

*Consolidated Interim Financial Statements of*

**IPLAYCO CORPORATION LTD.**

*December 31, 2006*

*(Unaudited – Prepared by management, not reviewed by an auditor)*

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# Iplayco Corporation Ltd.

## Consolidated Balance Sheets

	December 31 2006 (Unaudited)	September 30 2006
<b>ASSETS</b>		
Current		
Cash	\$ 1,104,358	\$ 1,075,270
Accounts Receivables	686,950	938,316
Inventory (Note 3 )	1,099,243	1,085,149
Income taxes receivable (Note 11 )	-	10,000
Prepaid expenses	163,889	56,518
	<b>3,054,440</b>	<b>3,165,253</b>
Capital Assets (Note 4 )	358,354	319,733
Future income taxes (Note 11 )	90,889	90,889
	<b>\$ 3,503,683</b>	<b>\$ 3,575,875</b>
<b>LIABILITIES</b>		
Current		
Accounts Payable	\$ 554,525	\$ 817,765
Income taxes payable	37,017	
Customer Deposits	727,768	659,663
Current portion of capital lease (Note 5 )	20,333	20,333
	<b>1,339,643</b>	<b>1,497,761</b>
Capital lease obligations (Note 5 )	19,544	24,915
	<b>1,359,187</b>	<b>1,522,676</b>
Capital stock (Note 7a)	1,581,475	1,581,475
Contributed surplus (Note 8)	67,585	67,585
Retained Earnings	495,436	404,139
	<b>2,144,496</b>	<b>2,053,199</b>
	<b>\$ 3,503,683</b>	<b>\$ 3,575,875</b>

Approved by the directors

"Franco Aquila"

"Mark Neale"

# Iplayco Corporation Ltd.

## Consolidated Statements of Operations and Retained Earnings Three Months Ended December 31 (Unaudited)

	2006	2005
Sales	\$ 2,357,998	\$ 3,103,227
Cost of sales	1,572,105	2,290,501
<b>Gross Profit</b>	<b>785,893</b>	<b>812,726</b>
Expenses		
Accounting and legal	10,609	3,500
Advertising and promotion	100,005	85,329
Amortization	19,690	15,610
Bad Debt	5,216	18,065
Bank charges and interest	8,246	11,134
Foreign exchange loss (gain)	(55,634)	(9,031)
Insurance	50,849	100,562
Office	58,832	33,393
Rent	72,506	80,349
Repairs and maintenance	35,754	27,181
Salaries and benefits	328,226	412,836
Utilities	13,283	14,615
	<b>647,582</b>	<b>793,543</b>
Income on operations	138,311	19,183
Provision for Income Taxes	47,014	-
Income for the period	91,297	19,183
Retained earnings at beginning of the period	404,139	204,867
Retained earnings at end of the period	\$ 495,436	\$ 224,050
Earnings per share		
Basic	\$ 0.01	\$ 0.00
Diluted	\$ 0.01	\$ 0.00
Weighted average number of common shares		
Basic	9,686,687	9,686,687
Diluted	9,686,687	9,686,687

# Iplayco Corporation Ltd.

## Consolidated Statements of Cash Flows Three Months Ended December 31 (Unaudited)

	2006	2005
Operating activities		
Net income (loss) for the period	\$ 91,297	\$ 17,678
Items not involving cash		
Amortization	19,690	16,083
	<b>110,987</b>	<b>33,761</b>
Change on non-cash operating working capital		
Accounts receivable	251,366	349,077
Inventory	(14,094)	66,152
Prepaid expenses	(107,371)	3,958
Income tax payable	47,017	(140,000)
Accounts Payable	(263,240)	163,218
Customers' deposits	68,104	(244,691)
	<b>(18,218)</b>	<b>197,714</b>
	<b>92,769</b>	<b>231,475</b>
Investing activities		
Purchase of capital assets	(58,310)	(16,886)
Financing activities		
Repayment of capital lease obligations	(5,371)	16,279
Change in cash during period	<b>29,088</b>	<b>230,868</b>
Cash at beginning of the period	<b>1,075,270</b>	<b>518,743</b>
Cash at end of the period	<b>\$ 1,104,358</b>	<b>\$ 749,610</b>

