

Consolidated financial statements of  
**Iplayco Corporation Ltd.**

March 31, 2008

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

# **Iplayco Corporation Ltd.**

## Table of contents

Consolidated balance sheets .....	1
Consolidated statements of income and retained earnings .....	2
Consolidated statements of cash flows .....	3
Notes to consolidated financial statements.....	4-10

# Iplayco Corporation Ltd.

(formerly Diversaflow Corporation Ltd.)

## Consolidated balance sheets

	<b>March 31 2008 (Unaudited)</b>	September 30 2007 (Audited)
<b>ASSETS</b>		
Current		
Cash	\$ 349,952	\$ 780,288
Term deposits	500,000	750,833
Accounts receivables	756,736	812,742
Income tax receivable	149,898	-
Inventory (Note 3)	1,176,296	1,121,309
Prepaid expenses	95,899	39,292
	<b>3,028,781</b>	<b>3,504,464</b>
Capital Assets (Note 4)	<b>406,955</b>	380,812
Future income taxes	<b>73,912</b>	73,912
	<b>\$ 3,509,648</b>	<b>3,959,188</b>
<b>LIABILITIES</b>		
Current		
Accounts payable	\$ 590,948	\$ 724,208
Income tax payable	-	304,643
Customer deposits	156,557	206,283
Current portion of capital lease obligations (Note 5)	18,894	35,429
	<b>766,399</b>	<b>1,270,563</b>
Capital lease obligations (Note 5)	<b>40,734</b>	42,363
	<b>807,133</b>	<b>1,312,926</b>
<b>Shareholders' equity</b>		
Capital stock (Note 7)	<b>1,593,925</b>	1,581,475
Contributed surplus (Note 7)	<b>139,031</b>	67,585
Retained earnings	<b>969,559</b>	997,202
	<b>2,702,515</b>	<b>2,646,262</b>
	<b>\$ 3,509,648</b>	<b>\$ 3,959,188</b>

Approved by the Directors

Scott Forbes

Franco Aquila

# Iplayco Corporation Ltd.

(formerly Diversaflow Corporation Ltd.)

## Consolidated statements of income and retained earnings Six months ended March 31

	3 months ended		6 months ended	
	2008	2007	2008	2007
Sales	\$ 2,167,310	\$ 3,130,872	\$ 3,971,092	\$ 5,488,870
Cost of sales	1,205,456	1,798,937	2,474,814	3,371,042
<b>Gross Profit</b>	<b>961,854</b>	<b>1,331,935</b>	<b>1,496,278</b>	<b>2,117,828</b>
Expenses				
Accounting and legal	48,007	55,197	89,831	65,806
Advertising and promotion	77,388	94,498	169,663	194,528
Amortization	26,300	22,415	50,056	42,105
Bad Debt	(1,625)	(230)	(511)	4,986
Bank charges and interest	4,206	6,146	6,870	14,392
Foreign exchange loss(gain)				
Realized	648	-	(6,497)	-
Unrealized	(47,525)	21,405	(1,159)	(34,229)
Insurance	58,348	51,782	112,905	102,632
Office	31,586	(1,640)	68,713	57,192
Rent	93,926	84,550	170,802	157,031
Repairs and maintenance	19,820	26,075	44,208	61,829
Salaries and benefits	374,364	627,755	782,373	955,981
Utilities	21,180	19,957	36,666	33,239
	<b>706,623</b>	<b>1,007,910</b>	<b>1,523,921</b>	<b>1,655,492</b>
Income (loss) on operations	255,231	324,025	(27,643)	462,336
Provision for Income Taxes	0	110,180	0	157,194
Income (loss) for the period	255,231	213,845	(27,643)	305,142
Retained earnings at beginning of the	714,328	495,436	997,202	404,139
Retained earnings at end of the period	\$ 969,559	\$ 709,281	\$ 969,559	\$ 709,281
Earnings (loss) per share				
Basic	\$ 0.03	\$ 0.02	\$ (0.00)	\$ 0.03
Diluted	\$ 0.03	\$ 0.02	\$ (0.00)	\$ 0.03
Weighted average number of common				
Basic	9,768,258	9,686,687	9,767,376	9,686,687
Diluted	9,768,258	9,686,687	9,767,376	9,686,687

## Iplayco Corporation Ltd.

(formerly Diversaflow Corporation Ltd.)

