



# **WestBond Enterprises Corporation**

## **Quarterly Report June 30, 2025**

### **Management Discussion and Analysis**

**Dated August 21, 2025 to Accompany the Interim Consolidated Financial Statements for the Three Month Period Ended June 30, 2025**

**Caution Regarding Forward Looking Statements – *There are many risk factors and uncertainties that may affect the company’s actual results, performance, achievements, or developments. Consequently, all forward-looking statements in this report are qualified by this cautionary statement and the company cannot assure investors that actual results, performance, achievements, or developments that the company anticipates will be realized. Forward-looking statements are based on the beliefs of management and reflect management’s current plans, expectations, estimates, projections, beliefs and opinions and the company does not undertake any obligation to update forward-looking statements should the assumptions related to these expectations, plans, estimates, projections, beliefs, and opinions change, except as required by law. The forward-looking statements contained in this MD&A speak only as of the date of this MD&A.***

### **Description of Our Business**

We, WestBond Enterprises Corporation or the “Company”, are a paper manufacturer and converter that manufactures disposable paper products for many market segments. A full description of our business and products is contained in the Management Discussion and Analysis included in our 2025 Annual Report. A pdf version of the 2025 Annual Report may be downloaded from our website at [www.westbond.ca](http://www.westbond.ca) or from the SEDAR website at [www.sedarplus.com](http://www.sedarplus.com). For a printed copy, please contact the Company. Additional information on the Company is also available on our website and on the SEDAR website.

### **Discussion of Operations and Financial Condition**

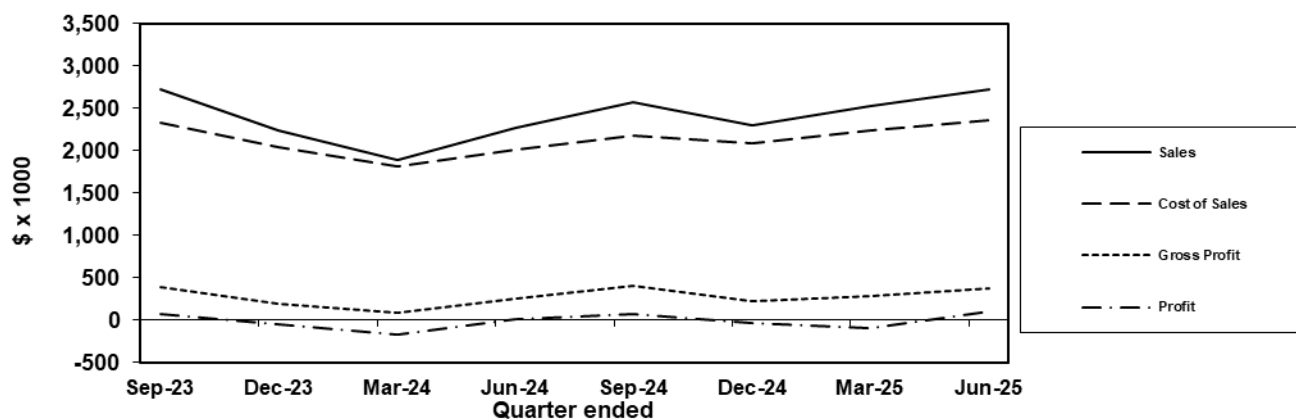
You should refer to our interim consolidated financial statements for the three-month period ended June 30, 2025 and our consolidated financial statements for the year ended March 31, 2025 while you read this discussion. Those financial statements provide significant material information that is not 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. You should also refer to the Management Discussion and Analysis that was included in our 2025 Annual Report. Information included in that discussion is only updated in this discussion. Information that has not changed materially since June 24, 2025, the date of the Management Discussion and Analysis in the 2025 Annual Report, is not repeated here.

