# IFABRIC CORP. MANAGEMENT'S DISCUSSION & ANALYSIS

(In Canadian dollars, except as otherwise noted)

The following Management's Discussion and Analysis ("MD&A") of iFabric Corp. and its subsidiaries ("iFabric" or the "Company") is based upon and should be read in conjunction with the Company's unaudited condensed consolidated interim statements as at and for the period ended June 30, 2018 and the audited consolidated financial statements and notes thereto for the year ended September 30, 2017 and the comparative year ended September 30, 2016. All financial information in this MD&A and the unaudited condensed consolidated interim financial statements and accompanying notes thereto were prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB"). This MD&A is dated August 14, 2018.

All references to dollars or "\$" are to Canadian dollars, the Company's presentation currency, unless otherwise noted. In the discussion that follows, "2018" refers to the annual fiscal period ended September 30, 2018, "2017" refers to the annual fiscal period ended September 30, 2016, "Q1" refers to the period of October 1 to December 31, "Q2" refers to the period of January 1 to March 31, "Q3" refers to the period of April 1 to June 30, and "Q4" refers to the period of July 1 to September 30.

Certain comparative figures in this MD&A have been reclassified to conform to the presentation used in the Company's most recent audited consolidated financial statements.

#### FORWARD-LOOKING INFORMATION

This MD&A contains "forward-looking information" which may include, but is not limited to, statements with respect to the future financial or operating performance of the Company. Often, but not always, forward-looking information can be identified by the use of words such as "plans", "expects", "is expected", "budget", "scheduled", "estimates", "forecasts", "intends", "anticipates" or "believes" or variations (including negative variations) of such words and phrases, or statements that certain actions, events or results that "may", "could", "would", "might" or "will" be taken, to occur or to be achieved. Forward-looking information is based on the reasonable assumptions, estimates, analysis and opinions of management made in light of its experience and perception of trends, current conditions and expected developments, as well as other factors that management believes to be relevant and reasonable at the date that such statements are made. Forward-looking information involve known and unknown risks, uncertainties, assumptions and other factors that may cause actual results, performance or achievements of the Company to be materially different from any future results, performance or achievements expressed or implied by the forward-looking information. Such factors include, but are not limited to, the factors discussed in the section entitled "Risk Factors". Although the Company has attempted to identify important factors that could cause actions, events or results to differ materially from those described in the forward-looking information, there may be other factors that cause actions, events or results to differ from those anticipated, estimated or intended. Forward-looking information contained herein is reflected as at the date of the MD&A. There can be no assurance that forward-looking information will prove to be accurate, as actual results and future events could differ materially from those anticipated in such information. Accordingly, readers should not place undue reliance on the forward-looking information. The Company does not undertake to update any forward-looking information except as required by applicable securities laws.

# **MANAGEMENT'S DISCUSSION & ANALYSIS**

(In Canadian dollars, except as otherwise noted)

# **BUSINESS OVERVIEW**

#### General

iFabric is a Canadian public company, incorporated under the Alberta Business Corporations Act and is domiciled in Canada. The Company is listed on the Toronto Stock Exchange ("TSX") under the trading symbol "IFA". The head office is located at 525 Denison Street, Unit 1, Markham, Ontario, Canada.

The Company's business activities are divided into three reportable operating segments, which offer different products and services, and are managed separately because they require different marketing strategies and resource allocations. The following summarizes the operations of each segment:

- Intimate Apparel: Includes the design and distribution of women's intimate apparel, sleepwear and accessories.
- Intelligent Fabrics: Includes the development and distribution of innovative products and treatments that are suitable for application to textiles, plastics, liquids, and hard surfaces as well as finished performance apparel which integrate one or more such treatments. These products are designed to provide added benefits to the user.
- Other: Includes leasing of property to group companies, related parties and third parties.

# **NATURE OF OPERATIONS**

# **Intimate Apparel**

The Intimate Apparel Division currently operates under the trade name Coconut Grove Intimates. Its business comprises the design, purchasing, and distribution of intimate apparel and, in particular, a range of specialty bras including the Division's patented backless, strapless underwire bra. The Division also distributes a range of apparel accessories as well as sleepwear.

The Division utilizes contract warehouse facilities located in Los Angeles, California and Manchester, England in order to service its key U.S. and European markets and, Company-owned premises located in Markham, Ontario house the bulk of the Division's workforce which comprises, management, designers, administrative, product sourcing and logistical staff. The Markham premises also includes warehouse space which serves as the distribution center for the Canadian market.

All product design is handled by the Markham design team and, currently over 95% of the Division's inventory production is outsourced to factories in China.

In the past several years, the Company has positioned the Division's product strategy by way of leveraging a key license agreement in order to sell products under various Maidenform® brands. The Maidenform® brand was founded in 1922 and during its 94-year history has grown to become one of the most recognizable and respected brands in the intimate apparel industry. In addition, the Division develops and supplies products for sale under the private label brands of certain major retailers as well as the Company's own brand.

Products are sold internationally to the Division's customer base, which includes a number of major retailers as well as specialty boutiques.

# **Intelligent Fabrics**

The Intelligent Fabrics currently enjoys exclusive worldwide distribution rights in respect of a number of proprietary chemical formulations that can be applied textiles in order to kill bacteria, repel insects, absorb odours, repel and wick moisture, block ultraviolet light and help encourage a healthy skin environment, amongst others. Management anticipates that the Intelligent Fabrics Division will be the main driving force of the Company's future growth and expansion. The Intelligent Fabrics Division operates under the name Intelligent Fabric Technologies (North America) Inc. ("IFTNA").

The business of the Intelligent Fabrics Division includes the development, testing and distribution of chemicals suitable for application to textiles as well as finished performance apparel which integrate one or more chemical enhancements, in order to achieve the performance characteristics demanded by the customer. The current focus is on technologies that improve the safety and well-being of the wearer. The Division's current product offerings include Protx2® (anti-microbial and anti-viral formulations) Enguard® (insect repellant technology), Dreamskin® (skin polymer), UVtx (ultraviolet light blocker), FreshTx (odour-absorbing technology), RepelTX (durable water repellant) and DryTx (moisture-wicking technology). The Company anticipates that several new products will be added to its pipeline in the future.

The Division has two key supply centers in Asia (namely China and Taiwan) which service the Asian market. This market represents the main production region for manufactured textiles supplied to North America and internationally and is the Company's main market area for the distribution of intelligent textile technologies. Technical support specialists in Asia provide guidance and support to customers regarding the integration of the Company's chemical formulations in their products. The Division also leverages the Company's textile expertise in order to supply finished products or fabrics treated with one or more of the Division's market leading formulations.

