amortized cost. The determination is made at initial recognition. The classification depends on the entity's business model for managing its financial instruments and the contractual cash flow characteristics of the instrument. For financial liabilities, the standard retains most of the IAS 39 requirements. The main change is that, in cases where the fair value option is taken for financial liabilities, the part of a fair value change due to an entity's own credit risk is recorded in other comprehensive income rather than the income statement, unless this creates an accounting mismatch. The adoption of this standard will not have a material impact on the consolidated financial statements.

4. FINANCIAL INSTRUMENTS

The company has various financial instruments including trade and other receivables, cash and cash equivalents, revolving bank loans, term bank loans, trade and other payables and interest rate swaps. Cash and cash equivalents are considered to be held for trading and are measured at fair value.

.

Notes to the Consolidated Financial Statements March 31, 2018 and 2017 (Canadian Dollars)

4. FINANCIAL INSTRUMENTS (continued)

Interest rate swaps are carried at fair value. Trade and other receivables and all non-interest rate swap financial liabilities are carried at amortized cost.

IFRS establishes a fair value hierarchy that requires the company to maximize the use of observable inputs and minimize the use of unobservable inputs when measuring fair value. The company primarily applies the market approach for recurring fair value measurements. There are three input levels that may be used to measure fair value:

Level 1 - unadjusted quoted prices in active markets for identical assets or liabilities. An active market for the asset or liability is a market in which transactions for the asset or liability occur with sufficient frequency and volume to provide pricing information on an ongoing basis.

Level 2 - quoted prices for similar assets or liabilities; quoted prices in markets that are not active; or other inputs that are observable or can be corroborated by observable market data for substantially the full term of the assets or liabilities.

Level 3 - unobservable inputs that are supported by little or no market activity and that are significant to the fair value of the assets or liabilities.

Cash and cash equivalents and interest rate swaps are measured using level 1 inputs. Trade and other receivables, revolving bank loans, and trade and other payables are financial instruments whose fair value approximates their carrying value due to their short-term maturity. The fair value of the term loans approximates the carrying value because the interest rates are at fluctuating market rates.

The company does not believe it is subject to any significant concentration of credit risk. Cash and cash equivalents are held with a major financial institution. Trade and other receivables are the result of sales to a relatively wide customer base, primarily in North America. The company only deals with customers that it considers creditworthy. At March 31, 2018 \$43,406 (2017 – \$5,776) of trade and other receivables were between 31 and 60 days past due and \$13,989 (2017 – \$19,533) were more than 60 days past due. The company does not consider these accounts impaired based on a review of the debtors' operations and subsequent payments. During the year ended March 31, 2018 the company wrote off \$8,761 in trade and other receivables (2017 – \$nil). At March 31, 2018 the amount of \$320,838 (2017 – \$248,813) was due from two customers, each of whom represented more than 10% and together represented an aggregate of 29% of trade and other receivables (2017 – 28%). Both customers are long standing customers who consistently make regular payments.

The company's revolving bank loan and term bank loan are at interest rates that fluctuate with market interest rates. The company has entered into an interest rate swap that effectively fixes the rate of interest on the term bank loan at 3.88% until November 22, 2022, which eliminates cash flow risk from the term loan interest. Changes in the fair value of the interest rate swap are reflected in profit, but will remain unrealized as long as the swap contract is held to maturity, at which point its fair value will be zero.

Portions of the company's cash and cash equivalents, trade and other receivables, and trade and other payables are denominated in US dollars; accordingly, the company is exposed to fluctuations in the US/Cdn dollar exchange rates. While the amounts of exposure change on a daily basis, the company generally has more US dollar liabilities than US dollar financial assets. Over the past year, the exposure ranged from US\$100,424 net assets to US\$247,496 net liabilities and averaged US\$91,991 net liabilities (calculated on a monthly basis) and, at March 31, 2018, net assets were US\$100,424. Each change of 1% (e.g., a change from US\$1.00 = Cdn\$1.29 to Cdn\$1.30) in the value of the US dollar in relation to the Cdn dollar results in a gain or loss (before income tax), with a corresponding effect on cash flows, of Cdn\$1,004 on an exposure of US\$100,424. During the year ended March 31, 2018 the company realized foreign exchange gains of \$4,059 (2017 – losses of

Notes to the Consolidated Financial Statements March 31, 2018 and 2017 (Canadian Dollars)

4. FINANCIAL INSTRUMENTS (continued)

\$5,674). The US dollar financial assets generally result from sales to US customers. The US dollar financial liabilities generally result from purchases of raw materials from US and international suppliers.