### Consolidated statements of cash flows Six months ended March 31

	3 months ended		6 months ended	
	2008	2007	2008	2007
<b>Operating activities</b>				
Net income (loss) for th	\$ 255,231	\$ 213,845	\$ (27,641)	\$ 305,142
Items not involving cash				
Amortization	26,300	22,415	50,056	42,105
Stock based compensation	17,862		71,446	
Foreign exchange gain on translation	(47,525)		(1,159)	
	<b>251,868</b>	<b>236,260</b>	<b>92,702</b>	<b>347,247</b>
Change on non-cash operating working ca				
Accounts receivable	(142,920)	(417,837)	57,165	(227,135)
Inventory	(17,725)	21,723	(54,987)	(12,954)
Prepaid expenses	(71,603)	104,306	(56,607)	64,371
Income tax receivable	(55,542)		(149,898)	10,000
Income tax payable		112,033	(304,644)	149,050
Accounts Payable	(199,424)	534,029	(133,261)	309,177
Customers' deposits	(521,090)	(414,046)	(49,726)	(370,543)
	<b>(1,008,304)</b>	<b>(59,792)</b>	<b>(691,958)</b>	<b>(78,034)</b>
	<b>(756,436)</b>	<b>176,468</b>	<b>(599,256)</b>	<b>269,213</b>
<b>Investing activities</b>				
Purchase of term deposits	(500,000)		(500,000)	
Sale of term deposits			750,833	
Purchase of capital assets	(54,077)	(29,207)	(76,199)	(87,494)
	<b>(554,077)</b>	<b>(29,207)</b>	<b>174,634</b>	<b>(87,494)</b>
<b>Financing activities</b>				
Repayment of capital lease obligations	(9,105)	(5,370)	(18,164)	(10,741)
Proceeds from exercise of stock options a	225		12,450	
	<b>(8,880)</b>	<b>(5,370)</b>	<b>(5,714)</b>	<b>(10,741)</b>
<b>Change in cash during period</b>	<b>(1,067,525)</b>	<b>141,891</b>	<b>(430,336)</b>	<b>170,978</b>
Cash at beginning of the period	1,669,345	1,104,358	780,288	1,075,271
<b>Cash at end of the period</b>	<b>\$ 349,952</b>	<b>\$ 1,246,249</b>	<b>\$ 349,952</b>	<b>\$ 1,246,249</b>
<b>Supplemental information</b>				
Income taxes paid	\$ 149,878	\$ 1,098,988	\$ 454,522	\$ 1,064,530
Interest paid	\$ 3,711	\$ (1,856)	\$ 6,375	\$ (1,856)

# Iplayco Corporation Ltd.

## Notes to consolidated financial statements

March 31, 2008

### 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 and OPC is a major worldwide supplier of custom designed children's indoor and outdoor play structures. Both IPC and OPC conduct their design, manufacturing and marketing activities at the Company's head office located 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, 2007. 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, 2007 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 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>March 31 2008</b>	September 30 2007
Raw materials	<b>\$ 988,765</b>	\$ 1,012,408
Work in progress	<b>187,531</b>	108,901
	<b>\$ 1,176,296</b>	\$ 1,121,309

# Iplayco Corporation Ltd.

## Notes to consolidated financial statements

March 31, 2008

### 4. Capital assets

	March 31, 2008		
	Cost	Accumulated amortization	Net book value
Automotive	\$ 43,870	\$ 27,197	\$ 16,673
Computer equipment	195,646	107,735	87,910
Furniture and fixtures	52,972	33,682	19,290
Machinery and equipment	222,585	96,418	126,167
Moulds	143,100	64,144	78,956
Leasehold improvements	144,224	66,266	77,958
	<b>\$ 802,397</b>	<b>\$ 395,442</b>	<b>\$ 406,955</b>

Included in capital assets at March 31, 2008 are assets under capital leases with a cost of \$141,128 and a net book value of \$64,632.

	September 30, 2007		
	Cost	Accumulated amortization	Net book value
Automotive	\$ 43,870	\$ 24,255	\$ 19,615
Computer equipment	191,495	92,543	98,952
Furniture and fixtures	52,526	31,546	20,980
Machinery and equipment	171,079	86,051	85,028
Moulds	127,468	50,540	76,928
Leasehold improvements	139,745	60,436	79,309
	<b>\$ 726,183</b>	<b>\$ 345,371</b>	<b>\$ 380,812</b>

Included in capital assets at September 30, 2007 are assets under capital leases with a cost of 141,128 and a net book value of \$96,083.

