

**CEMATRIX CORPORATION**  
**Consolidated Financial Statements**  
*(in Canadian dollars)*  
*March 31, 2017*

**Management's Responsibility for Financial Reporting and Notice of No Auditor  
Review of the Interim Consolidated Financial Statements for the Three Months  
Ended March 31, 2017**

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To the Shareholders:

**CEMATRIX CORPORATION**

Management has responsibility for preparing the accompanying consolidated financial statements. The consolidated financial statements have been prepared by management in accordance with International Financial Reporting Standards. When alternative methods exist, management has chosen those it deems most appropriate in the circumstances. Financial statements are not precise since they include certain amounts based on estimates and judgment. Management has determined such amounts on a reasonable basis in order to ensure that the consolidated financial statements are presented fairly, in all material respects. Management has developed and maintains appropriate accounting and systems of internal control designed to provide reasonable assurance that reliable and relevant financial information is produced. In addition, programs of proper business conduct and risk management have been implemented to protect the Company's assets and operations. Policies and procedures are designed to give reasonable assurance that transactions are appropriately authorized, assets are safeguarded from loss or misuse and financial records are properly maintained to provide reliable financial information for the preparation of the consolidated financial statements.

The Board of Directors (the "Board") is responsible for ensuring that management fulfills its responsibilities for financial reporting and is ultimately responsible for reviewing and approving the consolidated financial statements. The Board carries out these responsibilities principally through the Audit Committee (the "Committee"), which includes two independent directors.

The Committee has the responsibility of meeting with management to discuss the internal controls over the financial reporting process, auditing matters and financial reporting issues. The Committee reviews the interim consolidated financial statements and reports its findings to the Board for approval.

The Company's external auditor MNP LLP, an independent firm of Chartered Accountants, has not performed a review of these interim consolidated financial statements.

May 3, 2017

Signed "Bruce McNaught"  
**Bruce McNaught, CA**

Chief Financial Officer

**CEMATRIX CORPORATION**  
**Consolidated Statements of Financial Position**

*As at March 31, 2017 (unaudited) and December 31, 2016 (audited)*  
*(in Canadian Dollars)*

|  | 2017                | 2016                |
|--|---------------------|---------------------|
| <b>ASSETS</b>  |                     |                     |
| Current Assets   |                     |                     |
| Cash and cash equivalents                              | \$ 46,031           | \$ 84,334           |
| Term deposit   | 80,000              | 80,000              |
| Trade and other receivables (note 5)                   | 3,807,264           | 2,091,778           |
| Inventory (note 6)                                     | 515,106             | 453,437             |
| Prepaid expenses and deposits                          | 131,430             | 138,909             |
| Current portion of share acquisition loans (note 7)    | 18,759              | 17,469              |
|  | 4,598,590           | 2,865,927           |
| Non Current Assets                                     |                     |                     |
| Share acquisition loans (note 7)                       | 39,801              | 39,801              |
| Property and equipment                                 | 3,403,033           | 3,400,305           |
| Intangibles (note 8)                                   | 579,806             | 537,012             |
| Deferred taxes   | 746,426             | 732,787             |
|  | 4,769,066           | 4,709,905           |
| <b>Total Assets</b>                                    | <b>\$ 9,367,656</b> | <b>\$ 7,575,832</b> |
| <b>LIABILITIES and EQUITY</b>                          |                     |                     |
| Current Liabilities                                    |                     |                     |
| Bank overdraft   | \$ 33,378           | \$ 33,201           |
| Demand operating loan (note 9)                         | 287,886             | -                   |
| Trade and other payables (note 10)                     | 1,799,599           | 484,977             |
| Current portion of long term debt (note 11)            | 303,822             | 284,462             |
| Current portion of finance lease obligations (note 12) | 74,220              | 77,060              |
|  | 2,498,905           | 879,700             |
| Non Current Liabilities                                |                     |                     |
| Long term debt (note 11)                               | 2,159,372           | 1,952,032           |
| Finance lease obligations (note 12)                    | 160,604             | 171,875             |
|  | 2,319,976           | 2,123,907           |
| <b>Total Liabilities</b>                               | <b>4,818,881</b>    | <b>3,003,607</b>    |
| <b>SHAREHOLDERS' EQUITY</b>                            |                     |                     |
| Share capital (note 13)                                | 7,495,530           | 7,495,530           |
| Contributed surplus                                    | 938,299             | 909,890             |
| Accumulated other comprehensive loss                   | (41,069)            | (41,605)            |
| Deficit  | (3,843,985)         | (3,791,590)         |
| <b>Total Shareholders' Equity</b>                      | <b>4,548,775</b>    | <b>4,572,225</b>    |
| <b>Total Liabilities and Shareholders' Equity</b>      | <b>\$ 9,367,656</b> | <b>\$ 7,575,832</b> |

Approved on behalf of the Board

Signed "Jeffrey Kendrick" Director

Signed "Steve Bjornson" Director

The accompanying notes are an integral part of these consolidated financial statements.

**CEMATRIX CORPORATION**  
**Consolidated Statements of Loss and Comprehensive Loss**  
*For the three months ended March 31 (unaudited)*  
*(in Canadian Dollars)*

|  | 2017                | 2016                |
|--|---------------------|---------------------|
| <b>Revenue</b> (note 23)   | <b>\$ 2,527,471</b> | <b>\$ 3,170,689</b> |
| Cost of sales (note 14)  | <b>1,992,786</b>    | 2,440,543           |
| <b>Gross margin</b>  | <b>534,685</b>      | 730,146             |
| <b>Operating expenses</b>  |                     |                     |
| General and administrative   | <b>259,730</b>      | 276,389             |
| Sales, marketing and engineering   | <b>263,946</b>      | 321,144             |
| <b>Total operating expenses</b>  | <b>523,676</b>      | 597,533             |
| <b>Operating income</b>  | <b>11,009</b>       | 132,613             |
| Non-cash stock based compensation (note 18)                                  | <b>(28,409)</b>     | (24,079)            |
| Finance costs (note 15)  | <b>(50,521)</b>     | (72,396)            |
| Other income (note 16)   | <b>1,887</b>        | 9,136               |
| <b>Income (loss) before taxes</b>  | <b>(66,034)</b>     | 45,274              |
| Provision of deferred taxes  | <b>13,639</b>       | (48,223)            |
| <b>Loss attributable to the common shareholders</b>                          | <b>(52,395)</b>     | (2,949)             |
| <b>Other comprehensive income (loss)</b>                                     |                     |                     |
| Items that may be reclassified subsequent to profit or loss:                 |                     |                     |
| Unrealized foreign exchange gain (loss) on translation of foreign subsidiary | <b>536</b>          | (19,538)            |
| <b>Total comprehensive loss for the period</b>                               | <b>\$ (51,859)</b>  | <b>\$ (22,487)</b>  |
| <b>Loss per common share for the period</b> (note 17)                        |                     |                     |
| Basic  | <b>\$ -</b>         | \$ -                |
| Fully Diluted  | <b>\$ -</b>         | \$ -                |
| <b>Weighted average number of common shares for the period</b> (note 17)     |                     |                     |
| Basic  | <b>34,475,994</b>   | 34,255,115          |
| Fully Diluted  | <b>34,475,994</b>   | 34,255,115          |

The accompanying notes are an integral part of these consolidated financial statements.