5.	PLANT AND EQUIPMENT	Factory equipment \$	Leasehold improvements	Office equipment \$	Total \$
	At March 31, 2016				
	Cost	12,413,847	122,170	134,117	12,670,134
	Accumulated depreciation	(3,379,454)	(10,610)	(70,063)	(3,460,127)
	Net book value	9,034,393	111,560	64,054	9,210,007
	Additions	226,790	19,495	7,272	253,557
	Disposals – cost Disposals – accumulated	(40,823)	-	(2,419)	(43,242)
	depreciation	40,823	-	2,419	43,242
	Depreciation	(708,430)	(6,651)	(12,535)	(727,616)
	At March 31, 2017				
	Cost	12,599,814	141,665	138,970	12,880,449
	Accumulated depreciation	(4,047,061)	(17,261)	(80,179)	(4,144,501)
	Net book value	8,552,753	124,404	58,791	8,735,948
	Additions	116,533	17,454	4,871	138,858
	Disposals – cost	(5,000)	-	(4,642)	(9,642)
	Disposals – accumulated depreciation	4,000	_	4,642	8,642
	Depreciation	(685,921)	(6,871)	(12,915)	(705,707)
	At March 31, 2018				<u> </u>
	Cost	12,711,347	159,119	139,199	13,009,665
	Accumulated depreciation	(4,728,982)	(24,132)	(88,452)	(4,841,566)
	Net book value	7,982,365	134,987	50,747	8,168,099

Included in factory equipment at March 31, 2018 is equipment costing \$202,946 (2017 – \$156,615) that was under construction or refurbishment or had not otherwise been made available for use.

Notes to the Consolidated Financial Statements March 31, 2018 and 2017 (Canadian Dollars)

6. INVENTORY

	2018	2017
	\$	\$
Raw materials	704,102	673,056
Finished goods	287,401	507,096
Total inventory	991,503	1,180,152

7. SHARE CAPITAL

Authorized

The company is authorized to issue an unlimited number of common shares without par value.

Issued	Common Shares Issued	
	<u>Number</u>	Ascribed Value \$
Outstanding at March 31, 2016, 2017 and 2018	33.665.800	3.883.225

Stock Option Plan

During the year ended March 31, 2016 the company adopted a stock option plan that permits the directors of the company to grant incentive stock options to the employees, directors, officers and consultants of the company. The maximum number of shares issuable under the plan is 10% of the outstanding common shares of the company at the time of the grant, less any stock options previously granted and still outstanding. Options granted under the plan expire after a maximum of 10 years. The option exercise price is generally set as the market price at the time of granting; however, a discount from the market price is permitted under the plan, subject to the policies of the TSX Venture Exchange. No options have been granted under this plan.

During the year ended March 31, 2015 stock options were granted under the company's previous stock option plan to purchase a total of 2,000,000 common shares at \$0.09 per share until December 3, 2019. The options were fully vested on granting. The fair value of \$96,200 ascribed to the stock options was estimated using the Black-Scholes option pricing model, assuming a risk-free interest rate of 1.3%, a dividend yield of 0%, an expected option life of 5 years and expected volatility of 63%. The expected volatility was estimated using 5 years of historical data. An option to purchase 150,000 shares was forfeited during the year ended March 31, 2018 after the resignation of the holder. The options on the remaining 1,850,000 shares outstanding had a remaining life of 1.7 years at March 31, 2018.

Notes to the Consolidated Financial Statements March 31, 2018 and 2017 (Canadian Dollars)

8. INCOME TAX

The components of the company's deferred income tax asset and liability are the tax effects of temporary differences in the tax and accounting bases of:

, , , , , , , , , , , , , , , , , , , ,	2018	2017
	\$	\$
Operating losses carried forward Allowable capital losses carried forward Share issue costs deductible in future periods	5,594 32,993	29,887 4,350
Valuation allowance	38,587 (32,993)	34,237 (29,887)
Net deferred tax asset	5,594	4,350
Depreciation of plant and equipment Operating losses carried forward	2,098,968 (1,337,982)	1,718,589 (1,110,215)
Net deferred tax liability	760,986	608,374

The income tax expense shown on the consolidated statements of comprehensive income differs from the amounts obtained by applying combined Canadian and British Columbia statutory rates to profit or loss before tax as follows:

_	2018	2017
Combined statutory rate	26.25% \$	26.00% \$
Income tax expense based on the statutory rates Tax effect of expenses that are not deductible for income tax	118,032	57,521
purposes	4,884	2,632
Increase in valuation allowance	1,957	-
Increase in tax rates	26,743	
Income tax expense for the year	151,616	60,153
Current portion	-	(4,660)
Deferred portion	151,616	64,813

Notes to the Consolidated Financial Statements March 31, 2018 and 2017 (Canadian Dollars)

9. REVOLVING BANK LOANS

The company has a \$1,500,000 revolving bank loan facility. The loan outstanding at any time may not be greater than the total of 75% of Canadian accounts receivable, 50% of U.S. accounts receivable and 50% of inventory, less accounts payable having priority over the bank, such as to governments and employees. Accounts receivable older than 90 days and inventory in excess of \$1,500,000 are not included in the calculation. Loans outstanding under the facility bear interest at bank prime rate plus 0.5% per annum and are payable on demand. A fixed and floating charge on substantially all of the company's assets has been pledged as collateral. No loans were outstanding under this facility at March 31, 2018 or 2017.