**IPLAYCO CORPORATION LTD.**  
**NOTES TO INTERIM CONSOLIDATED FINANCIAL STATEMENTS**  
**THREE MONTHS ENDED DECEMBER 31, 2006**  
(Unaudited)

**1. BUSINESS OPERATIONS**

The Company is incorporated under the Alberta Business Corporations Act. The Company's business is carried out through its wholly owned subsidiaries, International Play Company Inc. ("IPC") and Outdoor Play Company Inc. ("OPC"). IPC has achieved recognition as a significant worldwide supplier of custom designed children's indoor play structures. OPC was established as an expansion into the children's outdoor play equipment market. Both IPC and OPC conduct their design, manufacturing and marketing activities at the Company's head office location in Langley, British Columbia.

**2. BASIS OF PRESENTATION**

These interim consolidated financial statements should be read in conjunction with the audited financial statements for the Company's most recently completed fiscal period ended September 30, 2006. They do not include all disclosures required in annual financial statements but rather are prepared in accordance with recommendations for interim financial statements in conformity with Canadian generally accepted accounting principles. They have been prepared using the same accounting policies and methods as those used in the September 30, 2006 accounts.

The preparation of interim financial statements in conformity with Canadian generally accepted accounting principles requires management to make estimates that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the interim financial statements and the revenues and expenses during the reporting period. Actual results could differ from those estimates.

These interim financial statements contain all adjustments, consisting of normal recurring adjustments, necessary for fair presentation of the results for the periods reported.

**3. INVENTORY**

	<b>December 31</b>	September 30
	<b>2006</b>	2006
Raw materials	<b>\$ 1,021,696</b>	\$ 908,208
Work in progress	<b>\$ 77,547</b>	\$ 176,941
	<b>\$ 1,099,243</b>	\$ 1,085,149

**IPLAYCO CORPORATION LTD.**  
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**4. CAPITAL ASSETS**

	<b>December 31, 2006</b>		
	<b>Cost</b>	<b>Accumulated Amortization</b>	<b>Net Book Value</b>
Automotive	\$ 43,870	\$ 17,950	\$ 25,920
Computer equipment	153,246	64,027	\$ 89,219
Furniture and fixtures	52,526	27,613	\$ 24,913
Machinery and equipment	170,867	70,323	\$ 100,544
Moulds	67,090	37,340	\$ 29,750
Leasehold improvements	139,745	51,737	\$ 88,008
	<b>\$ 627,344</b>	<b>\$ 268,990</b>	<b>\$ 358,354</b>

Included in capital assets at December 31, 2006 are assets under capital leases with a cost of \$80,271 and a net book value of \$53,583.

	<b>September 30, 2006</b>		
	<b>Cost</b>	<b>Accumulated Amortization</b>	<b>Net Book Value</b>
Automotive	\$ 43,870	\$ 15,848	\$ 28,022
Computer equipment	117,380	57,849	\$ 59,531
Furniture and fixtures	53,344	27,038	\$ 26,306
Machinery and equipment	166,839	64,467	\$ 102,372
Moulds	47,855	35,261	\$ 12,594
Leasehold improvements	139,745	48,837	\$ 90,908
	<b>\$ 569,033</b>	<b>\$ 249,300</b>	<b>\$ 319,733</b>

Included in capital assets at September 30, 2006 are assets under capital leases with a cost of \$80,271 and a net book value of \$57,035.

**IPLAYCO CORPORATION LTD.**  
**NOTES TO INTERIM CONSOLIDATED FINANCIAL STATEMENTS**  
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(Unaudited)

**5. CAPITAL LEASE OBLIGATIONS**

The Company leases various delivery vehicles and office equipment under capital leases. The future minimum payments under these leases are as follows:

2007	\$ 20,564
2008	25,935
2009	<u>3,231</u>
	49,730
Less amount representing interest at 11.67%	<u>(9,853)</u>
	39,877
Less current portion	<u>(20,333)</u>
	<u>\$ 19,544</u>

**6. OPERATING LOAN**

The Company has an operating loan facility with HSBC Bank of Canada to a maximum of \$500,000 bearing interest at prime plus 1.25%. No amounts were drawn on this facility as at December 31, 2006.