# Iplayco Corporation Ltd.

## Notes to consolidated financial statements

March 31, 2008

### 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:

	<b>March 31, 2008</b>
2008	\$ 21,856
2009	21,008
2010	17,777
2011	8,888
	<u>69,529</u>
Less amount representing interest at 14.7%	<u>(9,901)</u>
	59,628
Less current portion	<u>(18,894)</u>
	<u>\$ 40,734</u>

### 6. Operating loan

The Company entered into an operating loan facility during the period with the Royal Bank of Canada. The new facility has a limit of \$500,000 and bears interest at prime plus 0.5%. No amounts were drawn on this facility at March 31, 2008.

### 7. Capital stock

*Authorized and issued*

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

	<b>Number of shares</b>	<b>Amount</b>
Authorized		
Unlimited Common shares, without par value		
Unlimited Preferred shares, without par value		
Issued, common shares		
Balance, September 30, 2006 and 2007	9,686,687	\$ 1,581,475
Proceeds on exercise of stock options	82,000	12,450
<b>Balance, March 31, 2008</b>	<b><u>9,768,687</u></b>	<b><u>\$ 1,593,925</u></b>



# Iplayco Corporation Ltd.

## Notes to consolidated financial statements

### March 31, 2008

#### 7. Capital stock (continued)

##### *Details of contributed surplus*

	<b>March 31, 2008</b>	September 30, 2007
Balance – Beginning of Period	<b>\$ 67,585</b>	\$ 67,585
Fair value of stock-based compensation	<b>71,446</b>	-
Balance – End of Period	<b>\$ 139,031</b>	\$ 67,585

##### *Stock options and warrants*

The Company has an incentive stock option plan (the "Option Plan"). Under the terms of this 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. As at March 31, 2008, the maximum number of options available to be granted under the Option Plan is 976,868 (September 30, 2007 – 968,669).

A summary of stock option and warrant activity follows:

Outstanding at September 30, 2007	535,000	\$	0.40	-
Granted	521,500	\$	0.23	\$ 71,446
Exercised	(81,000)	\$	0.15	-
Outstanding at December 31, 2007	975,500	\$	0.31	\$ 71,446
Exercised	(1,000)	\$	0.23	-
Outstanding at March 31, 2008	974,500	\$	0.31	\$ 71,446

# Iplayco Corporation Ltd.

## Notes to consolidated financial statements

March 31, 2008

### 7. Capital stock (continued)

The following table summarizes information about director and employee stock options outstanding at March 31, 2008, September 30, 2007 and September 30, 2006:

Year	Range of Exercise Prices	Number Outstanding	Options Outstanding		Options Exercisable	
			Weighted Average Remaining Contractual Life	Weighted Average Exercise Price	Number Exercisable	Weighted Average Exercise Price
<b>2008</b>	<b>\$ 0.23 - 0.40</b>	<b>974,500</b>	<b>0.6 Years</b>	<b>\$ 0.31</b>	<b>974,500</b>	<b>\$ 0.31</b>
2007	\$ 0.40	455,000	1.1 Years	\$ 0.40	455,000	\$ 0.40
2006	\$ 0.40	455,000	1.1 Years	\$ 0.40	455,000	\$ 0.40

The Company uses the fair value method to account for stock options and warrants granted to employees and consultants. During the six months ended March 31, 2008 there were 521,500 (September 30, 2007 – 80,000) stock options issued with a fair value of \$71,446 (September 30, 2007 - \$Nil), and \$71,446 credited to contributed surplus. The fair value was estimated using the Black-Scholes option pricing model with the following range of assumptions:

Risk-free interest rate	3.07%-4.33%
Expected volatility	57.18%-80.40%
Expected average life of options	1 year
Expected dividend yield	0%

#### *Escrowed shares*

During the six months ended March 31, 2008 388,726 (September 30, 2007 – 927,455) shares were released from escrow. At March 31, 2008, 1,554,903 (September 30, 2007 – 1,943,629) common shares are held in escrow. The release of the escrowed shares is governed by the underlying escrow and pooling agreements, and are eligible for release in the fiscal years ended as follows:

2008	388,726
2009	777,452
2010	388,725
	<b>1,554,903</b>

# Iplayco Corporation Ltd.

## Notes to consolidated financial statements

March 31, 2008

### 8. 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:

2008	\$	228,789
2009		553,293
2010		587,722
2011		597,181
2012		325,310
	\$	<u>2,292,295</u>

### 9. Financial instruments

The carrying values of cash, accounts receivable, and accounts payable approximate their fair market values due to their short-term maturity.

