



## **Second Quarter Report 2012**

**For the Three and Six Month Periods Ended June 30, 2012 and 2011**

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## Management's discussion and analysis (MD&A)

The following discussion and analysis of the consolidated results of operations and financial condition of PFB Corporation ("PFB" or the "Corporation") should be read in conjunction with the Corporation's unaudited condensed consolidated financial statements for the three and six month periods ended June 30, 2012 and 2011 and notes thereto and in conjunction with the Corporation's annual MD&A for the year ended December 31, 2011.

PFB's unaudited condensed consolidated financial statements for the three and six month periods ended June 30, 2012 and 2011 have been prepared in accordance with International Accounting Standard ("IAS") 34, *Interim Financial Reporting* as issued by the International Accounting Standards Board ("IASB").

Management is required to make certain estimates and assumptions that affect the reported amounts of assets, liabilities, revenues, expenses, and related disclosure of contingent assets and liabilities. Management believes that the estimates and assumptions are reasonably based on information available at the time that such estimates and assumptions were made. These estimates and assumptions have been discussed with the Audit Committee of the Board of Directors of the Corporation. Actual results may differ under different assumptions and conditions.

This MD&A has been prepared as of August 2, 2012. All figures in this MD&A are stated in thousands of Canadian dollars except where stated otherwise.

## Advisory regarding forward looking statements

Securities laws encourage public issuers to disclose forward-looking information in their management's discussion and analysis (MD&A) so that investors can get a better understanding of future prospects and make informed investment decisions.

Any forward-looking information and statements included in this MD&A about PFB's objectives and management's expectations, beliefs, intentions or strategies for the future are not guarantees of future performance and should not be unduly relied upon.

All forward-looking statements reflect management's current views as at August 2, 2012, with respect to future events, and they are subject to certain risks, uncertainties and assumptions that may cause the actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements.

Such risks, uncertainties and assumptions include, but are not limited to: general economic conditions; the cost and availability of capital; actions by government authorities; actions by regulatory authorities; availability of raw materials; changes in raw materials prices; currency exchange rates; interest rates; competitor activity; industry pricing pressures; seasonality of the construction industry; and weather related factors.

A more detailed assessment of the risks that could cause actual results to materially differ from current expectations can be found in the Risk Management and Assessment section of the annual MD&A for the year ended December 31, 2011.

## Non-GAAP financial measures

This MD&A presents certain non-GAAP financial measures to assist readers in understanding the Corporation's performance. Non-GAAP measures that do not have a standardized meaning prescribed by GAAP and therefore they may not be comparable to similarly measures used by other reporting issuers, and they should not be construed as an alternative to other financial measures determined in accordance with GAAP.

- (a) **Gross profit** – represents sales less cost of sales.
- (b) **Operating income (loss)** – represents the income (loss) from operations before investment income, finance costs, and the revaluation of contingent shares.
- (c) **Cash provided by operating activities** – represents cash flows provided by operating activities before changes in non-cash working capital, changes in long-term trade receivables, and unrealized foreign exchange gains/losses relating to non-cash working capital.
- (d) **Cash provided by operating activities per common share** – represents cash flows provided by operating activities before changes in non-cash working capital, changes in long-term receivables, and unrealized foreign exchange gains/losses relating to non-cash working capital divided by the weighted average number of common shares issued and outstanding for the period.

## Consolidated financial highlights (unaudited)

	Three month periods ended June 30		Six month periods ended June 30	
	2012	2011	2012	2011
<b>Sales</b>	<b>\$ 24,698</b>	\$ 21,298	<b>\$ 41,278</b>	\$ 36,871
Cost of sales	(19,483)	(16,839)	(33,256)	(30,163)
<b>Gross profit</b>	<b>5,215</b>	4,459	<b>8,022</b>	6,708
Selling expenses	(2,142)	(2,278)	(4,248)	(4,517)
Administrative expenses	(2,001)	(1,230)	(3,449)	(2,557)
Other gains (losses)	209	(124)	43	(278)
<b>Operating Income (loss)</b>	<b>1,281</b>	827	<b>368</b>	(644)
Revaluation of contingent shares – gain (loss)	(143)	83	(187)	(15)
Investment income	1	1	19	14
Finance costs	(110)	(133)	(214)	(257)
<b>Income (loss) before taxes</b>	<b>1,029</b>	778	<b>(14)</b>	(902)
Income taxes recovery (expense)	(279)	(197)	4	262
<b>Income (loss) for the period</b>	<b>\$ 750</b>	\$ 581	<b>\$ (10)</b>	\$ (640)
<b>Earnings (loss) per share - \$ per share</b>				
Basic	<b>0.12</b>	0.09	<b>0.00</b>	(0.10)
Diluted	<b>0.11</b>	0.08	<b>0.00</b>	(0.10)
Weighted average number of common shares outstanding	<b>6,597,536</b>	6,607,628	<b>6,597,536</b>	6,609,834
Cash provided by operating activities	<b>\$ 1,402</b>	\$ 1,464	<b>\$ 1,337</b>	\$ 994
Cash provided by operating activities per common share	<b>\$ 0.21</b>	\$ 0.22	<b>\$ 0.20</b>	\$ 0.15

## Summary of quarterly financial data

	2012		2011				2010	
	Qtr. 2	Qtr. 1	Qtr. 4	Qtr. 3	Qtr. 2	Qtr. 1	Qtr. 4	Qtr. 3
Sales	<b>\$ 24,698</b>	\$ 16,580	\$ 23,374	\$ 28,920	\$ 21,298	\$ 15,573	\$ 17,859	\$ 21,794
Gross profit	<b>5,215</b>	2,807	4,962	6,803	4,459	2,249	4,438	6,036
Operating income (loss)	<b>1,281</b>	(913)	1,581	3,226	827	(1,471)	887	2,412
Net income (loss)	<b>750</b>	(760)	972	2,870	581	(1,221)	509	1,568
Earnings (loss) per share:								
Basic - \$ per share	0.12	(0.12)	0.14	0.44	0.09	(0.18)	0.08	0.24
Diluted - \$ per share	0.11	(0.12)	0.14	0.44	0.08	(0.18)	0.08	0.24

## Consolidated results of operations

The Corporation has two reportable operating segments:

Operating segments	Description of segments
Canada	Manufacturing and sales operations located in Canada for expanded polystyrene (EPS) and structural insulating panels <i>Brands:</i> PlastiSpan EPS Product Solutions; Advantage ICFS; and Insulspan SIPS
United States of America (USA)	Manufacturing and sales operations located in the USA for building systems and structures <i>Brands:</i> Insulspan SIPS; Riverbend Timber Framing; and Precision Craft

### Sales

Consolidated sales in the three month period ended June 30, 2012, increased by 16.0% to \$24,698 as compared to sales of \$21,298 in the comparative quarter of 2011. Both operating segments reported increased sales.

Consolidated sales in the six month period ended June 30, 2012, increased by 12.0% to \$41,278 as compared to sales of \$36,871 in the comparative six month period of 2011. Both operating segments reported increased sales.

### Gross profit

Consolidated gross profit increased by 17.0% to \$5,215 in the current quarter as compared to gross profit of \$4,459 in the second quarter of 2011. Consolidated gross profit increased by 19.6% to \$8,022 in the six month period ended June 30, 2012 as compared to gross profit of \$6,708 in the comparative six month period of 2011.

Gross profit margin improved to 21.1% in the current quarter as compared to a gross profit margin of 20.9% in the second quarter of 2011. Gross profit margin improved to 19.4% in the first six months of the current year as compared to a gross profit margin of 18.2% in the comparative six month period of 2011. The margin improvement in both periods was positively influenced by favourable variability in customer and product mix.

### Income (loss) before taxes

Income before taxes in the three month period ended June 30, 2012, was \$1,029 as compared to income before taxes of \$778 in the comparative three month period of 2011, an improvement of \$251 or 32.3%. In the six month period ended June 30, 2012, a loss before taxes of \$14 resulted as compared to a loss before taxes of \$902 in the comparative six month period of 2011, an improvement of \$888.

Most of the improvement in income in each reporting period was attributed to the combined effects of increased sales and the resulting increase in gross profit. Notwithstanding, administrative expenses in the current quarter were \$771 higher than in the comparative quarter and included costs of \$609 attributed to acquisition due diligence work and \$154 attributed to personnel changes. In the six month period ended June 30, 2012, administrative expenses included aggregate costs attributed to acquisition due diligence work of \$774.

In the three and six month periods of the current year, unrealized losses from revaluing contingent shares were \$143 and \$187, respectively, as a result of appreciation in the market value of the Corporation's shares since the beginning of the year. In the comparative three month period ended June 30, 2011, an unrealized gain of \$83 resulted and a cumulative unrealized loss of \$15 was reported for the six month period ended June 30, 2011.

### Income taxes

Income tax expense in the current quarter was \$279 as compared to income tax expense of \$197 in the second quarter of 2011. In the six month periods ended June 30, 2012 and 2011, income tax recovery was \$4 and \$262, respectively. The annual consolidated effective tax rate for 2012 is estimated to be 27.0%. The actual effective tax rate may be slightly higher or lower than the estimate as it is dependent on the geographical mix of income generated over the balance of the year.

### Net income (loss)

Net income in the current quarter increased by \$169 or 29.1% to \$750 as compared to net income of \$581 reported in the comparative quarter of 2011. Basic earnings per common share for the current quarter were \$0.12 as compared to earnings per common share of \$0.09 in the comparative quarter of 2011.