The operating line is secured by a general security agreement representing a first charge on equipment and inventory, and assignment of life insurance over certain directors in the amount of \$500,000.

**7. CAPITAL STOCK**

a) Authorized and issued

A summary of the issued and outstanding shares of the Company follows:

	<b>Number of Shares</b>	<b>Amount</b>
Authorized and issued:		
Unlimited Common shares without par value.		
Unlimited Preferred shares without par value.		
<b>Balance, September 30 and December 31, 2006</b>	<b>9,686,687</b>	<b>\$ 1,581,475</b>



**IPLAYCO CORPORATION LTD.**  
**NOTES TO INTERIM CONSOLIDATED FINANCIAL STATEMENTS**  
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(Unaudited)

**7. CAPITAL STOCK** (continued)

b) Stock options and warrants

The Company established an incentive stock option plan (the "Option Plan") on August 18, 2003. Under the terms of the Option Plan the Board of Directors may grant incentive stock options to directors and employees of the Company and the exercise price is generally determined by reference to the market price of the Company's stock. Vesting and expiry of options may vary at the discretion of the committee, subject to the rules of the stock exchange; the total number of shares issuable pursuant to the Option Plan cannot exceed 10% of the issued and outstanding shares.

A summary of stock option activity follows:

	Stock options and warrants		
	Weighted average		
	Number	Price	Warrants
Outstanding at September 30, 2005	711,500	\$0.40	41,272
Forfeited	(256,500)	\$0.40	(41,272)
Outstanding at September 30, 2006	455,000	\$0.40	-
Issued	80,000	\$0.15	
Outstanding at December 31, 2006	<b>535,000</b>	<b>\$ 0.36</b>	

The following table summarizes information about director and employee stock options outstanding at December 31, 2006:

Range of Exercise Prices	Number Outstanding	Weighted Average Remaining Contractual Life	Weighted Average Exercise Price	Number Exercisable	Weighted Average Exercise Price
\$ 0.40	455,000	1.9 Years	\$ 0.40	455,000	\$ 0.40
\$ 0.15	80,000	0.8 Years	\$ 0.15	80,000	\$ 0.15

**IPLAYCO CORPORATION LTD.**  
**NOTES TO INTERIM CONSOLIDATED FINANCIAL STATEMENTS**  
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**7. CAPITAL STOCK** (continued)

b) Stock options and warrants

The Company uses the fair value method to account for stock options and warrants granted to employees and consultants. There were no options granted during the year ended September 30, 2006. The fair value of the 80,000 warrants issued during the quarter ended December 31, 2006 has been determined to be insignificant, and as a consequence there has been no compensation expense recorded.

The fair values of stock options and warrants issued during the quarter ended December 31, 2006 were estimated using the Black-Scholes option pricing model with the following weighted average assumptions:

Risk free interest rate	3.00%
Expected volatility	70%
Expected average life of options	1.0 years.
Expected dividend yield	0%

c) Escrowed shares

During the three months ended December 31, 2006, 538,729 shares were released from escrow; at September 30, 2006 2,871,084 common shares were held in escrow. The release of the escrowed shares is governed by the underlying escrow and pooling agreements, and is eligible for release in the fiscal years ended as follows:

2007	388,726
2008	777,452
2009	777,452
2010	<u>388,725</u>
	<u>2,332,355</u>

**8. CONTRIBUTED SURPLUS**

Charges and credits to contributed surplus are related to stock options and warrants; there were no transactions affecting contributed surplus during the three months ended December 31, 2006, or the year ended September 30, 2006.

**IPLAYCO CORPORATION LTD.**  
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(Unaudited)

**9. COMMITMENTS**

The Company leases premises and certain equipment under long-term operating lease agreements that expire at various dates. Future minimum lease payments over the next five years, including estimated occupancy costs, are as follows:

2007	\$	268,433
2008		351,448
2009		334,073
2010		319,679
2011		50,978
	\$	<u>1,324,611</u>

**10. SEGMENTED INFORMATION AND CONCENTRATION OF SALES**

The Company operates in one business segment and all of the Company's assets are located in Canada.