# **MANAGEMENT'S DISCUSSION & ANALYSIS**

(In Canadian dollars, except as otherwise noted)

The following describes the functionality of the Division's current chemical portfolio:

# Protx2® Anti-Microbial Technologies

Protx2® formulations impart anti-microbial and/or anti-viral powers to fibers, plastic, paint and paper treated with these formulations. Numerous laboratory tests have shown that treated products inhibit the growth of a wide variety of infectious agents associated with Healthcare-Associated Infections ("HAI"), including MRSA, C-Difficile, VRE, and H1N1, and by their application may assist in preventing the spread of such infections.

The Company is currently targeting two key markets with regard to the distribution of Protx2®:

#### a) Sports apparel, outerwear and footwear

There is an increasing trend amongst major sports apparel, outerwear and footwear manufacturers to offer technologically-enhanced products. With the ability of Protx2® to combat odor causing bacteria, the Company is able to provide manufacturers with the ability to produce apparel and footwear that stays fresher longer without the need for repeated washing or cleaning. Innovative application methodology developed by the Company over a number of years allows for Protx2® to be integrated into almost any fabric as well as all the components of footwear including foam, rubber, and plastics. With its current Environmental Protection Agency ("EPA") and European regulatory registrations, the Company can distribute Protx2® for use in all sportswear and footwear for distribution in the U.S. market as well as most international markets.

# b) Medical

Protx2® formulations impart anti-microbial and/or anti-viral powers to fibers, plastic, paint and paper treated with these formulations and is suitable for application to many areas of a hospital environment, including, scrubs, bedding, curtaining, carpeting, walls, air filters and numerous plastic components amongst others.

The Protx2® range of products is dedicated to combating hospital acquired bacterial infections, including MRSA, Clostridium Difficile, VRE, Klebsiella Pneumonia, and by their application may greatly assist in reducing such infections. In addition, Protx2® is also a strong antiviral agent effective against, Norovirus and H1N1.

#### Dreamskin®

Fabrics treated with the Dreamskin® polymer are designed to encourage a healthy skin environment because of its ability to control both moisture and friction. Dreamskin® is effective during both summer and winter months as both high and low moisture environments are known causes of discomfort and irritation.

By providing a surface that is free from skin irritants such as laundry detergent residue and dust, Dreamskin® treated fabrics provide for a luxurious wearing experience without irritation or dryness.

In particular, athletic apparel has two key areas that can cause skin irritation, namely friction and excessive moisture. Dreamskin® targets both of these to help prevent irritation during sporting activities.

A further targeted market for Dreamskin® is as a device to aid sufferers of eczema, psoriasis and other types of irritating skin disorders. The friction caused by clothing is currently a major source of irritation for sufferers of such disorders and the ability of Dreamskin® to substantially reduce the amount of friction serves as a useful tool to alleviate irritation.

# Enguard® Insect Repellent Fabric

Applying Enguard® to fabrics results in a highly effective and durable insect repellent. A major strength of Enguard® is that it is safe for children. Testing carried out by the London School of Hygiene and Tropical Medicine show Enguard® to have repelling power comparable to high-concentration DEET and significantly greater than any other natural insect repellents.

#### UVtx™

Textiles infused with UVtx™ provides apparel with a built in ultraviolet ("UV") light blocker. The UVtx™ formulation contains both UV reflecting and UV absorption elements, giving apparel treated with UVtx™ the ultraviolet protection factor ("UPF") strength of up to UPF 60. This allows the wearer of UVtx™ treated apparel to enjoy permanent sun protection without the need to apply sprays or lotions to the area covered by the garment. Testing has shown that UVtx™ treated textiles never lose efficacy.

# **MANAGEMENT'S DISCUSSION & ANALYSIS**

(In Canadian dollars, except as otherwise noted)

FreshTx™

FreshTx™ is a state of the art odour-absorbing technology, which is easily infused into textile products. FreshTx™ offers permanent protection against odours without the need to use sprays or perfumes. FreshTx™ uses naturally-occurring elements for effective results that are non-toxic and safe. Extremely durable, once applied, the properties of FreshTx™ are renewed with each wash, and is effective even when wet.

DryTx™

DryTx™ moisture wicking technology provides treated apparel with the ability to quickly draw moisture away from the skin and disperse perspiration across the fabric surface for faster evaporation.

The main attributes of DryTx™ are its abilities to:

- Wick moisture away from the skin;
- Provide for garments that will not feel heavy or damp even during periods of high exertion by the wearer;
- Provide for garments that create less skin chafe compared to wet fabrics;
- Provide for garments that dry quicker, thereby assisting the wearer in maintaining a more even body temperature;
- Allow for fabrics to retain their natural softness.

An additional significant attribute of DryTx™ is its ability to be integrated into apparel in combination with the Division's other product offerings, resulting in unique garments that provide superior performance characteristics for athletic apparel.

RepelTX™

RepelTX™ is an environmentally friendly coating that is resistant to moisture. The RepelTX™ coating can be used on various surfaces including electronics and fabrics, which are then protected against moisture absorption.

RepelTX™ offers the next generation in water repellency performance. RepelTX modifies fabric at the molecular level by permanently attaching hydrophobic 'hairs' to individual fibers that lift liquids, causing them to bead and roll right off the fabric surface. It features a hydrocarbon polymer which is both more ecologically friendly and economically smart compared to competing technologies. The result is a market leading performance, liquid repellency that is breathable, durable and fast drying.

A substantial body of testing carried out by the Company have shown that RepelTX<sup>TM</sup> and Protx2<sup>®</sup> work extremely well in conjunction with each other. Particularly in health care environments, the combination of water repellency and an antimicrobial allows for garments that repel liquids (for example, blood) and at the same time can kill bacteria. These combined attributes are optimal for the healthcare industry. The additional benefit to iFabric is the increased revenue from every sale involving a multiple of chemicals.

# **RECENT DEVELOPMENTS**

# **Intimate Apparel**

On April 24, 2018 the Company announced the renewal of its Maidenform® license agreement which has been extended to December 31, 2020. The renewal of this agreement is key for the Apparel Division as over 80% of products sold by the Division are distributed under various Maidenform® brands. Whilst the Division retained an exclusive license in respect of its core bra and accessory offerings, at the Company's request, the sleepwear component of the license was converted from an exclusive license to a non-exclusive license. The main effect of a non-exclusive sleepwear licence is the avoidance of the requirement to pay minimum royalties on sleepwear sales whilst still retaining the right to produce sleepwear for select customers should the Company so decide.