Net income in the current quarter of \$750 virtually offset the loss of \$760 reported in the first quarter of 2012 resulting in a small aggregate loss of \$10 for the six month period ended June 30, 2012. By comparison, a loss of \$640 was reported in the first six month period of 2011. Basic earnings per common share for the six month period ended June 30, 2012, was \$0.00 as compared to a loss per share of \$0.10 in the comparative prior year period.

## Reportable operating segments

Each of the Corporation's reportable operating segments, Canada and the USA, mirror the Corporation's accounting policies (as described in note 2 to the audited consolidated financial statements for 2011) and its internal controls and reporting systems. Segment performance predominantly focuses on the types of goods and services provided and their geographical locations of manufacturing and distribution.

The chief operating decision makers' of each operating segment evaluate performance for which they are responsible on the basis of operating income or loss, as reported to them on a periodic basis. This performance measure is considered to be the most relevant in evaluating the results of each operating segment.

### Segment revenues and income

Segment sales in the table below represent sales revenues directly attributable to each segment. Inter-segment sales in the current period have been eliminated (see supplemental disclosure in the other segment information table below). There are varying levels of integration between each segment.

Segment operating income represents income earned by each segment without allocation of central administration costs, revaluation of contingent shares, insurance claim gain, interest income, and finance costs.

Information regarding each reportable operating segment for the three and six month periods ended June 30, 2012 and 2011 are set out below:

Three month periods ended June 30, 2012	Segment sales revenues		Segment operating income (loss)	
	2012	2011	2012	2011
Canada	\$ 21,425	\$ 18,470	\$ 1,739	\$ 1,218
USA	3,273	2,828	(28)	(487)
Total	<u>\$ 24,698</u>	<u>\$ 21,298</u>	<u>1,711</u>	<u>731</u>
Central administration – property income			826	765
Central administration – expenses			(1,256)	(669)
Revaluation of contingent shares – gain (loss)			(143)	83
Interest income			1	1
Finance costs			(110)	(133)
Income before tax			<u>\$ 1,029</u>	<u>\$ 778</u>

Six month periods ended June 30, 2012	Segment sales revenues		Segment operating income (loss)	
	2012	2011	2012	2011
Canada	\$ 35,424	\$ 32,311	\$ 1,499	\$ 415
USA	5,854	4,560	(713)	(1,412)
Total	<u>\$ 41,278</u>	<u>\$ 36,871</u>	<u>786</u>	<u>(997)</u>
Central administration – property income			1,155	1,111
Central administration – expenses			(1,573)	(758)
Revaluation of contingent shares - loss			(187)	(15)
Interest income			19	14
Finance costs			(214)	(257)
Loss before tax			<u>\$ (14)</u>	<u>\$ (902)</u>

**(a) Canada**

**Sales**

Sales by Canadian operations in the current quarter increased by \$2,955 or 16.0% to \$21,425 from sales of \$18,470 reported in the second quarter of 2011. Most regions contributed to the overall increase in sales. Sales to a large public works project in the West were \$3,016 in the current quarter versus \$2,282 in the prior year quarter. The timing of shipments to the project is governed by the contractor and the project is scheduled to be completed by the end of this year.

Sales in the six month period ended June 30, 2012, increased by \$3,113 or 9.6% to \$35,424 from sales of \$32,311 reported in the first six month period of 2011, with most of the increase being realized in the current quarter.

Sales of building systems' products in both the current quarter and the six month period were on par with sales in the comparative periods of 2011. Sales of building systems are influenced by general construction levels in the residential sector. No significant recovery has been experienced so far in the residential sector and competitor activities remain intense. Maintaining pricing discipline has been a key factor in preserving margins.

**Operating income**

Operating income improved by \$521 or 42.8% to \$1,739 in the current quarter as compared to operating income reported in the comparative quarter of 2011. The improvement in operating income was driven by the combined effects of increased sales, enhanced margins on sales, and a reduction in overhead expenses expressed as a ratio of sales. Customer and product variability contributed to the improved margin as did the combined effects of product price increases and slightly weaker average raw material input costs in the period.

Improvements in operating income were also a feature in the six month period ended June 30, 2012, as compared to operating income in the comparative six month period in 2011. In both 2012 and 2011, stronger second quarter performance reversed operating losses reported in the first quarters of each year, which is typical of seasonality trends. Operating income in the first six months of 2012 was \$1,499 as compared to operating income of \$415 in the comparative period in 2011, an improvement of \$1,084.

**(b) USA**

**Sales**

Sales improved in the Corporation's USA operations in both the three and six month periods of the current year as compared to the prior year periods. In the current quarter, sales increased to \$3,273 representing a \$445 improvement over sales in the prior year quarter. In the current six month period, sales increased to \$5,854 representing a \$1,294 improvement over sales in the comparative six month period in 2011. USA sales in the current quarter maintained the improving trend reported in the two previous quarters and we remain cautiously optimistic that opportunities exist for the trend to continue despite ongoing market and economic challenges in the USA.

**Operating loss**

Operating losses in both the current quarter and the six month period ended June 30, 2012, reduced significantly when compared with the losses reported in each of the comparative periods of 2011 through a combination of increased sales and the ongoing benefits of a cost reduction program completed in 2011. The operating loss of \$28 in the current quarter reduced from \$487 in 2011, an improvement of \$459. The operating loss of \$713 in the six month period ended June 30, 2012, reduced from \$1,412 in the comparative period of 2011, an improvement of \$699. Future increases in sales are expected to result in a profitable segment.

**(c) Central administration expenses**

Central administration expenses in the three and six month periods ended June 30, 2012 were \$1,256 and \$1,573, respectively as compared to expenses of \$669 and \$758, respectively, in the three and six month periods of 2011. Current period expenses included incremental costs of \$609 attributed to acquisition due diligence work plus \$154 of cost attributed to personnel changes. Expenses in the current six month period included incremental costs of \$774 attributed to acquisition due diligence work and \$154 attributed to personnel changes.

**(d) Revaluation of contingent shares**

Contingent shares issued by the Corporation in the first quarter of 2011 are marked-to-market on a periodic basis until the shares are either released from escrow or cancelled. In the current year, the market price of PFB's common shares has appreciated which has resulted in revaluation losses of \$143 and \$187, respectively, in the current reporting periods.

### Segment assets and liabilities

Management measures capital employed using net segmented assets. The reconciliation of segmented assets and segmented liabilities in relation to total consolidated assets and liabilities is set out in the table below:

	As at Jun 30, 2012	As at Dec 31, 2011
<b>Assets</b>		
Segmented assets	\$ 43,831	\$ 35,493
Assets not allocated to segments:		
Cash and cash equivalents	-	9,504
Property	24,471	22,532
Total assets	<u>\$ 68,302</u>	<u>\$ 67,529</u>
<b>Liabilities</b>		
Segmented liabilities	\$ 15,122	\$ 13,611
Liabilities not allocated to segments:		
Contingent consideration	1,143	956
Bank indebtedness (net of cash)	422	
Borrowings	7,160	7,586
Central services deferred taxes	251	344
Total liabilities	<u>\$ 24,098</u>	<u>\$ 22,497</u>
<b>Net segmented assets</b>		
Canada	\$ 23,938	\$ 19,256
USA	4,771	2,626

### Other segment information

	Three month periods ended June 30		Six month periods ended June 30	
	2012	2011	2012	2011
<b>Additions to non-current assets:</b>				
Canada	\$ 50	\$ 138	\$ 261	\$ 754
USA	1,689	96	1,714	2,165
Total	<u>\$ 1,745</u>	<u>\$ 234</u>	<u>\$ 1,975</u>	<u>\$ 2,919</u>
<b>Depreciation and amortization:</b>				
Canada	\$ 452	\$ 466	\$ 913	\$ 926
USA	144	62	228	163
Total	<u>\$ 596</u>	<u>\$ 528</u>	<u>\$ 1,369</u>	<u>\$ 1,252</u>
<b>Inter-segment sales</b>	<u>\$ 646</u>	<u>\$ 842</u>	<u>\$ 1,059</u>	<u>\$ 1,307</u>

### Information about major customers

Included in the Canadian operating segment are sales revenues for the three and six month periods ended June 30, 2012 of \$3,016 and \$5,391, respectively (2011 - \$2,282 and \$6,165, respectively) to the Corporation's largest single customer when measured on an annualized basis. No other single customer represented 10% or more of the Corporation's consolidated sales measured an annualized basis.



## Liquidity and capital resources

### Sources of liquidity

The Corporation expects that future operating cash flows and amounts available to be drawn against approved credit facilities will be sufficient to fund its ongoing business requirements including: working capital; contractual obligations; and payment of regular dividends over the next twelve months.

### Borrowings

As at June 30, 2012, the Corporation had credit facilities available for short and long-term borrowing as maybe required from time-to-time. As a result of an internal corporate reorganization in the USA and a change in ownership of the Corporation's U.S. bank, a USD \$1,500 revolving credit facility (which was subject to eligible marginable accounts receivables and inventory) was cancelled by the bank. The cancellation of the revolving facility is not expected to have any detrimental effects on the Corporation's USA operations. The Corporation's credit facilities contain certain covenants with which the Corporation was in compliance as at June 30, 2012 and 2011.

Borrowings, excluding bank indebtedness, comprise long-term debt and obligations under finance leases. In the six month period ended June 30, 2012, total borrowings reduced from \$7,587 to \$7,161, a reduction of \$426, and mainly as a result of regular scheduled repayments of principal. In the six month period to June 30, 2012, there were no increases in long-term debt financing and additional finance lease obligations were entered into for the routine replacement of automobiles in the amount of \$56.