During the three months ended December 31, 2006, three customers accounted for 40% of the Company's revenue; during the comparable period in 2005, two customers accounted for 45% of the revenue.

The Company attributes revenue amounts to geographical areas based upon the customers' locations. Sales information related to geographical areas is as follows:

	<b>December 31</b>	<b>December 31</b>
	<b>2006</b>	<b>2006</b>
Revenues		
North America	<b>1,592,615</b>	1,319,114
Europe	<b>425,743</b>	1,390,513
Middle East	<b>4,327</b>	258,426
Asia Pacific	<b>143,791</b>	-
Latin America	<b>191,522</b>	135,174
	<b>\$ 2,357,998</b>	<b>\$ 3,103,227</b>

**IPLAYCO CORPORATION LTD.**  
**NOTES TO INTERIM CONSOLIDATED FINANCIAL STATEMENTS**  
**THREE MONTHS ENDED DECEMBER 31, 2006**  
**(Unaudited)**

**11. FUTURE INCOME TAXES**

The Company has recognized in the financial statements, future benefits arising from timing differences, loss carry forwards, and valuation adjustments, that will be available to offset tax expenses in future periods; it is more likely than not that these benefits will be utilized.

**12. CHANGES IN ACCOUNTING POLICIES**

Effective October 1, 2006, the Company adopted the following Canadian Institute of Chartered Accountants (“CICA”) accounting recommendations:

**Comprehensive Income**

CICA Handbook Section 1530 Comprehensive Income requires enterprises to present comprehensive income as well as net income in their financial statements. Since the entity does not have any elements of comprehensive income, the adoption of this section did not have any impact on the Company’s consolidated financial statements.

**Financial Instruments**

CICA Handbook Sections 3855 Financial Instruments – Recognition and Measurement and 3861 Financial Instruments – Disclosure and Presentation establish standards for recognizing, measuring and presenting financial instruments and non-financial derivatives. All financial instruments are measured at fair market value with the exception of financial assets classified as loans and receivables, investments classified as held-to-maturity, and liabilities classified as other liabilities which are all measured at amortized cost using the effective interest method.

As a result of the new standards, the Company has classified its cash as held for trading, accounts receivable as loans and receivables, and accounts payable and capital lease obligations as other liabilities.

The adoption of these standards did not have a significant impact on the Company’s consolidated financial statements.

**13. COMPARATIVE FIGURES**

Certain comparative figures have been reclassified to conform to the presentation adopted in the current period.

**FORM 51-102F1**

**MANAGEMENT'S DISCUSSION & ANALYSIS**

**FOR THE QUARTER ENDING DECEMBER 31, 2006**

**IPLAYCO CORPORATION LTD.**

**20216 – 98<sup>th</sup> Avenue**  
**Langley, BC, V1M 3G1**  
**Telephone: 604-882-1188**  
**Fax: 604-882-1977**

The following discussion and analysis of the financial position of Iplayco Corporation Ltd. (“Iplayco” or the “Company”) and results of operations of the Company for the first quarter ended December 31, 2006 is the responsibility of management. The Board of Directors carries out its responsibility for review of the disclosure principally through its Audit Committee, which is comprised primarily of independent directors. The Audit Committee reviews this disclosure and recommends its approval by the Board of Directors. The MD&A dated February 27, 2007 is prepared in conformity with National Instrument 51-102F1 and has subsequently been approved by the Board of Directors.

The accompanying un-audited financial statements and related notes have been prepared by management, and although they are not reviewed by an Auditor, are presented in accordance with Canadian generally accepted accounting principles. These statements, together with the following management’s discussion and analysis dated February 27, 2007 are intended to provide investors with a reasonable basis for assessing the financial performance of the Company as well as forward-looking statements relating to the potential future performance. The information in the MD&A may contain forward-looking statements. These statements are subject to known and unknown risks, uncertainties and other factors that may cause actual results to differ materially from those implied by the forward-looking statements. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date the statements were made, and readers are advised to consider such forward-looking statements in light of the risks as set forth below.

