



# Financial Results

# Q3

Third Quarter Ended  
June 30, 2013

## **Iplayco Announces Financial Results for the Third Quarter Ended June 30, 2013 – Sets New Historical High with YTD Sales of \$11.5M and YTD Net Income per Share of \$0.11**

**LANGLEY, BRITISH COLUMBIA — (August 14, 2013)** Iplayco Corporation Limited (TSX VENTURE: IPC) (“Iplayco” or the “Corporation”) announces its financial results for the third quarter ended June 30, 2013. All amounts are in Canadian dollars unless otherwise noted.

This news release contains financial information derived from Iplayco’s unaudited condensed consolidated interim financial statements for the three and nine months ended June 30, 2013. More detailed information can be found in the unaudited condensed consolidated interim financial statements and Management’s Discussion and Analysis for the three and nine months ended June 30, 2013, which are being filed with the applicable Canadian regulatory authorities.

“We are very pleased to announce the best operating results in our 14 year history. Our consolidated sales increased by 95.5% for the three months ended June 30, 2013 (“Q3-13”) to \$4,781,030 from \$2,446,089 for the three months ended June 30, 2012 (“Q3-12”), with sales by our Manufacturing operations up 110.5% and sales by our Family Entertainment Centre operations down 0.2% in Q3-13 as compared to Q3-12. Our gross profit percentage increased to 40.5% of sales in Q3-13 from 35.2% in Q3-12, due to higher margins on larger orders. Although we are expecting a moderate decrease in sales and earnings for the three months ended September 30, 2013 as compared to Q3-13, our sales backlog remains high” said Scott Forbes, President and Director of Iplayco.

Sales by our Manufacturing operations generated 93.1% of our total sales in Q3-13, compared to 86.4% in Q3-12, and increased by 110.5% to \$4,449,413 in Q3-13 from \$2,113,724 in Q3-12. Sales by our Family Entertainment Centre Operations generated 6.9% of our total sales in Q3-13, compared to 13.6% in Q3-12 and decreased by 0.2% to \$331,617 in Q3-13 from \$332,365 in Q3-12.

### **Results for the three months ended June 30, 2013 (“Q3-13”) as compared to the three months ended June 30, 2012 (“Q3-12”)**

Sales increased by 95.5% to \$4,781,030 in Q3-13 from \$2,446,089 in Q3-12. Gross profit percentage was 40.5% of sales in Q3-13 compared to 35.2% in Q3-12. Operating expenses, including foreign exchange gains and losses and finance costs, were \$1,080,054 or 22.6% of sales in Q3-13 compared to \$888,367 or 36.3% of sales in Q3-12. Net income in Q3-13 was \$642,629, or diluted net income per share of \$0.06, compared to a net loss of \$20,825, or net loss per share of \$0.00, in Q3-12.

### **Results for the three months ended June 30, 2013 (“Q3-13”) as compared to the three months ended March 31, 2013 (“Q2-13”)**

Sales increased by 48.3% to \$4,781,030 in Q3-13 from \$3,223,754 in Q2-13. Gross profit percentage was 40.5% of sales in Q3-13 compared to 35.9% in Q2-13. Operating expenses, including foreign exchange gains and losses and finance costs, were \$1,080,054 or 22.6% of sales in Q3-13 compared to \$900,100 or 27.9% of sales in Q2-13. Net income in Q3-13 was \$642,629, or diluted net income per share of \$0.06, compared to net income of \$192,706, or diluted net income per share of \$0.02, in Q2-13.

### **Results for the nine months ended June 30, 2013 (“YTD – Q3-13”) as compared to the nine months ended June 30, 2012 (“YTD – Q3-12”)**

Sales increased by 64.5% to \$11,500,279 for YTD – Q3-13 from \$6,993,082 for YTD – Q3-12. Gross profit percentage was 38.6% of sales for YTD – Q3-13 compared to 35.9% for YTD – Q3-12. Operating expenses, including foreign exchange gains and losses and finance costs, were \$2,925,821 or 25.4% of sales for YTD – Q3-13 compared to \$2,616,409 or 37.4% of sales for YTD – Q3-12. Net income for YTD – Q3-13 was \$1,135,561, or diluted net income per share of \$0.11, compared to a net loss of \$79,574, or net loss per share of \$0.01, for YTD – Q3-12.



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## **ON BEHALF OF THE BOARD OF DIRECTORS**

Scott C. Forbes, President and Director

## **About Iplayco Corporation Limited**

Iplayco designs, manufactures and installs customized indoor and outdoor play structures for children. Iplayco also owns and operates a family entertainment centre ("The Great Escape") in Langley, British Columbia. For more information, please visit [www.iplaycoltd.com](http://www.iplaycoltd.com).

## **Cautionary Note Regarding Forward-looking Statements**

This news release contains certain forward-looking statements. All statements, other than statements of historical fact, included herein, including without limitation statements regarding the Corporation's business, results or future plans, are forward looking statements that involve various risks and uncertainties. There can be no assurance that such statements will prove to be accurate and actual results and future events could differ materially from those anticipated in such statements. Important factors that could cause actual results to differ materially from the Corporation's expectations are disclosed elsewhere in documents that are available to the public.

Neither TSX Venture Exchange, nor its regulation services provider (as that term is defined in the policies of the TSX Venture Exchange) accepts responsibility for the adequacy or accuracy of this release.

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