**CEMATRIX CORPORATION**  
**Consolidated Statements of Changes in Shareholders' Equity**  
*For the three months ended March 31 (unaudited)*  
*(in Canadian Dollars)*

|  | Share<br>Capital    | Contributed<br>Surplus | Accumulated<br>other<br>Comprehensive<br>income (loss) | Deficit               | Total<br>Shareholders'<br>Equity |
|--|---------------------|------------------------|--|-----------------------|----------------------------------|
| <b>Balance at December 31, 2016</b>  | <b>\$ 7,495,530</b> | <b>\$ 909,890</b>      | <b>(41,605)</b>  | <b>\$ (3,791,590)</b> | <b>\$ 4,572,225</b>              |
| Non-cash stock based<br>compensation ( <i>note 18</i> )                            | -                   | 28,409                 | -  | -                     | 28,409                           |
| Net loss attributable to common<br>shareholders                                    | -                   | -                      | -  | (52,395)              | (52,395)                         |
| Unrealized foreign exchange<br>gain on translation of foreign<br>subsidiary        | -                   | -                      | 536  | -                     | 536                              |
| <b>Balance at March 31, 2017</b>   | <b>\$ 7,495,530</b> | <b>\$ 938,299</b>      | <b>(41,069)</b>  | <b>\$ (3,843,985)</b> | <b>\$ 4,548,775</b>              |
| <b>Balance at December 31, 2015</b>  | <b>\$ 7,434,530</b> | <b>\$ 799,430</b>      | <b>(25,462)</b>  | <b>\$ (2,725,937)</b> | <b>\$ 5,482,561</b>              |
| Issue of shares ( <i>note 13</i> )   | 45,000              | -                      | -  | -                     | 45,000                           |
| Reclassification of contributed<br>surplus to share capital ( <i>note<br/>18</i> ) | 16,000              | (16,000)               | -  | -                     | -                                |
| Non-cash stock based<br>compensation ( <i>note 18</i> )                            | -                   | 24,079                 | -  | -                     | 24,079                           |
| Reclassification of contributed<br>surplus to deficit ( <i>note 18</i> )           | -                   | (15,796)               | -  | 15,796                | -                                |
| Net loss attributable to common<br>shareholders                                    | -                   | -                      | -  | (2,949)               | (2,949)                          |
| Unrealized foreign exchange<br>loss on translation of foreign<br>subsidiary        | -                   | -                      | (19,538)   | -                     | (19,538)                         |
| <b>Balance at March 31, 2016</b>   | <b>\$ 7,495,530</b> | <b>\$ 791,713</b>      | <b>(45,000)</b>  | <b>\$ (2,713,090)</b> | <b>\$ 5,529,153</b>              |

The accompanying notes are an integral part of these consolidated financial statements.

**CEMATRIX CORPORATION**  
**Consolidated Statements of Cash Flows**  
For the three months ended March 31 (unaudited)  
(in Canadian Dollars)

|   | 2017             | 2016              |
|---|------------------|-------------------|
| <b>Cash generated from (used in):</b>   |                  |                   |
| <b>Operating activities</b>   |                  |                   |
| Loss attributable to common shareholders                                      | \$ (52,395)      | \$ (2,949)        |
| Add (deduct) non-cash items   |                  |                   |
| Provision of deferred taxes   | (13,639)         | 48,223            |
| Depreciation  | 130,715          | 116,539           |
| Non-cash stock based compensation (note 18)                                   | 28,409           | 24,079            |
| Gain on sale of property and equipment  | (2,300)          | -                 |
| Accretion of non-cash fair market value adjustment on share acquisition loans | (1,290)          | (3,162)           |
|   | <b>89,500</b>    | 182,730           |
| Net change in non-cash working capital items (note 19)                        | (455,054)        | 151,216           |
| Cash generated from (used in) operations                                      | (365,554)        | 333,946           |
| <b>Investing activities</b>   |                  |                   |
| Purchase of property and equipment  | (133,443)        | (59,482)          |
| Proceeds on sale of property and equipment                                    | 2,300            | -                 |
| Purchase of Intangibles   | (58,794)         | -                 |
| Cash used in investing activities   | (189,937)        | (59,482)          |
| <b>Financing activities</b>   |                  |                   |
| Proceeds from demand operating loan   | 287,886          | -                 |
| Proceeds from long term debt  | 226,700          | -                 |
| Proceeds from government grants on intangibles                                | 16,000           | -                 |
| Collection of factored receivables  | -                | (703,462)         |
| Repayments of mezzanine loan  | -                | (250,000)         |
| Repayments of finance lease obligations                                       | (14,111)         | (18,798)          |
| Issue of common shares  | -                | 45,000            |
| Cash generated from (used in) financing activities                            | 516,475          | (927,260)         |
| <b>Foreign Exchange effect on cash</b>  | <b>536</b>       | <b>(19,538)</b>   |
| <b>Decrease in cash</b>   | <b>(38,480)</b>  | <b>(672,334)</b>  |
| Cash, beginning of period   | 51,133           | 1,450,785         |
| <b>Cash, end of period</b>  | <b>\$ 12,653</b> | <b>\$ 778,451</b> |
| <b>Cash</b>   |                  |                   |
| Cash and cash equivalents   | \$ 46,031        | \$ 778,451        |
| Bank overdraft  | (33,378)         | -                 |
| <b>Cash, end of period</b>  | <b>\$ 12,653</b> | <b>\$ 778,451</b> |
| <b>Finance costs paid during the period</b>                                   | <b>\$ 49,193</b> | <b>\$ 68,695</b>  |

The accompanying notes are an integral part of these consolidated financial statements.

# CEMATRIX CORPORATION

## Notes to the Consolidated Financial Statements

For the three months ended March 31, 2017 and 2016 (unaudited) and for the year ended December 31, 2015 (audited)  
(in Canadian dollars)

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### 1. Corporate information

CEMATRIX Corporation (“CEMATRIX” or the “Company”) is a limited company incorporated in the province of Alberta, Canada whose common shares are publicly traded on the TSX venture exchange under the symbol “cvx.v”. It is domiciled in Canada with its registered office at 5440 - 53rd Street S.E., Calgary, Alberta, Canada.

Through its wholly-owned subsidiary, CEMATRIX (Canada) Inc. and its subsidiary CEMATRIX (USA) Inc., the Company is a manufacturer and supplier of cellular concrete products with applications in a variety of markets. The current market focus is in the construction market for infrastructure in Western Canada and Ontario and on a selective basis in Quebec, the Northwest Territories and the United States of America (U.S.) and oil and gas construction projects in Western Canada.