Accounts receivable with three specific customers represent approximately 56 % of the balance of accounts receivable as at March 31, 2008 (September 30, 2007 two customers represented approximately 25% of accounts receivable). It is the opinion of management that these accounts do not represent a significant credit risk.

The Company has significant sales denominated in U.S. currency and is therefore exposed to financial risk resulting from fluctuations in foreign exchange rates and the degree of volatility of these rates. The Company utilizes derivative instruments to reduce its exposure to rate changes.

### 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.

The Company attributes revenue amounts to geographical areas based on where the customer is located. Information related to geographical areas is as follows:

Revenues	3 months March 31		6 months March 31	
	2008	2007	2008	2007
North America	\$ 1,686,427	\$ 1,514,063	\$ 3,133,440	\$ 3,107,184
Europe	294,893		294,893	425,237
Middle East		1,453,625	66,792	1,457,952
Asia Pacific	30,210		158,366	143,791
Latin America	156,864	163,184	317,601	354,706
	<u>\$ 2,168,394</u>	<u>\$ 3,130,872</u>	<u>\$ 3,971,092</u>	<u>\$ 5,488,870</u>

# **Iplayco Corporation Ltd.**

Notes to consolidated financial statements  
March 31, 2008

**FORM 51-102F1**

**MANAGEMENT'S DISCUSSION & ANALYSIS**

**FOR THE QUARTER ENDING March 31, 2008**

**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 six months ended March 31, 2007 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 May 26, 2008 is prepared in conformity with National Instrument 51-102F1 and has subsequently been approved by the Board of Directors.

The accompanying unaudited financial statements and related notes have been in accordance with Canadian generally accepted accounting principles. These statements, together with the following management’s discussion and analysis dated May 26, 2008 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 May 26, 2008 and should be read in conjunction with the Company's 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 may contain 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**

### **Six months ended March 31, 2008 and 2007**

#### **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.

Sales for the three months ended March 31, 2008 were \$2,167,310, a decrease of \$963,562 or 31% over the prior year.

The decline was attributable primarily to an absence of Middle East sales (a reduction of \$1,453,625 from last year), offset partially by increased volume in Europe and North America.

For the year to date, sales of \$3,971,092 were \$1,517,778 (28%) lower than the comparable period in 2007, due to reduced sales into the Middle East.

## **Gross Profit**

Gross profit of \$961,854 during the three months ended March 31, 2008 decreased by \$370,081 (28%) from 2007.

On a year to date basis, gross profit of \$1,496,278 for the six months ended March 31, 2008 decreased by \$621,550 (29%) from the comparable period in 2007.

The decline in the second quarter and year to date gross profit was due to the lower sales in 2008.

## **Operating Expenses**

Operating expenses of \$706,623 for the three months ended March 31, 2008 were \$301,287 (30%) lower than the three month period in the prior year. The reduction in operating costs was due mainly to lower costs for salaries and benefits (down by \$253,392, or 40%) and a foreign exchange gain on translation.

Salaries and benefits include payroll and benefit costs for management, administrative and sales staff, and commissions; the reduction in 2008 was due to lower discretionary bonuses and commissions.

A substantial portion of the Company's sales are settled in US dollars; the volatility of the rates of exchange between the Canadian and US dollar has been the main cause of foreign exchange gains and losses (see comments in "Foreign Currency Translation").

Year to date operating expenses of \$1,523,921 for the six month period ended March 31, 2008, were \$131,571 (8%) lower than 2007. The reduction was due mainly to lower costs for salaries and benefits (down by \$173,608 or 18%).

## **Profit (Loss) before Income Taxes**

The Company earned a profit of \$255,231 on operations before taxes for the three months ended March 31, 2008, as compared to a profit of \$324,025 for the comparable period in 2007; the \$68,794 decrease was due to lower sales and gross profit in 2008 offset largely by lower operating expenses.

For the six months ended March 31, 2008, the Company experienced a loss on operations of \$27,643, as compared to a profit of \$462,336 during 2007. The decline in earnings for the year to date was also due to lower sales and gross profit in 2008, offset partially by lower year to date operating expenses

## **Income Taxes**

The income statement made no provision for a tax expense, because the Company did not earn a profit on year to date operations.