A term loan financed through a U.S. bank has a repayment date of April 2013. Accordingly, an amount of USD \$543 was reclassified from long-term to current at the end of the second quarter. The term loan is expected to be refinanced in the third quarter.

### Capital structure

The Corporation's capital structure as at June 30, 2012 and December 31, 2011, is outlined in the following table:

	June 30, 2012	December 31, 2011
Borrowings	\$ 7,161	\$ 7,587
Shareholders' equity	44,204	45,032
	<b>\$ 51,365</b>	<b>\$ 52,619</b>

### Cash and bank indebtedness

Cash, cash equivalents and bank indebtedness balances as at June 30, 2012 and December 31, 2011 were as follows:

	June 30, 2012	December 31, 2011
Cash	\$ -	\$ 4,995
Cash equivalents	-	4,509
Bank indebtedness	(422)	
	<b>\$ (422)</b>	<b>\$ 9,504</b>

As is normal in the Corporation's annual reporting cycle, cash and cash equivalent balances typically decrease during the first half year as non-cash working capital balances increase (see changes in non-cash working capital table below) and capital expenditures are incurred. In the current quarter, cash was utilized to acquire property, plant and equipment assets in the USA which were over and above the normally expected levels of capital expenditures.

## Summary of cash flows

A summary of cash flows for the three and six month periods ended June 30, 2012 and 2011 are shown in the following table.

	Three month periods ended June 30		Six month periods ended June 30	
	2012	2011	2012	2011
<b>Cash used in:</b>				
Operating activities	\$ 1,301	\$ (456)	\$ (4,107)	\$ (5,912)
Investing activities	(4,308)	(270)	(4,538)	(2,927)
Financing activities	(646)	(676)	(1,290)	(1,330)
Effects of foreign exchange on cash balances	24	(10)	9	(49)
Decrease in cash and cash equivalents	(3,629)	(1,412)	(9,926)	(10,218)
Cash and cash equivalents – beginning of period	3,207	895	9,504	9,701
Bank indebtedness – end of period	\$ (422)	\$ (517)	\$ (422)	\$ (517)

### Operating activities

Cash provided by operating activities, including changes in non-cash working capital, was \$1,301 in the current quarter as compared to cash used in operating activities of \$456 in the comparative quarter of 2011, an improvement of \$1,757. In the six month period ended June 30, 2012, net operating cash outflow of \$4,107 (2011 - \$5,912) consisted of positive cash flows from operations, before changes in non-cash working capital, of \$1,337 (2011 - \$994) which was offset by increases in non-cash working capital of \$6,015 (see analysis of changes below).

### Investing activities

Cash flows used in investing activities in the current quarter were \$4,308 as compared to \$270 in the comparative quarter of 2011. Purchases of property, plant and equipment (PP&E) in the current quarter were unusually high at \$4,067 and included the acquisition of EPS moulding plant assets located in Lebanon, Ohio, completed in April which comprised a significant portion of the total expenditures in the quarter. Purchase of intangible assets amounted to \$266 in the current quarter and consisted of new purchases and upgrades of application software.

Proceeds realized from the disposal of redundant PP&E amounted to \$25 in the current quarter, a figure similar to that realized in the comparative quarter of 2011.

In the six month period ended June 30, 2012, cash flows used in investing activities were \$4,538 as compared to \$2,927 in the comparative six month period of 2011. In the first quarter of 2011, the Corporation acquired the Precision Craft group of companies based in Idaho, USA. Cash paid net of cash acquired was \$2,063.

### Financing activities

Cash flows used in financing activities in the current quarter were \$646, similar to cash flows of \$676 in the comparative quarter of 2011. In the six month period ended June 30, 2012, cash flows used in financing activities were \$1,290, also similar to cash flows of \$1,330 in the comparative period of 2011. Financing activities primarily consist of scheduled repayments of borrowings and the payment of regular quarterly dividends. In the comparative periods in 2011, shares were repurchased under a Normal Course Issuer Bid. No shares have been repurchased under the Bid so far in the current year.

### Change in non-cash working capital

The changes in non-cash working capital amounts in the six month period ended June 30, 2012 are shown in the following table:

	June 30, 2012	December 31, 2011	Increase (Decrease)
Trade receivables	\$ 13,939	\$ 8,348	\$ 5,591
Inventories	9,341	7,766	1,575
Prepaid expenses	879	556	323
Income taxes payable	(84)	(601)	517
Trade and other payables	(10,298)	(8,309)	(1,989)
Deferred revenue	(2,351)	(2,349)	(2)
	\$ 11,426	\$ 5,411	\$ 6,015

Non-cash working capital increased in the first six months of 2012 by \$6,015. Increases in both trade receivables and inventories are representative of the seasonal trends. Trade receivables balances expand commensurate with increases in sales and feedstock inventories are built or depleted based on sales expectations in the immediately subsequent period. Inventories at the end of June 2012 continue to include increased levels of finished goods held to support a large public works contract.

Trade and other payable balances are typically representative of the level of business activity at a point in time in the fiscal cycle and ending balances can also be influenced by the timing of receipts of goods and services and the payments thereof.

### Change in long-term trade receivables

The Corporation is a material supplier to a contract which is subject to a holdback clause. In the current quarter, the associated long-term receivable of \$704 which was outstanding as at March 31, 2012 (the end of the previous quarter), was reclassified in the current quarter from long-term to current as the balance is expected to be collected in full by June 30, 2013. The Corporation has no other contracts which include significant holdback clauses.

### Share capital

A summary of the Corporation's share capital as at June 30, 2012 and December 31, 2011, is set forth in the following table:

	June 30, 2012 (Three Months)		December 31, 2011 (Twelve Months)	
	No. of Shares	Amount	No. of Shares	Amount
Balance, beginning of period	6,764,203	\$ 20,064	6,612,836	\$ 20,110
Issued as contingent consideration for acquisition <sup>1</sup>	-	-	166,667	-
Repurchased pursuant to a normal course issuer bid	-	-	(15,300)	(46)
Balance, end of period	6,764,203	\$ 20,064	6,764,203	\$ 20,064

<sup>1</sup> 166,667 common shares were issued in February 2011 as contingent consideration for an acquisition. The issued common shares are held in an escrow account and their release is conditional upon the achievement of an earn-out formula over a maximum five-year time horizon.

### Share-based options

The Corporation did not grant any share options in the three and six month periods ended June 30, 2011, and no share options were exercised in those periods.

### Dividends

During the first six months of 2012, the Corporation's Board of Directors declared a regular quarterly dividend of \$0.06 (2011 - \$0.06) per common share which were paid on February 29 and May 31, 2012. Dividends paid by the Corporation qualify as eligible dividends and satisfy the enhanced gross-up and dividend tax credit change enacted under Canadian tax law.

### Normal course issuer bid

In the three month period ended June 30, 2012, the Corporation purchased none (2011 - 5,550) of its common shares under a normal course issuer bid for an aggregate price of \$nil (2011 - \$34), of which, \$nil (2011 - \$16) was charged to retained earnings as premium on redemption of the common shares.

In the six month period ended June 30, 2012, the Corporation purchased none (2011 - 7,250) of its common shares under a normal course issuer bid for an aggregate price of \$nil (2011 - \$44), of which, \$nil (2011 - \$22) was charged to retained earnings as premium on redemption of the common shares.

As a result of the May 9, 2012 announcement regarding the signing of a letter of intent with Nova Chemicals Corporation, the Corporation is considered an insider with respect to the Normal Course Issuer Bid and a blackout period prevails.

### Commitments and contractual obligations

The Corporation's obligations under contractual arrangements including repayments under borrowing arrangements, capital expenditure commitments, performance bonds, and operating lease arrangements are summarized in the Corporation's 2011 annual audited Consolidated Financial Statements and the annual Management's Discussion and Analysis (MD&A) for 2011.

There have been no material changes in the level of commitments and contractual obligations occurring in the first six months of 2012.

## **Financial instruments**

The Corporation's purchases of key raw materials are denominated in USD and it acquired EPS moulding assets in April 2012 denominated in USD. In January 2012, the Corporation entered into a series of forward foreign exchange contracts to purchase USD \$9,500 for settlement at various times between February and July 2012 at a blended exchange rate of CAD \$1.0000 – USD \$0.9938. As at June 30, 2012, there was USD \$1,000 of forward foreign exchange contracts for settlement in July which were marginally in-the-money.

## **Outlook for remainder of 2012**

The Corporation's operations in Canada continue to reflect a stronger economic environment. Order books for products in Canada are expanding and we remain cautiously optimistic regarding sales demand for the remainder of the year. The timing of when orders are required for shipping can be unpredictable as numerous factors outside the Corporation's control influence job-site readiness.

The re-focused operations in the United States, completed in 2011, are delivering annualized cost savings in the current year. However, the residential construction market in the United States is not expected to recover significantly in 2012 which will continue to make demand unpredictable with likely inconsistent trending.

The pricing of the Corporation's major raw material gyrated during the second quarter and remained at slightly elevated levels compared to a year previous after taking into account the effects of changes in exchange rates, as the Canadian dollar has depreciated from stronger levels which existed a year ago. Product selling price increases, announced earlier in the year, have generally been helpful in preserving or expanding margins, and the Corporation is focused on maintaining pricing disciplines in the markets it serves, which is an integral step to mitigating the effects of fluctuating raw material input costs. Increased sales volumes provide opportunities for achieving productivity improvements and lowering unit costs of production.

EPS moulding plant assets acquired in April 2012 and located in Lebanon, Ohio, are expected to be operational sometime during the third quarter of 2012, subject to some start-up work being completed and obtaining necessary operating permits. The asset acquisition forms part of a strategy to expand the operations of the Corporation in the United States. Insulation materials will be supplied by the Lebanon operation to the Corporation's Insulspan SIP manufacturing operations located in Michigan. Additionally, EPS insulation products will be available from the facility for the regional building materials markets.