The consolidated financial statements of the Company for the three months ended March 31, 2017 were authorized for issue in accordance with a resolution of the Board of Directors on May 3, 2017.

### 2. Basis of preparation

#### **Statement of compliance**

These consolidated financial statements for the three months ended March 31, 2017 have been prepared in accordance with International Financial Reporting Standards (“IFRS”) as issued by the International Accounting Standards Board (“IASB”) and interpretations of the International Reporting Interpretation Committee (“IFRIC”) in effect at the closing date of March 31, 2017.

#### **Basis of measurement**

These consolidated financial statements were prepared under the historical cost convention except for share-based payment transactions and financial instruments which are measured at fair value.

#### **Use of estimates and judgments**

The preparation of consolidated financial statements in conformity with IFRS requires management to make judgments, estimates and assumptions that affect the reported amounts of assets and liabilities at the date of the consolidated financial statements and the reported amounts of revenues and expenses during the reporting period. Although these estimates are based on management’s best knowledge of the amount, event or actions, actual results ultimately may differ from those estimates. The areas involving a higher degree of judgment or complexity, or areas where assumptions and estimates are significant to the consolidated financial statements are disclosed in note 3.

#### **Functional and presentation currency**

These consolidated financial statements are presented in Canadian dollars, which is the Company’s functional currency. The functional currency of Cematrix (USA) Inc. is US dollars (“USD”).

### 3. Significant accounting judgements, estimates and assumptions

The preparation of the consolidated financial statements in conformity with IFRS requires management to make judgements, estimates and assumptions that affect the reported amounts of assets, liabilities and contingent liabilities at the date of the consolidated financial statements and reported amounts of revenues and expenses during the reporting period. Judgements, estimates and assumptions are continuously evaluated and are based on management’s experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. However, actual outcomes can differ from these estimates.

# CEMATRIX CORPORATION

## Notes to the Consolidated Financial Statements

For the three months ended March 31, 2017 and 2016 (unaudited) and the year ended December 31, 2016 (audited)

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### 3. Significant accounting judgements, estimates and assumptions (continued)

The key sources of these uncertainties that have a significant risk of causing material adjustment to the amounts recognized in the consolidated financial statements are described in Note 3 of the audited consolidated financial statements for the year ended December 31, 2016. There has been no changes since that date.

### 4. Significant accounting policies

The significant accounting policies of the Company are outlined in Note 4 of the audited consolidated financial statements for the year ended December 31, 2016. There have been no changes since that date.

#### **Future accounting pronouncements**

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

**IFRS 9 Financial Instruments** – On July 24, 2014, the IASB issued the final version of IFRS 9, “Financial Instruments” (“IFRS 9”) to replace IAS 39, “Financial Instruments: Recognition and Measurement” (“IAS 39”). IFRS 9 introduces a single approach to determine whether a financial asset is measured at amortized cost or fair value and replaces the multiple rules in IAS 39. The approach is based on how an entity manages its financial instruments in the context of its business model and the contractual cash flow characteristics of the financial assets. For financial liabilities, IFRS 9 retains most of the IAS 39 requirements; however, where the fair value option is applied to financial liabilities, the change in fair value resulting from an entity’s own credit risk is recorded in OCI rather than net earnings, unless this creates an accounting mismatch. In addition, a new expected credit loss model for calculating impairment on financial assets replaces the incurred loss impairment model used in IAS39. The new model will result in more timely recognition of expected credit losses. IFRS 9 also includes a simplified hedge accounting model, aligning hedge accounting more closely with risk management. IFRS 9 is effective for years beginning on or after January 1, 2018. Early adoption is permitted if IFRS 9 is adopted in its entirety at the beginning of a fiscal period.

**IFRS 15 Revenue from Contracts With Customers** – On May 28, 2014, the IASB issued IFRS 15, “Revenue From Contracts With Customers” (“IFRS 15”) replacing International Accounting Standard 11, “Construction Contracts” (“IAS 11”), IAS 18, “Revenue” (“IAS 18”), and several revenue-related interpretations. IFRS 15 establishes a single revenue recognition framework that applies to contracts with customers. The standard requires an entity to recognize revenue to reflect the transfer of goods and services for the amount it expects to receive, when control is transferred to the purchaser. Disclosure requirements have also been expanded. IFRS 15 is effective for years beginning on or after January 1, 2018.

The Company has determined that the impact on its consolidated financial statements from the adoption of these future accounting pronouncements will not be material.

**IFRS 16 Leases** – In January 2016, the IASB issued IFRS 16, “Leases” (“IFRS 16”) replacing International Accounting Standard 17, “Leases” (“IAS 17”). IFRS 16 sets out the principles for the recognition, measurement, presentation and disclosure of leases for both parties to a contract, the customer (“lessee”) and the supplier (“lessor”). The standard provides revised guidance on identifying a lease and separating lease and non-lease components of a contract. It introduces a single accounting model for all leases and requires a lessee to recognize right-of-use assets and lease liabilities for leases with a term of more than 12 months, unless the underlying asset is of low value, and depreciation of lease assets separately from interest on lease liabilities in the income statement. Lessor accounting for operating and finance leases will remain substantially unchanged. IFRS 16 is effective for years beginning on or after January 1, 2019.

The Company has not determined the impact on its consolidated financial statements from the adoption of this future accounting pronouncement.

**CEMATRIX CORPORATION**  
**Notes to the Consolidated Financial Statements**

*For the three months ended March 31, 2017 and 2016 (unaudited) and the year ended December 31, 2016 (audited)*

**5. Trade and other receivables**

Trade and other receivables consist of the following components as at March 31, 2017 and December 31, 2016:

|                   | 2017                | 2016                |
|-------------------|---------------------|---------------------|
| Trade receivables | \$ 3,429,835        | \$ 1,934,967        |
| Holdbacks         | 291,790             | 91,611              |
| Other receivables | 85,639              | 65,200              |
|                   | <b>\$ 3,807,264</b> | <b>\$ 2,091,778</b> |

Trade receivables and holdbacks are unsecured and non-interest bearing and are generally on 30 day terms subject to standard ten percent construction holdbacks on most of its sales over \$100,000. Holdbacks are generally collectible forty-five days after completion of the work performed by the Company, however, holdbacks can be outstanding much longer if the holdback release is tied to the completion of the entire project by the general contractor. The Company is normally a subcontractor to the general contractor and only completes a portion of the total work to be completed by the general contractor and accordingly certain holdbacks can be outstanding for up to a year or more.

The aging of the trade receivables were as follows as at March 31, 2017 and December 31, 2016:

|                       | 2017                | 2016                |
|-----------------------|---------------------|---------------------|
| 1-30 days             | \$ 965,194          | \$ 931,720          |
| 30-60 days            | 1,492,039           | 337,535             |
| 61-90 days            | 14,763              | 463,320             |
| Greater than 90 days* | 1,020,939           | 202,392             |
|                       | <b>\$ 3,429,835</b> | <b>\$ 1,934,967</b> |

\* In April 2017 a large holdback receivable of \$820,000 was collected

In determining the recoverable amount of a trade, holdbacks and other receivables, the Company performs a risk analysis considering the type and age of the outstanding receivable and the credit worthiness of the counterparties. Based on account balances greater than 90 days, the Company believes that no impairment allowance is necessary in respect of trade receivables.

