



**FIRAN TECHNOLOGY GROUP  
CORPORATION**

**2017 AUDITED ANNUAL REPORT**



## CEO Message



2017 was the year of transition, particularly for new work from the acquisition of Teledyne Printed Circuit Technology (PCT) that occurred in 2016.

As a reminder, for the past number of years, to align with the globalization of the aerospace industry, FTG had built out a global footprint with operations in Canada, the United States, and China. With this footprint in place, the objective for the company moved to increasing utilization in all facilities to drive up operating leverage and increase profitability.

In support of this, in 2016 FTG completed two acquisitions - PhotoEtch in Fort Worth, Texas and Teledyne PCT in Hudson, New Hampshire. In both cases the intention with the new business was to move the work out of the acquired facility into existing FTG facilities, after any necessary certifications or customer approvals. Both of these acquisitions were nicely aligned with our overall direction for the company and benefitted FTG with:

- Expanded customer base and many new part numbers
- Significantly increased revenues
- Increased product offerings and technologies
- Increased utilization of existing FTG facilities leading to improved margins and profitability, after the transitions of the revenue is complete.

The transition of PhotoEtch was successfully completed in early 2017, on time and with full customer retention. The bulk of the revenue transitioned to our facilities in Chatsworth California, and Toronto Canada with a smaller amount going to our Tianjin China plant. To retain the engineering skills acquired, FTG established a small engineering office in Fort Worth, which will also serve as an FTG repair facility in the future.

The transition of the work from the PCT acquisition was initially planned for completion in Q2, 2017 but encountered challenges and delays due to the complexity of the product, delays in government and customer approvals and the size of the overall effort. The transition continued through all of 2017. As a result, the expected benefits from the increased revenue were not seen in 2017. There were increased costs relating to operating the PCT plant for a number of additional months, along with a commensurate increase in labor costs at that facility, followed by increased costs in Chatsworth related to staffing, travel, expedite costs for materials, and outsourcing. It is expected that the benefit of this acquisition will now occur in 2018.

In 2017, FTG invested \$7.1M in capital expenditures and \$6.9M in net research and development, continuing our plans to reinvest in the company to position it for future growth and profitability. The capital investments included advanced manufacturing equipment, primarily for our Circuits business, advancing our capabilities in key processes as well as building out an outer layer production facility in our Joint Venture in China. A significant portion of the R&D related to developing and implementing the processes to transition the acquired revenue to FTG sites.

In 2017 all FTG sites were subjected to numerous external quality audits by certifying organizations and customers. FTG has a robust quality system across the company and the results of the various audits demonstrated this. Again, as part of the transition activity, a number of new certifications were obtained by FTG during the year, further expanding our product and technology offerings.

A key element of FTG's strategy is our focus on Operational Excellence. The transition of the Teledyne PCT customers and products proved challenging and performance suffered. As the year ended, these challenges were diminishing and our goal for 2018 is to get back to the strong performance expected by our customers across all of FTG.

Sincerely,

A handwritten signature in black ink, appearing to be 'Brad Bourne'. The signature is stylized and written in a cursive-like font.

Brad Bourne  
President and CEO

**February 8, 2018**

**MANAGEMENT'S DISCUSSION AND ANALYSIS OF  
RESULTS OF OPERATIONS AND FINANCIAL CONDITION**

*(dollar amounts stated in thousands of Canadian dollars unless otherwise specified)*

This Management's Discussion and Analysis ("MD&A") for the year ended November 30, 2017 (fiscal 2017) is as of February 8, 2018 and provides information on the operating activities, performance and financial position of Firan Technology Group Corporation ("FTG" or the "Corporation") and should be read in conjunction with the audited consolidated financial statements of the Corporation for fiscal 2017 and 2016, which have been prepared in accordance with International Financial Reporting Standards ("IFRS") and are reported in Canadian dollars. Additional information is contained in the Corporation's filings with Canadian securities regulators, including its Annual Information Form dated February 8, 2018, found on SEDAR at [www.sedar.com](http://www.sedar.com) and on the Corporation's website at [www.ftgcorp.com](http://www.ftgcorp.com).

**CORE BUSINESS AND STRATEGY**

FTG is a leading global supplier of aerospace and defence electronic products and subsystems, with facilities in Canada, the United States and China. It is a publicly traded corporation on the Toronto Stock Exchange listed under the trading symbol "FTG".

FTG has two operating segments: FTG Circuits and FTG Aerospace.

FTG Circuits is a leading manufacturer of high technology/high reliability printed circuit boards within the Global marketplace. FTG Circuits has manufacturing operations in Toronto, Ontario, Canada and Chatsworth, California, U.S.A. as well as a joint venture and sourcing arrangements with operating facilities in China. The Hudson, New Hampshire, U.S.A. facility was closed in May 2017. Its customers are technological and market leaders in the aviation, defence and other high technology industries.

FTG Aerospace designs and manufactures illuminated cockpit panels, keyboards, bezels, sub-assemblies and assemblies for original equipment manufacturers ("OEMs") of avionics products as well as for airframe manufacturers. FTG Aerospace has manufacturing operations in Toronto, Ontario, Canada as well as Chatsworth, California, U.S.A. and Tianjin, China, and a combined engineering office & repair facility in Fort Worth, Texas, U.S.A. These products are interactive devices that display information and contain buttons and switches that can be used to input signals into an avionics box or aircraft.

For the past number of years, FTG has had a strategic goal of expanding its operations for both operating segments. In FTG's printed circuit board business represented by the FTG Circuits operating segment, many of its customers now look at FTG as an important part of their global sourcing plans and this has led to huge growth in the business. In FTG's cockpit product business represented by the FTG Aerospace operating segment, FTG has seen similar positive reactions from customers and again this is leading to increased opportunities.

With these facilities in place in North America and China, FTG has completed some key strategic goals including expanding its presence in the large U.S. aerospace and defense market, penetrating the rapidly growing Asian aerospace market, reducing its exposure to the ever changing value of the Canadian dollar, and becoming a more strategic supplier to many of its customers. FTG has become a truly global company with revenues coming from all geographic regions of the world and our current strategy is to increase the utilization and operational leverage

of those facilities and realize the significant margin expansion opportunities as fixed costs are already in place.

A key element of FTG's strategy has been its continued focus on Operational Excellence. This has led to superior performance across the Corporation in recent years. FTG's biggest challenge have been maintaining stellar on time delivery performance in the face of rapidly growing demand and the transition of customer programs from PhotoEtch and Teledyne PCT to legacy facilities. By weaving *Operational Excellence* into its day-to-day operations, FTG continues to create a corporate culture where quality products, on time delivery and customer service are the paramount forces driving the Corporation forward.

FTG continues to increase its technical skills in both segments to support the demands from customers for more complex, challenging solutions on new programs and opportunities.

The FTG management team is focused on and committed to running a healthy business, offering stability to its customers, suppliers and employees while delivering long-term value to all of its stakeholders.

## **RESULTS OF OPERATIONS FOR THE 2017 FISCAL YEAR**

*(thousands of dollars except per share amounts)*

	<b>2017</b>	2016
Sales	<b>\$ 94,695</b>	\$ 87,114
Net earnings	<b>1,269</b>	5,915
Common and preferred shares, in aggregate (in thousands)	<b>24,451</b>	24,091
Net earnings per share – basic	<b>\$0.06</b>	\$0.29
Net earnings per share –diluted	<b>\$0.05</b>	\$0.27
Total assets	<b>71,015</b>	71,986
Total debt, net of cash	<b>\$ 11,458</b>	\$ 11,420

### ***Business Highlights***

FTG accomplished many goals in 2017 that continue to improve the Corporation and position it for the future, including:

- Achieved record annual sales of \$94,695, an increase of 8.7% over 2016.
- Closed the PhotoEtch facility in December 2016, and opened a small engineering office & repair facility in Fort Worth to retain the PhotoEtch engineering team. Achieved sales resulting from the PhotoEtch acquisition of approximately \$8,700 in 2017 versus the target of approximately \$6,000. Announced the transition of PhotoEtch's largest customer to FTG's existing sites with 100% retention rate.
- Closed the Teledyne PCT facility at the end of May. Completed installation and commissioning of the Teledyne PCT related equipment in the Chatsworth facility. Achieved sales resulting from the Teledyne PCT acquisition of approximately \$19,000 in 2017 versus the target of approximately \$16,000.
- Completed certification of Circuits Chatsworth facility for one type of rigid flex technology used at Teledyne PCT under the US Department of Defense MIL-PRF-31032 certification.
- Completed equipment installation for a dedicated outer layer production facility for Aerospace circuit boards at FTG Printronics Circuit – the joint venture in Tianjin China.
- FTG cockpit products flew on the first flight of the COMAC C919 aircraft in China.

### *Consolidated Net Sales*

The following table compares net sales by reportable segment for fiscal 2017 and 2016.

	2017	2016
Circuits	\$ 59,116	\$ 56,838
Aerospace	35,579	30,276
Net sales	\$ 94,695	\$ 87,114

Net sales for fiscal 2017 were \$94,695, an increase of \$7,581 or 8.7% from last year. Net sales in the Circuits Segment increased by \$2,278 or 4.0% and Aerospace Segment sales increased by \$5,303 or 17.5% during fiscal 2017 from last year.

Sales for the first two quarters were very strong and represented historical highs for the Corporation mainly due to the acquisition of selected assets and liabilities of Teledyne Technologies Incorporated (“Teledyne PCT”) during the third quarter of 2016 and the acquisition of substantially all of the assets of Airco Industries LLC (DBA PhotoEtch) (“PhotoEtch”) business during the second quarter of 2016.

However, net sales for the second half of 2017 were heavily impacted by reduced production in both our Chatsworth facilities due to the installation of equipment, transfer of inventory and transition of part production from Teledyne PCT’s Hudson facility to legacy FTG facilities.

Sales from FTG’s Toronto operations also benefited from increases in customer activity during fiscal 2017 due to a combination of work transferred to Aerospace Toronto from FTG’s US operations and organic growth in Circuits Toronto.

Year-over-year, the USD/CAD exchange rate dropped by about 2.5% which negatively impacted sales by approximately \$2,000. The effect of the change on f/x was partially mitigated by a net realized gain of \$201 on foreign exchange forward contracts (“f/x forward contracts”) designed as cash flow hedges during the year ended November 30, 2017 (2016 – net realized loss of \$1,095). The Corporation has f/x forward contracts in place over the next twenty eight months, at comparable rates but will continue to see similar impacts as just mentioned throughout fiscal 2018, 2019 and 2020 if the exchange rate remains steady.

Revenues from the PhotoEtch acquisition contributed approximately \$8,700 in incremental sales during 2017, compared to approximately \$6,000 last year (representing 9 months of sales activity in 2016). Revenues from the Teledyne PCT contributed approximately \$19,000 in 2017 compared to approximately \$11,400 last year (representing 5 months of sales activity in 2016).

Going forward, the Corporation’s focus and initiatives will continue to revolve around controlling the Corporation’s infrastructure, material and labour costs while increasing the utilization of our facilities realizing significant operational leverage and margin expansion.

The Corporation’s consolidated net sales by location of its customers are as follows:

	2017	%	2016	%
Canada	\$ 9,960	10.5	\$ 9,244	10.6
United States	68,865	72.7	62,951	72.3
Asia	10,467	11.1	8,191	9.4
Europe	4,390	4.6	5,677	6.5
Other	1,013	1.1	1,051	1.2
Total	\$ 94,695	100.0	\$ 87,114	100.0

Net sales in Canada are higher by \$716 or 7.7% for fiscal 2017 as compared to the same period last year as a result of increased activity at some key customers. Net sales in the United States are up by \$5,914 or 9.4% for fiscal 2017 as compared to same period last year mainly as a result of additional new customers due to the Teledyne PCT and PhotoEtch transactions. Net sales to Asia increased by \$2,276 or 27.8% predominately due to organic growth at our Toronto Circuits facilities and the transfer of some legacy contracts from the customer's US division to their Asian division. Net sales to Europe decreased by \$1,287 or 22.7% as compared last year as a result of a reduced volume on a major customer which elected to dual source the production in 2017. The Corporation is moving towards qualifying the Chinese joint venture in order to offer this customer a secondary production source within FTG. Net sales to other locations (mainly Mexico) decreased by \$38 or 3.6% mainly as a result of variation in customer production rates.

The Corporation's top five customers represent 53.8% of net sales for fiscal 2017 as compared to 53.4% for the same period last year. The Corporation's two largest customers accounted for 17.8% (18.0% in 2016) and 17.0% (14.8% in 2016) of net sales for fiscal 2017.

The Corporation continues to believe that the long-term fundamental market demand for its products remains strong and will continue to focus its efforts in these niche military and aerospace markets. With its enhanced global footprint and the ability to offer a low cost Asian content, the Corporation is in a strong position to continue to serve its customer base and focus on the key worldwide opportunities.

### ***Net Segment Sales***

#### ***FTG Circuits Segment***

Net sales for the FTG Circuits segment during fiscal 2017 were \$59,116, which represented an increase of \$2,278 or 4.0%. The gains in this segment were predominately due to organic growth. FTG Circuits benefited from higher volumes on legacy programs and was awarded new contracts with both legacy customers and new customers. This increase was dampened by the impact of the lower USD/CAD exchange rate year-over-year. The effect of this change in f/x rate was partially mitigated by a realized gain of approximately \$151 due to f/x forward contracts (net realized loss of \$730 in 2016).

Net sales to the top five customers represented 57.2% of the FTG Circuits net segment sales for fiscal 2017 (58.0% in 2016).

#### ***FTG Aerospace Segment***

Net sales for the FTG Aerospace segment for fiscal 2017 were \$35,579, an increase of \$5,303 or 17.5%. The gains in this segment were predominately due to the acquisitions of selected assets and liabilities of Teledyne PCT and PhotoEtch during 2016. This increase was dampened by the impact of the lower USD/CAD exchange rate year-over-year. The effect of this change in f/x rate was partially mitigated by the realization of a gain of approximately \$50 due to f/x forward contracts (net realized loss of \$365 in 2016).

Net sales to the top five customers represented 59.7% of the FTG Aerospace net segment sales for fiscal 2017 (57.1% in 2016).

## *Gross Margin*

Gross margin on a consolidated basis increased by \$3,772 or 19.5% for fiscal 2017 to \$23,125 or 24.4% of net sales compared to \$19,353 or 22.2% of net sales for the same period last year.

During fiscal 2017, the Circuits segment accounted for \$3,562 of the gross margin increase and the Aerospace segment represented \$210. The realized increase in gross margin year-over-year was largely due to improvements in the Toronto Circuit's gross margins year-over-year. This increase is due to higher sales which helped to absorb fix costs and cost savings achieved through various initiatives. Toronto Aerospace also experienced a modest increase in gross margins year-over-year due to increased sales as a result of the Photoetch transaction.

As a reminder, during the second quarter of 2016 the Corporation acquired substantially all of the assets of PhotoEtch. This facility was closed at the end of fiscal 2016 and the equipment, inventory and parts production transitioned to legacy FTG sites at that time. The acquisition of selected assets and liabilities of Teledyne PCT occurred during the third quarter of fiscal 2016. This facility was closed at the end of the second quarter of 2017. These transactions lead to significant variances when comparing results year-over-year.