**Net Income (Loss)**

The Company earned net income of \$255,231, \$0.03 per share, during three months ended March 31, 2008 reducing the year to date loss from the first quarter, to \$27,643. 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)

	Mar 31 2008	31-Dec 2007	30-Sep 2007	June 30 2007	Mar 31 2007	Dec 31 2006	Sept 30 2006	June 30 2006
Sales	\$ 2,167	\$ 1,804	\$ 2,306	\$ 2,897	\$ 3,131	\$ 2,358	\$ 3,007	\$ 2,160
Net income (loss)	\$ 255	\$ (288)	\$ (43)	\$ 331	\$ 214	\$ 91	\$ 347	\$ (1)
Earnings (loss) per share								
Basic	\$ 0.03	\$ (0.03)	\$ -	\$ 0.03	\$ 0.02	\$ 0.01	\$ 0.03	\$ -
Diluted	\$ 0.03	\$ (0.03)	\$ -	\$ 0.03	\$ 0.02	\$ 0.01	\$ 0.03	\$ -

***Second Quarter Ended March 31, 2008 Compared to the Previous Year***

*(Refer to preceding comments under “Results of Operations”)*

***First Quarter Ended December 31, 2007 Compared to the Previous Year***

Sales for the three months ended December 31, 2007 were \$1,803,782, a decrease of \$554,206 or 24% over 2006.

The decrease was attributable primarily to an absence of European sales, and lower North American sales because of the downturn in the United States economy

During the three months ended December 31, 2007 the Company experienced a loss on operations before taxes of \$288,184, as compared with a profit of \$138,311 for the comparable period in 2006; the change was attributable primarily to the decrease in the European market, additional employee compensation, and a weaker US dollar.

***Fourth Quarter Ended September 30, 2007 Compared to the Previous Year***

Total sales of 2,306,373 during the three month period ended September 30, 2007 were mainly shipments to the U.S. (\$1,726,079, or 75%) as compared to \$3,007,637 for the same three month period during 2006.

The Company incurred a loss of \$43,000 during the fourth quarter of 2007, a decrease in net income of \$390,085 from the previous year. The 2007 fourth quarter loss was caused mainly by the reduced sales level and increasing operating costs due largely to higher salaries, foreign exchange losses, and increased bad debt expenses.



The 2007 fourth quarter foreign exchange losses resulted mainly from recognition in the Company's accounts, of an unrealized loss on conversion of US cash and term deposits held on deposit at September 30, 2007. Subsequent to the fiscal 2007 year end most of the US cash has been converted to Canadian dollars, and the Company has expanded its foreign exchange risk management policies; current practices include hedging and forward contracts, and advisory services from an independent firm of foreign exchange risk management consultants.

Bad debt expense increased by \$135,750 because a single customer in the United Kingdom filed for bankruptcy during the fourth quarter of 2007.

### ***Third Quarter Ended June 30, 2007 Compared to the Previous Year***

For the three month period ended June 30, 2007 total sales of \$2,896,885 increased by 34% in comparison to \$2,160,419 for the same three month period in 2006. Increased sales into North America offset declines in the other geographic areas. The high gross profit was partially offset by increased expenses.

Total operating expenses of \$934,238 for the three months ended June 30, 2007 increased by \$125,837 (15%) over the comparable period in 2006. The increased costs during the three months period ended June 30, 2007 were principally due to foreign exchange losses.

## **LIQUIDITY AND FINANCIAL RESOURCES**

### **Cash Position**

Operating activities reduced cash by \$599,256 during the six months ended March 31, 2008, as compared to a cash increase of \$282,167 in the prior year. The decrease during the current year resulted from a decrease in net income, and from net changes in non – cash operating working capital items, mainly taxes and supplier accounts paid.

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 balance of cash on deposit from customers is not necessarily indicative of the volume of forward sales revenue however, as a significant number of sales contracts are negotiated without advance payment requirements.

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. The Company negotiated a more cost effective operating line of credit with the Royal Bank of 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 2008, from cash on hand; cash flow from operations and its committed borrowing capacity (refer also to comments under “Outlook”).

### **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. The Company’s expenses are mainly incurred in Canadian dollars, whereas a substantial percentage its sales are denominated in U.S.dollars, and converted to Canadian dollars for financial statement reporting. 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.

For quarterly and annual financial statement reporting purposes, the Company converts all non-Canadian dollar monetary balances to balances on hand at the fiscal period ends, at the prevailing exchange rates. The resulting conversion gives rise to unrealized foreign exchange gains or losses, depending on the exchange rates in effect. The volatile fluctuations in the exchange rates of Canadian/US dollar during the latter part of fiscal 2007, combined with larger than normal balance of US cash contributed to a significant unrealized foreign exchange loss at December 31, 2007; net changes in non – Canadian dollar monetary balances at March 31, 2008 resulted in an unrealized foreign exchange gain, largely offsetting the December 31, 2007 loss.