Sales were \$2,727,414 for the three months ended June 30, 2025, which is 8.1% higher than for the three months ended March 31, 2025. We realized a profit of \$97,710 (\$0.003 per share) for the three months ended June 30, 2025 compared to a profit of \$12,566 (\$0.000 per share) for the same period last year, and a loss of \$95,899 (-\$0.003 per share) for the quarter ended March 31, 2025. The increase in profit compared to last quarter ending March 31, 2025 is a result of an increase in sales in personal hygiene, clinical, and napkins and parent rolls (air-laid) categories, offset by a decrease in sales in wipes and other categories. The table and graph on the next page show the trends over the past eight quarters.

## Summary of Quarterly Results

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 ended |                |                |                 |                |                |                |                 |
|----------------------------------------------------|----------------|----------------|----------------|-----------------|----------------|----------------|----------------|-----------------|
|                                                    | Jun 30<br>2025 | Mar 31<br>2025 | Dec 31<br>2024 | Sept 30<br>2024 | Jun 30<br>2024 | Mar 31<br>2024 | Dec 31<br>2023 | Sept 30<br>2023 |
| <b>Cdn\$ x 1,000</b>                               |                |                |                |                 |                |                |                |                 |
| Sales                                              | 2,727          | 2,523          | 2,306          | 2,577           | 2,267          | 1,896          | 2,239          | 2,718           |
| Cost of Sales                                      | 2,357          | 2,235          | 2,082          | 2,179           | 2,013          | 1,817          | 2,041          | 2,322           |
| Gross Profit                                       | 370            | 288            | 224            | 398             | 254            | 79             | 198            | 396             |
| Selling and distribution expenses                  | 53             | 36             | 42             | 48              | 41             | 30             | 35             | 46              |
| General and administrative expenses                | 170            | 329            | 193            | 222             | 161            | 242            | 204            | 201             |
| Operating profit                                   | 147            | (77)           | (11)           | 128             | 52             | (193)          | (41)           | 149             |
| Other expenses                                     | 13             | 18             | 43             | 30              | 34             | 48             | 29             | 46              |
| Profit before Tax                                  | 134            | (95)           | (54)           | 98              | 18             | (241)          | (70)           | 103             |
| Income Tax Expense                                 | 37             | -              | (14)           | 27              | 5              | (76)           | (18)           | 28              |
| Profit                                             | 97             | (95)           | (40)           | 71              | 13             | (165)          | (52)           | 75              |
| Earnings per share, basic and diluted-Cdn\$        | 0.003          | (0.003)        | (0.001)        | 0.002           | 0.000          | (0.005)        | (0.001)        | 0.002           |
| Dividends paid per share - Cdn\$                   | -              | -              | -              | -               | -              | -              | -              | -               |
| <b>Sales % change over previous quarter</b>        | 8.11           | 9.42           | (10.55)        | 13.67           | 19.60          | (15.30)        | (17.60)        | 14.80           |
| <b>Costs, expenses and net income - % of Sales</b> |                |                |                |                 |                |                |                |                 |
| Cost of Sales                                      | 86.4           | 88.6           | 90.3           | 84.5            | 88.8           | 95.8           | 91.2           | 85.4            |
| Selling and distribution expenses                  | 1.9            | 1.4            | 1.8            | 1.9             | 1.8            | 1.6            | 1.6            | 1.7             |
| General and administrative expenses                | 6.2            | 13.1           | 8.3            | 8.6             | 7.1            | 12.8           | 9.1            | 7.4             |
| Other expenses                                     | 0.5            | 0.7            | 1.9            | 1.1             | 1.5            | 2.5            | 1.3            | 1.7             |
| Income Tax Expense                                 | 1.4            | -              | (0.6)          | 1.1             | 0.2            | (4.0)          | (0.8)          | 1.0             |
| Net profit                                         | 3.6            | (3.8)          | (1.7)          | 2.8             | 0.6            | (8.7)          | (2.3)          | 2.8             |



## Sales

Sales for the three months ended June 30, 2025 were 20.3% higher than for the same period last year and 8.1% higher than the previous quarter, ended March 31, 2025. The increase in profit compared to last quarter ending March 31, 2025 is a result of an increase in sales in personal hygiene, clinical, and napkins and parent rolls (air-laid) categories, offset by a decrease in sales in wipes and other categories. Due to an increase in demand for our products and a projected increase in sales, we are in the process of hiring additional production employees.