FTG started the year with a very strong first quarter, achieving sales of \$27,172, a gross margin percentage of 25.3% and net earnings attributable to equity holders of FTG of \$800 translated into basic and diluted earnings per share ("EPS") of \$0.04 and \$0.03, respectively. This was a historic high for FTG and was significantly bolstered by high Teledyne PCT sales in its Hudson facility ("Hudson").

The second quarter saw a reduction in sales to \$25,513, a gross margin percentage of 22.5% and net earnings attributable to equity holders of FTG of \$124 resulting in EPS of \$0.01. The reduction over Q1 was due to the commencement of the winding down process in Hudson. In May of 2017 production levels were lower in Hudson due to the initiation of equipment and inventory transfers to our legacy FTG facilities and the subsequent closure of that facility.

The first half of the 2017 was both bolstered by the strong production at Hudson and depressed by the redundant costs related to running both legacy operating facilities and the Teledyne PCT Hudson facilities. They were also impacted by higher transitional and duplicative charges. FTG experienced additional cost of sales with respect to: material costs; labour overtime & outsourcing costs; and quality costs. Also included in cost of sales were one-time costs related to: hiring and training of new staff in Chatsworth operations; travel for training of production and technical staff; and initial product qualification and certification costs for transitioning parts. SG&A costs were inflated by non-recurring costs such as: employee hiring and training costs; travel costs; and third party consulting & professional fees. Following the two transactions in 2016, FTG also increased its sales infrastructure by adding additional sales staff, new sales reps and is now paying commissions on a higher sales base.

During the third quarter, FTG's sales dipped further to \$19,144, with a gross margin percentage of 27.2% and net earnings attributable to equity holders of FTG of \$154 resulting in EPS of \$0.01. As expected cost of sales and SG&A were significantly reduced in Q3 due to the closure of the Teledyne PCT facility in Hudson. Following the closure of the Hudson facility, FTG focused on the installation and testing of its equipment in legacy facilities; integration and optimization of transferred inventory and training for employees on the handling of the new equipment and the building of new products.

During the fourth quarter, FTG's sales rebounded to \$22,866, with a gross margin percentage of 23.1% and net earnings attributable to equity holders of FTG of \$191 resulting in EPS of \$0.01. While the movement of equipment and inventory was substantially finished within the second and third quarters, FTG concentrated on production and customer transitions throughout the fourth quarter. Sales in the fourth quarter of 2017 was also impacted by the operational issues in Circuits Chatsworth.

During the year, our Chatsworth operations also continued to focus on maintaining their high standards of quality and on-time delivery for legacy contracts and already transitioned programs. Despite the strong sales achieved by FTG in the US operations over the past few years, Chatsworth enters 2018 with a very strong backlog.

Our Toronto Aerospace and Circuits operations continued to focus on servicing legacy contracts and growing FTG's customer base and product offerings organically. These efforts includes: automation, technological upgrades, researching new production techniques and sourcing of new materials and tools. Both Toronto divisions have a strong backlog going into 2018.

Our Chinese Aerospace division concentrated on growing its existing customer base and product offerings. They have established a world class production facility with the requisite certifications and approvals and a top notch operations team. This allows FTG to offer all existing and new customers an established Chinese source for Aerospace panels and assemblies. This has led to some new exciting orders being booked with some of our key strategic customers. The backlog at the end of November 2017 is the highest we have seen achieved in Aerospace TJ.

Our Chinese JV FTG Printronics Circuits dedicated the quarter to employee training, equipment and production process testing and obtaining governmental approval to commence production in the new outer layer production facility in Tianjin. The second half of 2017 also saw record high backlog amounts in the JV as the facility reached a state of production readiness.

Sales for 2017 were \$94,695, with a gross margin percentage of 24.4% and net earnings attributable to equity holders of FTG of \$1,269 resulting in basic earnings per share of \$0.06 compared to 2016 sales of \$87,114, with a gross margin percentage of 22.2% and net earnings attributable to equity holders of FTG of \$5,915 with resultant basic earnings per share of \$0.29.

This represents an increase in sales of 8.7% which was shared by both our Circuits and Aerospace segments, with Circuits up 4.0% and Aerospace up 17.5%. Sales growth relates predominately to revenues related to the acquisitions and significant organic growth experienced by our Toronto Circuits facility. FTG also enters 2018 with a strong sales backlog of \$37,264.

2016 earnings were bolstered by the bargain purchase gains on our PhotoEtch and Teledyne PCT transactions which totaled \$7,189. This gain was partially offset by restructuring expenses totaling \$4,051 and intangible amortization of \$479.

The anticipated improvements to our gross margin and bottom line in 2017 have been slower to materialize as we continued to work through the integration of Teledyne PCT revenues into our legacy sites. While the majority of Hudson operational costs were removed from the results in the second half of the year, many of the transitional and duplicative costs experienced in the earlier quarters persisted until the end of 2017. The latter half of the year was also influenced by a conscious decision to prioritize customer delivery over cost savings. This commitment to mitigating the effect of our transition on our customers lead to some higher labour, outsourcing and material costs during the period. This combined with reduced production in the second and third quarter of fiscal 2017 has negatively affected FTG's short term profitability.

Sales and profitability in the second half of 2017 was also adversely impacted by operational issues in FTG's Circuits Chatsworth site leading to reduced yields and higher costs in that facility. Steps have been taken to address the underlying issues and operating results subsequent to year-end have improved considerably.

Throughout 2017 FTG also experienced a significant increase in engineering costs treated as period costs. Traditionally our Aerospace Toronto has been able to book a larger portion of their engineering related costs towards deferred development programs and recoverable customer engineering. Due to delays in certain programs this was not the case in 2017. Major projects are coming off hold in 2018; as well as new programs coming online and therefore these amounts are not expected to significantly impact 2018's profitability the way they have in 2017.

Further gains in sales and additional cost reductions are expected subsequent to the current quarter as transitional activity winds down and the Corporation more fully realizes the benefits of the sales acquired from the PhotoEtch and the Teledyne PCT transactions.

The Corporation's focus and initiatives will continue to revolve around controlling the Corporation's infrastructure, material and labour costs.

### ***Selling, General and Administrative Expenses***

Selling, general and administrative expenses ("SG&A") for fiscal 2017 were \$12,508 or 13.2% of net sales as compared to \$11,259 or 12.9% of net sales for the same period last year. This represents an increase of \$1,249 or 11.1% in 2017 over the same period last year. The increase in SG&A expense during the year is mainly due to increases in the sales and marketing department headcount and some transitional items, as previously discussed, booked in Chatsworth with respect to the transfer of customers and production into legacy facilities during the current year.

### ***Research and Development Costs***

Research and development ("R&D") costs include the cost of direct labour, materials and an allocation of overheads specifically incurred in activities regarding technical uncertainties in production processes, product development and upgrading. Generally, these costs represent specific activities regarding the technical uncertainty of production processes and exotic materials.

R&D costs for fiscal 2017 were \$6,497 or 6.9% of net sales as compared to \$3,567 or 4.1% of net sales for last year. R&D costs were higher in 2017, predominately due to transitional activity in our US operations and increased projects within our Toronto operations. US operations focused on process and product improvements as well as testing of new techniques and special materials. Toronto's projects focused on new technology, process improvement and automation.

In fiscal 2017, the Corporation capitalized \$152 (2016 - \$1,306) in deferred development which included \$140 (2016 - \$1,042) related to the development of the C919 cockpit assemblies and \$12 (2015 - \$264) related to the development of cursor control device. Due to the application of customer deposits of \$210 (2016 - \$954) the change in net product development costs was a reduction \$58 (2016 - increase of \$352).

### ***Recovery of Research and Development Costs***

Recoveries of research and development costs for fiscal 2017 were \$220 (2016 - \$329) from the Ontario Innovation Tax Credit ("OITC") program.

### ***Recovery of Investment Tax Credits***

The Corporation records the tax benefit of investment tax credits (“ITCs”) when there is reasonable assurance that such credits will be realized. During fiscal 2016, the Corporation continues to demonstrate the future utilization of its investment tax credits in Canada which was based on additional positive evidence including a recent history of positive earnings and projections of future Canadian taxable income.

The Corporation has, as at November 30, 2017 - \$6,420 (November 30, 2016 - \$7,330) of Canadian investment tax credits available to be applied against future income taxes payable in Canada. The tax benefit of \$657 (2016 - \$594) of these investment tax credits have been recognized as a recovery during the year ended November 30, 2017.

### ***Depreciation of Plant and Equipment***

Depreciation of plant and equipment for fiscal 2017 was \$2,933 compared to \$2,433 for last year. The increase in depreciation of \$500 during fiscal 2017 as compared to last year included an increase of \$117 related to the PhotoEtch and Teledyne PCT transactions during 2016 and the remaining amount of \$383 of the increase was due to timing of capital expenditures in the prior periods.

### ***Amortization of Intangible Assets***

Amortization of intangible assets for fiscal 2017 was \$1,107 as compared to \$479 for last year. The increase in amortization by \$628 for fiscal 2017 was due to the increase in intangibles related to the PhotoEtch and Teledyne PCT transactions in 2016.

### ***Interest Costs***

Interest costs for fiscal 2017 increased by \$180 to \$487 in the current year as compared to \$307 for last year. The increase in interest costs was mainly due to higher overall bank indebtedness and long term debt in the current year as compared to last year.

### ***Foreign Exchange (Gain) Loss***

The foreign exchange (gain) for fiscal 2017 was (\$211) compared to a foreign exchange loss of \$110 for last year. The foreign exchange (gain) for fiscal 2017 was mainly as a result of net (gain) of (\$313) (2016 – loss of \$143) on the re-valuation of the U.S. dollar assets and liabilities on the respective balance sheets, offset by net realized loss of \$102 (2016 – (gain) of (\$33)) on foreign exchange contracts. There was a foreign exchange gain for fiscal 2017 as compared to a net loss for the same period last year mainly due to the variance in average and year-end Canadian dollar as compared to U.S. dollar exchange rates. The year-end Canadian dollar as compared to U.S. dollar exchange rate decreased by approximately 0.05 or 4.03% from 1.3429 as at November 30, 2016 to 1.2888 as at November 30, 2017 as compared to an increase of approximately 0.01 or 0.6% from 1.3353 as at November 30, 2015 to 1.3429 as at November 30, 2016.

In addition during the fiscal 2017, net realized (gain) of (\$201) (2016 – loss of \$1,095) on foreign exchange forward contracts designed as cash flow hedges was adjusted in sales in the consolidated statement of earnings.

The table below includes the effect of the net realized gain (loss) on f/x forward contracts on net sales. In 2017, a net realized gain of \$201 was recognized versus a net realized loss of \$1,095 in

the same period of 2016. Therefore 2017 gross margin and ultimately net income before taxes during fiscal 2017 benefit from this lift and 2016 is burdened by the loss realized in that period.

	2017	2016
Sales before adjustment for net realized loss on f/x forward contracts designed as cash flow hedges	\$ 94,494	\$ 88,209
Less: adjustment for net realized gain (loss) on hedged f/x forward contracts designed as cash flow hedges	201	(1,095)
Net sales	<b>94,695</b>	87,114
Costs of sales	<b>68,754</b>	65,446
Depreciation of plant and equipment	<b>2,816</b>	2,315
Total cost of sales	<b>71,570</b>	67,761
Gross margin	<b>23,125</b>	19,353
Gross margin %	<b>24.4%</b>	22.2%
Gross margin before f/x gain (losses)	<b>\$ 22,924</b>	\$ 20,448
Gross margin % before f/x gain (losses)	<b>24.3%</b>	23.2%

### ***Income Tax Expense (Recovery)***

In fiscal 2017, the current income tax of \$1,525 (2016 - expense of \$56) included current income tax expense of \$1,567 (2016 - \$nil) related to movement in deferred income tax assets and investment tax credits receivable, and expense of \$4 (2016 - \$4) related to taxes for the U.S. subsidiaries, offset by (recovery) of withholding taxes of (\$46) (2016 - expense of \$52) related to source deductions on remittances from FTG Aerospace Tianjin Inc. to the Corporation. In fiscal 2017, the Corporation recorded a net deferred income tax expense of \$765, which included net deferred income taxes of \$642 related to the movement in deferred income tax assets and investment tax credits receivable, and the remaining \$123 of deferred income tax expense related to the tax effect of recovery of investment tax credits.

In fiscal 2016, the Corporation recorded a net deferred income tax expense of \$1,586, which included net deferred income tax of \$1,473 related to the movement in deferred income tax assets and the remaining \$113 of deferred income tax expense related to the tax effect of recovery of investment tax credits.

In addition, during the year ended November 30, 2017, deferred income tax expense of \$290 was recognised in other comprehensive income and offset against the investment tax credits receivable, which related to the change in the tax impact (25%) of the net unrealized gain of \$282 on derivative financial instruments designated as cash flow hedges as at November 30, 2017 as compared to the tax impact (25%) of net unrealized (loss) of \$876 on derivative financial instruments designated as cash flow hedges as at November 30, 2016.

During the year ended November 30, 2016, deferred income tax expense of \$76 was recognised in other comprehensive income and offset against the deferred income tax asset, which related to the change in the tax impact of the net unrealized (loss) of \$876 on derivative financial instruments designated as cash flow hedges as at November 30, 2016 as compared to the net unrealized (loss) of \$1,178 on derivative financial instruments designated as cash flow hedges as at November 30, 2015.

The Corporation's tax expense is calculated by using the rates applicable in each of the tax jurisdictions that the Corporation operates in. The effective tax rate on Canadian earnings for the year ended November 30, 2017 was 25% (2016: 25%) which was based on projected annualized Manufacturing and Processing ("M &P") rates.

### *Net Earnings*

The net earnings for fiscal 2017 were \$1,207 which included net earnings of \$1,269 attributable to equity holders of FTG, offset by net (loss) of (\$62) relating to non-controlling interests. The net earnings for fiscal 2017 attributable to equity holders of FTG translated into basic earnings per share of \$0.06 and diluted earnings per share of \$0.05.

Net earnings for 2016 were \$5,932 which included net earnings of \$5,915 attributable to the equity holders of FTG and net earnings of \$17 relating to non-controlling interest. Net earnings in 2016 attributable to the equity holders of FTG translated into basic earnings per share of \$0.29 and diluted earnings per share of \$0.27.

Last year's results were improved by the inclusion of a net \$2,659 with respect to the bargain purchase gains net of restructuring expenses and intangible amortization on the PhotoEtch and Teledyne PCT transactions.