Additional information relating to the Company may be found on SEDAR at [www.sedar.com](http://www.sedar.com).

The following is a discussion of the consolidated financial condition and results of operations of Iplayco Corporation Ltd. (the "Company"). The analytical comments are current as of February 27, 2007 and should be read in conjunction with the Company's un-audited consolidated financial statements. Additional information regarding the Company can be found on SEDAR at [www.sedar.com](http://www.sedar.com). All amounts are stated in CDN dollars.

### **Forward – Looking Statements**

This analysis contains certain forward-looking statements which reflect the Company's current assessment of future events, business outlook, and expected financial performance. Such statements are subject to assumptions which may be incorrect, and to uncertainties and risks which are difficult to forecast. The future events and financial performance may differ materially from those predicted in these statements.

## **RESULTS OF OPERATIONS**

### **Three months ended December 31, 2006 and 2005**

#### **Revenue**

Iplayco's revenue is derived from the sales of its wholly owned operating subsidiaries International Play Company Inc. ("IPC") and Outdoor Play Company Inc. ("OPC").

IPC and OPC design, manufacture, and market children's modular playground equipment from the Company's factory and head office in Langley, British Columbia. The size and complexity of the play structures dictates the time required to manufacture, ship, and install individual playgrounds; diverse factors such as of customer locations, capital budgets, exotic theme requirements, may cause project completion timelines to vary from a few weeks to several months. The Company's products are sold and installed on a world wide basis; typical markets include family entertainment centers, theme parks, malls, day care centers, fitness clubs, and playground facilities sponsored by municipalities and various non profit organizations. Over the past several years, there has been an increasing customer demand for significantly larger, more complex and more costly structures.

Sales for three months ended December 31, 2006 were \$2,357,988, down 24% from \$3,103,227 in the prior year.

The decrease was attributable primarily to lower European sales, \$425,743, a reduction of \$964,770 from last year. The higher revenue in Europe last year, resulted from several large sales in the UK and Sweden, which represented a significant marketing break through for the Company. Until 2005, Europe has been a difficult market for the Company to establish a significant marketing presence. The lower volume in Europe in 2006 was partially offset by stronger sales in North America (up by \$273,501), and by

the Company's first project sale in India (\$143,791 – classified as "Asia –Pacific" in the accompanying notes to the financial statements), which represents an important advance into a major emerging market, in the face of continuing price pressure from low cost manufacturers from China.

### **Gross Profit**

Gross profit during the three months ended end December 31, 2006 declined to \$785,893 from \$812,726 during the comparable period in 2005, because of the lower volume of shipment; expressed as a percentage of sales, gross profits increased to 33% in 2006, as compared to 26% last year. The improvement in the profitability of sales reflected more aggressive sales pricing, productivity improvements, and more a favorable sales mix. A greater proportion of the total sales for the first quarter, were represented by larger individual orders (53% of the total 2006 sales were attributable to only five projects); larger projects generally provide an opportunity to earn higher margins and are more profitable to the Company.

### **Operating Expenses**

Total operating expenses of \$647,582 during the three months ended end December 31, 2006 declined by \$145,961 (18%) from the comparable period in 2005.

The decrease in operating expenses were due mainly to lower costs of insurance, salaries and benefits, and the effects of more favorable foreign exchange.

The insurance expense in 2005 was higher than the current year, because it included the settlement cost of an action for a US customer's injury claim (\$46,400). Insurance expense includes the premium costs for product liability, property loss, directors and officers' liability coverage, and key man insurance. The major portion of the company's insurance costs result from product liability premiums because of the Company's increasing sales into the US. Due to the generally litigious nature of doing business in the US, the insurance industry charges higher product liability insurance premiums for product sales into the US. During fiscal 2005, the Company increased the deductible portion of its liability on US business with the objective of reducing its annual insurance expense. As US business continues to grow, management will continue to review risk management practices, and the related costs.

Salaries and benefit costs for during the three months ended end December 31, 2006 were lower by \$84,610 (20%) mainly because of discretionary staff bonuses paid in 2005. Salaries and benefits include payroll and benefit costs for management, administrative and sales staff, and commissions paid to sales staff.

