



FOR IMMEDIATE RELEASE

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STOCK SYMBOL: PFB

**PFB CORPORATION ANNOUNCES RESULTS FOR THE THIRD QUARTER ENDED
SEPTEMBER 30, 2018**

CALGARY, ALBERTA - (TSX – PFB) PFB Corporation (“PFB” or the “Corporation”) reports its financial results for the third quarter ended September 30, 2018.

For the three month period ended September 30, 2018, PFB Corporation reports consolidated net income of \$3,265,000, basic earnings of \$0.48 per share, as compared to a consolidated net income of \$1,519,000 basic earnings of \$0.23 per share, in the comparative three month period of 2017.

Consolidated sales were \$39,374,000 in the third quarter of 2018, compared to sales of \$28,649,000 in the third quarter of 2017, an increase of \$10,725,000 or 37.4%. Additionally, gross margin during the period improved to 24.5% from 23.2% in the comparative 2017 period.

For the nine month period ended September 30, 2018, consolidated net income was \$4,109,000, basic earnings of \$0.61 per share, as compared to net income of \$1,041,000, basic earnings of \$0.16 per share reported in the comparative nine month period of 2017.

Consolidated sales in the nine month period ended September 30, 2018 were \$93,062,000 as compared to sales of \$77,512,000 in the comparative nine month period of 2017. For the nine month period, gross margin was 22.3%, compared to 19.4% in the comparative 2017 period.

Earnings before interest, taxes, depreciation and amortization (EBITDA)¹ for the third quarter of 2018 was \$5,607,000 as compared to EBITDA of \$3,240,000 in the third quarter of 2017, an increase of \$2,367,000. For the nine month period ended September 30, 2018, EBITDA was \$9,047,000, as compared to \$5,034,000 in the nine month period 2017.

Revenues in the third quarter set record highs attributable to increased business activity in accordance with several strategic initiatives across the Corporation. Additionally, gross margins improved despite higher raw material costs. USA based operations continued strong performance. Management is focused on sustaining this level of performance although future growth rates are dependent on regional economic factors.

Dividend Payment

The Board of Directors has approved the payment of a regular quarterly dividend of \$0.08 per common share. The regular quarterly dividend will be paid on November 30, 2018 to shareholders of record on November 16, 2018.

¹Non-GAAP Financial Measures

Adjusted EBITDA is a supplemental measure of performance not defined by International Financial Reporting Standards (IFRS) and, therefore, it does not have any standardized meaning under IFRS. Therefore, the measure is unlikely to be comparable to similar measures presented by other issuers. The reconciliation of adjusted EBITDA to net income and the reason why we use this measure can be found in Management’s Discussion and Analysis (MD&A) for the third quarter ended September 30, 2018, under section 19 titled “Non-IFRS Financial Measures”.

About PFB



PFB Corporation has two operating subsidiaries, Plasti-Fab Ltd. that operates in Canada and PFB America Corporation that operates in the United States. The Canadian segment primarily derives its revenues from the sale of expanded polystyrene (“EPS”) foam products, which it manufactures at its facilities in Canada. The USA segment primarily derives its revenues from the sale of EPS foam products, customized log and timber structures made at its facilities in the United States which typically include design and installation services that together provide the basis for a bundled sale of its manufactured products. Both segments develop, manufacture and market insulation building products and technologies based on expanded polystyrene technology; that, when used as components of a building envelope, enable residential and commercial structures to be highly energy-efficient. We are also experts in engineered geotechnical applications of our products. PFB building products are used in both new and renovation markets in residential, commercial and industrial projects.

PFB Corporation is listed for trading on the Toronto Stock Exchange, symbol PFB.

PFB’s condensed interim consolidated financial statements and interim MD&A for the three month periods ended September 30, 2018 and 2017 will be posted on SEDAR (www.sedar.com) on or after October 25, 2018.

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