**6. Inventory**

Inventory consists of the following components as at March 31, 2017 and December 31, 2016:

|   | 2017              | 2016              |
|---|-------------------|-------------------|
| Raw materials (principally foaming agent) | \$ 505,703        | \$ 450,686        |
| Marketing material and spare parts        | 9,403             | 2,751             |
|   | <b>\$ 515,106</b> | <b>\$ 453,437</b> |

Inventory expensed as part of cost of sales was \$79,306 and \$74,189, respectively, for the three months ended March 31, 2017 and 2016. There were no inventory write-downs in either 2017 or 2016.

**CEMATRIX CORPORATION**  
**Notes to the Consolidated Financial Statements**

*For the three months ended March 31, 2017 and 2016 (unaudited) and the year ended December 31, 2016 (audited)*

**7. Share acquisition loans**

Share acquisition loans consist of the following components as at March 31, 2017 and December 31, 2016:

|   |    | 2017     |    | 2016     |
|---|----|----------|----|----------|
| Share acquisition loans, beginning of period        | \$ | 67,875   | \$ | 90,500   |
| Repayments  |    | -        |    | (22,625) |
| Share acquisition loans, end of period              |    | 67,875   |    | 67,875   |
| Non-cash fair value adjustment, beginning of period |    | (10,605) |    | (23,253) |
| Accretion of non-cash fair value adjustment         |    | 1,290    |    | 12,648   |
| Non-cash fair value adjustment, end of period       |    | (9,315)  |    | (10,605) |
|   |    | 58,560   |    | 57,270   |
| Less current portion                                |    | (18,759) |    | (17,469) |
|   | \$ | 39,801   | \$ | 39,801   |

In 2001 and 2002, share acquisition loans totalling \$113,125 were issued to management to purchase shares of the Company. In October 2014, the terms of the share acquisition loans were changed to introduce equal annual repayment terms beginning 2015 such that the loans will be fully repaid by December 31, 2019. Prior to this change the share acquisition loans were included as a reduction in share capital. The loans bear no interest unless the loans are not repaid in accordance with the repayment terms, then the interest is payable annually on the amount then outstanding at Bank of Canada prime rate, then in effect, plus two percent and at the option of the Company the loans become immediately due and payable. For accounting purposes, because the loans bear no interest, the loans were fair valued at December 31, 2014 using the effective interest rate method. An effective interest rate used was 9%. This fair value adjustment is being accreted to income over the life of the loans.

**8. Intangibles**

Intangibles consist of the following components as at March 31, 2017 and December 31, 2016:

|                          |    | 2017    |    | 2016    |
|--------------------------|----|---------|----|---------|
| Foaming agent technology | \$ | 315,000 | \$ | 315,000 |
| Process licenses         |    | 141,110 |    | 141,110 |
| Trademarks               |    | 9,006   |    | 9,006   |
| Product testing costs    |    | 114,690 |    | 71,896  |
|                          | \$ | 579,806 | \$ | 537,012 |

The intangible assets with indefinite lives includes foaming agent technology, process licenses and trademarks. The foaming agent technology relates to the cost of obtaining a foaming agent formula which is used by the Company to produce one of the unique foaming agents which it uses in the production of cellular concrete. This foaming agent formula, which enables the production of cellular concrete which has certain unique properties, cannot be easily duplicated. The process licenses relates to the cost of obtaining a mechanical process patent which the Company believes will enhance the production of its cellular concrete. To date the Company has not had the necessary funds to develop this process. The process is protected by the patent which is registered in the U.S. The trademarks relate to cost of initially registering certain trademarks in both Canada and the U.S. These trademarks are renewed as required for a nominal cost. As a result of an assessment of these facts Management believes that these items have an indefinite life.

# CEMATRIX CORPORATION

## Notes to the Consolidated Financial Statements

For the three months ended March 31, 2017 and 2016 (unaudited) and the year ended December 31, 2016 (audited)

### 8. Intangibles (continued)

Product testing costs relate to third party testing and verification of certain qualities of the Company's products. This information is particularly important for the further development of the infrastructure market. The product testing costs are not completed and therefore are not available for use. At the end of each testing program, the specific product testing costs related to the particular program will be amortized over a future years based on their estimated useful life. For the three months ended March 31, 2017, the Company spent \$58,794 on product testing costs, including capitalized labour costs of approximately \$15,555, and received government grants of \$16,000 (year ended December 31, 2016 – \$71,896, \$23,000 and \$nil, respectively).

### 9. Demand operating loan

In April 2016, CEMATRIX's wholly owned subsidiary, CEMATRIX (Canada) Inc. entered into a financing arrangement with the Canadian Western Bank (the "Bank") which provides a \$2,000,000 demand operating loan. The demand operating loan (the "Loan") bears interest at an amount equal to the greater of 4.70% or 2% above the Bank's prime lending rate, as may occur from time to time, and is secured by a general security agreement providing a first secured interest in the receivables and inventory of CEMATRIX (Canada) Inc. The Loan is further guaranteed by the Company with the Company granting a general security agreement providing a first secured interest in all present and after acquired property of the Company.

Under the demand operating loan, the Bank will advance up to \$2,000,000 based on 75% of trade receivables less than ninety days outstanding at the end of each month and 50% of inventories (up to a maximum \$250,000). Based on these restrictions the actual operating loan availability at March 31, 2017 was \$1,875,000.

The Loan is used to finance day-to-day operations of CEMATRIX (Canada) Inc.

The demand operating loan contains covenants in regard to consolidated debt to tangible net worth ratio, consolidated current ratio and consolidated amount of tangible net worth (all calculated monthly), and consolidated cash flow coverage ratio (calculated annually). At March 31, 2017, the Company is in compliance with all of these covenants.

The Loan was \$287,886 as at March 31, 2017 (\$nil as at December 31, 2016).