We continue to invest in faster, more efficient new equipment to add to our diverse line of products. The new equipment will add capacity to support our new markets.

We continue to supply customized air-laid napkins to a high-profile national restaurant chain with the potential to increase sales in this category. Additionally, major American restaurant supply distributors have placed orders for our air-laid napkins. Demand for our products remains high and we have launched a rebranding of these products to aid in our marketing efforts.

| Sales                             | Three Months ended |           | Change<br>over last<br>year |
|-----------------------------------|--------------------|-----------|-----------------------------|
|                                   | June 30            |           |                             |
|                                   | 2025               | 2024      |                             |
| <u>Product Line</u>               | \$                 | \$        |                             |
| Personal Hygiene                  | 586,584            | 575,311   | 2.0%                        |
| Clinical                          | 425,419            | 333,664   | 27.5%                       |
| Wipes                             | 552,372            | 561,882   | -1.7%                       |
| Napkins & Parent rolls (Air-laid) | 1,159,401          | 794,384   | 45.9%                       |
| Other                             | 3,638              | 2,135     | 70.4%                       |
|                                   | 2,727,414          | 2,267,376 | 20.3%                       |

## Cost of Sales

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. Compared to the same quarter in 2024, the total cost of sales has increased, but is lower as a percentage of sales in this quarter ended June 2025.

| Cost of Sales                       | Three Months ended June 30 |              |
|-------------------------------------|----------------------------|--------------|
|                                     | % of Sales                 |              |
|                                     | 2025                       | 2024         |
| Materials                           | 44.9%                      | 44.8%        |
| Production labour                   | 10.0%                      | 9.3%         |
| Factory overhead labour             | 4.9%                       | 5.3%         |
| Variable overhead                   | 4.8%                       | 4.3%         |
| Fixed overhead                      | 3.5%                       | 4.1%         |
| Shipping                            | 8.2%                       | 7.7%         |
| Depreciation of plant equipment     | 7.9%                       | 10.5%        |
| Depreciation of right of use assets | 2.4%                       | 2.8%         |
| Gross Profit                        | <u>13.6%</u>               | <u>11.2%</u> |

### ***Selling and Distribution Expenses***

Selling and distribution expenses during the three months ended June 30, 2025 were 1.9% of sales, compared to 1.8% for the three months ended June 30, 2024. The percentage cost in 2025 was higher due to an increase in sales commissions, and shipping wages and benefits.

### ***General and Administrative Expenses***

Administrative and office expenses are higher in the three months ended June 30, 2025 than in the quarter ended June 30 2024, mainly due to the adjustments to the expected credit loss and bad debts, salaries and benefits of administrative employees, and director fees.

During the three months ended June 30, 2025 the company incurred total short-term employee benefits of \$100,490 (2024 – \$92,249) to its key management personnel, comprising the directors and officers of the company, and incurred \$2,153 (2024 – \$3,300) of professional fees in the normal course of operations paid to DuMoulin Black LLP, a law firm with which J. Douglas Seppala, a director of the company, was associated. Subsequent to March 2025, Mr. Seppala was not associated with DuMoulin Black LLP and does not provide legal services to the Company. Any remuneration paid to Mr. Seppala is for acting in his capacity as a member of the board of directors of the Company or committees thereof.

### ***Other Income and Expenses***

Fluctuations in the US dollar exchange rate resulted in a \$4,551 gain during the three months ended June 30, 2025, compared with a \$3,830 loss in the same period last year. Compared to the previous quarter ending March 31, 2025, interest expense on bank loan is lower because of a lower balance on the revolving bank loan. Interest on lease liabilities is lower in 2025 than 2024 because of a lower principal balance.