Cash flows provided by operations together with existing credit facilities are considered adequate to meet all anticipated liquidity requirements in 2012.

## **Off-balance sheet arrangements**

As a regular part of its business, the Corporation's subsidiaries enter into operating lease agreements to use facilities. In the current quarter of 2012, there was no material changes in the operating lease agreements and commitments to those disclosed in the Corporation's 2011 annual MD&A.

The Corporation does not believe it has any off-balance sheet arrangements that have, or are reasonably likely to have, a current or future material effect on the Corporation's financial condition, results of operations, or liquidity. Off balance sheet arrangements include: a defined benefit pension plan; performance bonds; and a small outstanding fixed forward foreign exchange contract.

## **Disclosure controls and procedures**

The Corporation's disclosure controls and procedures have been designed to provide reasonable assurance that all material information relating to PFB and its operations is identified and communicated to the Chief Executive Officer (CEO) and Chief Financial Officer (CFO) as it becomes known so that appropriate decisions can be made regarding public disclosures, as required under the continuous disclosure requirements of securities legislation.

An evaluation of the effectiveness of the design and operation of the Corporation's disclosure controls and procedures was conducted as of June 30, 2012, under the supervision of the CEO and CFO. Based on this evaluation, the CEO and CFO have concluded that the Corporation's disclosure controls and procedures, as defined in National Instrument 52-109, *Certification of Disclosure in Issuers' Annual and Interim Filings*, have been designed to provide reasonable assurance that material information relating to the Corporation, including its consolidated subsidiaries, is made known to them by others in those entities, and to provide reasonable assurance that accurate and complete disclosures in annual and interim filings is completed within the time periods specified.

Notwithstanding the foregoing, no absolute assurances can be made that the Corporation's controls over disclosure will detect or prevent all failures of individuals within the organization to disclose material information otherwise required to be set forth in reports or news releases issued by the Corporation.

## **Internal controls over financial reporting**

Management is responsible for establishing and maintaining adequate internal controls over financial reporting to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial reports for external reporting purposes in accordance with GAAP.

All control systems contain inherent limitations, no matter how well designed and operated. As a result, management acknowledges that the Corporation's internal controls over financial reporting will not prevent or detect all misstatements due to error or fraud. In addition, management's evaluation of controls can provide only reasonable, not absolute, assurance that all control issues that may result in material misstatements, if any, have been detected.

As at June 30, 2012, the CEO and CFO assessed the effectiveness of the Corporation's internal control over financial reporting and concluded that it was effective and that no material weaknesses in the Corporation's internal control over financial reporting had been identified.

## **Critical accounting policies and estimates**

The Corporation's annual audited consolidated financial statements for the year ended December 31, 2011 and its 2011 annual MD&A outlined the accounting policies and estimates that are critical to the understanding of the Corporation's results of operations and its businesses.

## **Subsequent events**

### **Declaration of regular quarterly dividend**

On August 2, 2012, the Board of Directors declared a quarterly dividend of \$0.06 per common share payable on August 31, 2012, to all shareholders of record at the close of business on August 15, 2012.

### **Update on signing of letter of intent**

On May 9, 2012, PFB Corporation and NOVA Chemicals Corporation ("NOVA Chemicals") announced that they had signed a letter of intent for PFB Corporation to acquire NOVA Chemicals' Performance Styrenics business. NOVA Chemicals will acquire an equity stake in the Corporation and hold two seats on the Corporation's Board of Directors following closing. As of the date of this MD&A, a definitive agreement has not been executed. Both parties continue to work diligently on finalizing a definitive agreement, which is now expected to be completed by the end of the third quarter. Accordingly, the acquisition is subject to the definitive agreement being entered into, regulatory approval, and other customary conditions, including approval of the Boards of Directors of both companies, and PFB Corporation's shareholder approval.

## **Related party transactions**

There have been no material changes in related party transactions in the first quarter of 2012. The Board of Directors approved an increase in the fees paid to Aeonian Capital Corporation for management services that was effective January 1, 2012.

## **Risk management and assessment**

Detailed descriptions of the Corporation's risk management and assessment can be found in the Corporation's annual MD&A for 2011. There have been no material changes in the uncertainties and material risk factors facing the Corporation since December 31, 2011 except as noted below.

News reports earlier in the year suggested an imminent global shortage of an ingredient used to make flame retardant compound used by EPS manufacturers as a result of an unexpected outage at a chemicals plant in Germany. The Corporation has secured supply for the balance of this year albeit at increased pricing. It remains unclear how future availability of supply in North American beyond 2012 may be affected. Flame retardant EPS is used extensively in the construction industry.

## **Future accounting standards changes**

Certain new or amended accounting standards changes have been issued by the IASB that are required to be adopted in the current year or future years. The changes and amendments are substantially unchanged from those discussed in the Corporation's 2011 annual MD&A. The Corporation has not early adopted any of the new or amended standards. The changes required to be adopted in fiscal 2012 will have no material impact on the Corporation's reporting.

## **Condensed Consolidated Financial Statements**

### **Notice of non-auditor review of interim condensed consolidated financial statements for the three and six month periods ended June 30, 2012 and 2011**

The accompanying unaudited condensed consolidated financial statements of PFB Corporation for the three and six month periods ended June 30, 2012 and 2011 are the responsibility of the Corporation's management.

The Corporation's independent auditor, Deloitte and Touche LLP, have not performed a review of these interim financial statements in accordance with the standards established by the Canadian Institute of Chartered Accountants for a review of interim financial statements by an entity's auditor.

Dated: August 2, 2012.

## Consolidated Statement of Comprehensive Income (loss)

For the three and six month periods ended June 30, 2012 and 2011

Thousands of Canadian dollars, except share and per share amounts



	Note	Three month period ended June 30		Six month period ended June 30	
		2012	2011	2012	2011
Sales		\$ 24,698	\$ 21,298	\$ 41,278	\$ 36,871
Cost of sales		(19,483)	(16,839)	(33,256)	(30,163)
<b>Gross profit</b>		<b>5,215</b>	<b>4,459</b>	<b>8,022</b>	<b>6,708</b>
Selling expenses		(2,142)	(2,278)	(4,248)	(4,517)
Administrative expenses		(2,001)	(1,230)	(3,449)	(2,557)
Other income (loss)		209	(124)	43	(278)
<b>Operating income (loss)</b>		<b>1,281</b>	<b>827</b>	<b>368</b>	<b>(644)</b>
Revaluation of contingent shares – gain (loss)		(143)	83	(187)	(15)
Interest income		1	1	19	14
Finance costs		(110)	(133)	(214)	(257)
<b>Income (loss) before tax</b>		<b>1,029</b>	<b>778</b>	<b>(14)</b>	<b>(902)</b>
Income tax recovery (expense)		(279)	(197)	4	262
<b>Income (loss) for the period</b>		<b>750</b>	<b>581</b>	<b>(10)</b>	<b>(640)</b>
<b>Other comprehensive income (loss), net of income tax</b>					
Exchange differences on translating foreign operations (net of tax \$nil)		(5)	1	(5)	13
<b>Total comprehensive income (loss) for the period</b>		<b>\$ 745</b>	<b>\$ 582</b>	<b>\$ (15)</b>	<b>\$ (627)</b>
<b>Earnings (loss) per share - \$ per share</b>					
Basic	4	\$ 0.12	\$ 0.09	\$ 0.00	\$ (0.10)
Diluted	4	\$ 0.11	\$ 0.08	\$ 0.00	\$ (0.10)
Weighted average number of common shares outstanding		<b>6,597,536</b>	6,607,628	<b>6,597,536</b>	6,609,834

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



# Consolidated Balance Sheets

As at June 30, 2012 and 2011, and December 31, 2011

Thousands of Canadian dollars



	Note	June 30, 2012	June 30, 2011	December 31, 2011
<b>ASSETS</b>				
<b>Current assets</b>				
Cash and cash equivalents		\$ -	\$ -	\$ 9,504
Trade receivables		13,939	12,849	8,348
Inventories	5	9,341	10,437	7,766
Income taxes recoverable		-	346	-
Prepaid expenses		879	685	556
<b>Total current assets</b>		<b>24,159</b>	<b>24,317</b>	<b>26,174</b>
<b>Non-current assets</b>				
Long-term trade receivables		-	385	621
Property, plant and equipment	6	40,060	37,145	37,127
Intangible assets	7	1,638	1,485	1,459
Goodwill		1,732	1,672	1,731
Accrued benefit asset		213	130	213
Deferred income tax assets		500	680	204
<b>Total non-current assets</b>		<b>44,143</b>	<b>41,497</b>	<b>41,355</b>
<b>Total assets</b>		<b>\$ 68,302</b>	<b>\$ 65,814</b>	<b>\$ 67,529</b>
<b>LIABILITIES</b>				
<b>Current Liabilities</b>				
Bank indebtedness		\$ 422	\$ 517	\$ -
Trade and other payables		10,298	8,285	8,309
Deferred revenue		2,351	2,975	2,349
Income taxes payable		84	-	601
Borrowings		1,439	933	942
<b>Total current liabilities</b>		<b>14,594</b>	<b>12,710</b>	<b>12,201</b>
<b>Non-current liabilities</b>				
Borrowings		5,722	7,602	6,645
Contingent consideration		1,143	983	956
Deferred income tax liabilities		2,639	2,462	2,695
<b>Total non-current liabilities</b>		<b>9,504</b>	<b>11,047</b>	<b>10,296</b>
<b>Total liabilities</b>		<b>24,098</b>	<b>23,757</b>	<b>22,497</b>
<b>SHAREHOLDERS' EQUITY</b>				
Common shares	8	20,064	20,088	20,064
Equity-settled employee benefits reserve		384	384	384
Foreign currency translation reserve		49	58	54
Retained earnings		23,707	21,527	24,530
<b>Shareholders' equity</b>		<b>44,204</b>	<b>42,057</b>	<b>45,032</b>
<b>Total liabilities and shareholders' equity</b>		<b>\$ 68,302</b>	<b>\$ 65,814</b>	<b>\$ 67,529</b>