### 10. Trade and other payables

Trade and other payables consist of the following components as at March 31, 2017 and December 31, 2016:

|   | 2017                | 2016              |
|---|---------------------|-------------------|
| Trade payables                              | \$ 1,556,032        | \$ 263,201        |
| Accrued interest                            | 4,035               | 4,024             |
| Other accruals                              | 150,875             | 152,369           |
| Payroll remittance and goods & services tax | 88,657              | 65,383            |
|   | <b>\$ 1,799,599</b> | <b>\$ 484,977</b> |

# CEMATRIX CORPORATION

## Notes to the Consolidated Financial Statements

*For the three months ended March 31, 2017 and 2016 (unaudited) and the year ended December 31, 2016 (audited)*

### 11. Long term debt

Long term debt consists of the following components as at March 31, 2017 and December 31, 2016:

|                      | Maturity          | Interest rate | 2017                | 2016                |
|----------------------|-------------------|---------------|---------------------|---------------------|
| BDC Financing        |                   |               |                     |                     |
| Loan 2               | October 1, 2020   | Floating      | \$ 736,494          | \$ 736,494          |
| Loan 3               | December 1, 2022  | Floating      | 500,000             | 500,000             |
| Loan 4               | September 1, 2024 | Floating      | 126,700             | -                   |
| Loan 5               | September 1, 2021 | Floating      | 100,000             | -                   |
|                      |                   |               | <b>1,463,194</b>    | 1,236,494           |
| Secured Debenture    | February 11, 2019 | Fixed         | 1,000,000           | 1,000,000           |
|                      |                   |               | <b>2,463,194</b>    | 2,236,494           |
| Less current portion |                   |               | <b>(303,822)</b>    | (284,462)           |
|                      |                   |               | <b>\$ 2,159,372</b> | <b>\$ 1,952,032</b> |

Business Development Bank of Canada ("BDC") Financing:

Loan 2 – This loan of \$1,406,000 was fully drawn down in 2015. The proceeds from the loan were used to support equipment additions and was drawn down as these expenditures were incurred. The interest, which is payable monthly, is at a variable rate of 1.75% above the BDC floating base rate, currently set at 4.70%. The loan is repayable over seven years, commencing with payments of principal on November 1, 2013 of \$33,443 and on December 31, 2013 of \$33,477 and payments of principal of \$33,477 required from July to December of each of the years 2014 to 2019 and \$33,477 monthly from July to October 2020.

Loan 3 – In June 2016, the Company's wholly owned subsidiary, CEMATRIX (Canada) Inc., entered into an agreement with the BDC for a working capital loan of \$500,000. The loan was drawn down in December 2016. The interest, which is payable monthly, is at a variable rate of 3.86% above the BDC floating base rate, currently set at 4.70%. The loan is repayable over six years, with seasonal payments of principal required from July to December of each year starting in July 2017. Payments of principal of \$14,200 are required in July 2017 and \$13,880 from August to December 2017 and each year thereafter \$13,880 monthly from July to December.

Loan 4 - In October 2016, the Company's wholly owned subsidiary, CEMATRIX (Canada) Inc., entered into an agreement with the BDC for an equipment loan of \$500,000. This loan can be drawn down anytime over the 24 months from the date of the loan. As of March 31, 2017, \$126,700 has been drawn down. The interest, which is payable monthly, is at a variable rate of 1.85% above the BDC floating base rate, currently set at 4.70%. At the Company's option the interest rate can be fixed once the loan is fully drawn. Interest, on any loan amounts drawn, is payable monthly. The loan is repayable over six years, with seasonal payments of principal required. Payments of principal of \$14,200 are required in October 2018 and \$13,880 from November to December 2018, of \$13,880 monthly from July to December for each of the years 2019 to 2023 and \$13,880 monthly from July to September 2024.

Loan 5 – In March 2017, the Company's wholly owned subsidiary, CEMATRIX (Canada) Inc., entered into an agreement with the BDC for a loan of \$100,000 to fund the first year costs related to a program offered by the BDC that will assist the Company in establishing its growth strategy. The loan was fully drawn down in March 2017. The interest, which is payable monthly, is at a variable rate of 1.00% above the BDC floating base rate, currently set at 4.70%. The loan is repayable over four years, with seasonal payments of principal required. Payments of principal

# CEMATRIX CORPORATION

## Notes to the Consolidated Financial Statements

For the three months ended March 31, 2017 and 2016 (unaudited) and the year ended December 31, 2016 (audited)

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### 11. Long term debt (continued)

of \$4,000 are required in August 2017 and \$3,840 from September to December 2017, of \$3,840 monthly from July to December for each of the years 2018 to 2020 and \$3,840 monthly from July to September 2021.

Loan 2 may be prepaid, on each anniversary date, up to 15% of the then outstanding principal amount but if not used the prepayment privilege for that anniversary date ceases. In addition to the annual privilege the Company may prepay all or part of the principal outstanding plus any interest owing up to the time of prepayment plus an indemnity equal to three months interest on the prepaid principal at the floating rate then applicable if the loan is at floating rates, or if the loan is at a fixed rate, the sum of three months interest on the prepaid principal at the fixed interest rate then applicable and an interest differential relative to current fixed rate loans of the BDC.

Loan 3 may be prepaid at any time without indemnity. For Loan 3, the BDC will, within 24 months of the loan, and provided there are no adverse material changes, re-advance, one time only, any repaid portion of the loan in an amount not less than \$10,000 under the same terms and conditions, other than a revised amortization period and maturity date, if applicable.

Loan 4 may be prepaid at any time without indemnity. If the loan is at floating rates any prepayment must include any interest owing up to the time of the prepayment. If the loan is at a fixed rate any prepayment must include any interest owing up to the time of the prepayment and an interest differential charge.

Loan 5 may be prepaid, once in any twelve month period, up to 15% of the then outstanding principal amount but the prepayment privilege is not cumulative. In addition to the annual privilege the Company may prepay all or part of the principal outstanding plus any interest owing up to the time of prepayment plus an indemnity equal to three months interest on the prepaid principal at the floating rate then applicable if the loan is at floating rates, or if the loan is at a fixed rate, the sum of three months interest on the prepaid principal at the fixed interest rate then applicable and an interest differential relative to current fixed rate loans of the BDC.

Management determined that the economic characteristics and risks of the prepayment features are closely related to those of the host debt contract and, therefore, no embedded derivative was identified for any of the loans.

The BDC loans are secured with a general security agreement providing a first security interest in the Company's current owned equipment and new equipment acquired pursuant to the BDC Capital Financing and a security interest in all present and after acquired personal property of the Company subject only to lender charges on receivables and inventory in support of the Company's line of credit and future charges on specific equipment to a creditor for financing the purchase or lease thereof.

There are no financial covenants with the BDC loans.

#### Secured Debenture:

In February 2014 the Company issued a secured debenture for \$1,000,000 ("Secured Debenture"). The Secured Debenture bears interest of 9%, payable monthly, and was initially repayable in full in February 2017 but this was extended by one year to February 2018 in April 2016 and further to February 2019 in February 2017. The Company can prepay the full amount of the Secured Debenture. Any prepayment in the first year would have included an additional interest payment equal to 9% of the principal amount prepaid less any interest paid to the date of prepayment; any prepayment made in the second year would have included an additional interest payment equal to 18% of the prepayment amount less 1.5% of the interest paid to the date of the prepayment; any prepayment after the second year is without any additional interest payment. Management assessed whether this prepayment option was an embedded derivative that should be accounted for separately from the host contract. Management determined that the economic characteristics and risks of the prepayment feature were closely related to those of the host debt contract and, therefore, no embedded derivative was identified. The Secured Debenture is secured by the Company's currently owned equipment and new equipment acquired, subject to the priority of the BDC Financing. The Secured Debenture is further secured by all present and after acquired personal property of the

# CEMATRIX CORPORATION

## Notes to the Consolidated Financial Statements

*For the three months ended March 31, 2017 and 2016 (unaudited) and the year ended December 31, 2016 (audited)*

### 11. Long term debt (continued)

Company subject only to lender charges on receivables and inventory in support of the Companies line of credit and any charges on specific equipment financed or leased.