### **OVERVIEW OF HISTORICAL QUARTERLY RESULTS**

*(thousands of dollars except per share amounts and exchange rates)*

	Q1-16	Q2-16	Q3-16	Q4-16	Q1-17	Q2-17	Q3-17	Q4-17
<b>International Financial Reporting Standards</b>								
Circuit Segment Sales	\$12,560	\$14,168	\$14,729	\$15,381	\$15,443	\$16,572	\$13,429	<b>\$13,672</b>
Aerospace Segment Sales	4,369	5,597	8,458	11,852	11,729	8,941	5,715	<b>9,194</b>
Total Net Sales	16,929	19,765	23,187	27,233	27,172	25,513	19,144	<b>22,866</b>
Earnings before income taxes	725	1,834	3,879	1,136	1,306	755	775	<b>661</b>
Net Earnings	450	1,350	3,485	630	800	124	154	<b>191</b>
Net Earnings per share-Basic	\$0.02	\$0.07	\$0.17	\$0.03	\$0.04	\$0.01	\$0.01	<b>\$0.01</b>
- Diluted	\$0.02	\$0.07	\$0.15	\$0.03	\$0.03	\$0.01	\$0.01	<b>\$0.01</b>
Quarterly average CDN\$ U.S.\$ exchange rates	\$1.3914	\$1.3013	\$1.2969	\$1.3282	\$1.3228	\$1.3476	\$1.2856	<b>\$1.2544</b>

The Corporation's net sales over the last eight quarters continue to be derived from major technological and market leaders in the aviation, defence and other high technology industries, each following their own cycles. The principal markets served over the last eight quarters continue to be the commercial aerospace and military markets primarily in Canada and the United States but with increasing activity in Europe and Asia.

The Corporation is exposed to foreign exchange fluctuations as the vast majority of sales are earned in U.S. dollars, while a significant amount of operating expenses are incurred in Canadian

dollars. The Corporation regularly enters into forward exchange contracts to sell excess U.S. dollars generated from its Canadian operations.

The Corporation was profitable during all eight quarters of fiscal 2016 and 2017.

FTG has strived and will continue to try to balance its sales between commercial aerospace and defence customers. This should help maintain a stable revenue stream as each market goes through its normal cycles.

FTG remains clearly positioned as an aerospace and defence electronics company. FTG is now engaged with most of the top aerospace and defence prime contractors in North America and it is making significant progress penetrating markets beyond this continent. FTG's focus on this market is based on a belief that it can provide a unique solution to its customers and attain a sustainable competitive advantage.

## LIQUIDITY AND CAPITAL RESOURCES

As at November 30, 2017, the Corporation's primary sources of liquidity totalled \$46,023 (\$46,897 as at November 30, 2016), made up of cash, accounts receivable, taxes receivable and inventory but excluding US\$4,000 of availability remaining on its revolving line of credit and approximately US\$3,900 of availability remaining on its revolving term loan with its primary lender as at November 30, 2017. Working capital at November 30, 2017 was \$24,360 as compared to \$22,418 at November 30, 2016.

Accounts receivable days outstanding were 69 as at November 30, 2017 compared to 69 as of November 30, 2016; inventory turns were 2.7 as at November 30, 2017 as compared to 3.7 as of November 30, 2016, and accounts payable days outstanding were 74 as at November 30, 2017 as compared to 76 as of November 30, 2016. Accounts payable days outstanding as at November 30, 2017 are starting to normalize as compared to the November 30, 2016 values which were impacted by the acquisition of working capital balances as part of the PhotoEtch and Teledyne PCT transactions during fiscal 2016, whereas Inventory turns as at November 30, 2017 have slowed down as compared to the November 30, 2016 values as FTG orders long-lead parts in preparation for addressing our unprecedented backlog.

All of the Corporation's credit facilities with its primary lender are secured by a first charge on all of the Corporation's assets.

The Corporation was in compliance with all of its financial loan covenants as at November 30, 2017.

Management believes the Corporation has sufficient liquidity and capital resources to meet its obligations for the foreseeable future.

The following table outlines the contractual obligations of the Corporation as at November 30, 2017.

CONTRACTUAL OBLIGATIONS	PAYMENTS DUE IN \$000'S					
	Total	First Year	Second Year	Third Year	Fourth Year	Beyond Fourth Year
Bank indebtedness	6,444	6,444	-	-	-	-
Long term bank debt <sup>1</sup>	7,803	1,752	1,767	3,179	276	829
Accounts payable and accrued liabilities, and provisions	13,731	13,731	-	-	-	-
Customer deposits, net of deferred development	1,268	1,268	-	-	-	-
Operating Leases	5,082	1,689	1,116	479	405	1,393

<sup>1</sup> Long term debt includes a \$37 offset for deferred financing charges

The Corporation does not have any off-balance sheet arrangements that have or reasonably are likely to have a material effect on its financial condition, changes in financial condition, revenues or expenses, results of operations, liquidity, capital expenditures or capital resources. As a result, the Corporation is not exposed materially to any financing, liquidity, market or credit risk that could arise if it had engaged in these arrangements.

#### DERIVATIVE FINANCIAL INSTRUMENTS

The Corporation follows hedge accounting on its derivative financial instruments and as a result, has designated certain derivative financial instruments as cash flow hedges. The fair value of the derivative financial instruments as at November 30, 2017 had an unrealized gain of \$282, which included unrealized gain of \$216 related to foreign exchange forward contracts and unrealized gain of \$81 on the interest rate swaps offset by unrealized loss of \$15 related to gold forward contracts, which is included in other comprehensive income. The unrealized loss related to foreign exchange forward contracts in other comprehensive income is expected to be reclassified to the consolidated statements of earnings over the next twenty eight months when the sales are recorded. The fair value of the derivative financial instruments as at November 30, 2016 had an unrealized loss of \$876, which included unrealized loss of \$844 related to foreign exchange forward contracts and unrealized loss of \$52 related to gold forward contracts, offset by unrealized gain of \$20 on the interest rate swaps, which is included in other comprehensive income.

In December 2015, the Corporation entered into an interest rate swap to hedge the US dollar interest payments of the term loan (5.0 year US \$4,000 term loan, amortized over 5 years, repayable in equal monthly principal payments of approximately US \$67 plus interest at LIBOR rate plus 200 basis points) over the five year term at a fixed rate of 1.44% plus applicable margin of 200 basis points for an aggregate fixed interest rate of 3.44%. The interest rate swap has been designated as a cash flow hedge and the forward current value (fair value) of the interest rate swap as at November 30, 2017 had an unrealized gain of \$18 (November 30, 2016 – unrealised (loss) of (\$18)) which is included in other comprehensive income and prepaid expenses.

In July 2016, the Corporation entered into an interest rate swap to hedge the US dollar interest payments of the term loan (7.0 year US \$2,600 term loan, amortized over 7 years, repayable in

equal monthly principal payments of approximately US \$31 plus interest at LIBOR rate plus 215 basis points) over the seven year term at a fixed rate of 1.20% plus applicable margin of 215 basis points for an aggregate fixed interest rate of 3.35%. The interest rate swap has been designated as a cash flow hedge and the forward current value (fair value) of the interest rate swap as at November 30, 2017 had an unrealized gain of \$63 (November 30, 2016 - unrealized gain of \$38) which is included in other comprehensive income and prepaid expenses.

## **CAPITAL EXPENDITURES (PLANT AND EQUIPMENT)**

For fiscal 2017, the Corporation invested \$7,086 in capital expenditures compared to \$5,550 for fiscal 2016. Additions to plant and equipment in fiscal 2017 included \$2,976 with respect to major asset projects at the Corporation's Toronto Circuits operations and \$1,692 towards the build-out of the Chinese joint venture facilities. Asset projects at Toronto Circuits included: automation, process improvement, cost reduction and technological improvement projects. The remaining additions related to costs incurred in order to put asset purchase via the Teledyne PCT transaction into service and various upgrades to machinery and equipment and leasehold improvements in its existing facilities.

Major additions for 2016 included \$2,922 of machinery and equipment acquired as a result of the Teledyne PCT business acquisition, \$418 of machinery and equipment acquired as a result of the PhotoEtch business acquisition and the remaining \$2,210 towards various upgrades to machinery and equipment which mainly included compressors, HAVC units, waste treatment ventilation system, automated plating line, developer, and various leasehold improvements in its existing facilities.

## **CASH FLOW**

### ***Operating Activities***

Operating activities in fiscal 2017 provided net cash of \$6,027 as compared to net use of cash of \$4,356 in fiscal 2016. The changes in 2017 were primarily driven by a decrease in cash from earnings combined with changes in operating working capital. The changes in 2016 were primarily driven by changes in operating working capital mainly due to the acquisition of Teledyne PCT business and PhotoEtch business.

### ***Investing Activities***

Investing activities in fiscal 2017 resulted in the net use of cash of \$6,946 which included \$7,086 for capital expenditures, offset by net recovery of \$59 for deferred development costs and \$81 from proceeds from disposal of plant and equipment.

Investing activities in fiscal 2016 resulted in the net use of cash of \$11,209 which included \$5,550 for additions to plant and equipment (which included \$2,922 of machinery and equipment acquired as a result of the Teledyne PCT business acquisition, \$418 of machinery and equipment acquired as a result of the PhotoEtch business acquisition and the remaining \$2,210 of additions to plant and equipment for existing facilities), additions to net intangible assets of \$5,296 (which included \$4,784 related to the Teledyne PCT acquisition and intangible assets of \$512 related to PhotoEtch acquisition), additions to net deferred development costs of \$352 and additions to deferred financing costs of \$11.

### ***Financing Activities***

Cash used by financing activities in fiscal 2017 resulted in a cash inflow of \$754 which included a decrease in bank indebtedness of \$539 and repayments of long-term bank debt of \$1,526 offset by proceeds from long term bank debt of \$1,921, proceeds from issue of common shares on exercise of share options of \$74 and funding of non-controlling interest of \$824.

Financing activities in fiscal 2016 resulted in a cash inflow of \$15,471 which included an increase in bank indebtedness of \$6,983, an increase in long-term bank debt of \$3,390, proceeds from issue of common shares of \$5,937 (which included net proceeds from equity raise of \$5,819 and proceeds from issue of common shares on exercise of share options of \$118), and funding from non-controlling interests of \$390, offset by repayments of long-term bank debt of \$1,229. Funds raised via the increase in bank indebtedness & long term bank debt as well as the equity raise were mainly used for the Teledyne PCT and PhotoEtch transactions during fiscal 2016.

### **RELATED PARTY TRANSACTIONS**

There were no related party transactions during fiscal 2017 and 2016.

### **FINANCIAL RISK MANAGEMENT**

Disclosures regarding the nature and extent of the Corporation's exposure to risks arising from financial instruments, including credit risk, liquidity risk, foreign currency risk and interest rate risk and how the Corporation manages those risks can be found under the heading "Financial Instruments" in Note 17 of the consolidated financial statements as at November 30, 2016 and are designed to meet the requirements of the set out by the IASB in *IFRS 7 Financial Instruments: Disclosures*.

### **OUTSTANDING SHARES**

The authorized capital of the Corporation consists of an unlimited number of common shares ("Common Shares") and an unlimited number of preference shares issuable in series, of which are outstanding a series of convertible preference shares, Series 1 (the "Preferred Shares"). As at November 30, 2017, the Corporation had outstanding 22,676,201 Common Shares and 1,775,000 Preferred Shares. The Preferred Shares are convertible into Common Shares on a one-for-one basis. Each Common Share and Preferred Share carries the right to one vote. Holders of Preferred Shares are entitled to a preference over holders of Common Shares in respect of any distribution of assets in connection with the liquidation, dissolution or winding up of the Corporation and shall be entitled to receive an amount equal to \$2.50 per Preferred Share before any amount is paid or any assets of the Corporation are distributed to the holders of Common Shares.

During the year ended November 30, 2017, 160,000 (2016 – 268,000) share options were exercised. During the year ended November 30, 2016, 200,000 common shares were issued upon the vesting of PSUs of the Corporation. The outstanding common shares at the year ended November 30, 2017 were 22,676,201 (22,316,201 as at November 30, 2016).

In connection with the acquisition of Teledyne PCT as outlined in Note 6 of the consolidated financial statements as at November 30, 2017, the Corporation had issued 3,450,000 Special Warrants by private placement at \$2.00 per Special Warrant. The private placement was completed in May 2016, resulting in gross proceeds of approximately \$6,900. The net proceeds

were \$5,819, after transaction costs of approximately \$1,081. The proceeds were used to partially finance the acquisition of Teledyne PCT.

After qualifying the Special Warrants through a short-form prospectus completed in June 2016, each Special Warrant was exercised, for no additional consideration, into one Subscription Warrant of the Corporation. As a result of the acquisition of Teledyne PCT which closed on July 8, 2016, each Subscription Warrant was automatically exercised into one common share of the Corporation for no additional consideration. As a result, an aggregate of 3,450,000 common shares of the Corporation were issued to holders of subscription warrants (which were previously issued on the deemed exercise of the special warrants).

## **ACQUISITIONS OF PHOTOETCH AND TELEDYNE PCT BUSINESS**

In March 2016, the Corporation's US subsidiary FTG Aerospace Inc., which is based in Chatsworth California, acquired substantially all of the assets of Airco Industries LLC (DBA PhotoEtch) ("PhotoEtch"), a Fort Worth, Texas based designer and manufacturer of a full portfolio of cockpit products, electronic assemblies and simulator solutions whose fiscal 2015 revenues were approximately US \$6,100 or Cdn. \$7,600, for a net cash purchase price consideration of US \$2,700 or approximately Cdn. \$3,520, which was financed with bank debt. Under the terms of the acquisition, the Corporation has acquired equipment, working capital, product designs, process know-how and customer contracts of PhotoEtch.

The purchase of PhotoEtch's assets had significant strategic benefit to the Corporation as the acquisition accelerated its penetration of a significant number of commercial aerospace, defense and simulator customers, primarily in the United States. The acquisition of PhotoEtch also accelerated the process of increasing the utilization rates of FTG's Aerospace facilities.

In May 2016, the Corporation entered into a sale and purchase agreement to purchase substantially all of the assets of the Printed Circuit Technology business of Teledyne Technologies Incorporated ("Teledyne PCT") for approximately US \$9,300 or approximately Cdn. \$12,127, subject to customary working capital and other adjustments, which netted to \$nil and are now settled. The acquisition closed on July 8, 2016. Under the terms of the acquisition, the Corporation has acquired equipment, working capital, product designs, process know-how and customer contracts of Teledyne PCT.

The purchase of Teledyne PCT's assets had significant strategic benefit to the Corporation as the acquisition accelerated its penetration of a significant number of defense customers, primarily in the United States. The acquisition of Teledyne PCT also accelerated the process of increasing the utilization rates of FTG's Circuits and Aerospace facilities.

The PhotoEtch and Teledyne PCT's business acquisition was accounted for by the Corporation as a Business Combination. Under this method, the identifiable assets acquired and liabilities assumed are measured at their acquisition date fair values. Any excess of the acquisition date fair value of the consideration paid over the net of the acquisition date fair value of the identifiable assets acquired and liabilities assumed is recognized as goodwill and any deficiency is recognized as a bargain purchase gain. Acquisition costs associated with the business combination are expensed in the year incurred. The results of the operations have been consolidated from the acquisition date.

The PhotoEtch business and the Teledyne PCT business were not considered to be of significant strategic benefit to their respective owners prior to acquisition by the Corporation. As such, the

Corporation was able to acquire these business at the purchase considerations per above, which resulted in the generation of bargain purchase gains.