### **Liquidity, Financial Position and Capital Resources**

Our operating cash flows, before accounting for fluctuations in non-cash working capital were \$263,644 during the three months ended June 30, 2025, an average of \$87,881 per month, compared to an average of \$107,978 per month during the year ended March 31, 2025. The decrease is mainly as a result of income tax payment. We had working capital of \$2,478,957 at June 30, 2025, compared to \$2,304,638 at March 31, 2025. The change is mainly due to increased inventory and cash and cash equivalents, offset by decreased trade receivables, prepaid expenses, bank loan, income tax payable, and trade and other payables.

We intend to spend around \$300,000 on production equipment additions and improvements over the current year, which we will finance from operating cash flows, supplemented by our revolving bank loan facility.

We have a revolving bank loan facility of \$1,500,000. The loan outstanding at any time may not be greater than an amount based on percentages of accounts receivable and inventory less accounts payable having priority over the bank. The amount currently available, based on our Consolidated Statement of Financial Position at June 30, 2025, is \$1,426,760. Loans outstanding under the facility bear interest at bank prime plus 0.5%. Substantially all of our assets are pledged as collateral for the revolving bank loan facility. Nil was outstanding under the revolving bank loan facility at June 30, 2025.

We use the revolving bank loan facility primarily to finance operating working capital. Inventory and accounts receivable levels normally fluctuate by as much as \$400,000. Accounts payable can also fluctuate by as much as \$400,000. We purchase our pulp and paper supplies in relatively large quantities and often have large shipments to customers on credit, which are the main reasons for these fluctuations.

At June 30, 2025 we are in compliance with all of our covenants to the bank regarding the revolving bank loan facility and do not anticipate difficulty maintaining this compliance during the forthcoming year. If we are not compliant with the covenants and are unable to obtain a waiver from the bank, the revolving bank loan will become payable on demand.

## 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>August 21, 2025</u> |
|----------------------------------------------------------|------------------------|
| Authorized common shares without par value               | Unlimited              |
| Issued common shares                                     | 35,625,800             |
| Shares issuable on exercise of outstanding stock options | 2,265,000              |
| Shares available for future stock option grants          | 1,297,580              |

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.sedarplus.com](http://www.sedarplus.com) and on the Company's website at [www.westbond.ca](http://www.westbond.ca).



***WestBond Enterprises Corporation***

***Notice to Reader***

The accompanying interim consolidated financial statements of WestBond Enterprises Corporation for the three month periods ended June 30, 2025 and 2024 have been prepared by and are the responsibility of the company's management. They are unaudited and have not been reviewed by independent auditors.

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

|                                                   | June 30<br>2025   | March 31<br>2025  |
|---------------------------------------------------|-------------------|-------------------|
|                                                   | \$                | \$                |
| <b>ASSETS</b>                                     |                   |                   |
| <b>Non-Current Assets</b>                         |                   |                   |
| Plant and equipment                               | 6,774,003         | 6,908,218         |
| Right-of-use assets                               | 1,202,148         | 1,271,210         |
| Deferred tax asset                                | 88,471            | 83,280            |
|                                                   | <u>8,064,622</u>  | <u>8,262,708</u>  |
| <b>Current Assets</b>                             |                   |                   |
| Inventory                                         | 2,192,736         | 2,117,447         |
| Trade and other receivables                       | 1,535,455         | 1,677,686         |
| Income tax recoverable                            | -                 | -                 |
| Prepaid expenses                                  | 162,959           | 219,250           |
| Cash and cash equivalents                         | 227,442           | 143,266           |
|                                                   | <u>4,118,592</u>  | <u>4,157,649</u>  |
| <b>Total Assets</b>                               | <u>12,183,214</u> | <u>12,420,357</u> |
| <b>EQUITY AND LIABILITIES</b>                     |                   |                   |
| <b>Equity</b>                                     |                   |                   |
| Common shares issued and outstanding              | 4,206,910         | 4,206,910         |
| Stock options                                     | 158,550           | 158,550           |
| Contributed surplus                               | 326,989           | 326,989           |
| Retained earnings                                 | 3,066,284         | 2,968,574         |
| <b>Equity attributable to common shareholders</b> | <u>7,758,733</u>  | <u>7,661,023</u>  |
| <b>Liabilities</b>                                |                   |                   |
| <b>Non-Current Liabilities</b>                    |                   |                   |
| Lease liability                                   | 1,132,402         | 1,210,023         |
| Deferred tax liability                            | 1,652,443         | 1,696,300         |
|                                                   | <u>2,784,845</u>  | <u>2,906,323</u>  |
| <b>Current Liabilities</b>                        |                   |                   |
| Revolving bank loans                              | -                 | 145,000           |
| Lease liability                                   | 305,792           | 302,390           |
| Income tax payable                                | 75,655            | 134,223           |
| Trade and other payables                          | 1,258,188         | 1,271,398         |
|                                                   | <u>1,639,635</u>  | <u>1,853,011</u>  |
| <b>Total Liabilities</b>                          | <u>4,424,480</u>  | <u>4,759,334</u>  |
| <b>Total Equity and Liabilities</b>               | <u>12,183,214</u> | <u>12,420,357</u> |