The terms of the Secured Debenture restrict the amount of demand operating loan to an amount equal to \$1,000,000, with an increase to \$1,500,000 on a short term basis during the Company's busy season, plus 60% of the Company's aggregate after tax earnings from the date the Secured Debenture was issued, without prior consent from the lender.

### 12. Finance lease obligations

Finance leases, which relate to the purchase of equipment, bear interest at 6.5% to 16.1% and are repayable in blended monthly payments and mature from April 2017 to May 2021. The leases are secured by the leased assets which have a carrying value of \$252,122 at March 31, 2017 (December 31, 2016 - \$263,128). The annual future commitments under the leases are as follows:

|                       |    |  |                   |
|-----------------------|----|--|-------------------|
| 2017/18               | \$ |  | 87,511            |
| 2018/19               |    |  | 56,156            |
| 2019/20               |    |  | 107,567           |
| 2020/21               |    |  | 5,065             |
| 2021/22               |    |  | 726               |
|                       |    |  | 257,025           |
| Less imputed interest |    |  | (22,201)          |
|                       |    |  | 234,824           |
| Current portion       |    |  | <b>(74,220)</b>   |
|                       |    |  | <b>\$ 160,604</b> |

Finance lease obligations of \$nil were made during the three months ended March 31, 2017 (\$nil during the three months ended March 31, 2016).

### 13. Share capital

#### (a) Authorized

Unlimited number of no par value voting common shares  
Preferred shares – to be issued in series as authorized by the Board of Directors

#### (b) Issued

The following table summarizes the changes in the issued common shares of the Company for the three months ended March 31, 2017 and the year ended December 31, 2016:

|   | 2017                |                    | 2016                |             |
|---|---------------------|--------------------|---------------------|-------------|
|   | Number<br>Of Shares | \$ Amount          | Number<br>Of Shares | \$ Amount   |
| Common shares, beginning of year            | <b>34,475,994</b>   | <b>\$7,495,530</b> | 34,175,994          | \$7,434,530 |
| Common shares issued (i)                    | -                   | -                  | 300,000             | 45,000      |
| Reclassification of contributed surplus (i) | -                   | -                  | -                   | 16,000      |
| Common shares, end of year                  | <b>34,475,994</b>   | <b>\$7,495,530</b> | 34,475,994          | \$7,495,530 |

**CEMATRIX CORPORATION**  
**Notes to the Consolidated Financial Statements**

*For the three months ended March 31, 2017 and 2016 (unaudited) and the year ended December 31, 2016 (audited)*

**13. Share capital (continued)**

*(i) Common shares issued*

During the year ended December 31, 2016, 300,000 common shares were issued on the exercise of stock options by The Howard Group, the Company's investor relations firm, proceeds of \$45,000 were received by the Company and the related non-cash stock based compensation previously charged to contributed surplus was reclassified to share capital.

**14. Cost of sales**

Cost of sales consists of the following components for the three months ended March 31, 2017 and 2016:

|                                  | 2017         | 2016         |
|----------------------------------|--------------|--------------|
| Manufacture of cellular concrete |              |              |
| Materials                        | \$ 1,180,690 | \$ 1,498,721 |
| Direct labour                    | 371,609      | 449,830      |
| Variable expenses                | 222,100      | 316,996      |
| Fixed overhead                   | 94,747       | 63,855       |
| Depreciation                     | 123,640      | 111,141      |
|                                  | \$ 1,992,786 | \$ 2,440,543 |

**15. Finance costs**

The finance costs incurred for the three months ended March 31, 2017 and 2016 are as follows:

|  | 2017      | 2016      |
|--|-----------|-----------|
| Interest   |           |           |
| BDC Financing  | \$ 22,760 | \$ 16,399 |
| Secured Debenture  | 22,500    | 22,500    |
| Finance lease obligations  | 4,331     | 3,898     |
| Mezzanine loan   | -         | 27,275    |
| Factoring Discount   | -         | 4,013     |
| Demand operating loan  | 958       | -         |
| Other  | 1,262     | 1,473     |
|  | 51,811    | 75,558    |
| Accretion of fair value adjustment on share acquisition loans (note 7) | (1,290)   | (3,162)   |
|  | \$ 50,521 | 72,396    |

**16. Other income**

Other income for the three months ended March 31, 2017 and 2016 consists of the following:

|  | 2017     | 2016     |
|--|----------|----------|
| Foreign exchange income (expense)        | \$ (413) | \$ 9,136 |
| Gain on sale and retirement of equipment | 2,300    | -        |
|  | \$ 1,887 | \$ 9,136 |

**CEMATRIX CORPORATION**  
**Notes to the Consolidated Financial Statements**

*For the three months ended March 31, 2017 and 2016 (unaudited) and the year ended December 31, 2016 (audited)*

**16. Other income (continued)**

In 2017 the Company sold idle equipment, which had a book value of \$nil, for proceeds of \$2,300.

**17. Loss per common share**

The number of common shares included in the computation of basic and diluted loss per common share for the three months years ended March 31, 2017 and 2016 is as follows:

|  | 2017              | 2016       |
|--|-------------------|------------|
| Weighted average common shares outstanding - basic   | <b>34,475,994</b> | 34,255,115 |
| Effect of stock options                              | -                 | -          |
| Weighted average common shares outstanding – diluted | <b>34,475,994</b> | 34,255,115 |

The stock options for the three months ended March 31, 2017 and 2016 had no dilutive effect as the Company incurred a loss in these periods.

**18. Non-cash stock based compensation**

The Company has an option plan for the issue of up to 10% of the issued and outstanding common shares of the Company. All options that are outstanding will expire upon maturity, or earlier, if the optionee ceases to be a director, officer, employee or consultant or there is a merger, amalgamation or change in control of the Company. The purpose of the option plan is to reward and retain directors, management and consultants important to the continued operation and growth of the Company.

At March 31, 2017, the Company had 3,425,000 shares reserved for the issuance of stock options (December 31, 2016 – 3,425,000).

Options issued to employees and directors generally vest as to one third immediately on grant and one third on each of next two anniversary dates. Options issued to new employees generally do not vest for a year after issue. The options issued to The Howard Group, the Company's investor relation firm, vest in relationship to the term of their investor relation agreement.