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



## Consolidated Statement of Changes in Equity

As at June 30, 2012 and 2011, December 31 2011, and January 1, 2011

Thousands of Canadian dollars, except number of shares



	Note	Common shares		Equity-settled employee benefits reserve	Foreign currency translation reserve	Retained earnings	Total
		No. of Shares	Share capital				
<b>Balance at January 1, 2011</b>		6,612,836	\$ 20,110	\$ 384	\$ 45	\$ 22,992	\$ 43,531
Loss for the period		-	-	-	-	(640)	(640)
Other comprehensive income for the period, net of tax		-	-	-	13	-	13
Total comprehensive loss for the period		-	-	-	13	(640)	(627)
Payment of dividends	8	-	-	-	-	(803)	(803)
Issued as contingent consideration for acquisition <sup>1</sup>		166,667	-	-	-	-	-
Repurchased pursuant to normal course issuer bid	8	(7,250)	(22)	-	-	(22)	(44)
<b>Balance at June 30, 2011</b>		<b>6,772,253</b>	<b>\$ 20,088</b>	<b>\$ 384</b>	<b>\$ 58</b>	<b>\$ 21,527</b>	<b>\$ 42,057</b>
Income for the period		-	-	-	-	3,842	3,843
Other comprehensive loss for the period, net of tax		-	-	-	(4)	-	(4)
Total comprehensive income for the period		-	-	-	(4)	3,842	3,838
Payment of dividends	8	-	-	-	-	(822)	(822)
Repurchased pursuant to normal course issuer bid	8	(8,050)	(24)	-	-	(17)	(41)
<b>Balance at December 31, 2011</b>		<b>6,764,203</b>	<b>\$ 20,064</b>	<b>\$ 384</b>	<b>\$ 54</b>	<b>\$ 24,530</b>	<b>\$ 45,032</b>
Loss for the period		-	-	-	-	(10)	(10)
Other comprehensive (loss) for the period, net of tax		-	-	-	(5)	-	(5)
Total comprehensive loss for the period		-	-	-	(5)	(10)	(15)
Payment of dividends	8	-	-	-	-	(813)	(813)
<b>Balance at June 30, 2012</b>		<b>6,764,203</b>	<b>\$ 20,064</b>	<b>\$ 384</b>	<b>\$ 49</b>	<b>\$ 23,707</b>	<b>\$ 44,204</b>

<sup>1</sup> 166,667 common shares were issued in February 2011 as contingent consideration for an acquisition. The issued common shares are held in an escrow account and will be released upon achievement of an earn-out formula. As at June 30, 2012 the contingent shares had a value of \$1,143 (December 31, 2011 - \$956) based on the market price of PFB's shares, and none of the shares were released from the escrow account (December 31, 2011 - no shares released).

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

# Consolidated Statement of Cash Flows

For the three and six month periods ended June 30, 2012 and 2011

Thousands of Canadian dollars



	Note	Three month periods ended June 30		Six month periods ended June 30	
		2012	2011	2012	2011
<b>CASH PROVIDED BY (USED IN) OPERATING ACTIVITIES</b>					
Income (loss) for the period		\$ 750	\$ 581	\$ (10)	\$ (640)
Adjustments for items not affecting cash and cash equivalents:					
Depreciation and amortization expense:					
Cost of sales	6,7	691	688	1,352	1,331
Selling expenses	6,7	86	103	171	173
Administrative expenses	6,7	45	20	83	77
(Gain) loss on disposal of property, plant and equipment		(11)	53	(8)	34
Revaluation of contingent consideration – (gain) loss		143	(83)	187	15
Deferred income tax – expense (recovery)		(69)	46	(352)	(255)
Unrealized foreign exchange (gain) loss		(233)	56	(86)	259
		<b>1,402</b>	1,464	<b>1,337</b>	994
Changes in non-cash working capital	11	(759)	(1,711)	(6,015)	(6,552)
Changes in long-term trade receivables		704	(191)	621	(308)
Unrealized foreign exchange loss relating to non-cash working capital		(46)	(18)	(50)	(46)
Net cash used in operating activities		<b>1,301</b>	(456)	<b>(4,107)</b>	(5,912)
<b>CASH FLOWS FROM (USED IN) INVESTING ACTIVITIES</b>					
Purchase of property, plant and equipment	6	(4,067)	(235)	(4,297)	(857)
Purchase of intangible assets	7	(266)	(61)	(266)	(61)
Cash paid on acquisition (net of cash acquired)		-	-	-	(2,063)
Proceeds from disposal of property, plant and equipment		25	26	25	54
Net cash used in investing activities		<b>(4,308)</b>	(270)	<b>(4,538)</b>	(2,927)
<b>CASH FLOWS USED IN FINANCING ACTIVITIES</b>					
Repayment of borrowings		(239)	(236)	(477)	(483)
Dividends paid	8	(407)	(406)	(813)	(803)
Repurchase of common shares	8	-	(34)	-	(44)
Net cash used in financing activities		<b>(646)</b>	(676)	<b>(1,290)</b>	(1,330)
Effects of exchange rate changes on the balance of cash held in foreign currencies – (gain) loss		24	(10)	9	(49)
<b>Net decrease in cash and cash equivalents</b>		<b>(3,629)</b>	(1,412)	<b>(9,926)</b>	(10,218)
Cash and cash equivalents at the beginning of the period		3,207	895	9,504	9,701
<b>Bank indebtedness at the end of the period</b>		<b>\$ (422)</b>	\$ (517)	<b>\$ (422)</b>	\$ (517)
<b>Supplementary cash flow information - cash flows for interest and taxes</b>					
Cash interest paid		(110)	(257)	(214)	(381)
Cash interest received		1	14	19	27
Income tax paid		(201)	(82)	(850)	(179)

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

# Notes to the Consolidated Financial Statements

For the three and six month periods ended June 30, 2012 and 2011

Thousands of Canadian dollars



## 1. General information

PFB Corporation (the “Corporation”) is a Canadian public company incorporated under the Alberta Business Corporations Act and has its head office in Calgary, Alberta, Canada. The Corporation’s corporate office is located at 100, 2886 Sunridge Way NE, Calgary, Alberta, Canada T1Y 7H9. The principal business activity of the Corporation is manufacturing insulating building products made from expanded polystyrene materials and marketing these products in North America.

The Corporation’s wholly-owned subsidiaries operate manufacturing facilities and sales operations in the provinces of British Columbia, Alberta, Saskatchewan, Manitoba, and Ontario in Canada, and in the States of Michigan, and Idaho, USA.

## 2. Significant accounting policies

### 2.1 Statement of compliance

The condensed unaudited consolidated financial statements for the three and six month periods ended June 30, 2012 and 2011, have been prepared in accordance with International Accounting Standard (IAS) 34 Interim Financial Reporting using the accounting policies that the Corporation adopted in its consolidated financial statements for the year ended December 31, 2011.

The condensed unaudited consolidated financial statements should be read in conjunction with the Corporation’s audited financial statements for the year ended December 31, 2011, which were prepared in accordance with International Financial Reporting Standards (“IFRS”) as issued by the International Accounting Standards Board.

## 3. Segment information

The Corporation has two reportable operating segments, Canada and the USA, and each segment mirrors the Corporation’s accounting policies (as described in Note 2 of the audited consolidated financial statements for the year ended December 31, 2011) and its internal controls and reporting systems. Segment performance predominantly focuses on the types of goods and services provided and their geographical locations.

The Corporation’s chief operating decision makers’ evaluate segment performance for which they are responsible on the basis of operating income or loss, as reported to them on a periodic basis. This performance measure is considered to be the most relevant in evaluating the results of each operating segment.

### 3.1 Segment revenues and income

Segment sales represent sales revenues directly attributable to each segment. Inter-segment sales in the current year have been eliminated (see supplemental disclosure below). There are varying levels of integration between each segment.

Segment operating income represents income earned by each segment without allocation of central administration income and costs, revaluation of contingent shares, interest income, and finance costs.