Due to the entry of a number of additional large manufacturers in the sleepwear market, there is currently substantial downward pressure on wholesale sleepwear prices and margins. Accordingly, the Company envisages that the bulk of its sleepwear offerings will be phased out over the next six to twelve months. Instead the Company is investing additional resources into product development in is core specialty bra and accessories business, which has historically underpinned the revenues and profitability of the Company's Apparel Division.

The first of these products, a highly innovative breast lift offering, has a patent pending and it is the Company's intention to apply for additional patents in respect of a number of equally innovative solution bras currently under development. The breast lift product is currently in the test marketing phase with a major retailer ahead of the official market launch scheduled for spring 2019.

# **MANAGEMENT'S DISCUSSION & ANALYSIS**

(In Canadian dollars, except as otherwise noted)

# **Intelligent Fabrics**

During the current quarter the Intelligent Fabrics Division completed development on a range of performance apparel that integrate combinations of the Divisions chemical enhancements.

The first finished product performance apparel program for a major Canadian retailer commenced shipping at the end of the current quarter (Q3 2018). The retailer in question has committed to a number of additional programs and commitments in respect of yet further programs are anticipated. As at the date of this MDA, negotiations were also in process with three major US retailers.

The potential revenue levels in respect of these programs will ultimately depend on consumer acceptance. However, early sell through numbers in respect of the initial program reflect demand in excess of initial expectations.

The major benefit to the Division of supplying finished performance products to customers as opposed to purely the chemical formulations, is the far higher dollar value per sale that can be realized as a result.

# **SELECTED ANNUAL INFORMATION**

The following table sets forth selected annual consolidated statement of earnings (loss) information and balance sheet data for each of the last five fiscal years.

| For the year ended and as at September 30,              | 2017       | 2016       | 2015       | 2014       | 2013      |
|---|------------|------------|------------|------------|-----------|
| Income Statement Data                                   |            |            |            |            |           |
| Revenue   | 18,856,477 | 13,570,365 | 13,074,848 | 13,021,482 | 8,165,983 |
| Net earnings (loss) attributable to common shareholders | 1,597,070  | (373,977)  | (109,837)  | 542,214    | (144,556) |
| Net earnings (loss) per common share                    |            |            |            |            |           |
| Basic   | 0.061      | (0.014)    | (0.004)    | 0.021      | (0.006)   |
| Diluted   | 0.059      | (0.014)    | (0.004)    | 0.020      | (0.006)   |
|   |            |            |            |            |           |
| Balance Sheet Data                                      |            |            |            |            |           |
| Total assets  | 14,724,528 | 12,296,093 | 11,928,359 | 11,559,443 | 9,154,711 |
| Total non-current financial liabilities                 | 586,544    | 1,893,809  | 1,408,893  | 1,952,287  | 2,084,741 |
| Cash dividends declared                                 | -          | -          | -          | -          | -         |

# RESULTS OF OPERATIONS – THREE AND NINE MONTHS ENDED JUNE 30, 2018 AND 2017

The following table sets forth the Company's unaudited condensed consolidated statements of earnings (loss) and comprehensive earnings (loss) for the three and nine months ended June 30, 2018 and 2017:

|  | Three months |           | Nine months |            |
|--|--------------|-----------|-------------|------------|
| For the period ended June 30,                        | 2018         | 2017      | 2018        | 2017       |
| REVENUE  | 3,291,659    | 4,888,400 | 12,629,679  | 12,245,711 |
| COST OF SALES  | 1,754,938    | 2,438,651 | 6,408,851   | 6,565,961  |
| GROSS PROFIT   | 1,536,720    | 2,449,749 | 6,220,828   | 5,679,750  |
| EXPENSES   |              |           |             |            |
| Selling, general and administrative costs            | 1,357,231    | 1,375,547 | 3,998,244   | 3,921,784  |
| Interest on operating line                           | -            | 7,998     | 9,395       | 26,049     |
| Interest on long-term debt                           | 8,347        | 14,881    | 40,525      | 56,732     |
| Amortization of property, plant and equipment        | 18,085       | 10,690    | 51,182      | 38,751     |
| Amortization of deferred development costs           | 39,081       | 40,366    | 119,812     | 121,097    |
|  | 1,422,744    | 1,449,482 | 4,219,159   | 4,164,413  |
| EARNINGS (LOSS) FROM OPERATIONS                      | 113,976      | 1,000,267 | 2,001,669   | 1,515,337  |
| OTHER EXPENSES (INCOME)                              |              |           |             |            |
| Share-based compensation                             | 38,875       | 369,359   | 128,852     | 401,919    |
| Loss (gain) on foreign exchange                      | 63,867       | 118,867   | (27,895)    | 105,917    |
|  | 102,742      | 488,226   | 100,957     | 507,836    |
| EARNINGS (LOSS) BEFORE INCOME TAXES                  | 11,235       | 512,041   | 1,900,713   | 1,007,501  |
| PROVISION FOR (RECOVERY OF) INCOME TAXES             |              |           |             |            |
| Current  | 219,735      | 220,287   | 640,397     | 316,075    |
| Deferred   | (36,800)     | 22,600    | 111,000     | 61,600     |
|  | 182,935      | 242,887   | 751,397     | 377,675    |
| NET EARNINGS (LOSS)                                  | (171,701)    | 269,154   | 1,149,315   | 629,826    |
| NET EARNINGS (LOSS) ATTRIBUTABLE TO:                 |              |           |             |            |
| iFabric Corp. shareholders                           | (175,707)    | 264,213   | 1,145,849   | 627,159    |
| Non-controlling interest                             | 4,007        | 4,941     | 3,466       | 2,667      |
|  | (171,701)    | 269,154   | 1,149,315   | 629,826    |
| OTHER COMPREHENSIVE EARNINGS (LOSS)                  |              |           |             |            |
| Unrealized gain on translation of foreign operations | 126,748      | -         | 305,309     | -          |
| TOTAL COMPREHENSIVE EARNINGS (LOSS)                  | (44,953)     | 269,154   | 1,454,624   | 629,826    |
|  |              |           |             |            |
| EARNINGS (LOSS) PER SHARE                            |              |           |             |            |
| Basic  | (0.007)      | 0.010     | 0.044       | 0.024      |
| Diluted  | (0.006)      | 0.010     | 0.042       | 0.023      |

# **IFABRIC CORP. MANAGEMENT'S DISCUSSION & ANALYSIS**

(In Canadian dollars, except as otherwise noted)

