



Iplayco Corp.

Jan 16th 2014

Iplayco gains on three new orders totalling \$1.5 mln

Iplayco Corp (CVE:IPC) shares were rising on Thursday after the maker of indoor and outdoor children's play equipment signed what it called three new "significant" sales agreements, amounting to C\$1.54 million.

The deals are to design, manufacture and install large indoor play structures for customers in Africa, Europe and Asia, according to Iplayco's statement.

"We are very pleased to announce that we have entered into these three new sales agreements, which are expected to be substantially realized in the operating results of our second quarter ending on March 31, 2014," said president Scott Forbes, in a release Thursday.

For the fiscal year 2013, the company's sales rose by 46.4% to C\$15.21 million, while net income rose substantially to C\$1.23 million, or 12 cents per share, from a profit of C\$312,812, or 3 cents per share, in 2012. Annual operating expenses, including foreign exchange and finance costs, actually declined as a percentage of sales despite edging up overall, while gross margin remained relatively stable for the year at 37.4% versus 37.7% in 2012.

The Langley, British Columbia-based company can attribute its overall success in 2013 to large orders from mall owners, especially in the Middle East, from where Iplayco received five large \$1 million plus orders, alongside an almost \$2 million project from The Children's Museum in Las Vegas.

Sales from its manufacturing operations rose 53.3% to \$13.78 million in 2013, while revenue from its own family entertainment centre operations in Langley grew by 2.3% year-over-year.

Iplayco sells its children's play structures to 16 different markets, including family entertainment centres, malls -- which currently take up about 62% of sales -- as well as to restaurants, museums, hospitals, hotels and airports, to name just a few.

The company, which sees its strong growth tide continuing as it looks to expand to the BRIC nations as a way to hedge its bets, has seen its share price surge 380% in the last 12 months.

Its stock climbed 3.5% in early deals Thursday, to 60 Canadian cents.

Price: C\$0.58

Market Cap: C\$6.13M

1 Year Share Price Graph



Share Information

Code: IPC

Listing: TSX-V

Sector: Manufacturing

Website: www.iplaycoltd.com

Company Synopsis:

Iplayco custom designs, manufactures and installs premium quality, fun, safe and durable play structures for children worldwide. In its 14-year history, Iplayco has sold play structures to over 50 countries and to 16 different markets, including family entertainment centres, theme parks, shopping malls, restaurants, fitness and health clubs, municipalities, schools, daycare centres, hospitals, zoos and churches.

Author:

Deborah Bacal +44(0)1202770386

action@proactiveinvestors.com

Proactive Investors facilitate the largest global investor network across 4 continents in 4 languages. With a team of analysts journalists & professional investors Proactive produce independent coverage on 1000's of companies across every sector for private investors, private client brokers, fund managers and international investor communities.

Contact us ■ +44 (0)1202 770386 ■
action@proactiveinvestors.com
No investment advice

Proactive Investors UK Limited, trading as "Proactiveinvestors United Kingdom", is authorised and regulated by the Financial Services Authority. Registered in England with Company Registration number



05639690. Group VAT registration number 872070825 FSA Registration number 559082. You understand and agree that no content published constitutes a recommendation that any particular security, portfolio of securities, transaction, or investment strategy is suitable or advisable for any specific person. You further understand that none of the information providers or their affiliates will advise you personally concerning the nature, potential, advisability, value or suitability of any particular security, portfolio of securities, transaction, investment strategy, or other matter.

You understand that the Site may contain opinions from time to time with regard to securities mentioned in other products, including company related products, and that those opinions may be different from those obtained by using another product related to the Company. You understand and agree that contributors may write about securities in which they or their firms have a position, and that they may trade such securities for their own account. In cases where the position is held at the time of publication and such position is known to the Company, appropriate disclosure is made. However, you understand and agree that at the time of any transaction that you make, one or more contributors may have a position in the securities written about. You understand that price and other data is supplied by sources believed to be reliable, that the calculations herein are made using such data, and that neither such data nor such calculations are guaranteed by these sources, the Company, the information providers or any other person or entity, and may not be complete or accurate.

From time to time, reference may be made in our marketing materials to prior articles and opinions we have published. These references may be selective, may reference only a portion of an article or recommendation, and are likely not to be current. As markets change continuously, previously published information and data may not be current and should not be relied upon.