During the six months ended March 31, 2008 quarter, the Company adopted additional procedures to minimize adverse exposure to foreign exchange fluctuations; practices have been expanded to include the use of hedging, and refinement of monitoring and negotiation of currency spot trades. Early indications of the expansion in foreign exchange practices have been encouraging, particularly with the realization of more favorable terms in the spot currency trades.

### **Disclosure Controls and Internal Controls**

Investors should be aware that inherent limitations on the ability of certifying officers of a venture issuer to design and implement on a cost effective basis DC&P and ICFR, as defined in MI 52-109 may result in additional risks to the quality, transparency and timeliness of interim and annual filings and other reports provided under securities legislation.

## **OUTLOOK**

The majority of the Company's sales are made in foreign markets. Production and shipments fell below planned levels during the early part of the six month period ended March 31, 2008, but rebounded significantly in the latter part of the period. The Company's sales group is continuously enhancing its marketing activities through increased attendance at industry trade shows, web site upgrades, and monitoring of the effectiveness of product advertising. On the basis of the current production back log, and the volume of sales contracts under active negotiation, management expects to meet planned sales revenue for the year.

Factors that could have a negative impact on future operating results 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. 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.

The Company's management recently announced the planned development of its first 100% company owned and operated Family Entertainment Center (FEC); site development of this new center is now underway, and management is arranging additional funding to finance the start up costs of the new venture. The new venture, which is situated very near to the Company's head office and factory in Langley B.C., is scheduled to open in the 4<sup>th</sup> quarter of 2008.

The expansion is a logical extension of the Company's core business, and is expected to enhance and stabilize earnings and cash flow. Management is confident that the ability to provide potential customers with ready access to a fully operating, well planned and imaginatively themed entertainment centre will prove to be a powerful marketing tool.

The Langley center is planned to be the first in a series of operational turn-key facilities in North America.

During the first quarter of fiscal 2008 the Company acquired the operations and assets of a sub contract supplier in the theme design and production business. The cost to the Company was limited to the replacement cost of tools and supplies (approximately \$24,000); the proprietors (two artists) joined the staff of IPC. This expansion of the Company's design and production capacity will strengthen production capacity for increasingly more imaginatively themed playgrounds.

## **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:

2009	\$	553,293
2010		587,722
2011		597,181
2012		325,310
	\$	<u>2,286,718</u>

The summary of future lease payments includes the following:

An additional lease was signed on February 6, 2008 to accommodate the planned new Company owned FEC. The Company entered into an operating lease agreement, commencing on March 1, 2008 to February 28, 2014 with the first ten months of basic rent forgiven during the construction phase. The total minimum lease payments, together with additional rent based on the Company's proportionate share of all operating costs and taxes incurred by the Landlord as defined in the lease (estimated at the approximate 2008 rate of \$66,930 per annum) are as follows:

2008	\$	39,042
2009		\$197,239
2010		\$250,479
2011		\$259,098
2012		\$268,732
2013		\$280,901
2014		\$119,155

Included in this rent is a management fee equal to 5% of these lease and rent payments.

### **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 several unsettled claims arising from injuries sustained at U.S. customer sites, for which at March 31, 2008, the Company made a possible loss provision in the accounts. The provision is not material, and is considered adequate as at the date of this report.

### **CONTINGENT LIABILITIES**

With the exception of the unsettled injury claims, the Company is unaware of any contingent liabilities.

## **FINANCIAL INSTRUMENTS**

The carrying values of cash, accounts payable, and accounts receivable 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 six months ended March 31, 2008 the Company issued 82,000 shares upon the exercise of stock options ranging from \$0.15 to \$0.23 per share.

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

During the six months ended March 31, 2008, 521,500 stock options were granted to employees to purchase common shares at \$0.23 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: 9,768,687 Common shares.

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

As at March 31, 2008, there were 455,000 outstanding stock options, exercisable at \$0.40 per share, expiring on November 28, 2008, and 519,500 outstanding stock options exercisable at \$0.23 per share, expiring on October 5, 2008.

#### (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 March 31, 2008 is 1,554,903 common shares, representing approximately 16 % 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:

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

**Approved on behalf of the Board**

"Scott Forbes"

Scott Forbes, President and Director

"Franco Aquila"

Franco Aquila, CEO and Director