The company has covenanted with the bank to maintain various financial ratios and was in compliance with these covenants at March 31, 2018.

10. TERM BANK LOANS

The company has a term bank loan facility used for the purchase of certain production equipment. Repayment of the loans is in monthly instalments of \$59,524 commencing September 2016 with a final payment of the balance of principal in August 2019. Interest is payable monthly at bank prime rate plus 0.5% per annum. The company has entered into an interest rate swap with an effective date of December 22, 2017 and a maturity date of November 22, 2022. This swap effectively fixes the interest on the term bank loan to 3.88% per annum, comprising 2.38% which is fixed under the swap and a 1.5% credit charge.

A specific charge against the equipment purchased with the loan proceeds and a fixed and floating charge on substantially all of the company's assets has been pledged as collateral. The covenants applicable to the revolving bank loans (note 9) also apply to the term loan facility.

11. TRADE AND OTHER PAYABLES

	2018	2017
	\$	\$
Payable to suppliers for trade purchases	587,915	598,695
Payable to employees for wages and expenses	110,633	114,785
Payable to governments for withholding and sales taxes	41,901	49,198
Accrued liabilities	42,000	43,308
	782,449	805,986
12. COST OF SALES		
	2018	2017
	\$	\$
Materials	4,941,399	4,320,428
Production labour	868,011	832,463
Factory overhead labour	433,100	445,605
Variable overhead	322,600	332,179
Fixed overhead	514,913	503,010
Depreciation	692,792	715,081
	7,772,815	7,148,766

Notes to the Consolidated Financial Statements March 31, 2018 and 2017 (Canadian Dollars)

13. SELLING AND DISTRIBUTION EXPENSES

	2018	2017
	\$	\$
Shipping	700,775	624,764
Wages, commissions and other employee benefits	109,660	95,186
Other	17,445	13,588
	827,880	733,538
14. GENERAL AND ADMINISTRATIVE EXPENSES		
	2018	2017
	\$	\$
Administration and office	157,930	171,433
Corporate promotion	9,753	6,274
Professional fees	56,792	53,399
Salaries and other employee benefits	433,183	421,802
	657,658	652,908

15. SUPPLEMENTARY CASH FLOW INFORMATION

During the year ended March 31, 2018 trade and other payables related to the purchase of plant and equipment increased by \$21,139 (2017 – decreased by \$897).

16. SEGMENTED INFORMATION

The company operates in one industry, the disposable paper and polyethylene industry. The company's plant and equipment are located in Canada. During the year ended March 31, 2018 the company had domestic sales in Canada of \$6,437,182 (2017 – \$5,818,244) and export sales to the United States and its territories of \$3,391,843 (2017 – \$3,151,127). During the year ended March 31, 2018 the company had sales to two customers of \$2,423,944 (2017 – three customers, \$3,362,974), each of whom represented more than 10% of sales.

Notes to the Consolidated Financial Statements March 31, 2018 and 2017 (Canadian Dollars)

17. COMMITMENTS

The company has an operating lease for premises ending October 31, 2029. Future minimum lease payments are as follows:

Years ending March 31	\$
2019	299,057
2020	309,810
2021 – 2022	324,865
2023	335,619
2024	350,674
2025	356,050
2026 – 2027	363,578
2028	368,955
2029	376,482
2030	219,615

Operating costs and property taxes for the premises, currently estimated at \$146,000 per year, are payable in addition to the minimum lease payments.

During the year ended March 31, 2018 the company expensed \$330,599 (2017 – \$330,599) in minimum lease payments, and \$157,219 (2017 – \$144,758) in additional lease payments for operating costs and property taxes, on its operating leases for premises.

18. RELATED PARTY TRANSACTIONS

During the year ended March 31, 2018:

- The company incurred total compensation, comprising short-term employee benefits (including wages, salaries, bonuses, stock options, taxes and perquisites), of \$376,414 (2017 \$369,129) to directors and officers of the company; and
- The company incurred \$7,370 (2017 \$11,714) of legal fees in the normal course of operations with a firm in which a director of the company is a partner.

19. CAPITAL DISCLOSURES

The company manages share capital, warrants, stock options and retained earnings as capital. The company's objectives when managing capital are: to safeguard the ability of the company to continue as a going concern; to permit the company to continue expanding its operations, to the extent compatible and economically viable expansion opportunities are available; and to maximize shareholder returns. The company employs policies and processes for managing capital: to ensure that the covenants and terms under its revolving bank loans and term bank loans are complied with; to ensure that adequate prices are received for the company's production to maximize operating cash flows; and to maximize shareholder returns. The company was in compliance with the covenants and terms under its revolving bank loans and term bank loans during the years ended March 31, 2018 and 2017.