The transaction costs associated with the acquisitions totaling \$124 which included \$59 related to PhotoEtch and \$65 related to Teledyne PCT, were expensed during the year ended November 30, 2016 and included in selling, general and administrative expenses.

Included in the consolidated statements of earnings for the year ended November 30, 2016 were restructuring expenses of \$1,055, related to the PhotoEtch transaction. All these amounts have now been paid.

Included in the consolidated statements of earnings for the year ended November 30, 2016, are restructuring expenses of \$2,996 related to the Teledyne PCT transaction. All these amounts have now been paid.

Acquired identifiable intangible assets include customer relationships, non-compete agreement, technology, access to markets, certifications and new products in circuits and aerospace market including the simulator market, which are being amortized over a period of 5 years. The fair value of the identifiable intangible assets per table below was determined using various income approach methods including excess earnings to determine the present value of expected future cash flows for each identifiable intangible asset based on discount rates which incorporate a risk premium to take into account the risks inherent in those expected cash flows. The expected cash flows were estimated based on forecasted revenues and costs adjusted based on the expectations of market participants. The Corporation used risk adjusted discount rate of approximately 18% to discount the expected future cash flows under the income approach.

The following table sets out the allocation of the purchase price to assets acquired and liabilities assumed, based on management's estimates of fair value:

	PhotoEtch	Teledyne PCT	Total
Total purchase price:			
Cash paid for acquisition	\$3,520	\$12,127	\$15,647
Total purchase price to allocate	\$3,520	\$12,127	\$15,647
Fair value of assets acquired and liabilities assumed:			
Accounts receivable	\$958	\$5,105	\$6,063
Inventories	3,170	7,336	10,506
Prepaid expenses	7	18	25
Plant and equipment	418	2,922	3,340
Intangible assets	512	4,784	5,296
Accounts payable and accrued liabilities	(437)	(1,957)	(2,394)
Bargain purchase gain (credited to consolidated statement of earnings)	(1,108)	(6,081)	(7,189)
Net assets acquired	\$3,520	\$12,127	\$15,647

## RISK FACTORS

FTG operates in a dynamic and rapidly changing environment and industry, which exposes the Corporation to numerous risk factors. Additional information about the Corporation, including risks and uncertainties about FTG's business, is provided in the Corporation's Annual Information Form dated February 8, 2018 which is available on SEDAR at [www.sedar.com](http://www.sedar.com).

## FOURTH QUARTER

The following table provides the operating results for the fourth quarter of fiscal 2017 and 2016:

(in thousands of Canadian dollars, except per share amounts)	Three months ended	
	November 30, 2017	November 30, 2016
Sales	\$ 22,866	\$ 27,233
Cost of sales		
Cost of sales	16,846	20,837
Depreciation of plant and equipment	733	666
Total cost of sales	17,579	21,503
Gross margin	5,287	5,730
Expenses		
Selling, general and administrative	2,999	3,354
Research and development costs	1,408	1,085
Recovery of research and development costs	(55)	(119)
Recovery of investment tax credits	(162)	(95)
Depreciation of plant and equipment	26	34
Amortization of intangible assets	267	281
Interest expense on short-term debt	74	49
Interest expense on long-term debt	51	77
Foreign exchange (gain) loss	18	(208)
Restructuring expenses	-	136
Total expenses	4,626	4,594
Earnings before income taxes	661	1,136
Current income tax (recovery) expense	(32)	10
Deferred income tax expense	530	496
Total income tax expense	498	506
<b>Net earnings</b>	<b>\$ 163</b>	<b>\$ 630</b>
<b>Attributable to:</b>		
Non-controlling interest	\$ (28)	\$ -
Equity holders of FTG	\$ 191	\$ 630

### Sales

Sales this quarter were significantly lower than the fourth quarter of 2016. Sales totalled \$22,866 in the fourth quarter of 2017 (\$27,233 in 2016). The fourth quarter of 2016 benefited from very high production levels in the Hudson facility as their staff worked to build customer safety stock before the pending closure of that facility. Sales from the acquired sites were down a total of approximately \$9,700 offset by an increase in sales at the Aerospace Chatsworth site of approximately \$5,200. The last quarter of 2017 versus the same period last year saw a reduction in the USD/CAD exchange rate of almost 7 cents impacting sales by approximately \$1,400. Sales activity in the current quarter in the Circuits Chatsworth business was also down approximately

\$600 compared to the same period in 2016 due to some temporary operational issues encountered during the quarter.

Sales this quarter reflected the accelerated production levels versus the third quarter of 2017 as the Chatsworth operations saw a recovery to higher production levels after significant slow-downs at the end of the second quarter and throughout the third quarter. These delays were largely due to the transition of equipment and production from the now closed Hudson facility and legacy FTG facilities.

The gross margin in the quarter has increased from 21.0% in the fourth quarter of 2016 to 23.1% in the fourth quarter of 2017.

### ***Net Earnings***

The net earnings for the fourth quarter of fiscal 2017 were \$163 which included net earnings of \$191 attributable to equity holders of FTG and net loss of \$28 relating to the non-controlling interest. The net earnings for the fourth quarter of fiscal 2017 attributable to equity holders of FTG translated into basic earnings per share of \$0.01 and diluted earnings per share of \$0.01.

The net earnings for the fourth quarter of fiscal 2016 were \$630 which included net earnings of \$630 attributable to equity holders of FTG and net earnings of \$nil relating to the non-controlling interest. The net earnings for the fourth quarter of fiscal 2016 attributable to equity holders of FTG translated into basic and diluted earnings per share of \$0.03.

### ***Cash Flow***

#### ***Operating Activities***

Cash used by operating activities during the fourth quarter of fiscal 2017 amounted to \$701 compared to \$679 for the fourth quarter of 2016.

#### ***Investing Activities***

Investing activities during the fourth quarter of fiscal 2016 resulted in the use of cash of \$255 for capital expenditures of \$1,048, additions to intangible assets of \$16 and additions to deferred development costs of \$49 compared to net use of cash of \$2,173 for net capital expenditures of \$2,117 and deferred development costs of \$56 during the fourth quarter of fiscal 2017.

#### ***Financing Activities***

Cash provided by financing activities during the fourth quarter of fiscal 2017 amounted to \$2,451 which included an increase in bank indebtedness of \$869, proceeds from long-term bank debt for a capital asset purchase loan of \$1,921 and proceeds from issue of Common shares on exercise of share options of \$28, offset by repayments of long-term bank debt of \$367. Cash provided by financing activities during the fourth quarter of fiscal 2016 amounted to \$1,977 which included increase in bank indebtedness of \$1,913, proceeds from issue of Common shares on exercise of share options of \$61 and funding from non-controlling interests of \$390, offset by repayments of long-term bank debt of \$387.

## **ADOPTION OF NEW AND AMENDED IFRS PRONOUNCEMENTS**

Refer to Note 3.19 of the consolidated financial statements as at November 30, 2017 for details of new and amended IFRS pronouncements adopted in fiscal 2017.

## **CRITICAL ACCOUNTING ESTIMATES**

### *Allowance for doubtful accounts*

Accounts receivable are stated after evaluation as to their collectability and an appropriate allowance for doubtful accounts is provided where considered necessary. In particular, management estimates the amount and timing of the cash flows the Corporation expects to receive.

### *Allowance for inventory obsolescence*

Management is required to make an assessment of the net realizable value of inventory at each reporting period. Management incorporates estimates and judgments that take into account current market prices, current economic trends and past experience in the measurement of net realizable value.

### *Valuation of financial instruments*

The Corporation determines the fair value of financial instruments for which there is no observable market price using a variety of valuation techniques. The inputs to these models are derived from observable market data where possible, but where observable market data is not available, estimates are required to establish fair values. The estimates include consideration of liquidity and other risks affecting the specific instrument. Details of the basis on which fair value is estimated are provided in Note 17 of the consolidated financial statements.

### *Taxes and deferred taxes*

Provisions for taxes are made using the best estimate of the amount expected to be paid based on a qualitative assessment of all relevant factors. The Corporation reviews the adequacy of these provisions at the end of the reporting period. These balances are subject to audit by taxation authorities and as a result, maybe adjusted at some future date. Where the final outcome of these tax-related matters is different from the amounts that were initially recorded, such differences will affect the tax provisions in the period in which such determination is made.

Income taxes are determined based on estimates of the Corporation's current income taxes and estimates of deferred income taxes resulting from temporary differences. Deferred tax assets are assessed to determine the likelihood that they will be realized from future taxable income before they expire.

### ***Useful lives of plant and equipment***

The Corporation estimates the useful lives of plant and equipment based on the period over which the assets are expected to be available for use. The estimated useful lives of plant and equipment are reviewed at each reporting date and are updated if expectations differ from previous estimates due to physical wear and tear, technical or commercial obsolescence and legal or other limits on the use of the relevant assets. In addition, the estimation of the useful lives of plant and equipment are based on internal technical evaluation and experience with similar assets. It is possible, however, that future results of operations could be materially affected by changes in the estimates brought about by changes in factors mentioned above. The amounts and timing of recorded expenses for any period would be affected by changes in these factors and circumstances. A reduction in the estimated useful lives of the plant and equipment would increase the recorded expenses and decrease the non-current assets. An increase in the estimated useful lives of the plant and equipment would decrease the recorded expenses and increase the non-current assets.

### ***Share-based payment transactions***

The Corporation measures the cost of equity-settled transactions with employees by reference to the fair value of the equity instruments at the date at which they are granted. Estimating fair value for share-based payment transactions requires determining the most appropriate valuation model, which is dependent on the terms and conditions of the grant. This estimate also requires determining and making assumptions about the most appropriate inputs to the valuation model including the expected life, volatility and dividend yield of the equity settled transactions.

### ***Impairment and valuation of non-financial assets***

Impairment exists when the carrying value of an asset or cash generating unit (“CGU”) exceeds its recoverable amount, which is the higher of its fair value less costs to sell and its value in use. The fair value less costs to sell calculation is based on available data from binding sales transactions in an arm’s length transaction of similar assets or observable market prices less incremental costs for disposing of the asset. If there is no binding sale agreement or active market for an asset, fair value less costs to sell is based on the best information available to reflect the amount that an entity could obtain, at the end of the reporting period, from the disposal of the asset in an arm’s length transaction between knowledgeable, willing parties, after deducting the costs of disposal. The value in use calculation is based on a discounted cash flow model. The cash flows are derived from the budget for the next five years and do not include restructuring activities that the Corporation is not yet committed to or significant future investments that will enhance the asset’s performance of the CGU being tested. The recoverable amount is most sensitive to the discount rate used for the discounted cash flow model as well as the expected future cash inflows and the growth rate used for extrapolation purposes.

As part of the acquisitions as per Note 6 of the consolidated financial statements, the Corporation acquired product designs, process know-how and customer contracts. An intangible asset has been recorded in the consolidated balance sheets with respect to these assets. This asset has been valued at fair value based on the present value of expected future cash flows. As actual valuation may vary from these estimates, they are reviewed on a quarterly basis with changes recognized through net earnings as required.

### ***Restructuring Provisions***

As part of acquisitions per Note 6 of the consolidated financial statements, the Corporation assumed certain operating facilities. Restructuring provisions have been recorded with respect to the planned closure of these facilities and include estimates primarily related to employee costs, redundant equipment, customer transition and facility-related costs. Restructuring expenses are shown on the consolidated statements of earnings in 2016. As actual costs may vary from these estimates, they are reviewed on a quarterly basis with changes recognized through net earnings as required.

### **RECENT ACCOUNTING PRONOUNCEMENTS**

Refer to Note 4 of the consolidated financial statements as at November 30, 2017 for details of the accounting pronouncements issued by the IASB which were not effective for the Corporation as of November 30, 2017 and therefore have not been applied in preparing the consolidated financial statements. The Corporation intends to adopt these standards, if applicable, when they become effective. Management is currently evaluating the potential impact the adoption of these accounting pronouncements will have on the Corporation's consolidated financial statements.

### **ETHICAL BUSINESS CONDUCT**

The Corporation has a written code of conduct for Directors, Officers and employees (the "Policy of Business Conduct") and a "Whistle Blowing Policy", which are each available on [www.sedar.com](http://www.sedar.com). The Board monitors compliance with the Policy of Business Conduct through an annual review and sign off procedure from all of its Directors, Officers and employees.

### **OUTLOOK**

The aerospace and defence markets have a number of important segments, each of which can follow their own cycles.

Order backlog at the large air transport manufacturers, Boeing and Airbus, remain at record levels. This, combined with new aircraft such as the Boeing 787 and the Airbus A350, as well as the updates of the Boeing 737 and Airbus A320 bodes well for this market in the coming years. The Corporation believes that both companies are driving to increase their annual production volumes across much of their product lines. The Corporation also believes that there are new entrants into this market for single aisle aircraft which will potentially create new supply opportunities for lower tier suppliers. These new entrants include Bombardier's C-Series, which is just entering into service, and China's C-919 aircraft, both of which are important for FTG.

The end customer has shifted within the commercial aircraft market, with a higher percentage of customers located in Asia and lower percentages from North America and Europe. This is driving a demand for higher Far East content on each aircraft and this push is being seen through the whole supply chain. This has implications for FTG as the push for Far East content intensifies. This is coming from airframe manufacturers in the west as well as new entrants from China and other Asian countries.

The general aviation, business jet and regional jet industry segment had seen a market slowdown in the period 2015 to 2017. Market share for key OEMs has also changed over the past number of years with Bombardier, a key customer of FTG, losing share in the turbo-prop and regional jet markets while maintaining a strong position in business jets.

The commercial helicopter market saw significant production rate cuts in 2016 and 2017 as the resource industry cut back on exploration and operations. These cuts rippled through the full supply chain as the demand softened. Looking forward, it is anticipated that production rates will be stable in the short term and increase in line with a recovery in the resource industry.

In the defense market, spending is increasing. The U.S. appears to have passed the bottom of their defense spending trough and growth is expected as Republican controlled governments typically spend more on defense. In Canada, defence spending remains stable with a number of significant equipment acquisition programs underway. Canadian spending creates opportunities both directly and via procurement offset agreements with the equipment suppliers.

For each market segment, there are positive and negative factors that could drive FTG's results going forward. These include overall demand, sourcing in Asia, FTG's capabilities, FTG's performance and increased competition to name a few. Overall, our global footprint is proving to be a valuable asset and as we continue to drive to improve our technical capabilities and our performance we should be able to grow our market share.

There are other economic factors, outside the aerospace and defence market, that can also impact the outlook for FTG. The relative strength, or weakness, of the Canadian dollar could also be a factor as about 50-60% of FTG's operations are located in Canada but FTG competes primarily in U.S. dollars. Strengthening of the Canadian dollar would hurt FTG's competitiveness whereas a weakening of the Canadian dollar, as seen in the last few years, would enhance FTG's competitiveness. FTG is striving to mitigate this exchange rate risk by pursuing sales outside of the United States, to have more facilities outside of Canada and to increase its supply chain outside of Canada.

The Corporation continues to focus on technologies necessary for the new programs and platforms. The Corporation does have content on most key new civil aviation programs such as the Boeing 787, the Airbus A350, the Bombardier's C-Series and the Chinese C-919.