The following table summarizes the changes in options for the three months ended March 31, 2017 and the year ended December 31, 2016:

|                                | 2017                 |                           | 2016                 |                           |
|--------------------------------|----------------------|---------------------------|----------------------|---------------------------|
|                                | Number of<br>Options | Weighted<br>average price | Number of<br>Options | Weighted<br>average price |
| Outstanding, beginning of year | <b>3,425,000</b>     | <b>\$0.25</b>             | 3,141,667            | \$0.20                    |
| Granted                        | -                    | -                         | 650,000              | \$0.42                    |
| Exercised                      | -                    | -                         | (300,000)            | \$0.15                    |
| Expired                        | -                    | -                         | (66,667)             | \$0.24                    |
| Forfeited                      | -                    | -                         | -                    | -                         |
| Outstanding, end of period     | <b>3,425,000</b>     | <b>\$0.25</b>             | 3,425,000            | \$0.25                    |
| Exercisable, end of period     | <b>2,841,667</b>     | <b>\$0.22</b>             | 2,658,333            | \$0.21                    |

During the year ended December 31, 2016, 300,000 options were issued to The Howard Group, the Company's investor relations firm, with an exercise price of \$0.40, for a three year term and vesting as to 50 percent, twelve

**CEMATRIX CORPORATION**  
**Notes to the Consolidated Financial Statements**

*For the three months ended March 31, 2017 and 2016 (unaudited) and the year ended December 31, 2016 (audited)*

**18. Non-cash stock based compensation (continued)**

months after the option grant date, 25 percent, eighteen months after the option grant date and 25 percent, twenty four months after the option grant date. In addition, 350,000 options were issued to three employees with an exercise price of \$0.43. The options vest as to one third on each of the three subsequent anniversary dates of the option issue date and are exercisable four years from the option issue date. In March 2016, The Howard Group exercised 300,000 of previously held options.

There are 583,333 options that have not vested as at March 31, 2017 (December 31, 2016 – 766,667 options).

The following table summarizes the options to acquire common shares outstanding as at March 31, 2017:

| Grant Date       | Number Options   | Exercise Price (\$) | Weighted average remaining life (years) | Expiry Date      |
|------------------|------------------|---------------------|---|------------------|
| March 26, 2014   | 900,000          | 0.145               | 1.99                                    | March 26, 2019   |
| October 22, 2014 | 1,625,000        | 0.240               | 2.56                                    | October 22, 2019 |
| March 5, 2015    | 100,000          | 0.200               | 2.93                                    | March 5, 2020    |
| April 15, 2015   | 150,000          | 0.190               | 3.04                                    | April 15, 2020   |
| March 18, 2016   | 300,000          | 0.400               | 1.96                                    | March 18, 2019   |
| May 4, 2016      | 350,000          | 0.430               | 3.09                                    | May 4, 2020      |
|                  | <b>3,425,000</b> |                     |   |                  |

Non-cash stock based compensation for the three months ended March 31, 2017 and 2016 of \$28,409 and \$24,079, respectively, were recognized in the consolidated statement of income (loss) and comprehensive income (loss) with an offsetting amount charged to contributed surplus. Non-cash stock based compensation has no current period impact on the Company's cash position.

At the date of grant, the per share fair value of the options granted and other assumptions, using the Black-Scholes option pricing model are as follows:

|   | 2017 | 2016*          |
|---|------|----------------|
| Estimated per share fair value per option | -    | <b>\$0.42</b>  |
| Risk-free interest rate                   | -    | <b>0.67%</b>   |
| Expected life                             | -    | <b>4 years</b> |
| Expected volatility in stock price        | -    | <b>130%</b>    |
| Expected annual dividend yield            | -    | <b>nil</b>     |
| Estimated forfeiture rate                 | -    | <b>nil</b>     |

\*The options issued to The Howard Group in 2016 pursuant their investor relations agreement have been valued at fair value being the market value of the services provided.

For the three months ended March 31, 2016 the Company reclassified \$15,796 from contributed surplus to deficit related to non-cash stock based compensation for option grants that had expired or were forfeited without being exercised. In addition, for the three months ended March 31, 2016 the Company reclassified \$16,000 from contributed surplus to share capital related to non-cash stock based compensation for option grants that were exercised in the three months ended March 31, 2016.

# CEMATRIX CORPORATION

## Notes to the Consolidated Financial Statements

For the three months ended March 31, 2017 and 2016 (unaudited) and the year ended December 31, 2016 (audited)

### 19. Change in non-cash working capital

The changes in non-cash working capital items - asset (increase) decrease and liability increase (decrease) - are outlined below for the three months ended March 31, 2017 and 2016.

|                               | 2017                | 2016              |
|-------------------------------|---------------------|-------------------|
| Trade and other receivables   | \$ (1,715,486)      | \$ 903,245        |
| Inventory                     | (61,669)            | 163,696           |
| Prepaid expenses and deposits | 7,479               | (29,695)          |
| Trade and other payables      | 1,314,622           | (886,030)         |
|                               | <b>\$ (455,054)</b> | <b>\$ 151,216</b> |

### 20. Related party transactions

During the three months ended March 31, 2017, the Company incurred legal fees from a firm which employs one of the directors of the Company in the amount of \$3,559 (\$3,550 for the three months ended March 31, 2016) of which \$nil is in trade and other payables as at March 31, 2017 (December 31, 2016 - \$nil).

### 21. Financial instruments and risk management

Set out below is a comparison, by category, of the carrying amounts and fair values of all of the Company financial instruments that are carried in the consolidated financial statements and how the fair value of financial instruments are measured.

#### Fair values

The fair values of cash and cash equivalents, term deposits, trade and other receivables, bank overdraft, bank operating loan, trade and other payables, factored liability and mezzanine loan approximate their carrying values due to the relatively short periods to maturity of these instruments. The fair value of the BDC Financing loans approximate its carrying value as the debt rate floats with prime. The fair value of the share acquisition loans has been determined using the effective interest rate method. The fair value of the secured debenture approximates its carrying value as the interest rate is a market rate for similar instruments.

Fair value represents the price at which a financial instrument could be exchanged in an orderly market, in an arm's length transaction between knowledgeable and willing parties who are under no compulsion to act. The Company classifies the fair value of the financial instruments according to the following hierarchy based on the amount of observable inputs used to value the instrument.

Level 1 – Quoted prices are available in active markets for identical assets or liabilities as of the reporting date. Active markets are those in which transactions occur in sufficient frequency and volume to provide pricing information on an ongoing basis.

Level 2 – Pricing inputs are other than quoted prices in active markets included in level 1. Prices in level 2 are either directly or indirectly observable as of the reporting date. Level 2 valuations are based on inputs, including quoted forward prices for commodities, time value and volatility factors, which can be substantially observed or corroborated in the market place.

Level 3 – Valuations in this level are those with inputs for the assets or liabilities that are not based on observable market data.

The Company's cash and cash equivalent and term deposit are measured based on level 1. There were no transfers between level 1, 2 and 3 inputs during the year.