Information regarding each reportable operating segment for the three month periods ended June 30, 2012 and 2011 are set out below:

Three month periods ended June 30, 2012	Segment sales revenues		Segment operating income (loss)	
	2012	2011	2012	2011
Canada	\$ 21,425	\$ 18,470	\$ 1,739	\$ 1,218
USA	3,273	2,828	(28)	(487)
Total	\$ 24,698	\$ 21,298	1,711	731
Central administration – property income			826	765
Central administration – expenses			(1,256)	(669)
Revaluation of contingent shares – gain (loss)			(143)	83
Interest income			1	1
Finance costs			(110)	(133)
Income before tax			\$ 1,029	\$ 778

# Notes to the Consolidated Financial Statements

For the three and six month periods ended June 30, 2012 and 2011

Thousands of Canadian dollars



Information regarding each reportable operating segment for the six month periods ended June 30, 2012 and 2011 are set out below:

Six month periods ended June 30, 2012	Segment sales revenues		Segment operating income (loss)	
	2012	2011	2012	2011
Canada	\$ 35,424	\$ 32,311	\$ 1,499	\$ 415
USA	5,854	4,560	(713)	(1,412)
Total	\$ 41,278	\$ 36,871	786	(997)
Central administration – property income			1,155	1,111
Central administration – expenses			(1,573)	(758)
Revaluation of contingent shares - loss			(187)	(15)
Interest income			19	14
Finance costs			(214)	(257)
Loss before tax			\$ (14)	\$ (902)

### 3.2 Segment assets and liabilities

Management measures capital employed using net segmented assets. The reconciliation of segmented assets and segmented liabilities in relation to total consolidated assets and liabilities is set out in the table below:

	As at June 30, 2012	As at December 31, 2011
<b>Assets</b>		
Segmented assets	\$ 43,831	\$ 35,493
Assets not allocated to segments:		
Cash and cash equivalents	-	9,504
Property	24,471	22,532
Total assets	\$ 68,302	\$ 67,529
<b>Liabilities</b>		
Segmented liabilities	\$ 15,122	\$ 13,611
Liabilities not allocated to segments:		
Contingent consideration	1,143	956
Bank indebtedness (net of cash)	422	-
Borrowings	7,160	7,586
Central services deferred taxes	251	344
Total liabilities	\$ 24,098	\$ 22,497
<b>Net segmented assets</b>		
Canada	\$ 23,938	\$ 19,256
USA	4,771	2,626

## Notes to the Consolidated Financial Statements

For the three and six month periods ended June 30, 2012 and 2011

Thousands of Canadian dollars



### 3.3 Other segment information

	Three month periods ended June 30		Six month periods ended June 30	
	2012	2011	2012	2011
<b>Additions to non-current assets:</b>				
Canada	\$ 50	\$ 138	\$ 261	\$ 754
USA	1,689	96	1,714	2,165
Total	\$ 1,745	\$ 234	\$ 1,975	\$ 2,919
<b>Depreciation and amortization:</b>				
Canada	\$ 452	\$ 466	\$ 913	\$ 926
USA	144	62	228	163
Total	\$ 596	\$ 528	\$ 1,369	\$ 1,252
<b>Inter-segment sales</b>	<b>\$ 646</b>	<b>\$ 842</b>	<b>\$ 1,059</b>	<b>\$ 1,307</b>

### 3.4 Information about major customers

Included in the Canadian operating segment are sales revenues for the three and six month periods ended June 30, 2012 of \$3,016 and \$5,391, respectively (2011 - \$2,282 and \$6,165, respectively) to the Corporation's largest single customer when measured on an annualized basis. No other single customer represented 10% or more of the Corporation's consolidated sales measured an annualized basis.

## 4. Earnings (loss) per share

The following table sets forth the reconciliation of basic and diluted earnings (loss) per share:

	Three month periods ended June 30		Six month periods ended June 30	
	2012	2011	2012	2011
Income (loss) for the period	\$ 750	\$ 581	\$ (10)	\$ (640)
Weighted average number of common shares outstanding – basic	6,597,536	6,607,628	6,597,536	6,609,834
Effect of:				
Dilutive stock options <sup>1</sup>	-	-	-	-
Contingent consideration <sup>2</sup>	166,667	166,667	-	-
Weighted average number of common shares outstanding - diluted	6,764,203	6,774,295	6,597,536	6,609,834
Earnings (loss) per share:				
Basic	\$ 0.12	\$ 0.09	\$ 0.00	\$ (0.10)
Diluted	\$ 0.11	\$ 0.08	\$ 0.00	\$ (0.10)

<sup>1</sup> 150,000 stock options granted in the third quarter of 2007 were anti-dilutive as at June 30, 2012 and 2011. Therefore, they have not been included in the calculation of diluted shares in the above table.

<sup>2</sup> In February 2011, 166,667 common shares were issued as contingent consideration as part of the acquisition of the Precision Craft companies and the contingent shares are held in an escrow account and subject to an earn-out agreement. In the three month periods ended June 30, 2012 and 2011, the contingent shares are deemed to be dilutive and are included in the calculation of diluted shares in the above table. In the six month periods ended June 30, 2012 and 2011, as a result of reported losses, the contingent shares are deemed to be anti-dilutive and have been excluded from the calculation of diluted shares in the above table for those periods.

## Notes to the Consolidated Financial Statements

For the three and six month periods ended June 30, 2012 and 2011

Thousands of Canadian dollars



### 5. Inventories

	As at June 30, 2012	As at December 31, 2011
Raw materials	\$ 4,000	\$ 3,974
Work in progress	1,909	1,304
Finished goods	3,432	2,488
	<b>\$ 9,341</b>	<b>\$ 7,766</b>

The cost of inventories recognized as an expense in cost of sales during the three and six month periods ended June 30, 2012, was \$18,643 and \$30,178 (2011 - \$14,879 and \$26,836), respectively.

The cost of inventories recognized as an expense during the three and six month periods ended June 30, 2012, includes \$7 and \$20 (2011 - \$42 and \$58), respectively, in respect of write-downs of inventory to net realizable value. There were no reversals of any cost to net realizable write-downs in either of the three month and six periods ended June 30, 2012 or 2011.

Eligible inventories held by the Corporation's Canadian subsidiary have been pledged as security with a Canadian bank in support of revolving credit facilities.

## Notes to the Consolidated Financial Statements

For the three and six month periods ended June 30, 2012 and 2011

Thousands of Canadian dollars



### 6. Property, plant and equipment

Asset class	Useful life	As at June 30, 2012	As at December 31, 2011
Carrying amounts of:			
Freehold land	Unlimited useful life, not depreciated	\$ 5,557	\$ 5,170
Buildings	15 to 40 years	19,398	17,947
Plant and equipment	3 to 20 years	13,802	12,936
Equipment under finance lease	The expected useful life or the term of the lease	441	541
Assets under construction	Depreciation commences when the asset is available for use as intended by management	862	533
		\$ 40,060	\$ 37,127

Cost	Freehold land	Buildings	Plant and equipment	Equipment under finance lease	Assets under construction	Total
<b>Balance at January 1, 2011</b>	<b>\$ 5,160</b>	<b>\$ 26,516</b>	<b>\$ 30,622</b>	<b>\$ 767</b>	<b>\$ 52</b>	<b>\$ 63,117</b>
Additions	-	973	53	277	1,228	2,531
Disposal of PP&E assets	-	(297)	(663)	(162)	-	(1,122)
Acquisition through business combination	-	301	959	-	-	1,260
Transfer between asset groups	-	-	748	-	(748)	-
Effect of foreign currency exchange	10	95	61	1	1	168
<b>Balance at December 31, 2011</b>	<b>5,170</b>	<b>27,588</b>	<b>31,780</b>	<b>883</b>	<b>533</b>	<b>65,954</b>
Additions	375	1,946	1,436	56	540	4,353
Disposal of PP&E assets	-	-	(286)	(80)	-	(366)
Transfer between asset groups	-	132	233	(6)	(359)	-
Effect of foreign currency exchange	12	(22)	(19)	-	148	119
<b>Balance at June 30, 2012</b>	<b>\$ 5,557</b>	<b>\$ 29,644</b>	<b>\$ 33,144</b>	<b>\$ 853</b>	<b>\$ 862</b>	<b>\$ 70,060</b>

Accumulated Depreciation	Freehold land	Buildings	Plant and equipment	Equipment under finance lease	Assets under construction	Total
<b>Balance at January 1, 2011</b>	<b>\$ -</b>	<b>\$ 8,770</b>	<b>\$ 17,516</b>	<b>\$ 288</b>	<b>\$ -</b>	<b>\$ 26,574</b>
Depreciation expense	-	943	1,887	190	-	3,020
Disposal of PP&E assets	-	(80)	(588)	(136)	-	(804)
Effect of foreign currency exchange	-	8	29	-	-	37
<b>Balance at December 31, 2011</b>	<b>-</b>	<b>9,641</b>	<b>18,844</b>	<b>342</b>	<b>-</b>	<b>28,827</b>
Depreciation expense	-	526	884	106	-	1,516
Disposal of PP&E assets	-	-	(273)	(76)	-	(349)
Transfer between asset groups	-	79	(119)	40	-	-
Effect of foreign currency exchange	-	-	6	-	-	6
<b>Balance at June 30, 2012</b>	<b>\$ -</b>	<b>\$ 10,246</b>	<b>\$ 19,342</b>	<b>\$ 412</b>	<b>\$ -</b>	<b>\$ 30,000</b>

Depreciation commences when assets are available for use. Depreciation expense for the three and six month periods ended June 30, 2012, in the amounts of \$668 and \$1,321 (2011 - \$650 and \$1,283) respectively, is included in cost of sales, with amounts of \$65 and \$129 (2011 - \$73 and \$142) respectively, included in selling expenses, and amounts of \$34 and \$66 (2011 - \$13 and \$63) respectively, included in administrative expenses.

## Notes to the Consolidated Financial Statements

For the three and six month periods ended June 30, 2012 and 2011

Thousands of Canadian dollars



The Corporation's obligations under finance leases are secured by the lessors' title to the leased assets which have a carrying amount of \$477 (December 31, 2011 - \$526).