The Corporation has a very wide product and technology offering in printed circuit boards. This enables the pursuit of more opportunities which is aligned with customers' goals of reducing their supply base and focusing spending on fewer suppliers. With the joint venture in China, FTG can offer Aerospace quality circuit boards from an Asian source.

In cockpit products, FTG Aerospace has expanded into higher level assemblies, and this is opening up new opportunities. To address the demand for higher Far East content, FTG has a wholly owned operation in Tianjin, China for cockpit products.

In the second quarter of 2016, FTG acquired the assets of PhotoEtch, a competitor in the cockpit products business. This acquisition is expected to improve utilization rates for FTG's newer Aerospace facilities, particularly in Chatsworth California after a transition period. It also brings new customers and new technologies to FTG.

In the third quarter of 2016, FTG acquired the assets of Teledyne PCT. The acquired technology and customer base will expand FTG's offering in rigid flex technology and the US defense market. The majority of the work is expected to transition to FTG's Chatsworth facilities again improving utilization rates and profitability.

Finally, FTG will continue to drive towards Operational Excellence in all operations. Most customers are actively measuring supplier performance and reward good results with increased

opportunities. FTG is focused on exceeding customer expectations and competing on the basis of performance and technology.

## CONTROLS AND PROCEDURES

The Chief Executive Officer (“CEO”) and the Chief Financial Officer (“CFO”) are responsible for establishing and maintaining disclosure controls and procedures and internal controls over financial reporting for the Corporation. The control framework used in the design of disclosure controls and procedures and internal control over financial reporting is the internal control integrated framework issued by the Committee of Sponsoring Organizations of the Treadway Commission (“COSO”) in 1992. In May 2013, COSO released an updated version of the 1992 internal control integrated framework. The Company is in the process adopting the new framework.

### Limitation on Scope of Design

The Corporation entered into the PhotoEtch transaction in March 2016 and the Teledyne PCT transaction in July 2016. Management has completed its review of internal controls over financial reporting for both PhotoEtch and Teledyne PCT transactions. Since this acquisition occurred within the 365 days of the reporting period, management has limited the scope of design and subsequent evaluation of disclosure controls and procedures and internal controls over financial reporting, as permitted under Section 3.3 of National Instrument 52-109, Certification of Disclosure in Issuers’ Annual and Interim Filings. For the period covered by this MD&A, management has undertaken additional procedures to satisfy itself with respect to the accuracy and completeness of the acquired operations’ financial information. The following summary financial information pertains to this acquisition that was included in the Corporation’s interim condensed consolidated financial statements for the first and second quarter of fiscal 2017. In the third quarter of 2017, subsequent to the closure of the Hudson facility, these balances were fully transitioned into FTG’s existing operational balances.

<b>(Amount in thousands of Canadian dollars)</b>	<b>Teledyne PCT Business (\$)</b>
Net earnings (1)	1,110
Current assets (2)	6,725
Non-current assets (2)	4,088
Current liabilities (2)	1,240
Non-current liabilities (2)	-

(1) Teledyne PCT business results from December 01, 2016 to June 02, 2017 (First and second quarter of fiscal 2017).

(2) Balance sheet as at June 02, 2017.

### Disclosure controls and procedures

An evaluation of the design of and operating effectiveness of the Corporation’s disclosure controls and procedures was conducted as of November 30, 2017 under the supervision of the CEO and CFO as required by CSA National Instrument 52-109 - Certification of Disclosure in Issuers’ Annual and Interim Filings. The evaluation included documentation, review, enquiries and other procedures considered appropriate in the circumstances. Based on that evaluation, other than the limitation of scope of design as noted above, the CEO and the CFO have concluded that the Corporation’s disclosure controls and procedures are effective to provide reasonable assurance that information relating to the Corporation and its consolidated subsidiaries that is required to be disclosed in reports filed under provincial and territorial securities legislation is recorded, processed, summarized and reported to senior management, including the CEO and the

CFO, so that appropriate decisions can be made by them regarding required disclosure within the time periods specified in the provincial and territorial securities legislation.

### **Internal control over financial reporting**

CSA National Instrument 52-109 requires the CEO and CFO to certify that they are responsible for establishing and maintaining internal control over financial reporting for the Corporation, that those internal controls have been designed and are effective in providing reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements in accordance with IFRS.

Management, including the CEO and CFO, does not expect that the Corporation's disclosure controls or internal controls over financial reporting will prevent or detect all errors and all fraud or will be effective under all potential future conditions. A control system is subject to inherent limitations and, no matter how well designed and operated, can provide only reasonable, not absolute, assurance that the control systems objectives will be met.

The CEO and CFO have, using the framework and criteria established by COSO, evaluated the design and operating effectiveness of the Corporation's internal controls over financial reporting other than the limitation of scope of design as noted above, and concluded that, as of November 30, 2017, internal controls over financial reporting were effective to provide reasonable assurance that information related to consolidated results and decisions to be made based on those results were appropriate.

During the fourth quarter ended November 30, 2017, there have been no changes in the Corporation's internal controls over financial reporting, other than the limitation of scope of design as noted above, that may have materially affected, or are reasonably likely to materially affect, the Corporation's internal controls over financial reporting.

### **Caution Regarding Forward-Looking Statements**

Certain statements in this MD&A other than statements of historical fact, are forward-looking statements based on certain assumptions and reflect the current expectations of FTG. These statements include without limitation, statements regarding the operations, business, financial condition, expected financial results, performance, prospects, opportunities, priorities, targets, goals, ongoing objectives, strategies and outlook of FTG, as well as the outlook for North American and international economies, for the current fiscal year and subsequent periods. Forward-looking statements include statements that are predictive in nature, depend upon or refer to future events or conditions, or include words such as "expects", "anticipates", "plans", "believes", "estimates", "seeks", "considers", "intends", "targets", "projects", "forecasts" or negative versions thereof and other similar expressions, or future or conditional verbs such as "may", "will", "should", "would" and "could". Forward-looking statements are provided for the purpose of conveying information about management's current expectations and plans relating to the future and readers are cautioned that such statements may not be appropriate for other purposes.

Forward-looking information is based upon certain material factors or assumptions that were applied in drawing a conclusion or making a forecast or projection as reflected in the forward-looking statements, including FTG's perception of historical trends, current conditions and expected future developments as well as other factors FTG believes are appropriate in the circumstances.

By its nature, forward-looking information is subject to inherent risks and uncertainties that may be general or specific and which give rise to the possibility that expectations, forecasts, predictions, projections or conclusions will not prove to be accurate, that assumptions may not be correct and that objectives, strategic goals and priorities will not be achieved. A variety of material factors, many of which are beyond FTG's control, affect the operations, performance and results of FTG and its business, and could cause actual results to differ materially from current expectations of estimated or anticipated events or results. These factors include, but are not limited to: impact or unanticipated impact of general economic, political and market factors in North America and internationally; intense business competition and uncertain demand for products; technological change; customer concentration; foreign currency exchange rates; dependence on key personnel; ability to retain and develop sufficient labour and management resources; ability to complete strategic transactions, integrate acquisitions and implement other growth strategies; litigation and product liability proceedings; increased demand from competitors with lower production costs; reliance on suppliers; credit risk of customers; compliance with environmental laws; possibility of damage to manufacturing facilities as a result of unforeseeable events, such as natural disasters or fires; fluctuations in operating results; possibility of intellectual property infringement claims; demand for the products of FTG's customers; ability to obtain continued debt and equity financing on acceptable terms; ability of a significant shareholder to influence matters requiring shareholder approval; historic volatility in the market price of the Corporation's common shares and risk of price decreases; production warranty and casualty claim losses; conducting business in foreign jurisdictions; income and other taxes; and government regulation and legislation and FTG's ability to successfully anticipate and manage the foregoing risks.

The reader is cautioned that the foregoing list of factors is not exhaustive of the factors that may affect any of FTG's forward-looking statements. The reader is also cautioned to consider these and other factors, uncertainties and potential events carefully and not to put undue reliance on forward-looking statements.

Other than as specifically required by law, FTG undertakes no obligation to update any forward-looking statement to reflect events or circumstances after the date on which such statement is made, or to reflect the occurrence of unanticipated events, whether as a result of new information, future events or results otherwise.

The MD&A presents certain non-IFRS financial measures to assist readers in understanding the Corporation's performance. Non-IFRS financial measures are measures that either exclude or include amounts that are not excluded or included in the most directly comparable measures calculated and presented in accordance with Generally Accepted Accounting Principles ("GAAP"). Throughout this discussion, reference is made to gross margin which represents net sales less cost of sales and expenses. Not included in the calculation of gross margin are selling, administrative and general expenses, research and development costs and recoveries, foreign exchange, gains or losses on the sale of assets, interest and income taxes. Gross margin is not generally accepted earnings measures and should not be considered as an alternative to net earnings or cash flows as determined in accordance with IFRS. As there is no standardized method of calculating these measures, the Corporation's gross margin may not be directly comparable with similarly titled measures used by other companies. Management believes the gross margin measure is important to many of the Corporation's shareholders, creditors and other stakeholders. The risks, uncertainties and other factors that could influence actual results are described in this MD&A based on information available as of February 8, 2018 and the Corporation's Annual Information Form (including documents incorporated by reference) dated February 8, 2018 which is available on SEDAR at [www.sedar.com](http://www.sedar.com).

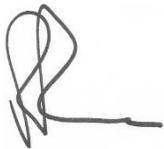
## MANAGEMENT'S RESPONSIBILITY FOR FINANCIAL REPORTING

The accompanying consolidated financial statements of Firan Technology Group Corporation are the responsibility of management and have been reviewed by the Board of Directors of Firan Technology Group Corporation. The consolidated financial statements have been prepared by management in accordance with International Financial Reporting Standards and, where appropriate, reflect management's best estimates and judgments. Management has also prepared financial and all other information in the Annual Report and has ensured that this information is consistent with the consolidated financial statements.

The Corporation maintains appropriate systems of internal control, policies and procedures, which provide management with reasonable assurance that assets are safeguarded and the financial records are reliable and form a proper basis for preparation of consolidated financial statements.

The Board of Directors of Firan Technology Group Corporation ensure that management fulfills its responsibilities for financial reporting and internal control through an Audit Committee. This committee reviews the consolidated financial statements and reports to the Board of Directors. The committee meets with the auditors to discuss the results of the audit, the adequacy of internal accounting controls and financial reporting matters.

The consolidated financial statements have been independently audited by BDO Canada LLP in 2017 and 2016 in accordance with Canadian generally accepted auditing standards. Their report which follows expresses their opinion on the consolidated financial statements of the Corporation.



Bradley C. Bourne  
President and Chief Executive Officer

February 8, 2018



Melinda A. Diebel  
Vice President, Chief Financial Officer and Corporate Secretary

February 8, 2018



Tel: 416 865 0200  
Fax: 416 865 0887  
www.bdo.ca

BDO Canada LLP  
TD Bank Tower  
66 Wellington Street West  
Suite 3600, PO Box 131  
Toronto ON M5K 1H1 Canada

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## Independent Auditor's Report

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To the Shareholders of  
Firan Technology Group Corporation

We have audited the accompanying consolidated financial statements of Firan Technology Group Corporation, which comprise the consolidated balance sheet as at November 30, 2017 and 2016, and the consolidated statements of earnings, comprehensive income, changes in equity and cash flows for the years then ended, and a summary of significant accounting policies and other explanatory information.

### Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained in our audits is sufficient and appropriate to provide a basis for our audit opinion.

### Opinion

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of Firan Technology Group Corporation as at November 30, 2017 and 2016 and its financial performance and its cash flows for the years then ended in accordance with International Financial Reporting Standards.

*BDO Canada LLP*

Chartered Professional Accountants, Licensed Public Accountants

February 8, 2018  
Toronto, Ontario

BDO Canada LLP, a Canadian limited liability partnership, is a member of BDO International Limited, a UK company limited by guarantee, and forms part of the international BDO network of independent member firms.

## Consolidated Balance Sheets

(in thousands of Canadian dollars) As at	November 30, 2017	November 30, 2016
<b>ASSETS</b>		
<b>Current assets</b>		
Cash	\$ 2,752	\$ 3,152
Accounts receivable (Note 17.2)	17,983	21,022
Taxes receivable	209	259
Inventories (Note 7)	25,079	22,464
Prepaid expenses	1,506	1,776
	<b>47,529</b>	<b>48,673</b>
<b>Non-current assets</b>		
Plant and equipment, net (Note 8)	12,222	8,851
Deferred income tax assets (Note 15.1)	395	1,327
Investment tax credits receivable (Note 14.2)	6,420	7,330
Deferred development costs (Note 10.1)	681	739
Intangible assets, net (Note 6 and Note 9)	3,768	5,066
<b>Total assets</b>	<b>\$ 71,015</b>	<b>\$ 71,986</b>
<b>LIABILITIES AND EQUITY</b>		
<b>Current liabilities</b>		
Bank indebtedness (Note 11.1)	\$ 6,444	\$ 6,983
Accounts payable and accrued liabilities	13,341	15,105
Provisions (Note 12)	390	2,349
Customer deposits (Note 10.2)	1,268	308
Current portion of long-term bank debt (Note 11.2)	1,726	1,510
	<b>23,169</b>	<b>26,255</b>
<b>Non-current liabilities</b>		
Long-term bank debt (Note 11.2)	6,040	6,079
Deferred tax payable (Note 15.1)	1,696	1,573
<b>Total liabilities</b>	<b>30,905</b>	<b>33,907</b>
<b>Equity</b>		
Retained earnings	\$ 8,812	\$ 7,543
Accumulated other comprehensive income	187	443
	<b>8,999</b>	<b>7,986</b>
Share capital		
Common shares (Note 13.1)	19,295	19,051
Preferred shares (Note 13.2)	2,218	2,218
Contributed surplus (Note 13.4)	8,384	8,381
<b>Total equity attributable to FTG's shareholders</b>	<b>38,896</b>	<b>37,636</b>
Non-controlling interest (Note 20)	1,214	443
<b>Total equity</b>	<b>40,110</b>	<b>38,079</b>
<b>Total liabilities and equity</b>	<b>\$ 71,015</b>	<b>\$ 71,986</b>

See accompanying notes.