**CEMATRIX CORPORATION**  
**Notes to the Consolidated Financial Statements**

*For the three months ended March 31, 2017 and 2016 (unaudited) and the year ended December 31, 2016 (audited)*

**21. Financial instruments and risk management (continued)**

**Risk management**

The Company's activities are exposed to a variety of financial risks: interest rate risk, credit risk, liquidity risk and foreign exchange risk. The Company's overall risk management program focuses on the unpredictability of financial and economic markets and seeks to minimize potential adverse effects on the Company's financial performance. Risk management is carried out by financial management in conjunction with overall Company governance.

(a) Interest Rate Risk

The BDC loans, which had a balance of \$1,463,194 outstanding at March 31, 2017 and the demand operating loan, which had a balance of \$287,886 outstanding at March 31, 2017 are subject to floating market rates. Based on the floating rate debt outstanding as at March 31, 2017, a 1% increase/decrease in interest rates would result in a decrease/increase in net loss attributable to common shareholders of approximately \$12,800.

(b) Credit Risk

Financial instruments that subject the Company to credit risk consist primarily of cash, trade receivables and the share acquisition loans. The Company manages credit risk using credit approval and monitoring practices. At March 31, 2017, 5 customers accounted for approximately 91% of trade receivables (at December 31, 2016, 9 customers accounted for approximately 90% of trade receivables). (See Note 5 for details of credit policy and aging of outstanding trade receivables at March 31, 2017 and December 31, 2016). At March 31, 2017, the Company had \$46,031 of cash and cash equivalents, a \$80,000 term deposit and \$58,560 of fair valued share acquisition loans that are outstanding with two officers, and a former officer, of the Company.

(c) Liquidity Risk

Liquidity risk management involves maintaining sufficient cash and cash equivalents and the availability of working capital financing.

The table below summarizes the maturity profile of the Company's financial liabilities at March 31, 2017 and December 31, 2016 based on contractual undiscounted payments.

|                                | Less than 1 year    | 1 to 2 years        | 2 to 6 years      | Total               |
|--------------------------------|---------------------|---------------------|-------------------|---------------------|
| <b>As at March 31, 2017</b>    |                     |                     |                   |                     |
| Bank overdraft                 | \$ 33,378           | \$ -                | \$ -              | \$ 33,378           |
| Demand operating loan          | 287,886             | -                   | -                 | 287,886             |
| Trade and other payables       | 1,799,599           | -                   | -                 | 1,799,599           |
| Long-term debt                 | 303,822             | 1,349,142           | 810,230           | 2,463,194           |
| Finance lease obligations      | 74,220              | 48,722              | 111,882           | 234,824             |
|                                | <b>\$ 2,498,905</b> | <b>\$ 1,397,864</b> | <b>\$ 922,112</b> | <b>\$ 4,818,881</b> |
| <b>As at December 31, 2016</b> |                     |                     |                   |                     |
| Bank overdraft                 | \$ 33,201           | \$ -                | \$ -              | \$ 33,201           |
| Trade and other payables       | 484,977             | -                   | -                 | 484,977             |
| Long-term debt                 | 284,462             | 1,284,142           | 667,890           | 2,236,494           |
| Finance lease obligations      | 77,060              | 47,243              | 124,632           | 248,935             |
|                                | <b>\$ 879,700</b>   | <b>\$ 1,331,385</b> | <b>\$ 792,522</b> | <b>\$ 3,003,607</b> |

**CEMATRIX CORPORATION**  
**Notes to the Consolidated Financial Statements**

*For the three months ended March 31, 2017 and 2016 (unaudited) and the year ended December 31, 2016 (audited)*

**21. Financial instruments and risk management (continued)**

(d) Foreign Exchange Risk

Foreign exchange risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The Company's exposure relates to trade receivables, and the collection thereof, denominated in USD and the operations of its U.S. subsidiary which are predominantly in USD. The Company does not hedge these items as the timing of related transactions is not certain.

As at March 31, 2017 and December 31, 2016, the following balances are denominated in USD:

|                               | 2017      | 2016   |
|-------------------------------|-----------|--------|
| Cash and cash equivalents     | \$ 33,123 | 60,666 |
| Trade and other receivables   | \$ 32,934 | 39,672 |
| Prepaid expenses and deposits | \$ 12,650 | 9,837  |
| Trade and other payables      | \$ 23,916 | 14,317 |

The Company's primary foreign exchange sensitivity is in relation to movements of the USD against the Canadian dollar. Based on USD balances as at March 31, 2017 a 5% increase/decrease of the USD against the Canadian dollar would result in an increase/decrease in total comprehensive loss of approximately \$3,625.

**22. Capital management**

Management defines capital as the Company's total shareholders' equity, its long term debt and finance lease obligations. The Board of Directors does not establish a quantitative return on capital for management, but rather promotes year over year sustainable profitable growth. The Company's current objective when managing capital is to increase the Company's capital through growth in earnings and to re-invest the earnings generated to facilitate the continued growth in the Company, in order to provide an appropriate rate of return to shareholders in relation to the risks underlying the Company's assets.

Management reviews its capital management approach on an ongoing basis. There were no material changes to this approach during the three months ended March 31, 2017. The Company is subject to externally imposed financial covenants with its demand operating loan and certain restrictions imposed by the Secured Debenture. As at March 31, 2017, the Company was in compliance with the financial covenants.

The total capitalization as at March 31, 2017 and December 31, 2016 is outlined below:

|                                     | 2017         | 2016         |
|-------------------------------------|--------------|--------------|
| Long term debt (Note 11)            | \$ 2,463,194 | \$ 2,236,494 |
| Finance lease obligations (Note 12) | 234,824      | 248,935      |
| Total debt                          | 2,698,018    | 2,485,429    |
| Shareholders' equity                | 4,548,775    | 4,572,225    |
|                                     | \$ 7,246,793 | \$ 7,057,654 |

**CEMATRIX CORPORATION**  
**Notes to the Consolidated Financial Statements**

*For the three months ended March 31, 2017 and 2016 (unaudited) and the year ended December 31, 2016 (audited)*

**23. Geographical segmented information**

The Company's primary business is the supply and placement of cellular concrete. It currently markets its services in Canada and the U.S. The tables below, present the sales to external customers for the three months ended March 31 2017 and 2016 and the total non-current assets attributable to the Company's geographical segments as at March 31, 2017 and December 31, 2016:

|                              | 2017                | 2016                |
|------------------------------|---------------------|---------------------|
| Sales to external customers* |                     |                     |
| Canada                       | \$ 2,527,471        | \$ 3,170,689        |
| U.S.                         | -                   | -                   |
|                              | <b>\$ 2,527,471</b> | <b>\$ 3,170,689</b> |
|                              |                     |                     |
|                              | 2017                | 2016                |
| Total non-current assets     |                     |                     |
| Canada                       | \$ 4,766,389        | \$ 4,706,989        |
| U.S.                         | 2,677               | 2,916               |
|                              | <b>\$ 4,769,066</b> | <b>\$ 4,709,905</b> |
|                              |                     |                     |

\* Includes sales to one customer of \$1,419,500 in the three months ending March 31, 2017 and sales to one customer of \$1,057,871 in the three months ended March 31, 2016