### 7. Intangible assets

	Useful life	As at June 30, 2012	As at December 31, 2011
Carrying amounts of:			
Patents	17 years	\$ 39	\$ 41
Product development costs	3 years	8	21
Software	3 to 5 years	569	361
Registered trade name	Indefinite life – not amortized	963	961
Order backlog	Over the lives of the contracts (up to 3 years)	30	46
Non-compete agreement	2 years commencing in 2013 when contract commences	29	29
		\$ 1,638	\$ 1,459

Cost	Patents	Product development costs	Software	Registered trade names	Order backlog	Non-compete agreement	Total
<b>Balance at January 1, 2011</b>	\$ 70	\$ 902	\$ 1,872	\$ -	\$ -	\$ -	\$ 2,844
Additions	-	-	108	-	-	-	108
Acquisition through business combination	-	-	297	934	147	28	1,406
Disposal of intangible assets	-	-	(201)	-	-	-	(201)
Effect of foreign currency exchange	-	3	9	27	4	1	44
<b>Balance at December 31, 2011</b>	<b>70</b>	<b>905</b>	<b>2,085</b>	<b>961</b>	<b>151</b>	<b>29</b>	<b>4,201</b>
Additions	-	-	266	-	-	-	266
Disposal of Intangible assets	-	-	(59)	-	-	-	(59)
Effect of foreign currency exchange	-	-	-	2	-	-	2
<b>Balance at June 30, 2012</b>	<b>\$ 70</b>	<b>\$ 905</b>	<b>\$ 2,292</b>	<b>\$ 963</b>	<b>\$ 151</b>	<b>\$ 29</b>	<b>\$ 4,410</b>

Accumulated Amortization	Patents	Product development costs	Software	Registered trade names	Order backlog	Non-compete agreement	Total
<b>Balance at January 1, 2011</b>	\$ 24	\$ 851	\$ 1,819	\$ -	\$ -	\$ -	\$ 2,694
Amortization expense	5	28	103	-	102	-	238
Disposal of intangible assets	-	-	(201)	-	-	-	(201)
Effect of foreign currency exchange	-	5	3	-	3	-	11
<b>Balance at December 31, 2011</b>	<b>29</b>	<b>884</b>	<b>1,724</b>	<b>-</b>	<b>105</b>	<b>-</b>	<b>2,742</b>
Amortization expense	2	13	59	-	16	-	90
Disposal of Intangible assets	-	-	(59)	-	-	-	(59)
Effect of foreign currency exchange	-	-	(1)	-	-	-	(1)
<b>Balance at June 30, 2012</b>	<b>\$ 31</b>	<b>\$ 897</b>	<b>\$ 1,723</b>	<b>\$ -</b>	<b>\$ 121</b>	<b>\$ -</b>	<b>\$ 2,772</b>

Amortization expense for the three and six month periods ended June 30, 2012, in the amounts of \$23 and \$31 (2011 - \$39 and \$48) respectively, is included in cost of sales, amounts of \$21 and \$42 (2011 - \$30 and \$31) respectively, is included in selling expenses, and amounts of \$11 and \$17 (2011 - \$7 and \$14) respectively, is included in administrative expenses.



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## 8. Issued capital

### 8.1 Normal Course Issuer Bid

In September 2011, the Corporation obtained approval from the Toronto Stock Exchange to renew its Normal Course Issuer Bid program for a 12-month period which commenced on September 6, 2011 and ends no later than September 5, 2012. The renewal allows the Corporation to purchase, no later than September 5, 2012, up to a maximum of 338,505 of its common shares representing 5% of the Corporation's 6,770,103 issued and outstanding common shares as at August 22, 2011, subject to daily maximum purchases of 1,000 common shares. The Corporation will purchase from time to time its common shares at market prices by means of open market transactions on the Toronto Stock Exchange.

In the three and six month periods ended June 30, 2012, the Corporation purchased none (2011 – 5,550 and 7,250, respectively) of its common shares under the Normal Course Issuer Bid for an aggregate price of \$Nil (2011 - \$34 and \$44, respectively), of which \$Nil (2011 - \$16 and \$22, respectively) was charged to retained earnings as premium on redemption of the common shares.

### 8.2 Dividends

In the three and six month periods ended June 30, 2012 and 2011, the Corporation's Board of Directors declared regular quarterly dividends of \$0.06 (2011 – \$0.06) per common share which were paid in February and May of each year.

## 9. Financial instruments

### 9.1 Capital management

The Corporation manages its capital to ensure that its subsidiaries will be able to continue as going concerns, maximizing the return to shareholders through the optimization of the debt and equity, and safeguarding corporate assets.

The capital structure of the Corporation consists of net debt (borrowings offset by cash and cash equivalents) and equity of the Corporation (comprising issued capital, reserves, and retained earnings as detailed in the consolidated statement of changes in equity).

The Corporation's capital structure, net of cash and cash equivalents, as at June 30, 2012 and December 31, 2011, is as outlined in the following table:

	As at June 30, 2012	As at December 31, 2011
Borrowings	\$ 7,161	\$ 7,587
Less: cash and cash equivalents	-	(9,504)
Add: bank indebtedness	422	
Net debt (surplus cash)	\$ 7,583	(1,917)
Shareholders' equity	\$ 44,204	\$ 45,032
Net debt to equity ratio	17.2 %	N/A

The Corporation considers the amount of capital it requires in proportion to the associated risks. Adjustments may be made to the Corporation's capital structure in light of changes in economic conditions and the risk characteristics of the underlying assets. The capital structure can be maintained or adjusted in a variety of ways as circumstances may change, including: adjusting the amount of dividends paid to shareholders; purchasing shares for cancellation (Normal Course Issuer Bid); issuing new shares; and increasing or repaying borrowings.

The Corporation pursues its capital management objectives by prudently managing the capital generated through internal growth of its operations, optimizing the use of lower cost capital when required, and raising share capital, when deemed appropriate, to fund significant strategic growth initiatives.

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The Corporation's Canadian subsidiary is subject to certain covenants on its credit facilities, one of which is a financial covenant to maintain a Fixed Charge Coverage of not less than 1.25:1. Fixed Charge Coverage is defined as the ratio of EBITDA (profit from continuing operations, excluding extraordinary gains or losses, plus interest expense and income taxes accrued during the year, plus depreciation and amortization expenses deducted in the year) plus payments under operating leases less cash income taxes and unfunded capital expenditures to fixed charges. Fixed charges are defined as the total of interest expense, scheduled principal payments in respect of funded debt, payments under operating leases, and corporate distributions. The Corporation has also provided a guarantee and postponement of claim to support certain facilities of subsidiaries. The Corporation monitors compliance with its covenant ratio on a quarterly basis and reports any exceptions to its Board of Directors. As at June 30, 2012 and December 31, 2011, the Corporation was in compliance with the financial covenant.

## 9.2 Categories of financial instruments

The Corporation, through its financial assets and liabilities, is exposed to a variety of risks that may affect the fair value of its financial instruments with each carrying varying degrees of significance which could affect the Corporation's ability to achieve its strategic objectives of growing its operations and increasing shareholder returns.

A summary of the classifications and carrying values of financial instruments held by the Corporation as at June 30, 2012 and December 31, 2011, are stated in the following table:

	As at June 30, 2012		As at December 31, 2011	
	Carrying Value	Fair Value	Carrying Value	Fair Value
<b>Financial assets:</b>				
FVTPL:				
Cash	\$ -	\$ -	\$ 4,995	\$ 4,995
Cash equivalents	\$ -	\$ -	4,509	4,509
<b>Financial liabilities:</b>				
FVTPL:				
Bank indebtedness (net of cash)	\$ 422	\$ 422	\$ -	\$ -
Contingent consideration	1,143	1,143	956	956

As at June 30, 2012, the bank indebtedness balance of \$422 (December 31, 2011 - \$nil, cash \$4,995) included cash of \$326 (December 31, 2011 - \$299) which is controlled separately from regular cash balances used in operations. The \$326 (December 31, 2011 - \$299) represents cash collected from certain customers in the USA which is used to pay suppliers and sub-contractors which supply goods and or services to those specific customer contracts.

The fair values of cash and cash equivalents and bank indebtedness approximate their carrying values due to the short-term maturity of those instruments. Contingent consideration is marked-to-market at each period end.

The following fair value hierarchy prioritizes the inputs to valuation techniques used to measure fair value of financial instruments classified as FVTPL. The three levels of the fair value hierarchy are described below:

- Level 1: Fair values based on unadjusted quoted prices in active markets that are accessible at the measurement date for identical assets or liabilities.
- Level 2: Fair values based on quoted prices in markets that are not active or model inputs that are observable either directly or indirectly for substantially the full term of the asset or liability.
- Level 3: Fair values based on prices or valuation techniques that require inputs that are both unobservable and significant to the overall fair value measurement.

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The following table presents the Corporation's fair value hierarchy for those assets and liabilities measured at fair value on a recurring basis as of June 30, 2012, and December 31, 2011:

	Level 1	Level 2	Level 3
<b>FVTPL</b>			
<b>Financial assets:</b>			
Cash and cash equivalents			
June 30, 2012	\$ -	\$ -	\$ -
December 31, 2011	9,504	-	-
<b>Financial liabilities:</b>			
Bank indebtedness			
June 30, 2012	\$ 422	\$ -	\$ -
December 31, 2011	-	-	-
Contingent consideration			
June 30, 2012	\$ 1,143	\$ -	\$ -
December 31, 2011	956	-	-

## 9.3 Credit risk management

Credit risk is defined as the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge its obligation.

The Corporation's exposure to credit risk is associated with accounts receivable and the potential risk that a customer will be unable to pay amounts due. Allowances for doubtful accounts and bad debts are estimated and maintained as at the balance sheet date. The amounts reported for accounts receivables in the balance sheet are net of allowances for doubtful accounts and bad debts and the net carrying value represents the Corporation's maximum exposure to credit risk.