Approved on behalf of the board:



Director



Director

## Consolidated Statements of Earnings

(in thousands of Canadian dollars, except per share amounts)	Years ended	
	November 30, 2017	November 30, 2016
Sales	\$ 94,695	\$ 87,114
Cost of sales		
Cost of sales ( <i>Note 7, Note 19</i> )	68,754	65,446
Depreciation of plant and equipment ( <i>Note 8</i> )	2,816	2,315
Total cost of sales	71,570	67,761
Gross margin	23,125	19,353
Expenses		
Selling, general and administrative ( <i>Note 19</i> )	12,508	11,259
Research and development costs ( <i>Note 14.1</i> )	6,497	3,567
Recovery of research and development costs ( <i>Note 14.1</i> )	(220)	(329)
Recovery of investment tax credits ( <i>Note 14.2</i> )	(657)	(594)
Depreciation of plant and equipment ( <i>Note 8</i> )	117	118
Amortization of intangible assets ( <i>Note 9</i> )	1,107	479
Interest expense on short-term debt	258	100
Interest expense on long-term debt ( <i>Note 11.2</i> )	229	207
Foreign exchange (gain) loss ( <i>Note 17.2</i> )	(211)	110
Bargain purchase gain ( <i>Note 6</i> )	-	(7,189)
Restructuring expenses ( <i>Note 6</i> )	-	4,051
Total expenses	19,628	11,779
Earnings before income taxes	3,497	7,574
Current income tax expense ( <i>Note 15.2</i> )	1,525	56
Deferred income tax expense ( <i>Note 15.1 and Note 15.2</i> )	765	1,586
Total income tax expense	2,290	1,642
<b>Net earnings</b>	<b>\$ 1,207</b>	<b>\$ 5,932</b>
<b>Attributable to:</b>		
Non-controlling interest ( <i>Note 20</i> )	\$ (62)	\$ 17
Equity holders of FTG	\$ 1,269	\$ 5,915
<b>Earnings per share, attributable to the equity holders of FTG</b>		
Basic ( <i>Note 13.5</i> )	\$ 0.06	\$ 0.29
Diluted ( <i>Note 13.5</i> )	\$ 0.05	\$ 0.27

See accompanying notes.

## Consolidated Statements of Comprehensive Income

(in thousands of Canadian dollars)	Years ended	
	November 30, 2017	November 30, 2016
Net earnings	\$ 1,207	\$ 5,932
Other comprehensive income (loss) to be reclassified to net earnings in subsequent periods:		
Foreign currency translation adjustments	(458)	1,340
Net unrealized gain (loss) on derivative financial instruments designated as cash flow hedges ( <i>Note 17.1 and Note 17.2</i> )	282	(876)
Tax impact ( <i>Note 17.1 and Note 17.2</i> )	(71)	219
	(247)	683
<b>Total comprehensive income</b>	<b>\$ 960</b>	<b>\$ 6,615</b>
<b>Attributable to:</b>		
Equity holders of FTG	\$ 1,013	\$ 6,591
Non-controlling interest ( <i>Note 20</i> )	\$ (53)	\$ 24

See accompanying notes.

## Consolidated Statements of Changes in Shareholders' Equity

Years ended November 30, 2017 and November 30, 2016

(in thousands of Canadian dollars)	Attributed to the equity holders of FTG							
	Common Shares	Preferred Shares	Retained Earnings	Contributed Surplus	Accumulated		Non-controlling interest	Total equity
					Comprehensive Income (Loss)	Total		
Balance, November 30, 2015	\$ 13,075	\$ 2,218	\$ 1,628	\$ 8,373	\$ (233)	\$ 25,061	\$ 29	\$ 25,090
Net earnings	-	-	5,915	-	-	5,915	17	5,932
Stock-based compensation (Note 13.6)	-	-	-	47	-	47	-	47
Common shares issued on exercise of share options (Note 13.1)	157	-	-	(39)	-	118	-	118
Common shares issued (Note 13.1)	5,819	-	-	-	-	5,819	-	5,819
Foreign currency translation adjustments	-	-	-	-	1,333	1,333	7	1,340
Net unrealized loss on derivative financial instruments designated as cash flow hedges, net of tax impact (Note 17.1, Note 17.2 and Note 15.2)	-	-	-	-	(657)	(657)	-	(657)
Contribution from non-controlling interest (Note 20)	-	-	-	-	-	-	390	390
Balance, November 30, 2016	\$ 19,051	\$ 2,218	\$ 7,543	\$ 8,381	\$ 443	\$ 37,636	\$ 443	\$ 38,079
Net earnings	-	-	1,269	-	-	1,269	(62)	1,207
Stock-based compensation (Note 13.6)	-	-	-	173	-	173	-	173
Common shares issued on exercise of share options and PSU's (Note 13.1)	244	-	-	(170)	-	74	-	74
Foreign currency translation adjustments	-	-	-	-	(467)	(467)	9	(458)
Net unrealized gain on derivative financial instruments designated as cash flow hedges, net of tax impact (Note 17.1, Note 17.2, and Note 15.2)	-	-	-	-	211	211	-	211
Contribution from non-controlling interest (Note 20)	-	-	-	-	-	-	824	824
Balance, November 30, 2017	\$ 19,295	\$ 2,218	\$ 8,812	\$ 8,384	\$ 187	\$ 38,896	\$ 1,214	\$ 40,110

See accompanying notes.

## Consolidated Statements of Cash Flows

(in thousands of Canadian dollars)	Years ended	
	November 30, 2017	November 30, 2016
Net inflow (outflow) of cash related to the following:		
<b>Operating activities</b>		
Net earnings	\$ 1,207	\$ 5,932
Items not affecting cash:		
Non-controlling interest share of net (earnings) (Note 20)	62	(17)
Stock-based compensation (Note 13.6)	173	47
(Gain) on disposal of plant and equipment	(17)	-
Effect of exchange rates on US dollar debt	(230)	136
Depreciation of plant and equipment (Note 8)	2,933	2,433
Amortization of intangible assets (Note 9)	1,107	479
Amortization of deferred financing costs	12	11
Deferred income tax expense (Note 15.1 and Note 15.2)	932	1,662
Investment tax credits expense (recovery) (Note 14.2)	1,033	(594)
Decrease in net unrealized loss on derivative financial instruments designated as cash flow hedges (Note 17.1, Note 17.2, Note 15.2)	868	227
Net change in non-cash operating working capital (Note 16)	(2,053)	(14,672)
	<b>6,027</b>	<b>(4,356)</b>
<b>Investing activities</b>		
Additions to plant and equipment (Note 6 and Note 8)	(7,086)	(2,210)
Additions to plant and equipment - acquisitions (Note 6 and Note 8)	-	(3,340)
Additions to intangible assets - acquisitions (Note 6 and Note 9)	-	(5,296)
Recovery (additions) of deferred development costs	59	(352)
Additions to deferred financing costs	-	(11)
Proceeds from disposal of plant and equipment	81	-
	<b>(6,946)</b>	<b>(11,209)</b>
<b>Net cash flow from operating and investing activities</b>	<b>(919)</b>	<b>(15,565)</b>
<b>Financing activities</b>		
(Decrease) increase in bank indebtedness (Note 11.1)	(539)	6,983
Proceeds from long-term bank debt (Note 11.2)	1,921	3,390
Repayments of long-term bank debt	(1,526)	(1,229)
Funding from non-controlling interest (Note 20)	824	390
Proceeds from issue of Common shares (Note 13.1)	74	5,937
	<b>754</b>	<b>15,471</b>
<b>Effects of foreign exchange rate changes on cash flow</b>	<b>(235)</b>	<b>86</b>
<b>Net increase (decrease) in cash flow</b>	<b>(400)</b>	<b>(8)</b>
Cash, beginning of the year	3,152	3,160
<b>Cash, end of year</b>	<b>\$ 2,752</b>	<b>\$ 3,152</b>
<b>Disclosure of cash payments</b>		
Payment for interest	\$ 490	\$ 286
Payments for income taxes	\$ 6	\$ 12

See accompanying notes.

## **1. NATURE OF OPERATIONS**

Firan Technology Group Corporation (“FTG”) was formed as a result of the amalgamation between Circuit World Corporation and Firan Technology Group Inc. on August 30, 2003 pursuant to articles of amalgamation under the *Canada Business Corporations Act*. Prior to this, FTG was established as Helix Circuits Inc. on April 18, 1983 by articles of amalgamation pursuant to the provisions of the *Canada Business Corporations Act*. FTG, its subsidiaries and its joint venture (together referred to as the “Corporation” or the “Group”) are primarily suppliers of aerospace and defence electronic products and sub-systems.

The address of the Corporation’s registered office is 250 Finchdene Square, Toronto, Ontario, M1X 1A5.

The Corporation has two wholly owned subsidiaries: Firan Technology Group (USA) Corporation, which in turn owns 100% of the voting securities of FTG Circuits Inc. and FTG Aerospace Inc., and Firan Technology Group (Barbados) 1 Corporation, which in turn owns 100% of the voting securities of Firan Technology Group (Barbados) 2 Corporation, which in turn owns 100% of the voting securities of FTG Aerospace Tianjin Inc.

The subsidiaries were incorporated as follows:

- Firan Technology Group (USA) Corporation was incorporated in the State of California, U.S.A.
- FTG Circuits Inc. was incorporated in the State of California, U.S.A.
- FTG Aerospace Inc. was incorporated in the State of California, U.S.A.
- Firan Technology Group (Barbados) 1 Corporation was incorporated in Barbados.
- Firan Technology Group (Barbados) 2 Corporation was incorporated in Barbados.
- FTG Aerospace Tianjin Inc. was incorporated in the Province of Tianjin, People’s Republic of China

In May 2013, the Corporation entered into a joint venture agreement with Tianjin Printronics Circuit Corp. (“TPC”), a Chinese printed circuit board manufacturing company, pursuant to which a joint venture entity, FTG Printronics Circuit Ltd (“JV”), was incorporated in the Province of Tianjin, the People’s Republic of China. The Corporation holds a 60% equity interest in the JV. The joint venture agreement did not constitute a joint arrangement for accounting purposes. This arrangement gives rise to non-controlling interest as segregated on the consolidated financial statements.

The consolidated financial statements of the Corporation as at and for the years ended November 30, 2017 and 2016 comprise FTG, its subsidiaries and its JV.

These consolidated financial statements were approved for issuance by the Board of Directors on February 8, 2018.

## **2. BASIS OF PRESENTATION**

### **2.1 Statement of compliance**

These consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (“IFRS”), as issued by the International Accounting Standards Board (“IASB”).

## **2.2 Basis of measurement**

These consolidated financial statements have been prepared on the historical cost basis except for derivative financial instruments, which are measured at their fair value through net earnings and other comprehensive income. In addition, these consolidated financial statements have been prepared using the accrual basis of accounting, except for cash flow information.

## **2.3 Functional and presentation currency**

These consolidated financial statements are presented in Canadian dollars, which is the Corporation's functional currency. Each of the Corporation's wholly owned subsidiaries determines its own functional currency and translates into the Corporation's presentation currency in accordance with the Corporation's foreign currency translation policy.

- Firan Technology Group (USA) Corporation's functional currency is the United States dollar.
- FTG Aerospace Tianjin Inc.'s functional currency is the Canadian dollar.
- JV's functional currency is the Chinese Renminbi ("Rmb").

All financial information is presented in Canadian dollars and has been rounded to the nearest thousands except where noted and per share amounts.

## **2.4 Use of estimates, judgements and assumptions**

The preparation of consolidated financial statements in accordance with IFRS requires the use of certain critical accounting estimates, judgements and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses, and the disclosure of contingent assets and liabilities at the end of the reporting year. It also requires management to exercise judgement in applying the Corporation's accounting policies. However, uncertainty about these assumptions and estimates could result in outcomes that require a material adjustment to the carrying amount of the asset or liability affected in future years. Estimates and judgements 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.

The Corporation based its assumptions and estimates on parameters available when the consolidated financial statements were prepared. Existing circumstances and assumptions about future developments may change due to market changes or circumstances arising beyond the control of the Corporation.

The areas involving a higher degree of judgement or complexity, and or areas where assumptions and estimates are significant to the consolidated financial statements are disclosed in Note 5.

## **3. SIGNIFICANT ACCOUNTING POLICIES**

The accounting policies set out below are applied consistently to the years presented in these consolidated financial statements and have been applied consistently by the Group.

### **3.1 Basis of consolidation**

The consolidated financial statements comprise the financial statements of FTG, its subsidiaries and its JV as at November 30, 2017 and 2016. The Corporation controls the JV and its results were consolidated in the consolidated financial statements. Control is achieved when the Corporation is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns

through its power over the investee. Specifically, the Corporation controls an investee if and only if the Corporation has:

- Power over the investee (i.e. existing rights that give it the current ability to direct the relevant activities of the investee)
- Exposure, or rights, to variable returns from its involvement with the investee, and
- The ability to use its power over the investee to affect its returns

When the Corporation has less than a majority of the voting or similar rights of an investee, the Corporation considers all relevant facts and circumstances in assessing whether it has power over an investee, including:

- The contractual arrangement with the other vote holders of the investee
- Rights arising from other contractual arrangements
- The Corporation's voting rights and potential voting rights

The Corporation re-assesses whether or not it controls an investee if facts and circumstances indicate that there are changes to one or more of the three elements of control. Consolidation of a subsidiary begins when the Corporation obtains control over the subsidiary and ceases when the Corporation loses control of the subsidiary. Assets, liabilities, income and expenses of a subsidiary acquired or disposed of during the year are included in the consolidated statement of comprehensive income from the date the Corporation gains control until the date the Corporation ceases to control the subsidiary.

Profit or loss and each component of other comprehensive income ("OCI") are attributed to the equity holders of the parent of the Corporation and to the non-controlling interests, even if this results in the non-controlling interests having a deficit balance. When necessary, adjustments are made to the financial statements of subsidiaries to bring their accounting policies into line with the Corporation's accounting policies. All intra-group assets and liabilities, equity, income, expenses and cash flows relating to transactions between members of the Corporation are eliminated in full on consolidation.

A change in the ownership interest in a subsidiary, without a loss of control, is accounted for as an equity transaction.

### **3.2 Foreign currency translation**

Transactions denominated in foreign currencies are translated into the appropriate functional currency at exchange rates prevailing at the transaction dates. Monetary assets and liabilities are translated at the exchange rates at the balance sheet date. Exchange gains and losses on translation or settlement are recognized in earnings or loss for the current year.

The financial results of the Group entities that have a functional currency different from the presentation currency are translated into the presentation currency. The presentation currency of the Corporation is Canadian dollars. Income and expenditure transactions of foreign operations are translated at the average rate of exchange for each month except for significant individual transactions, which are translated at the rate of exchange in effect at the transaction dates. All assets and liabilities, including fair value adjustments and goodwill arising on acquisition, are translated at the rate of exchange prevalent at the reporting dates. Differences arising on translation of transactions are recognized as other comprehensive income and are included in the foreign currency translation adjustments ("FCTA").

On disposal of part or all of the foreign operations, the proportionate share of the related cumulative gains and losses previously recognized in the FCTA through the consolidated statement of earnings are included in determining the profit or loss on disposal of those operations recognized in earnings or loss.

### **3.3 Revenue recognition**

The Corporation derives its revenue from the sale of manufactured printed circuit boards, illuminated cockpit display panels and keyboards, and research and development related engineering services to customers.

For manufacturing, the Corporation uses customer supplied engineering, specifications and design plans, whereas for engineering services, the Corporation develops engineering and design plans to customers' specification. The sales cycle can vary between a few days to a few months. Sales are recognized and revenues recorded when:

- the Corporation has transferred to the buyer the significant risks and rewards of ownership of the goods;
- the Corporation retains neither continuing managerial involvement to the degree usually associated with ownership nor effective control over the goods sold;
- the amount of revenue can be measured reliably;
- it is probable that the economic benefits associated with the transaction will flow to the Corporation; and
- the costs incurred or to be incurred in respect of the transaction can be measured reliably.