### **Income before Income Taxes**

Income before income taxes of \$138,311 increased by \$119,128 from last year, due mainly to the improved profitability of sales, and the lower operating expenses as discussed above.

### **Income Taxes**

The income statement reflects a provision of \$47,014 for current taxes payable, based on the results of operations for the quarter ended December 31, 2006. The Company's accounting policies with respect to income taxes are described in Note 11 of the accompanying financial statements.

Due to recent positive operating results and future forecasts management estimates that the future income tax asset is more likely than not to be realized, a future income tax asset of \$90,889 was recorded as at September 30, 2006. Refer to the notes accompanying the September 30, 2006 annual financial statements for additional details concerning the future income tax asset.

### **Net Income**

Net income for the three months ended December 31, 2006 was \$91,297 (\$0.01 earnings per share), as compared to \$19,183 (\$0.00 earnings per share) for the comparable period in 2005.

The following tables reflect the financial highlights for the Company for the last eight quarterly periods.

### **Summary of Quarterly Results**

(\$000 except earnings per share)

	<b>Dec 31</b>	<b>Sept 30</b>	<b>June 30</b>	<b>Mar 31</b>	<b>Dec 31</b>	Sept 30	June 30	Mar 31
	<b>2006</b>	<b>2006</b>	<b>2006</b>	<b>2006</b>	<b>2005</b>	2005	2005	2005
Sales	\$ 2,358	\$ 3,007	\$ 2,160	\$ 2,129	\$ 3,103	\$ 3,502	\$ 2,085	\$ 1,768
Net income (loss)	\$ 91	\$ 347	\$ (1)	\$ (168)	\$ 19	\$ 503	\$ (39)	\$ (119)
Earnings (loss) per share								
Basic	\$ 0.01	\$ 0.03	\$ -	\$ (0.02)	\$ 0.00	\$ 0.05	\$ (0.00)	\$ (0.02)
Diluted	\$ 0.01	\$ 0.03	\$ -	\$ (0.02)	\$ 0.00	\$ 0.05	\$ (0.00)	\$ (0.02)

### ***First Quarter Ended December 31, 2006 Compared to the Previous Year***

The factors affecting operating results for the three months ended December 31, 2006 in comparison with the comparable period in 2005 are as discussed above ("*RESULTS OF OPERATIONS*")

### ***Fourth Quarter Ended September 30, 2006 Compared to the Previous Year***

Total sales of \$3,007,637 during the three month period ended September 30, 2006 were



mainly shipments to the U.S. (\$1,657,046, or 55%) and Europe (\$840,825, or 28%) as compared to \$3,502,252 for the same three month period during 2005; the 2005 quarter sales were the highest in the company's history.

The net income during the fourth quarter of 2006 was \$347,217 a decrease of \$155,312 from the previous year. The lower net income was caused mainly by lower gross profit resulting from the reduced sales level, increased operating costs due largely to higher salaries and accounting and legal fees, offset partially by lower advertising and promotion expenses, lower foreign exchange losses, lower bad debt expenses, and a favorable 2006 year end provision for realization of a future income tax asset, due to recent positive operating results and future earnings forecasts

***Third Quarter Ended June 30, 2006 Compared to the Previous Year***

For the three month period ended June 30, 2006 total sales of \$2,160,419 increased by 4% in comparison to \$2,084,740 for the same three month period in 2005. Increased sales into Europe and Latin America offset declines in the other geographic areas. The higher gross profit was completely offset by increased expenses.

Total operating expenses of \$809,401 for the three months ending June 30, 2006 increased by \$236,500 (41%) over the comparable period in 2005.

The increased costs during the three months period ended June 30, 2006 were principally due to higher expenditures for advertising and promotion, accounting and legal, commissions paid to outside agents, and salaries and benefits. Higher advertising and promotion expenses were due to increased marketing activities including the costs of trade show attendance and media advertising. Salary and benefit costs included commissions paid to staff sales personnel. Increased costs for accounting and legal during the quarter included legal costs related to patent issues, new banking arrangements, and consulting costs arising from accounting software upgrades; accounting and legal expenses in 2005 were reduced by the proceeds of a final settlement arising from a legal action initiated by the Company. The increase in commissions paid to outside agents during the quarter was the direct result of increased sales due to the Company's strengthening relationships with outside agents.