The Corporation's subsidiaries provide trade credit to their customers in the normal course of business and the Corporation's credit policy is universally adopted across all businesses. The policy requires the credit history of each new customer to be closely examined before credit is granted, which may involve performing solvency tests if a particular account is expected to become significant. It is not normal practice to require customers' to provide collateral or security as a condition of approving trade credit. The diversity of the Corporation's customer base and product offering combine to minimize overall exposures to credit risks.

Customers ordering highly-customized manufactured products, usually involving detailed design work, are required to make advance payments at various predefined stages of a sales contract. All payments received in advance are reported as customer deposits under the current liability section of the balance sheet. Final contract balances are typically required to be paid in full before products are shipped.

Management diligently reviews past due accounts receivable balances on a weekly basis to monitor potential credit risks. Accounts are considered for impairment on a case-by-case basis when they are past due or when objective evidence is received that a customer may default. A number of factors are considered in determining the likelihood of impairment. All bad debt write-offs and changes in the doubtful accounts receivable reserve are expensed or credited, as applicable, to sales and marketing expenses in profit and loss.

PFB believes that credit risk associated with its accounts receivable is limited for the following reasons:

- Trade receivable balances are spread amongst a broad customer base which is geographically dispersed.
- The aging profile of accounts receivables balances is systematically monitored by management.
- Larger customers are offered a discount of 1% off invoice value if full payment is received by an agreed date in the month following the month of sale.
- Payments for highly-customized orders are received in advance of products being shipped.

In the three and six month periods ended June 30, 2012, sales to a single external customer accounted for 12.2% and 13.1% (2011 – 10.7% and 16.7%) respectively, of total consolidated sales for the period.

The credit risk on cash balances is limited because the counterparties are large commercial banks in Canada and the United States.

# Notes to the Consolidated Financial Statements

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Interest collected from customers on payment of past due accounts receivable balances is included in investment income in the consolidated statement of comprehensive income.

## 9.4 Foreign currency risk management and sensitivity analysis

Currency risk is defined as the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates.

The Corporation operates in both Canada and the United States of America and is exposed to foreign exchange risks arising from changes in foreign exchange rates between the two countries. At the present time, the Corporation has a net exposure to the United States dollar, as the prices of most raw material supplies used in its businesses are denominated in U.S. dollars. Raw material supplies which are denominated in U.S. dollars are usually paid within thirty days or less of receiving actual deliveries, which is consistent with industry practices.

The following tables detail the Corporation's exposure to foreign currency risk as at June 30, 2012 and December 31, 2011, including a sensitivity analysis to changes in foreign exchange rates.

	As at June 30, 2012			As at December 31, 2011		
	USD values held	Assumed change in currency	Effect on after tax income (loss)	USD values held	Assumed change in currency	Effect on after tax income (loss)
Net monetary assets	\$ 1,698	5.0%	\$ 85	\$ 2,347	5.0%	\$ 117
Net monetary liabilities	(2,570)	5.0%	(129)	(3,518)	5.0%	(176)

Periodically, management may commit to entering into foreign exchange contracts to attempt to protect earnings against relatively short-term fluctuations in exchange rates. In such cases, management attempts to make informed judgements in entering such transactions but there is a possibility that markets may not respond in ways predicted. To the extent that the Corporation does not fully hedge its foreign currency exposure and exchange rate risk, or the Corporation's subsidiaries are not able to or do not raise their selling prices accordingly when exchange rates are moving in an unfavourable direction, the profitability of the business could be adversely affected. The Corporation does not enter into currency driven derivative financial instruments for speculative purposes. In January 2012, the Corporation entered into a series of foreign exchange contracts to purchase USD \$9,500 for settlement at various times between February and July 2012 at a blended exchange rate of CAD \$1.0000 – USD \$0.9938. As at June 30, 2012, the value of unused contracts was USD \$1,000 (2011 - \$Nil) and were marginally in-the-money.

## 9.5 Interest rate risk management and sensitivity analysis

Interest rate risk is defined as the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates.

The Corporation is exposed to interest rate risk on a small portion of its borrowing commitments and it does not currently hold any financial instruments to mitigate those risks. Management believes that the potential adverse impact of interest rate fluctuations on the current level of borrowings exposed to interest rate risk will not be significant in relation to its expected future earnings.

As at June 30, 2012, the Corporation had in place a combination of revolving and non-revolving credit facilities with a Canadian bank. As at June 30, 2012, \$1,295 of the revolving credit facility, which has a marginable limit of \$8,000, was utilized (December 31, 2011 - \$8,000 unused). As at June 30, 2012, the unused portion of the non-revolving credit facility was \$4,286 (December 31, 2011 - \$4,275), which represents an approved limit of \$4,300 less amounts outstanding on capital leases which are financed by the Canadian bank.

In the USA, as a result of an internal corporate reorganization in the USA and a change in ownership of the Corporation's U.S. bank, a USD \$1,500 revolving credit facility (which was subject to eligible marginable accounts receivables and inventory) was withdrawn by the bank (December 31, 2011 – USD \$1,500 unused). The withdrawal of the revolving facility is not expected to have any detrimental effects on USA operations.

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## 9.6 Liquidity risk management

Liquidity risk is defined as the risk that an entity will encounter difficulty in meeting obligations associated with financial liabilities.

The Corporation's objective is to maintain sufficient liquidity to meet its liabilities when due. Accordingly, one of management's primary goals is to maintain an optimum level of liquidity by actively managing assets, liabilities and cash flows generated from operations. The Corporation's future strategies can be financed through a combination of cash flows provided by operations, borrowing under existing credit facilities, and the issuance of equity. Management prepares regular budgets and cash flow forecasts to help predict future changes in liquidity. Based on the Corporation's aggregate liquid assets as compared to its liabilities and commitments, management assesses the Corporation's liquidity risk to be low.

The Corporation has financial liabilities with the following maturities:

As at June 30, 2012	Total	Current less than 12 months	Due within 12 to 24 months	Due within 25 to 36 months	Due within 37 to 48 months	Due after 48 months
Trade and other payables	\$ 10,298	\$ 10,298	\$ -	\$ -	\$ -	\$ -
Borrowings	7,161	1,439	4,827	553	342	-
<b>Total</b>	<b>\$ 17,459</b>	<b>\$ 11,737</b>	<b>\$ 4,827</b>	<b>\$ 553</b>	<b>\$ 342</b>	<b>\$ -</b>
<b>As at December 31, 2011</b>						
Trade and other payables	\$ 8,309	\$ 8,309	\$ -	\$ -	\$ -	\$ -
Borrowings	7,587	942	881	5,011	174	579
<b>Total</b>	<b>\$ 15,896</b>	<b>\$ 9,251</b>	<b>\$ 881</b>	<b>\$ 5,011</b>	<b>\$ 174</b>	<b>\$ 579</b>

## 10. Related party transactions

All related party transactions are constituted in the ordinary course of business and they have been measured at the agreed to exchange amounts which approximate fair value. All transactions with related parties have been approved by the board of directors.

Balances and transactions between the Corporation and its subsidiaries, which are related parties of the Corporation, have been eliminated on consolidation and are not disclosed in this note. Details of transactions between the Corporation and other related parties are disclosed below.

### 10.1 Trading transactions

Related party transactions are constituted in the ordinary business and they have been measured at the agreed to exchange amounts which closely approximate fair value.

In the three and six month periods ended June 30, 2012 and 2011, the Corporation had the following trading transactions with related parties:

Related party	Nature of transactions	Three month periods ended June 30		Six month periods ended June 30	
		2012	2011	2012	2011
Aeonian Capital Corporation	Management services	\$ 87	\$ 50	\$ 175	\$ 100
William H. Smith Professional Corporation	Legal services	42	-	71	18
James B. Young	Real property lease	38	39	76	64
Baker Investments LLC	Stipend and travel expenses	29	26	51	59
		<b>\$ 196</b>	<b>\$ 115</b>	<b>\$ 373</b>	<b>\$ 241</b>

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The following related party balances were outstanding at the end of the reporting periods:

	Amounts owed by related parties		Amounts owed to related parties	
	As at June 30, 2012	As at December 31, 2011	As at June 30, 2012	As at December 31, 2011
Aeonian Capital Corporation	\$ -	\$ -	\$ -	\$ -
William H. Smith Professional Corporation	-	-	19	-
James B. Young	-	-	-	-
Baker Investments, LLC	-	-	21	21
	\$ -	\$ -	\$ 50	\$ 21

## 11. Supplementary cash flow information

### 11.1 Changes in non-cash working capital

Decrease (increase) in:	Three month period ended June 30		Six month period ended June 30	
	2012	2011 <sup>1</sup>	2012	2011 <sup>1</sup>
Trade receivables	\$ (3,827)	\$ (2,751)	\$ (5,591)	\$ (5,374)
Inventories	(355)	(1,148)	(1,575)	(3,222)
Income taxes receivable	53	71	-	(179)
Prepaid expenses	(84)	198	(323)	207
Trade and other payables	3,454	1,551	1,989	1,693
Income taxes payable	84	-	(517)	-
Deferred revenue	(84)	368	2	323
	\$ (759)	\$ (1,711)	\$ (6,015)	\$ (6,552)

<sup>1</sup> Inclusive of the Precision Craft acquisition.

### 11.2 Non-cash transactions excluded from the consolidated statement of cash flows

	Three month period ended June 30		Six month period ended June 30	
	2012	2011	2012	2011
Property, plant and equipment under finance leases	\$ 28	\$ 58	\$ 56	\$ 172

## 12. Approval of financial statements

The financial statements were approved by the Board of Directors and authorized for issue on August 2, 2012.