In the Aerospace segment, revenue for engineering services associated with the design and development of electronic equipment, which is deliverable over a longer period of time is recognized on the percentage-of-completion accounting method. Under this method, revenue is recognized based on the extent of progress towards completion of the contract. The Corporation uses the cost-to-cost measure of progress based on the ratio of costs incurred-to-date to the estimated costs at completion of the contract. Revenues, including estimated earned profit, are recorded as costs are incurred. When estimates of total costs to be incurred on a contract exceed total estimates of revenue to be earned, a provision for the entire loss on the contract is recorded in the period the loss is determined. Advances received from customers in excess of estimated costs are recognized as customer deposits. Unbilled receivables, if any, represent revenue that has been recognized in the consolidated financial statements in advance of contractual invoicing to the customer.

The Corporation provides its customers with limited right of return for defective products and the returns must be authorized by the Corporation prior to their acceptance at its facilities. The Corporation accrues warranty provisions at the time of sale based on historical information.

### **3.4 Government assistance/grant**

Government assistance is recorded as either a reduction of the cost of the applicable assets or credited in the consolidated statement of earnings as determined by the terms and conditions of the agreement under which the assistance is provided.

Government grants are recognized at their fair value in the year when there is reasonable assurance that the conditions attached to the grant will be met and that the grant will be received. Grants are recognized as income over the year necessary to match them with the related costs that they are intended to compensate. Grants related to expenditure on plant and equipment and on intangible assets are deducted from the carrying amount of the asset. The grant is therefore recognized as income over the life of the depreciable asset. Repayable grants are treated as a source of financing and are recognized as borrowings on the consolidated balance sheet.

### **3.5 Inventories**

Inventories are measured at the lower of cost and net realizable value (“NRV”). Cost is determined on the first-in, first-out basis. Direct labour and an allocation of fixed and variable overheads are included in the determination of work-in-progress and finished goods amounts. NRV is the estimated selling price in the ordinary course of business, less estimated costs of completion and the estimated costs to make the sale. Inventories are written down to NRV at the time carrying value exceeds the NRV. Reversals of previous write-downs to NRV are recognized when there is a subsequent increase in the value of inventories.

### **3.6 Plant and equipment**

Plant and equipment are stated at historical cost less accumulated depreciation and impairment losses, net of related government grants, where applicable. All assets having limited useful lives are depreciated using the straight-line method over their estimated useful lives. Assets are depreciated from the date that assets are available for use as intended by management. Leasehold improvements are depreciated over the shorter of the term of the related lease or their remaining useful life on a straight-line basis.

The useful lives applicable to each class of asset during the current and comparative year are as follows:

Machinery and equipment	3 to 10 years
Furniture and fixtures	5 years
Leasehold improvements	Term of the lease

### **3.7 Intangible assets**

An intangible asset is recognized only when its cost can be measured reliably and it is probable that the expected future economic benefits that are attributable to the asset will flow to the Corporation. Following initial recognition, intangible assets are carried at cost less any accumulated amortization and any accumulated impairment losses.

The Corporation’s intangible assets comprise strategic customer relationships acquired in business combinations and the cost of registering trademarks. These relationships and trademarks are considered to have finite useful lives and are amortized on a straight-line basis over their useful life of 5 to 10 years. The amortization period and the amortization method are reviewed at least annually. Changes in the expected useful life are accounted for by changing the amortization period, as appropriate, and treated as changes in accounting estimates. Amortization expense is included in other operating expenses in the consolidated statement of earnings.

### **3.8 Impairment of long-lived assets**

The Corporation assesses at each reporting date whether there is an indication that an asset may be impaired. If any indication exists, the Corporation estimates the asset’s recoverable amount. If it is not possible to determine the recoverable amount of the individual asset, the Corporation determines the recoverable amount of the cash-generating units (“CGU”) to which the asset belongs. The recoverable amount of an asset or a CGU is the higher of its fair value less costs to sell and its value in use, where value in use is the present value of the future cash flows expected to be derived from the asset or the CGU. Where the carrying amount of the asset or the CGU exceeds its recoverable amount, the asset is considered impaired and written down to its recoverable amount. The Corporation evaluates impairment losses for potential reversals when events or changes in circumstances warrant such consideration.

### 3.9 Income taxes

Taxation charge for the year comprises of current and deferred tax. Current tax and deferred tax are recognized in profit or loss except to the extent that they relate to a business combination, or items recognized directly in equity or in other comprehensive income.

Current tax is the expected tax payable or receivable on the taxable income or loss for the year using tax rates enacted or substantively enacted at the reporting date and any adjustment to tax payable in respect of previous years.

Deferred tax liabilities are recognised for all taxable temporary differences, except:

- When the deferred tax liability arises from the initial recognition of goodwill or an asset or liability in a transaction that is not a business combination and, at the time of the transaction, affects neither the accounting profit nor taxable profit or loss
- In respect of taxable temporary differences associated with investments in subsidiaries, associates and interests in joint ventures, when the timing of the reversal of the temporary differences can be controlled and it is probable that the temporary differences will not reverse in the foreseeable future

Deferred tax assets and liabilities are calculated at tax rates that are expected to apply to their respective period of realization, provided they are enacted or substantially enacted by the end of the reporting period. Deferred tax assets are recognized for all deductible temporary differences, carry forward of unused tax credits and unused tax losses, to the extent that it is probable that they will be able to be utilized against future taxable income. Deferred tax assets are reviewed at each balance sheet date and adjusted to the extent the related tax benefit will be realized.

Deferred tax assets and liabilities are offset when they relate to income taxes levied by the same taxation authority and the Corporation has both the right and the intention to settle its assets and liabilities on a net or simultaneous basis.

Deferred tax on temporary differences related to investments in subsidiaries is not provided if reversal of these temporary differences can be controlled by the Corporation and it is probable that reversal will not occur in the foreseeable future.

### 3.10 Research and development

All research costs are recognized in profit and loss as they are incurred. Development costs are expensed as incurred unless they meet the criteria to be recognized as internally generated intangible assets in accordance with the guidance in IAS 38, *Intangible Assets*. Development expenditures, on an individual project, are recognized as an intangible asset only when the following conditions are demonstrated:

- the technical feasibility of completing the intangible asset so that it will be available for use or sale;
- the Corporation's intention to complete and its ability to use or sell the asset;
- how the asset will generate future economic benefits;
- the availability of resources to complete the asset; and
- the ability to measure reliably the expenditure during development.

Following initial recognition of the development expenditure as an asset, the cost model is applied requiring the asset to be carried at cost less any accumulated amortization and accumulated impairment losses. Amortization of the asset begins when development is complete and the asset is available for use.

The asset is amortized over the period of expected future benefit, which is based on number of units sold. Amortization is recorded in cost of sales. In the event that a program for which costs have been deferred is modified or cancelled, the Corporation will assess the recoverability of the deferred costs and, if considered unrecoverable, will expense the costs in the period the assessment is made.

### **3.11 Financial instruments**

The Corporation recognizes financial assets and financial liabilities (including derivatives) when the Corporation becomes a party to a contract. Financial assets and financial liabilities, with the exception of financial assets or liabilities classified or designated as fair value through profit or loss (“FVTPL”), are measured at fair value plus transaction costs on initial recognition. Financial assets or liabilities classified as FVTPL are measured at fair value on initial recognition and transaction costs are expensed when incurred. Measurement in subsequent years depends on the classification of the financial instrument.

#### ***Financial assets***

##### ***Financial assets at fair value through profit or loss***

Financial assets are classified as FVTPL when acquired principally for the purpose of trading, if so designated by management (fair value option), or if they are derivative assets that are not part of an effective and designated hedging relationship. Financial assets classified as FVTPL are measured at fair value, with changes recognized in the consolidated statement of earnings.

Financial assets classified as FVTPL include cash and derivative instruments that are not part of an effective and designated hedging relationship.

##### ***Loans and receivables***

Loans and receivables (accounts receivable) are non-derivative financial assets that have fixed or determinable payments and are not quoted in an active market and are measured at amortized cost using the effective interest method less impairment.

Management considers whether the issuer is having significant financial difficulty, whether there has been a breach in contract, such as a default or delinquency in interest or principal payments, and other applicable criteria in determining whether objective evidence of impairment exists. Impairment is measured as the difference between the asset’s carrying value and the present value of future cash flows and is recognized in current year earnings.

The Corporation reverses impairment losses on financial assets carried at amortized cost when the decrease in impairment can be objectively related to an event occurring after the impairment loss was recognized.

#### ***Financial liabilities***

##### ***Financial liabilities at fair value through profit or loss***

Financial liabilities are classified as FVTPL if they are designated as such by management, or they are derivative liabilities that are not part of an effective and designated hedging relationship. Financial liabilities classified as FVTPL are measured at fair value, with changes recognized in the consolidated statement of earnings.

### *Other liabilities*

Financial liabilities that are not classified as FVTPL include bank indebtedness, long-term bank debt, accounts payable and accrued liabilities. Subsequent to initial recognition, these financial liabilities that are not subject to hedge accounting are measured at amortized cost using the effective interest rate method. Material transaction costs related to these financial liabilities are recorded as a reduction in the carrying value of the debt.

### **3.12 Leases**

The economic ownership of a leased asset is transferred to the lessee if the lessee bears substantially all of the risks and rewards related to the ownership of the leased asset. The related asset is then recognized at the inception of the lease at the fair value of the leased asset or, if lower, the present value of the lease payments plus incidental payments, if any. A corresponding amount is recognized as a finance leasing liability.

All existing leases are accounted for as operating leases. Associated costs, such as maintenance and insurance, are expensed as incurred.

### **3.13 Provisions**

A provision is recognized if, as a result of a past event, the Corporation has a legal or constructive obligation that can be estimated reliably and it is probable that a future outflow of economic benefits will be required to settle the obligation. The timing or amount of the outflow may still be uncertain.

Provisions are measured by discounting the expected future cash flows at a pre-tax rate that reflects current market assessments of the time value of money and specific risks of the obligation, where appropriate. Where there are a number of obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. All provisions are reviewed at each reporting date and adjusted accordingly to reflect the current best estimate.

### **3.14 Share based payments – common share options**

The Corporation accounts for share-based payments as equity settled transactions where the fair value of options granted is charged to expense over the option vesting period, with the offsetting amount recognized in contributed surplus. For awards with graded vesting, each tranche of an award is considered a separate grant with a different vesting date and fair value. The fair value of each tranche is recognized over its respective vesting period. The fair value of each tranche is estimated at the date of grant using the Black-Scholes option pricing model incorporating assumptions regarding risk-free interest rates, dividend yield, expected volatility of the Corporation's stock, and a weighted average expected life of options. For each reporting period, the Corporation reassesses its estimates of the number of awards that are expected to vest and recognizes the impact of any revision in the consolidated statement of earnings with a corresponding adjustment to equity.

### **3.15 Share based payments – share units**

In April 2013, the shareholders of the Corporation approved the new Share Unit Plan (the "Share Unit Plan").

The Corporation's current stock option plan (the "Option Plan") was last amended by shareholders of the Corporation in 2003. The Corporation cancelled the Option Plan and adopted the Share Unit Plan in order to modernize the Corporation's long-term incentive compensation structure. Notwithstanding the

cancellation of the Option Plan, all outstanding options granted under the Option Plan will remain outstanding and effective under the terms of the Option Plan.

The Share Unit Plan provides that the Corporate Governance / Compensation Committee may, in its sole and absolute discretion, award grants of performance share units (“PSUs”) and restricted share units (“RSUs”) and referred together with PSUs, as “Share Units”, to any individual employed by the Corporation or any of the Corporation’s subsidiaries, partnerships, trusts or other controlled entities, (which individuals may include officers, employees and consultants of the Corporation) (the “Participants”).

A PSU is a right granted to a Participant in accordance with the Share Unit Plan to receive a Common Share that generally becomes vested subject to the attainment of certain performance conditions (including financial, personal, operational or transaction based performance criteria as may be determined by the Corporate Governance / Compensation Committee) (“Performance Conditions”) and satisfaction of such other conditions to vesting, if any, as may be determined by the Corporate Governance / Compensation Committee. An RSU is a right granted to a Participant in accordance with the Share Unit Plan to receive a Common Share that generally becomes vested following a period of continuous employment of the Participant with the Corporation.

The vesting period of any grant shall be not later than December 15 of the third year following the year in which the Participant performed the services to which the grant relates, unless otherwise determined by the Corporate Governance / Compensation Committee.

The maximum number of Common Shares that may be issued pursuant to the Share Unit Plan is 1,780,320. No one Participant may receive any grant which, together with all grants then held by such Participant, would permit such Participant to be issued a number of Common Shares that is greater than 5% of the total outstanding Common Shares. The number of Common Shares issued to insiders of the Corporation within any one year period, under all security based compensation arrangements of the Corporation, shall not exceed 10% of the total outstanding Common Shares.

The cost recorded for equity-settled Share Units is based on the market value of the Corporation’s Common Shares at the time of grant. The cost recorded for Share Units that vest based on a non-market performance condition is based on an estimate of the outcome of such performance condition. The cost of these Share Units would be adjusted as new facts and circumstances arise; the timing of these adjustments is subject to judgment. The adjustments to the cost of Share Units would generally be recorded during the last year of the three-year term based on management's estimate of the achievement of the performance conditions. The cost of Share Units is recognized as compensation expense in the consolidated statement of earnings, with a corresponding charge to contributed surplus in the consolidated balance sheet, over the vesting period. These awards have historically been settled with issuing Common Shares from treasury.

### **3.16 Earnings per share (“EPS”)**

The Corporation presents basic and diluted earnings per share data for its common shares. Basic EPS is calculated by dividing the profit or loss attributable to common shareholders of the Corporation by the weighted average number of common shares outstanding during the year. Diluted EPS is determined by dividing the profit or loss attributable to common shareholders and the weighted average number of common shares outstanding and adjusting for the effects of all dilutive potential common shares.

### **3.17 Derivative financial instruments**

The Corporation utilizes forward foreign exchange contracts to manage its foreign currency exposure on anticipated sales. The Corporation also utilizes gold forward contracts to manage its exposure on anticipated cost of sales. Derivative financial instruments are initially recognized at fair value (forward value at transaction date) on the date on which a derivative contract is entered into and are subsequently re-measured at fair value (forward current value). Derivatives are carried as financial assets (prepaid expenses) when the fair value is positive and as financial liabilities (accounts payable and accrued liabilities) when the fair value is negative. Any gains or losses arising from changes in the fair value of derivatives are recorded directly in the consolidated statements of earnings except for the effective portion of cash flow hedges, which are recognized in other comprehensive income.