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

**WestBond Enterprises Corporation**  
**Consolidated Statements of Profit and Comprehensive Income**  
Canadian Dollars  
(Unaudited)

|                                                    |   | Three months ended<br>June 30 |            |
|----------------------------------------------------|---|-------------------------------|------------|
|                                                    |   | 2025<br>\$                    | 2024<br>\$ |
| <b>Sales</b>                                       | 5 | 2,727,414                     | 2,267,376  |
| <b>Cost of sales</b>                               | 6 | 2,357,369                     | 2,012,598  |
| <b>Gross Profit</b>                                |   | 370,045                       | 254,778    |
| <b>Selling and distribution expenses</b>           | 7 | 52,754                        | 41,173     |
| <b>General and administrative expenses</b>         | 8 | 169,533                       | 161,465    |
| <b>Operating Profit (Loss)</b>                     |   | 147,758                       | 52,140     |
| <b>Foreign exchange (gain) loss</b>                |   | (4,551)                       | 3,830      |
| <b>Interest expense-bank loans</b>                 |   | 1,535                         | 11,080     |
| <b>Interest expense on lease liability</b>         |   | 16,220                        | 19,392     |
| <b>Profit (Loss) Before Tax</b>                    |   | 134,554                       | 17,838     |
| <b>Income tax expense (recovery)</b>               |   | 36,844                        | 5,272      |
| <b>Profit (Loss) and Comprehensive Income</b>      |   | 97,710                        | 12,566     |
| <b>Weighted average shares outstanding</b>         |   | 35,625,800                    | 35,625,800 |
| <b>Earnings per share, basic and fully diluted</b> |   | 0.003                         | 0.000      |

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



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

|                                 | Common<br>Shares | Stock Options | Contributed<br>Surplus | Retained<br>Earnings | Total     |
|---------------------------------|------------------|---------------|------------------------|----------------------|-----------|
|                                 | \$               | \$            | \$                     | \$                   | \$        |
| Balance as at<br>March 31, 2024 | 4,206,910        | 65,800        | 326,989                | 3,020,954            | 7,620,653 |
| Grant of stock options          | -                | 92,750        | -                      | -                    | 92,750    |
| Profit for the period           | -                | -             | -                      | (52,380)             | (52,380)  |
| Balance as at<br>March 31, 2025 | 4,206,910        | 158,550       | 326,989                | 2,968,574            | 7,661,023 |
| Balance as at<br>March 31, 2025 | 4,206,910        | 158,550       | 326,989                | 2,968,574            | 7,661,023 |
| Profit (Loss) for the period    | -                | -             | -                      | 97,710               | 97,710    |
| Balance as at<br>June 30, 2025  | 4,206,910        | 158,550       | 326,989                | 3,066,284            | 7,758,733 |