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| SELECTED OPERATING SEGMENT DATA     |           |             |          |                        |              |
|-------------------------------------|-----------|-------------|----------|------------------------|--------------|
|                                     | Intimate  | Intelligent | Other    | Corporate<br>Items and |              |
| Nine months ended June 30, 2018     | Apparel   | Fabrics     | Segments | Eliminations           | Consolidated |
| Revenue                             |           |             |          |                        |              |
| Third party                         | 9,462,215 | 3,090,664   | 76,800   | -                      | 12,629,679   |
| Inter-segment                       | 3,600     | 78,616      | 123,298  | (205,514)              | -            |
| Total Revenue                       | 9,465,815 | 3,169,280   | 200,098  | (205,514)              | 12,629,679   |
| Earnings (loss) before income taxes | 1,474,349 | 499,250     | 14,900   | (87,786)               | 1,900,713    |
|                                     |           |             |          |                        |              |
|                                     | Intimate  | Intelligent | Other    | Corporate<br>Items and |              |
| Nine months ended June 30, 2017     | Apparel   | Fabrics     | Segments | Eliminations           | Consolidated |
| Revenue                             |           |             |          |                        |              |
| Third party                         | 8,304,410 | 3,875,751   | 65,550   | -                      | 12,245,711   |
| Inter-segment                       | -         | 122,168     | 136,597  | (258,765)              | -            |
| Total Revenue                       | 8,304,410 | 3,997,919   | 202,147  | (258,765)              | 12,245,711   |
| Earnings (loss) before income taxes | 1,129,163 | 270,178     | 6,670    | (398,510)              | 1,007,501    |
|                                     |           |             |          |                        |              |
| Revenue by geographic regions       |           |             |          |                        |              |
| Nine months ended June 30,          |           |             |          | 2018                   | 2017         |
| External sales revenue              |           |             |          |                        |              |
| Canada                              |           |             |          | 868,773                | 814,047      |
| United States                       |           |             |          | 8,250,647              | 7,069,826    |
| United Kingdom                      |           |             |          | 665,550                | 712,107      |
| Southeast Asia and other            |           |             |          | 2,844,710              | 3,649,731    |
| Total                               |           |             |          | 12,629,679             | 12,245,711   |

# **Q3 2018 FINANCIAL HIGHLIGHTS**

|  | 2018      | 2017      |
|--|-----------|-----------|
|  |           |           |
| Revenue  | 3,291,659 | 4,888,400 |
| Earnings (loss) from operations                            | 113,976   | 1,000,267 |
| Share based compensation                                   | (38,875)  | (369,359) |
| Adjusted EBITDA *(Note)                                    | 115,623   | 955,335   |
| Net earnings (loss) before tax                             | 11,235    | 512,041   |
| Net earnings (loss) after tax attributable to shareholders | (175,707) | 264,213   |
| Other comprehensive earnings (loss)                        | 126,748   | -         |
| Total comprehensive earnings (loss)                        | (44,953)  | 269,154   |
| Net earnings (loss) per share                              |           |           |
| Basic  | (0.007)   | 0.010     |
| Diluted  | (0.006)   | 0.010     |
|  |           |           |

<sup>\*</sup>Note: Adjusted EBITDA represents earnings before interest, taxes, depreciation, amortization and share based compensation

# DISCUSSION OF THE RESULTS OF OPERATIONS - THREE MONTHS ENDED JUNE 30, 2018 AND 2017

#### Revenue

Revenue decreased to \$3,291,659 in Q3 2018 compared to \$4,888,400 in Q3 2017 representing a decrease of \$1,596,741. With respect to reportable operating segments of the Company, revenue decreased by 25% or \$879,077 in its Intimate Apparel segment and revenue decreased by 53% or \$728,915 in its Intelligent Fabrics segment. Geographically, revenues increased in Canada, while revenue decreased the US, and UK, Southeast Asia and other markets during Q3 2018 versus Q3 2017.

Overall, revenue decreased 33% during Q3 2018 in comparison to Q3 2017. The decrease in Intimate Apparel operating segment revenue in 2018 versus 2017 was mainly as a result of the phase out sleepwear sales ahead of the Company's strategic initiative to focus future product development into its core specialty bra and accessories business. The lower revenues in the Intelligent Fabrics segment during the third quarter of 2018 compared to 2017, was caused by a major customer moving a substantial amount of its production from one of its major mill's in Asia to an alternate set of mills in Asia. This resulted in a delay in shipping chemicals due to the time required to train and certify the new mills in the integration of the Company's products into their production. Accordingly, chemical deliveries that were scheduled for this customer in Q2 and Q3 2018 are now anticipated to take place in Q4 2018.

# **Gross profit**

Gross profit as a percentage of revenue was 47% in Q3 2018, compared to 50% in Q3 2017. The decrease in margins was mostly the result of the clearance of end of season sleepwear products at lower margins in Q3 2018 compared to Q3 2017. Gross profit in dollars were \$1,536,720 in Q3 2018 compared to \$2,449,749 in Q3 2017 representing a decrease of \$913,029 or 37%.

# Selling, general and administrative costs.

Selling, general and administrative costs were virtually unchanged at \$1,357,231 in Q3 2018 compared to \$1,375,547 in Q3 2017.

# **Interest Expense**

Interest expense in Q3 2018 was \$8,347 compared to \$22,879 in Q3 2017. The reduction in interest expense was the result of the repayment of the Company's bank operating line as well as an accelerated repayment on the Company's demand term-loan by an amount of \$250,000 in the previous quarter. In addition, the Company's demand term-loan carried a lower interest rate in Q3 2018 compared to Q3 2017.

# **MANAGEMENT'S DISCUSSION & ANALYSIS**

(In Canadian dollars, except as otherwise noted)

#### **Amortization**

Amortization of the Company's property, plant and equipment and deferred development costs totaled \$57,166 during Q3 2018 compared to \$51,056 during Q3 2017. The increase in amortization is mainly attributable to property improvements undertaken in the previous financial year.

# **Share-based compensation**

Share-based compensation costs in Q3 2018 were \$330,484 lower than in Q3 2017 and amounted to \$38,875 in the third quarter, compared to \$369,359 in the comparable quarter of 2017. The decrease in share-based compensation costs is the result of a reduction the amount of vested options in Q3 2018 compared to 2017.

# Loss (gain) on foreign exchange

In Q3 2018, the Company's loss on foreign exchange was \$63,867 versus a loss of \$118,867 in Q3 2017. The Company attempts to hedge its balance sheet utilizing forward exchange contracts in order to minimize the effect of foreign exchange on operations. The lower loss in Q3 2018 versus Q3 2017 was as a result of the increased weakening in the Canadian dollar in 2018 compared to 2017.