***Second Quarter Ended March 31, 2006 Compared to the Previous Year***

For the three month period ended March 31, 2006 total sales of \$2,129,263 increased by 20% in comparison to \$1,768,308 for the same three month period last year. The increase in revenues was a continuation of the Company's pattern of general sales growth; increased sales in North America, Europe, Asia Pacific and Latin America were offset somewhat by an absence of sales in the Mid East. The increased gross profit arising from higher revenue was offset by higher operating expenses of \$769,305, an increase for the three months ending March 31, 2006 of 35% or \$201,349 from the comparable period in the preceding year. The increased expenses during the three months period ended March 31, 2006 were due mainly to higher costs for advertising and promotion and salaries and benefits. Higher expenditures on advertising and promotion expenses reflected increased marketing activities including the costs of trade show attendance. Salary and benefit costs include commissions paid to staff sales personnel; the increase in salary and benefit costs

during the quarter reflected higher commissions arising from increased sales and a single commission settlement of to an independent sales agent. Increased costs for accounting and legal during the quarter were due mainly to legal advice related to patent issues. The company recorded an estimated income tax recovery of \$80,125, from an anticipated operating loss carry back for the fiscal period.

## **LIQUIDITY AND FINANCIAL RESOURCES**

### **Cash Position**

Cash provided by operating activities totaled \$92,769 during the three months ended December 31, 2006. The cash disbursed to meet the requirements of suppliers' accounts payable (\$263,240) and increased prepaid expenses, were largely offset by collections of customers' accounts receivable (\$251,366) and advances from customers on new projects (\$68,104). Cash outlays for prepaid expenses are mainly advances for trade shows, and advance payments to agents, to be applied against future commissions.

As a normal course of business, IPC and OPC collect advance payments when sales contracts are entered into; upon factory completion of equipment fabrication and shipment, the amounts of the sales contracts are invoiced and recognized as revenue, and the advance payments are applied to the sales as collections on account. The balance of advance payments received from customers which have not been applied to accounts receivable, are described as "Customer deposits" on the balance sheet. It has generally been the Company's experience that deposits from customers are not refunded, but are applied against amounts receivable on realized sales.

The cash advances and payments from customers, together with credit from suppliers and investments from shareholders, have historically provided the required working capital for day to day operations... During 2006, the Company negotiated an operating line of credit with HSBC Bank Canada to a maximum \$500,000 to facilitate dealing with short term financing issues; as at this report date the Company has not found it necessary to use the line of credit.

Management expects to meet its operating cash requirements through fiscal 2007, including required working capital investments, capital expenditures, and currently scheduled repayments of debt, from cash on hand, cash flow from operations and its committed borrowing capacity.

### **Foreign Currency Translation**

The Company's activities are primarily conducted in international markets and consequently its financial results and competitiveness are subject to the effects of swings in foreign currency exchange rates. As an example, a large percentage of the Company's expenses are incurred in Canadian dollars whereas a large percentage its sales are denominated U.S.dollars, and converted to Canadian dollars for financial statement reporting purposes. As a consequence, operating results are subject to the effects of

foreign exchange gains and losses arising from the movement of the U.S. dollar in relation to the Canadian dollar. The Company estimates that at its current level of operations, each \$0.01 appreciation in the value of the Canadian dollar relative to the US dollar could decrease the Company's net income before tax, or conversely, each \$0.01 depreciation in the value of the Canadian dollar relative to the US dollar could increase the Company's net income before tax, by approximately \$70,000.

Since the majority of IPC's projects are of relatively short duration, to the extent practicable within competitive market conditions, IPC management has relied on aggressive pricing and conservative forecasting of the exchange rates for purposes of formulating project costs and price quotations to minimize foreign exchange losses. IPC management will continue these pricing policies, in addition to reviewing alternate strategies to further minimize foreign exchange loss risks.