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

**WestBond Enterprises Corporation**  
**Consolidated Statements of Cash Flows**  
Canadian Dollars  
(Unaudited)

|                                                                                 | Notes | Three months ended |           |
|---------------------------------------------------------------------------------|-------|--------------------|-----------|
|                                                                                 |       | June 30            |           |
|                                                                                 |       | 2025               | 2024      |
|                                                                                 |       | \$                 | \$        |
| <b>Operating Activities</b>                                                     |       |                    |           |
| Profit (Loss)                                                                   |       | 97,710             | 12,566    |
| Adjustments to reconcile profit to cash flows from operating activities         |       |                    |           |
| - depreciation of plant and office equipment                                    |       | 216,733            | 240,345   |
| - depreciation of right-of-use assets                                           |       | 69,062             | 69,062    |
| - Expected credit loss on trade receivables                                     |       | (30,000)           | (20,000)  |
| - interest expense on bank loans                                                |       | 1,535              | 11,080    |
| - interest expense on lease liabilities                                         |       | 16,220             | 19,392    |
| - income tax expense                                                            |       | 36,844             | 5,272     |
| - income tax recovered (paid)                                                   |       | (144,460)          | -         |
| Cash flows from operating activities before changes in non-cash working capital |       | 263,644            | 337,717   |
| Decrease (increase) in                                                          |       |                    |           |
| - inventory                                                                     |       | (75,289)           | 35,545    |
| - trade and other receivables                                                   |       | 172,231            | (284,051) |
| - prepaid expenses                                                              |       | 56,291             | (93,977)  |
| Increase (decrease) in                                                          |       |                    |           |
| - trade and other payables                                                      |       | (27,265)           | 200,615   |
| Net Cash Flow from Operating Activities                                         |       | 389,612            | 195,848   |
| <b>Investing Activities</b>                                                     |       |                    |           |
| Purchase of plant and equipment                                                 | 9     | (73,719)           | (24,793)  |
| Net Cash Flow from Investing Activities                                         |       | (73,719)           | (24,793)  |
| <b>Financing Activities</b>                                                     |       |                    |           |
| Interest paid on bank loans                                                     |       | (1,535)            | (11,080)  |
| Increase (decrease) in revolving bank loans                                     |       | (145,000)          | (145,000) |
| Interest portion of lease payments                                              |       | (10,963)           | (13,082)  |
| Principal portion of lease payments                                             |       | (74,219)           | (67,809)  |
| Net Cash Flow from Financing Activities                                         |       | (231,717)          | (236,971) |
| <b>Net Increase (Decrease) in Cash and Cash Equivalents</b>                     |       | 84,176             | (65,916)  |
| <b>Cash and Cash Equivalents at the Beginning of the Period</b>                 |       | 143,266            | 111,001   |
| <b>Cash and Cash Equivalents at the End of the Period</b>                       |       | 227,442            | 45,085    |

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

# **WESTBOND ENTERPRISES CORPORATION**

## **Notes to the Interim Consolidated Financial Statements**

**June 30, 2025 and 2024**

**(Canadian Dollars)**

**(unaudited)**

### **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 the medical, personal hygiene and food service/hospitality markets. 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 101 – 7403 Progress Way, Delta, British Columbia.

The interim consolidated financial statements of the company for the three month periods ended June 30, 2025 were approved and authorized for issue by resolution of the directors on August 21, 2025.

### **2. BASIS OF PREPARATION AND INTERIM PERIOD REPORTING**

The interim consolidated financial statements of the company have been prepared in compliance with International Accounting Standard 34, *Interim Financial Reporting*, ("IAS 34"). The policies applied in these interim consolidated financial statements are based on International Financial Reporting Standards ("IFRS") issued and outstanding as of the date the Board of Directors approved the statements. Any subsequent changes to IFRS that are given effect in the company's annual consolidated financial statements for the year ending March 31, 2026 could result in restatement of these interim consolidated financial statements. The interim consolidated financial statements have been prepared under the historical cost convention.