# Provision for (recovery of) income taxes

The Company's total provision for income taxes in Q3 2018 was \$182,935 compared to a provision of \$242,887 in Q3 2017. Specifically, the increase in the effective income tax rate was as a result of increased income taxes payable on China operations in Q3 2018 compared to Q3 2017. This was partially offset by lower non-deductible share-based compensation costs in 2018 compared to 2017.

# Net earnings (loss)

The net loss attributable to iFabric's shareholders during Q3 2018 was \$175,707 (\$0.007 per share, basic and \$0.006 diluted) compared to net earnings of \$264,213 in Q3 2017 (\$0.010 per share, basic and diluted). The decrease in attributable net earnings of \$439,920 in Q3 2018 versus Q3 2017 is largely attributable to lower sales, lower gross profit contribution and higher effective income taxes in Q3 2018 compared to 2017.

# Other comprehensive earnings (loss)

Effective October 1, 2017, the Company's subsidiaries Coconut Grove Pads Inc. and, Intelligent Fabric Technologies (North America) Inc., changed their functional currency to United States Dollars given the increasing prevalence of United States Dollar denominated transactions in their operations. This change in functional currency is accounted for prospectively from October 1, 2017. Accordingly, all unrealized exchange differences resultant from the translation of balances from the functional currency (US dollars) to the presentation currency (Canadian dollars) are now recognized in other comprehensive income. For the three months ended June 30, 2018 an amount of \$126,748 was included in other comprehensive income, in respect of the unrealized gain arising on currency translation of foreign operations during Q3 2018. There was no corresponding adjustment in respect of the same period in 2017. The main reason for this gain was the substantial weakening in the Canadian dollar in the current quarter.

#### DISCUSSION OF THE RESULTS OF OPERATIONS – NINE MONTHS ENDED JUNE 30, 2018 AND 2017

# Revenue

Revenue increased by \$383,968 to \$12,629,679 for the nine months ended June 30, 2018 from \$12,245,711 for the comparable period in 2017. With respect to reportable operating segments of the Company, revenue increased by 14% or \$1,157,805 in its Intimate Apparel segment and revenue decreased by 20% or \$785,087, in its Intelligent Fabrics segment. Geographically, for the quarters to date in 2018, revenue in Canada and the US increased, whereas revenue in the UK, Southeast Asia and other regions decreased compared to 2017. In particular, revenue in the US accounted for the bulk of the revenue increase by recording a 17% increase from 2017 to 2018.

Overall, revenue increased 3% during the nine months ended June 30, 2018 in comparison to 2017. As reflected above, the Intimate Apparel operating segment recorded an increase in revenues in 2018 versus 2017 through seasonal sleepwear sales and improved demand for its core bras and accessories. This increase was offset by lower revenues in the Intelligent Fabrics segment during the first nine months of 2018 compared to 2017 caused by timing differences in the production schedule of a major customer of this segment as discussed above under the quarterly earnings discussion.

# **MANAGEMENT'S DISCUSSION & ANALYSIS**

(In Canadian dollars, except as otherwise noted)

# **Gross profit**

Gross profit as a percentage of revenue increased to 49% for the nine months ended June 30, 2018 from 46% in the same period of 2017. The increase in gross profit percentage for the year to date was mostly the result of a higher proportion of sales in the Intimate Apparel segment which carries higher margins than the Intelligent Fabrics segment as well as reduced end of season sleepwear clearances. Gross profit in dollars increased by 10% or \$541,078 to \$6,220,828 for the year to date in 2018 from \$5,679,750 in the same period of 2017. The increase in gross profit dollars was primarily caused by both the increase in revenues and the increase in in gross margins.

# Selling, general and administrative costs

For the nine months ended June 30, 2018, selling, general and administrative costs increased by 2% or \$76,460 to \$3,998,244 from \$3,921,784 for the nine months ended June 30, 2017. The increase in selling, general and administrative costs was mainly attributable to increased employee bonuses and salaries.

# **Interest Expense**

Interest expense during the nine months ended June 30, 2018 was \$49,920 compared to \$82,781 during the same period in 2017. The overall reduction in interest expense was the result of the repayment of the Company's bank operating line as well as an accelerated payment of \$250,000 made against the Company's demand term-loan during Q2 2018.

#### **Amortization**

Amortization of the Company's property, plant and equipment and deferred development costs totaled \$170,994 during the nine months ended June 30, 2018 compared \$159,848 during the same period in 2017. The increase in amortization is mainly attributable to property improvements undertaken in the previous financial year.

# **Share-based compensation**

Share-based compensation costs for the nine months ended June 30, 2018 were \$273,067 lower than for the same period in 2017 and amounted to \$128,852 for the current nine months compared to \$401,919 for the comparable nine months. The decrease in share-based compensation costs is the result of a reduction in the amount of stock options vesting during the nine months ended June 30, 2018 compared to 2017.

# Loss (gain) on foreign exchange

For the nine months ended June 30, 2018, the Company recorded a gain on foreign exchange of \$27,895 versus a loss on exchange of \$105,917 in the same period of 2017. The increase in the amount of exchange gains was primarily caused by the weakening in the Canadian dollar through the nine months ended June 30, 2018 compared to 2017.

#### Provision for (recovery of) income taxes

The Company's total provision for income taxes for the year to date in 2018 was \$751,397 (or 40% of earnings) compared to a provision of \$377,675 (or 37% of earnings) for the same period in 2017. Specifically, the increase in the effective income tax rate was as a result of increased income taxes payable on China operations in Q3 2018 compared to Q3 2017. This was partially offset by lower non-deductible share-based compensation costs in 2018 compared to 2017.

# Net earnings (loss)

Net earnings attributable to iFabric's shareholders during the nine months ended June 30, 2018 was \$1,145,849 (\$0.044 per share, basic and \$0.042 per share diluted) compared to net earnings attributable to shareholders of \$627,159 for the nine months ended June 30, 2017 (\$0.024 per share, basic and \$0.023 diluted). The increased net earnings for the nine months to date in 2018 compared to 2017 is largely attributable to higher revenues, higher gross profit margins, increased foreign exchange gains and reduced share-based compensation costs.