### **Disclosure Controls**

Management has designed disclosure controls and procedures to provide reasonable assurance that material information relating to the Company, including its consolidated subsidiaries, is made known to them by others within those entities, particularly during the period in which the annual filings are being prepared, and are disclosed in public documents as required.

As at December 31, 2006, the CEO and CFO, with participation of the Company's management have concluded that the design and operation of the Company's disclosure controls and procedures were effective.

### **OUTLOOK**

The majority of the Company's sales are made in foreign markets. Despite encouraging progress in the Company's business development, factors that could have a negative impact during the coming year are an uncertain global economy, strengthening of the Canadian dollar, and a more challenging competitive environment. These factors combined will require the Company to effectively manage operating costs while growing its overall business.

As an integral part of a commitment to continuous corporate improvement, the Company's senior management regularly participates in off - site seminars and training programs, to upgrade operational and managerial skills.

The Company will continue to focus on execution of a strategy of profitable growth. Management will concentrate on increased market focus and on differentiating the Company competitively, by meeting the unique requirements of its customers.

Management is enthusiastic about its progress in introducing the installation of "Solid Works", a three dimensional modeling software program with the capacity to produce detailed fabrication instructions and materials lists for the play structures. Due to the

custom manufactured nature of the Company's products, it has been necessary to partially pre assemble and disassemble the play structures in the factory, prior to shipping and final assembly at customer sites. This practice has resulted in duplication of direct labor costs. It is management's expectation, supported by preliminary factory fabrication and on site installation testing of the program, that implementation of this software will significantly reduce the need for factory pre assembly, and will result in improvements in production efficiency and lower labor costs.

### **Commitments**

The Company leases premises and certain equipment under operating lease agreements that expire at various dates. Future lease payments over the next five years, including estimated occupancy costs, are as follows:

2007	\$ 268,433
2008	\$ 351,448
2009	\$ 334,073
2010	\$ 319,679
2011	\$ 50,978
	<u>\$1,414,089</u>

### **OFF-BALANCE SHEET ARRANGEMENTS**

There are currently no off balance sheet arrangements.

### **TRANSACTIONS WITH RELATED PARTIES**

There were no transactions with related parties during the year.

### **LEGAL PROCEEDINGS**

There are no legal proceedings with the exception of the product liability claims referred to in the discussion on Results of Operations.

### **CONTINGENT LIABILITIES**

The Company is unaware of any contingent liabilities.

### **FINANCIAL INSTRUMENTS**

The carrying values of cash, accounts payable, accounts receivable and income tax payable approximates current fair market value due to their short-term maturity.

### **SHARE DATA**

1. Summary of securities issued and options granted.

- (a) Summary of securities issued during the period: during the three months ended December 31, 2006 the Company issued the following securities:

None

- (b) Summary of options granted during the period:

80,000 stock options granted to a director to purchase common shares at \$0.15 per share

2. Summary of Securities as at the end of the Reporting Period:

- (a) Authorized share capital: The Corporation is authorized to issue an unlimited number of common shares. The Corporation is authorized to issue an unlimited number of preferred shares.

- (b) Number of Shares Issued and Outstanding: 9,686,687

- (c) Summary of Options, Warrants and Securities outstanding

As at December 31, 2006 there were 455,000 outstanding stock options, exercisable at \$0.40 per share, expiring on November 28, 2008, and 80,000 outstanding stock options exercisable at \$0.15 per share, expiring on October 13, 2007.

- (d) Number of shares in each class of shares subject to escrow or pooling agreements:

The total number of securities of the Company held in escrow as at December 31, 2006 is 2,332,355 common shares, representing approximately 24 % of the class.

**LIST OF DIRECTORS AND OFFICERS**

As at the date of this report, the following are the directors and officers of the Company:

Franco Aquila Director and Chief Executive Officer  
Robert Adanac Chief Financial Officer  
Scott C. Forbes Director and President  
Terence E. Forbes Director and Executive Vice-President  
Mark Neale Director  
David L. Wood Director  
David Perkins Director

**Approved on behalf of the Board**

*“Scott Forbes”*

Scott Forbes, President and Director

*“Franco Aquila”*

Franco Aquila, CEO and Director