The same accounting policies and methods of computation were followed in the preparation of these interim consolidated financial statements as in the consolidated financial statements for the year ended March 31, 2025.

The disclosure contained in these interim consolidated financial statements is condensed and includes only selected explanatory notes and does not duplicate or repeat disclosure reported in the consolidated financial statements for the year ended March 31, 2025 that has not changed materially since their date of issue. Accordingly, these interim consolidated financial statements should only be read in conjunction with the consolidated financial statements of the company for the year ended March 31, 2025.

### **3. RELATED PARTY TRANSACTIONS**

During the three months ended June 30, 2025 the company incurred total compensation, comprising short-term employee benefits, of \$100,490 (2024 – \$92,249), to the directors and officers of the company and incurred \$2,153 (2024 – \$3,300) of legal fees in the normal course of operations with a firm in which a director of the company was associated. From March 2025, the director is not associated with the legal firm and does not provide legal services to the Company. Any remuneration paid to the director is for acting in his capacity as a member of the board of directors of the Company or committees thereof.

**WESTBOND ENTERPRISES CORPORATION**  
**Notes to the Interim Consolidated Financial Statements**  
**June 30, 2025 and 2024**  
**Canadian Dollars**  
**(unaudited)**

|                                                                                    | <b>Three months ended<br/>June 30</b> |                  |
|------------------------------------------------------------------------------------|---------------------------------------|------------------|
|                                                                                    | <b>2025</b>                           | <b>2024</b>      |
|                                                                                    | <b>\$</b>                             | <b>\$</b>        |
| <b>5. SALES</b>                                                                    |                                       |                  |
| Personal hygiene products                                                          | 586,584                               | 575,311          |
| Clinical products                                                                  | 425,419                               | 333,664          |
| Wipes                                                                              | 552,372                               | 561,882          |
| Napkins & Parent Rolls (Air laid)                                                  | 1,159,401                             | 794,384          |
| Other products                                                                     | 3,638                                 | 2,135            |
|                                                                                    | <u>2,727,414</u>                      | <u>2,267,376</u> |
| <b>6. COST OF SALES</b>                                                            |                                       |                  |
| Materials                                                                          | 1,223,698                             | 1,015,758        |
| Production labour                                                                  | 271,693                               | 211,543          |
| Factory overhead labour                                                            | 132,691                               | 120,153          |
| Variable overhead                                                                  | 131,597                               | 97,515           |
| Fixed overhead                                                                     | 96,525                                | 91,863           |
| Shipping                                                                           | 222,674                               | 174,186          |
| Depreciation of plant equipment                                                    | 214,125                               | 237,214          |
| Depreciation of right-of-use assets                                                | 64,366                                | 64,366           |
|                                                                                    | <u>2,357,369</u>                      | <u>2,012,598</u> |
| <b>7. SELLING AND DISTRIBUTION EXPENSES</b>                                        |                                       |                  |
| Wages, commissions and other employee benefits                                     | 41,604                                | 33,670           |
| Other                                                                              | 11,150                                | 7,503            |
|                                                                                    | <u>52,754</u>                         | <u>41,173</u>    |
| <b>8. GENERAL AND ADMINISTRATIVE EXPENSES</b>                                      |                                       |                  |
| Administration and office                                                          | 34,029                                | 30,243           |
| Corporate promotion                                                                | 398                                   | 398              |
| Depreciation of right-of-use assets                                                | 4,696                                 | 4,696            |
| Impairment (gain) loss on trade receivables                                        | (30,000)                              | (19,374)         |
| Professional fees                                                                  | 23,396                                | 17,550           |
| Salaries and other employee benefits                                               | 137,014                               | 127,952          |
|                                                                                    | <u>169,533</u>                        | <u>161,465</u>   |
| <b>9. NON-CASH INVESTING ACTIVITIES</b>                                            |                                       |                  |
| Increase (decrease) in accounts payable related to purchase of plant and equipment | 8,799                                 | 28,033           |