# Other comprehensive earnings (loss)

Effective October 1, 2017, the Company's subsidiaries Coconut Grove Pads Inc. and, Intelligent Fabric Technologies (North America) Inc., changed their functional currency to United States Dollars given the increasing prevalence of United States Dollar denominated transactions in their operations. This change in functional currency is accounted for prospectively from October 1, 2017. Accordingly, all unrealized exchange differences resultant from the translation of balances from the functional currency (US dollars) to the presentation currency (Canadian dollars) are now recognized in other comprehensive income. For the nine months ended June 30, 2018 an amount of \$305,309 was included in other comprehensive income, in respect of the accumulated unrealized gain arising on currency translation of foreign operations. There was no corresponding adjustment in respect of the same period in 2017. The main reason for this gain was the substantial weakening in the Canadian dollar during the current nine months.

# **MANAGEMENT'S DISCUSSION & ANALYSIS**

(In Canadian dollars, except as otherwise noted)

# **SEASONALITY AND QUARTERLY FLUCTUATIONS**

The Company's business is seasonal and results of operations for any interim period are not necessarily indicative of results of operations for the full fiscal year.

# **SUMMARY OF QUARTERLY RESULTS**

| Fiscal 2018   | Q1        | Q2        | Q3        | Q4        |
|---|-----------|-----------|-----------|-----------|
| Revenue   | 5,136,771 | 4,201,249 | 3,291,659 |           |
| Net earnings (loss) attributable to common shareholders | 950,480   | 371,076   | (175,707) |           |
| Net earnings (loss) per common share                    |           |           |           |           |
| Basic   | 0.036     | 0.014     | (0.007)   |           |
| Diluted   | 0.035     | 0.014     | (0.006)   |           |
| Fiscal 2017   | Q1        | Q2        | Q3        | Q4        |
| Revenue   | 3,102,120 | 4,255,192 | 4,888,400 | 6,610,765 |
| Net earnings (loss) attributable to common shareholders | (125,375) | 488,321   | 264,213   | 969,911   |
| Net earnings (loss) per common share                    |           |           |           |           |
| Basic   | (0.005)   | 0.019     | 0.010     | 0.037     |
| Diluted   | (0.005)   | 0.018     | 0.010     | 0.036     |
| Fiscal 2016   | Q1        | Q2        | Q3        | Q4        |
| Revenue   | 3,329,010 | 3,072,027 | 2,999,317 | 4,170,011 |
| Net earnings (loss) attributable to common shareholders | 39,588    | (324,657) | (121,653) | 32,745    |
| Net earnings (loss) per common share                    |           |           |           |           |
| Basic   | 0.002     | (0.013)   | (0.005)   | 0.001     |
| Diluted   | 0.001     | (0.013)   | (0.005)   | 0.001     |

# **MANAGEMENT'S DISCUSSION & ANALYSIS**

(In Canadian dollars, except as otherwise noted)

The following table sets forth the Company's unaudited condensed consolidated statements of financial position as at June 30, 2018 and September 30, 2017:

| As at   | June 30,<br>2018 | September 30,<br>2017 |
|---|------------------|-----------------------|
| As at   | 2010             | 2017                  |
| ASSETS Current assets                                   |                  |                       |
| Cash  | 4.609.913        | 669.425               |
|   | 4,698,813        | 668,425               |
| Accounts receivable                                     | 2,303,158        | 5,695,362             |
| Inventories   | 3,313,329        | 3,909,807             |
| Prepaid expenses and deposits                           | 766,641          | 254,078               |
| Foreign exchange forward contracts                      | (10,543)         | 112,533               |
| Total current assets                                    | 11,071,397       | 10,640,205            |
| Non-current assets                                      |                  |                       |
| Due from related parties                                | 123,000          | 123,000               |
| Property, plant and equipment                           | 2,830,415        | 2,873,632             |
| Deferred development costs                              | 155,429          | 275,241               |
| Deferred income taxes                                   | 646,400          | 757,400               |
| Goodwill  | 55,050           | 55,050                |
| Total non-current assets                                | 3,810,294        | 4,084,323             |
| Total assets  | 14,881,691       | 14,724,528            |
| LIABILITIES   |                  |                       |
| Current liabilities                                     |                  |                       |
| Bank indebtedness                                       | -                | 774,908               |
| Accounts payable and accrued liabilities                | 1,064,037        | 1,112,078             |
| Income taxes payable                                    | 486,634          | 675,645               |
| Current portion of deferred revenue                     | 39,300           | 39,300                |
| Current portion due to related parties                  | -                | 91,620                |
| Bank loan payable                                       | 1,362,874        | 1,681,944             |
| Total current liabilities                               | 2,952,845        | 4,375,495             |
| Non-current liabilties                                  |                  |                       |
| Deferred revenue  | 101,525          | 131,000               |
| Due to related parties                                  | 465,956          | 455,544               |
| Total non-current liabilities                           | 567,481          | 586,544               |
| Total liabilities                                       | 3,520,326        | 4,962,039             |
|   |                  |                       |
| EQUITY  |                  |                       |
| Equity attributable to iFabric Corp. shareholders       |                  |                       |
| Capital stock   | 2,956,712        | 2,929,331             |
| Reserves  | 2,547,558        | 2,430,687             |
| Retained earnings                                       | 5,536,813        | 4,390,964             |
| Accumulated other comprehensive earnings (loss)         | 305,309          |                       |
| Total equity attributable to iFabric Corp. shareholders | 11,346,392       | 9,750,982             |
| Non-controlling interest                                | 14,973           | 11,507                |
| Total equity  | 11,361,365       | 9,762,489             |
| Total liabilities and equity                            | 14,881,691       | 14,724,528            |

# **MANAGEMENT'S DISCUSSION & ANALYSIS**

(In Canadian dollars, except as otherwise noted)

# **OVERVIEW OF CONSOLIDATED STATEMENTS OF FINANCIAL POSITION**

The Company's cash balance increased by \$4,030,388 to \$4,698,813 as at June 30, 2018 from \$668,425 as at September 30, 2017, mainly as a result of the collection of accounts receivable and the reduction of inventory levels.

Total accounts receivable at the end of Q3 2018 was \$2,303,158 compared to \$5,695,362 as at September 30, 2017, representing a decrease of \$3,392,204.

Total inventory decreased by \$596,478 to \$3,313,329 at the end of Q3 2018 from \$3,909,807 at the end of fiscal 2017.

Property, plant and equipment at the end of Q3 2018 totaled \$2,830,415 compared to \$2,873,632 at the end of fiscal 2017.

Deferred development costs decreased to \$155,429 at the end of Q3 2018 from \$275,241 at the end of fiscal 2017. The decrease is attributable to the amortization of deferred development costs.

Deferred income taxes decreased to \$646,400 at the end of Q3 2018 from \$757,400 at the end of fiscal 2017. The decrease is mostly attributable to non-capital losses utilized in the Company's Intelligent Fabrics operating segment during the nine months ended June 30, 2018.

Total liabilities at the end of Q3 2018 were \$1,441,713 lower than at the end of fiscal 2017. The main reasons for this decrease are in respect to the repayment of the Company's bank operating line, which carried a zero balance as at June 30, 2018, leaving the full credit line of \$3,750,000 available to fund future growth. In addition, an accelerated payment of \$250,000 was made against the Company's demand term-loan in Q2 2018. The amounts of accounts payable and income tax payable also decreased during the during the nine months.

# LIQUIDITY, CASH FLOWS AND CAPITAL RESOURCES

The Company is subject to risks including, but not limited to, the potential inability to raise additional funds through debt and/or equity financing to support the Company's development and continued operations, and to meet the Company's liabilities and commitments as they come due.

The Company's capital resources include a bank operating line, a secured bank loan, and equity attributable to the Company's shareholders.

#### **Bank Operating Line**

Two of the Company's subsidiaries share a demand operating loan with a tier one Canadian bank available to a maximum of \$3,750,000, against which zero was outstanding as at June 30, 2018 (September 30, 2017 – \$774,908). The loan facility bears interest at either the bank's prime lending rate or USD base rate, as applicable, plus 0.75%. The purpose of the credit facility is to provide for ongoing operating requirements including the financing of accounts receivable and inventories. The facility is secured by a first-ranking all-indebtedness collateral mortgage in the amount of \$3,000,000 on land and buildings, a general security agreement, an assignment of rents, as well as guarantees from the Company and two of its subsidiary companies

#### **Demand Term-Loan**

One of the Company's subsidiaries has a non-revolving demand term-loan, payable in monthly payments of \$10,522 comprising principal and interest at a fixed rate of 3.64% per annum, amortized over a fifteen-year period ending February 28, 2032, maturing March 5, 2020 and secured by a first-ranking all-indebtedness collateral mortgage in the amount of \$3,000,000 on land and buildings, a general security agreement, an assignment of rents, as well as guarantees from the Company and three of its subsidiary companies. The term-loan carried a balance of \$1,362,874 as at June 30, 2018 compared to \$1,681,944 as at September 30, 2017 representing a reduction of \$319,070.

Notwithstanding the fact that this is a demand loan, and classified as a current liability, management expects to pay solely the minimum monthly payments, totaling \$126,264 over the next twelve months.

# **Working capital**

Working capital represents current assets less current liabilities. For the purposes of calculating working capital the Company has excluded the demand term-loan referred to above. Although classified as a current liability as required by IFRS, the loan carries a term of greater than 12 months and does not impact the amount of available working capital. As at June 30, 2018, the Company's working capital was \$9,481,426 compared to working capital of \$7,946,654 as at September 30, 2017, representing an increase of \$1,534,772 or 19%.

# **Operating activities**

Cash provided by operating activities during the nine months ended June 30, 2018 amounted to \$5,198,139 compared to an amount of \$875,959 provided by operating activities during the nine months ended June 30, 2017, representing an increase in cash inflow of \$4,322,180. The increase in operational cash flow inflow can be largely attributed to the increase in the Company's earnings and the collection of accounts receivable related thereto, as well as a reduction in the level of inventories.

# **MANAGEMENT'S DISCUSSION & ANALYSIS**

(In Canadian dollars, except as otherwise noted)

# **Financing activities**

Cash used in financing activities during the nine months ended June 30, 2018 amounted to \$1,159,786, compared to \$250,405 used in financing activities during the nine months ended June 30, 2017, representing an increase of \$909,381 in financing cash outflow. The difference can be mostly attributed to the repayment of the Company's bank operating line as well as an accelerated payment made against the Company's term-loan.

# **Investing activities**

\$7,965 was used in investing activities during the nine months ended June 30, 2018 compared to \$8,784 used in investing activities during the nine months ended June 30, 2017.

# **OFF-BALANCE SHEET ARRANGEMENTS**

The Company has no off-balance sheet arrangements as of June 30, 2018, with the exception of the operating leases as noted in the "Commitments & Contractual Obligations" section below.

#### **COMMITMENTS & CONTRACTUAL OBLIGATIONS**

During Q3 2018, there have been no significant changes in the contractual obligations from those disclosed in the Company's 2017 annual MD&A.

The Company's other commitments are outlined below:

- The Company enters into foreign exchange forward contracts to manage the risks associated with exchange rate fluctuations. See note 7 of the Company's Q3 2018 unaudited condensed consolidated interim financial statements for more information.
- In terms of a worldwide license agreement, the Company has the right to use trademarks in connection with the manufacture, marketing, sale and distribution of certain licensed products. During the license term, the Company is required to pay a quarterly royalty on its net sales as defined in the agreement, on all products sold under the licensed marks. The effective royalty rates vary depending on the distribution channel and range from 4-10%. Minimum annual royalties have been established for the balance of the contract periods ending December 31, 2018, 2019 and 2020, in U.S. dollar amounts of \$168,000, \$175,000 and \$187,000, respectively. In addition, the Company is required to pay an advertising fee of 1-2%, depending on the distribution channel, payable quarterly, on its net sales as defined in the agreement, for promotion of the licensed products. The license term is in effect until December 31, 2020.

# **RELATED PARTY TRANSACTIONS**

During the three and nine month periods ended June 30, 2018, there have been no significant changes in the related party transactions from those disclosed in the Company's 2017 audited consolidated financial statements.

#### FINANCIAL RISK MANAGEMENT

The Company's risk management policies are established to identify and analyze the risks faced by the Company, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and the Company's activities. There have been no significant changes in the Company's risk exposures during the three and nine months ended June 30, 2018 from those described in the Company's audited annual consolidated financial statements for the year ended September 30, 2017.

#### **OUTSTANDING SHARE DATA**

As of the date of this MD&A, the Company had 26,199,500 common shares outstanding. Furthermore, as of the date of this MD&A, the Company had 2,020,250 options issued and outstanding, of which 1,795,250 were exercisable, as well as 203,625 warrants outstanding.

# **RISKS & UNCERTAINTIES**

The Company is exposed to various operational risks and uncertainties which are described in the Company's 2017 annual MD&A. The risks and uncertainties disclosed in the 2017 annual MD&A are not exhaustive. There have been no specific additional risks or uncertainties identified during Q3 2018. New risk factors may emerge from time to time and it is not possible for management to predict all such risk factors, nor can it assess the impact of all such risk factors on the Company's business, performance, condition, results, operations or strategies and plans.

# **MANAGEMENT'S DISCUSSION & ANALYSIS**

(In Canadian dollars, except as otherwise noted)

# **CRITICAL ACCOUNTING POLICIES AND ESTIMATES**

This MD&A is based upon the Q3 2018 unaudited condensed consolidated interim financial statements, which have been prepared in accordance with IFRS and IAS 34, "Interim Financial Reporting". The preparation of the Q3 2018 unaudited condensed consolidated interim financial statements requires management to select appropriate accounting policies and to make judgments, estimates and assumptions that affect the reported amounts of assets, liabilities, revenues, expenses and the disclosure of contingent assets and liabilities at the end of the reporting period. The estimates and related assumptions are based on previous experience and other factors considered reasonable under the circumstances, the results of which form the basis of making assumptions about carrying values of assets and liabilities that are not readily apparent from other sources.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised if the revision affects only that period or in the period of revision and future periods if the revision affects both current and future periods.

Significant assumptions about the future that management has made could result in a material adjustment to the carrying amounts of assets and liabilities, or on the reported results of revenues, expenses, gains, or losses, in the event that actual results differ from assumptions made. The methods used to calculate critical accounting estimates are consistent with prior periods.

During Q3 2018, there were no significant changes to methods used to:

- Cost inventory or determine provisions for obsolete or slow-moving inventory
- Determine impairment of deferred development costs
- Determine impairment of deferred income tax assets
- Determine impairment or estimated useful lives of property, plant and equipment
- Determine the fair value of share-based payment transactions

For further details concerning the use of estimates, judgments and assumptions in the preparation of the Company's Q3 2018 unaudited condensed consolidated interim financial statements, along with details of the significant accounting policies used in the preparation of such interim financial statements, specific reference should be made to note 3 of the Company's audited annual consolidated financial statements for the fiscal year ended September 30, 2017.

# **ACCOUNTING POLICY DEVELOPMENTS**

The significant accounting policies as disclosed in the Company's audited annual consolidated financial statements for the year ended September 30, 2017 have been applied consistently in the preparation of the Q3 2018 unaudited condensed consolidated interim financial statements.

# (a) Future changes in accounting standards

Certain new standards, interpretations, amendments and improvements to existing standards were issued by the IASB or IFRIC that are mandatory for accounting periods beginning on January 1, 2017 or later periods. The standards impacted that are applicable to the Company are as follows:

- i) IFRS 9, 'Financial Instruments' was issued in November 2009 as the first step in its project to replace IAS 39 'Financial Instruments: Recognition and Measurement'. IFRS 9 introduces new requirements for classifying and measuring financial assets that must be applied for annual reporting periods beginning on or after January 1, 2018, with early adoption permitted. The IASB amended IFRS 9 in November 2013 to add new requirements for classifying and measuring financial liabilities, de-recognition of financial instruments, impairment and hedge accounting. The standard is not expected to have a significant impact on the Company's accounting for financial instruments.
- ii) IFRS 15, 'Revenue From Contracts With Customers' was issued in May 2014. The standard provides a comprehensive framework for recognition, measurement, and disclosure of revenue from contracts with customers except for those that fall within the scope of IAS 17, 'Leases' or other applicable IFRS. Application of the standard is mandatory for annual reporting periods beginning on or after January 1, 2018, with early adoption permitted. The adoption of IFRS 15 is not expected to have a significant impact on the Company's accounting for revenue and the Company is currently assessing when to adopt IFRS 15.
- liii) IFRS 16, 'Leases', was published in January 2016, replacing IAS 17, 'Leases', and related interpretations. The standard introduces a single lessee accounting model and requires a lessee to recognize assets and liabilities for all leases with a term of more than 12 months, unless the underlying asset is of low value. A lessee is required to recognize a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. Lessors continue to classify leases as finance and operating leases. Other areas of the lease accounting model have been impacted, including the definition of a lease. Transitional provisions have been provided. IFRS 16 becomes effective for annual periods beginning on or after January 1, 2019, and is to be applied

# **MANAGEMENT'S DISCUSSION & ANALYSIS**

(In Canadian dollars, except as otherwise noted)

retrospectively. Early adoption is permitted if IFRS 15 has been adopted. The Company is currently assessing the impact of the new standard on its consolidated financial statements.

# **DISCLOSURE CONTROLS AND PROCEDURES**

Disclosure controls and procedures are designed to provide reasonable assurance that material information relating to the Company is made known to the Chief Executive Officer and the Chief Financial Officer (the "Certifying Officers") by others on a timely basis so that appropriate decisions can be made regarding public disclosure within the time periods required by applicable securities laws. The Certifying Officers are responsible for establishing and maintaining the Company's disclosure controls and procedures. Based on an evaluation of the Company's disclosure controls and procedures, the Company's Certifying Officers have concluded that these controls are appropriately designed and were operating effectively as of June 30, 2018. Although the Company's disclosure controls and procedures were operating effectively as of June 30, 2018, there can be no assurance that the Company's disclosure controls and procedures will detect or uncover all failures of persons within the Company to disclose material information otherwise required to be set forth in the annual regulatory filings.

#### INTERNAL CONTROL OVER FINANCIAL REPORTING

Internal control over financial reporting ("ICFR") is designed to provide reasonable assurance regarding the reliability of the Company's financial reporting and the preparation of financial statements in accordance with IFRS. The Certifying Officers are responsible for establishing and maintaining adequate ICFR for the Company. The Certifying Officers have evaluated the effectiveness of the Company's ICFR as at June 30, 2018 and whether any material weaknesses relating to the design of the Company's ICFR were existing as at June 30, 2018. Based on that evaluation, the Certifying Officers concluded that the ICFR, as defined by National Instrument 52-109 — Certification of Disclosure on Issuers' Annual and Interim Filings, are appropriately designed and were operating effectively and that no material weaknesses were identified through their evaluation. The Certifying Officers have evaluated whether there were any changes in the Company's ICFR that occurred during the fiscal period ended June 30, 2018 that have materially affected, or are reasonably likely to materially affect, its ICFR. No such changes were identified through their evaluation.

# **ADDITIONAL INFORMATION**

Additional information relating to the Company, including the Company's Annual Information Form, consolidated audited annual financial statements, and unaudited condensed consolidated interim financial statements, is available on SEDAR at <a href="www.sedar.com">www.sedar.com</a>. Additional information can also be found on the Company's website at <a href="www.ifabriccorp.com">www.ifabriccorp.com</a>.