The Corporation designates certain derivative financial instruments as cash flow hedges. The application of hedge accounting enables the recording of gains, losses, revenue and expenses from hedging items in the same period as those related to the hedged item. At the inception of a hedge relationship, the Corporation formally designates and documents the hedge relationship to which the Corporation wishes to apply hedge accounting and the risk management objective and strategy for undertaking the hedge. The documentation includes identification of the hedging instrument, the hedged item or transaction, the nature of the risk being hedged and how the entity will assess and measure the effectiveness of changes in the hedging instrument's fair value in offsetting the exposure to changes in the hedged item's fair value or cash flows attributable to the hedged risk. Such hedges are expected to be highly effective in achieving offsetting changes in fair value or cash flows and are assessed on an ongoing basis to determine whether they have actually been highly effective throughout the financial reporting periods for which they were designated.

Hedges that meet the strict criteria for hedge accounting are accounted for as follows:

Amounts recognized as other comprehensive income are transferred to the consolidated statements of earnings when the hedged transaction affects net earnings.

If the forecasted transaction or firm commitment is no longer expected to occur, the cumulative gain or loss previously recognized in equity is transferred to the consolidated statements of earnings. Hedge accounting is discontinued prospectively when it is determined that the derivative is not effective as a hedge or the derivative is terminated or sold, or upon sale or early termination of the hedged item.

### **3.18 Business Combinations**

In a business combination, the acquisition method of accounting is used, whereby the purchase consideration is allocated to the fair value of identifiable assets acquired and liabilities assumed at the date of acquisition. Preliminary fair values allocated at a reporting date are finalized as soon as the relevant information is available, within a period not to exceed twelve months from the acquisition date with retroactive restatement of the impact of adjustments to those preliminary fair values effective as at the acquisition date. Acquisition-related costs are expensed as incurred and included in selling, general and administrative expenses.

Purchase consideration may also include amounts payable if future events occur or conditions are met. Any such contingent consideration is measured at fair value and included in the purchase consideration at the acquisition date. Subsequent changes to the estimated fair value of contingent consideration are recorded through the consolidated statements of earnings, unless the preliminary fair value of contingent consideration as at the acquisition date is finalized before the twelve month measurement period in which case the adjustment is allocated to the identifiable assets acquired and liabilities assumed retrospectively to the acquisition date. Where the cost of the acquisition exceeds the fair values of the identifiable net

assets acquired, the difference is recorded as goodwill. A gain is recorded through the consolidated statements of earnings if the cost of the acquisition is less than the fair values of the identifiable net assets acquired.

### **3.19 Adoption of new and amended IFRS pronouncements**

#### **New and amended IFRS pronouncements adopted in fiscal 2017**

The Corporation has adopted the following new and amended IFRS pronouncements listed below in fiscal 2017 effective from December 1, 2016, in accordance with the transitional provisions outlined in the respective standards.

#### **Amendments to IAS 1, Presentation of financial statements**

The amendments to IAS 1 Presentation of Financial Statements are a part of a major initiative to improve disclosure requirements in IFRS financial statements. The amendments being made to IAS 1 include: 1) *Materiality*: Aggregation or disaggregation should not obscure useful information. Materiality applies to each of the primary financial statements, the notes and each specific disclosure required by IFRSs. 2) *Line items in primary financial statements*: Additional guidance for the list of line items required to be presented in primary statements, in particular that it may be appropriate for these to be disaggregated, and new requirements regarding the use of subtotals. 3) *Notes to the financial statements*: Determination of the order of the notes should include consideration of understandability and comparability of financial statements. It has been clarified that the order listed in IAS 1.114(c) is illustrative only. 4) *Accounting policies*: Removal of the examples in IAS 1.120 in respect of income taxes and foreign exchange gains and losses. 5) *Equity accounted investments*: An entity's share of other comprehensive income will be split between those items that will and will not be reclassified to profit or loss, and presented in aggregate as single line items within those two groups. The amendments became effective for annual periods beginning on or after 1 January 2016 and did not have any impact on the disclosures of the Corporation.

#### **Amendments to IAS 16, Property, Plant and Equipment and IAS 38, Intangible Assets**

In May 2014, the IASB issued amendments to IAS 16, and IAS 38 to clarify acceptable methods of depreciation and amortization. The amended IAS 16 eliminates the use of a revenue-based depreciation method for items of property, plant and equipment. Similarly, amendments to IAS 38 eliminate the use of a revenue-based amortization model for intangible assets except in certain specific circumstances. The amendments became effective for annual periods beginning on or after 1 January 2016 and did not have any impact on the disclosures of the Corporation.

## **4. RECENT ACCOUNTING PRONOUNCEMENTS**

The following accounting pronouncements issued by the IASB were not effective for the Corporation as of November 30, 2017 and therefore have not been applied in preparing these consolidated financial statements. The Corporation intends to adopt these standards, if applicable, when they become effective.

Management is currently evaluating these standards and has not yet determined the potential impact the adoption of these accounting pronouncements will have on the Corporation's consolidated financial statements.

## **Amendments to IFRS 9, Financial Instruments**

IFRS 9, *Financial Instruments* (“IFRS 9”) provides guidance on the classification and measurement of financial assets and liabilities, impairment of financial assets, and general hedge accounting. The classification and measurement portion of the standard determines how financial assets and financial liabilities are accounted for in financial statements and, in particular, how they are measured on an ongoing basis. The amended IFRS 9 introduced a new, expected-loss impairment model that will require more timely recognition of expected credit losses. In addition, the amended IFRS 9 includes a substantially-reformed model for hedge accounting, with enhanced disclosures about risk management activity. The new standard is effective for annual periods beginning on or after January 1, 2018, with earlier adoption permitted.

## **IFRS 15, Revenue from Contracts with Customers**

IFRS 15, *Revenue from Contracts with Customers* (“IFRS 15”), supersedes IAS 18, *Revenue*, IAS 11, *Construction Contracts* and other interpretive guidance associated with revenue recognition. IFRS 15 provides a single, principle based five-step model to be applied to all contracts with customers, except insurance contracts, financial instruments and lease contracts, which fall in the scope of other IFRSs. In addition to the five-step model, the standard specifies how to account for the incremental costs of obtaining a contract and the costs directly related to fulfilling a contract. The incremental costs of obtaining a contract must be recognized as an asset if the entity expects to recover these costs. The standard’s requirements will also apply to the recognition and measurement of gains and losses on the sale of some nonfinancial assets that are not an output of the entity’s ordinary activities. IFRS 15 is to be applied on either a full or modified retrospective approach and is effective for annual periods beginning on or after January 1, 2018, with earlier application permitted.

## **IFRS 16, Leases**

In January 2016 the IASB issued IFRS 16, *Leases*. IFRS 16 supersedes IAS 17 *Leases*, IFRIC 4 *Determining whether an Arrangement contains a Lease*, SIC-15 *Operating Leases – Incentives* and SIC-27 *Evaluating the Substance of Transactions Involving the Legal Form of a Lease*. IFRS 16 contains a single lessee accounting model, which eliminates the distinction between operating and finance leases from the perspective of the lessee. All contracts that meet the definition of a lease, other than short term leases and leases of low value items for which a lessee has the option not to apply the measurement and presentation requirements of IFRS 16, will be recorded in the statement of financial position with a “right of use” asset and a corresponding liability. The asset is subsequently accounted for as property, plant and equipment or investment property and the liability is unwound using the interest rate inherent in the lease. The accounting requirements from the perspective of the lessor remains largely in line with previous IAS 17 requirements. IFRS 16 has an effective date of 1 January 2019, with early application permitted only if IFRS 15 has also been adopted.

## **5. USE OF SIGNIFICANT ESTIMATES AND JUDGEMENTS**

### ***Allowance for doubtful accounts***

Accounts receivable are stated after evaluation as to their collectability and an appropriate allowance for doubtful accounts is provided where considered necessary. In particular, management estimates the amount and timing of the cash flows the Corporation expects to receive.

### ***Allowance for inventory obsolescence***

Management is required to make an assessment of the net realizable value of inventory at each reporting period. Management incorporates estimates and judgments that take into account current market prices, current economic trends and past experience in the measurement of net realizable value.

### ***Valuation of financial instruments***

The Corporation determines the fair value of financial instruments for which there is no observable market price using a variety of valuation techniques. The inputs to these models are derived from observable market data where possible, but where observable market data is not available, estimates are required to establish fair values. The estimates include consideration of liquidity and other risks affecting the specific instrument. Details of the basis on which fair value is estimated are provided in Note 17.

### ***Taxes and deferred taxes***

Provisions for taxes are made using the best estimate of the amount expected to be paid based on a qualitative assessment of all relevant factors. The Corporation reviews the adequacy of these provisions at the end of the reporting period. These balances are subject to audit by taxation authorities and as a result, maybe adjusted at some future date. Where the final outcome of these tax-related matters is different from the amounts that were initially recorded, such differences will affect the tax provisions in the period in which such determination is made.

Income taxes are determined based on estimates of the Corporation's current income taxes and estimates of deferred income taxes resulting from temporary differences. Deferred tax assets are assessed to determine the likelihood that they will be realized from future taxable income before they expire.

### ***Useful lives of plant and equipment***

The Corporation estimates the useful lives of plant and equipment based on the period over which the assets are expected to be available for use. In addition, the estimation of the useful lives of plant and equipment are based on internal technical evaluation and experience with similar assets. It is possible, however, that future results of operations could be materially affected by changes in the estimates brought about by changes in factors mentioned above. The amounts and timing of recorded expenses for any period would be affected by changes in these factors and circumstances. A reduction in the estimated useful lives of the plant and equipment would increase the recorded expenses and decrease the non-current assets. An increase in the estimated useful lives of the plant and equipment would decrease the recorded expenses and increase the non-current assets.

### ***Share-based payment transactions***

The Corporation measures the cost of equity-settled transactions with employees by reference to the fair value of the equity instruments at the date at which they are granted. Estimating fair value for share-based payment transactions requires determining the most appropriate valuation model, which is dependent on the terms and conditions of the grant. This estimate also requires determining and making assumptions about the most appropriate inputs to the valuation model including the expected life, volatility and dividend yield of the equity settled transactions.

### ***Impairment and valuation of non-financial assets***

Impairment exists when the carrying value of an asset or CGU exceeds its recoverable amount, which is the higher of its fair value less costs to sell and its value in use. The fair value less costs to sell calculation is based on available data from binding sales transactions in an arm's length transaction of similar assets or observable market prices less incremental costs for disposing of the asset. If there is no binding sale agreement or active market for an asset, fair value less costs to sell is based on the best information available to reflect the amount that an entity could obtain, at the end of the reporting period, from the disposal of the asset in an arm's length transaction between knowledgeable, willing parties, after deducting the costs of disposal. The value in use calculation is based on a discounted cash flow model. The cash flows are derived from the budget for the next five years and do not include restructuring activities that the Corporation is not yet committed to or significant future investments that will enhance the asset's performance of the CGU being tested. The recoverable amount is most sensitive to the discount rate used for the discounted cash flow model as well as the expected future cash inflows and the growth rate used for extrapolation purposes.

As part of the acquisitions as per Note 6, the Corporation acquired product designs, process know-how and customer contracts. An intangible asset has been recorded in the consolidated balance sheets with respect to these assets. This asset has been valued at fair value based on the present value of expected future cash flows. As actual valuation may vary from these estimates, they are reviewed on a quarterly basis with changes recognized through net earnings as required.

### ***Restructuring Provisions***

As part of acquisitions per Note 6, the Corporation assumed certain operating facilities. Restructuring provisions have been recorded with respect to the planned closure of these facilities and include estimates primarily related to employee costs, redundant equipment, customer transition and facility-related costs. Restructuring expenses are shown on the consolidated statements of earnings. As actual costs may vary from these estimates, they are reviewed on a quarterly basis with changes recognized through net earnings as required.

## **6. ACQUISITIONS OF PHOTOETCH AND TELEDYNE PCT BUSINESS**

In March 2016, the Corporation's US subsidiary FTG Aerospace Inc., which is based in Chatsworth California, acquired substantially all of the assets of Airco Industries LLC (DBA PhotoEtch) ("PhotoEtch"), a Fort Worth, Texas based designer and manufacturer of a full portfolio of cockpit products, electronic assemblies and simulator solutions whose fiscal 2015 revenues were approximately US \$6,100 or Cdn. \$7,600, for a net cash purchase price consideration of US \$2,700 or approximately Cdn. \$3,520, which was financed with bank debt. Under the terms of the acquisition, the Corporation acquired equipment, working capital, product designs, process know-how and customer contracts of PhotoEtch, which was transitioned to the Corporation during fiscal 2016.

The purchase of PhotoEtch's assets had significant strategic benefit to the Corporation as the acquisition accelerated its penetration of a significant number of commercial aerospace, defense and simulator customers, primarily in the United States. The acquisition of PhotoEtch also accelerated the process of increasing the utilization rates of FTG's Aerospace facilities.

In May 2016, the Corporation entered into a sale and purchase agreement to purchase substantially all of the assets of the Printed Circuit Technology business of Teledyne Technologies Incorporated ("Teledyne PCT") for approximately US \$9,300 or approximately Cdn. \$12,127, subject to customary working capital and other adjustments, which netted to \$nil and were settled in fiscal 2016. The acquisition closed

on July 8, 2016. Under the terms of the acquisition, the Corporation had acquired equipment, working capital, product designs, process know-how and customer contracts of Teledyne PCT.

The purchase of Teledyne PCT's assets has significant strategic benefit to the Corporation as the acquisition is accelerating its penetration of a significant number of defense customers, primarily in the United States. The acquisition of Teledyne PCT is also accelerating the process of increasing the utilization rates of FTG's Circuits and Aerospace facilities.

The PhotoEtch and Teledyne PCT's business acquisition was accounted for by the Corporation as a Business Combination. Under this method, the identifiable assets acquired and liabilities assumed were measured at their acquisition date fair values. Any excess of the acquisition date fair value of the consideration paid over the net of the acquisition date fair value of the identifiable assets acquired and liabilities assumed was recognized as goodwill and any deficiency was recognized as a bargain purchase gain. Acquisition costs associated with the business combination were expensed in the year incurred. The results of the operations have been consolidated from the acquisition date. The PhotoEtch business and the Teledyne PCT business were not considered to be of significant strategic benefit to their respective owners prior to acquisition by the Corporation. As such, the Corporation was able to acquire these businesses at the purchase considerations per above, which resulted in the generation of bargain purchase gains.

The transaction costs associated with the acquisitions totaling \$124 which included \$59 related to PhotoEtch and \$65 related to Teledyne PCT, were expensed during the year ended November 30, 2016 and included in selling, general and administrative expenses.

Included in the consolidated statements of earnings for the year ended November 30, 2016 were restructuring expenses of \$1,055, related to the PhotoEtch business of which \$721 had been incurred and paid in fiscal 2016, and the remaining amount of \$334, which was included in the accounts payable and accrued liabilities as at November 30, 2016, and were paid during the year ended November 30, 2017. Included in the consolidated statements of earnings for the year ended November 30, 2016, were restructuring expenses of \$2,996 related to the Teledyne PCT's business of which \$1,322 had been incurred and paid in fiscal 2016, and the remaining amount of \$1,674 was included in the accounts payable and accrued liabilities as at November 30, 2016, and were paid during the year ended November 30, 2017.

Acquired identifiable intangible assets include customer relationships, non-compete agreement, technology, access to markets, certifications and new products in circuits and aerospace market including the simulator market, which are being amortized over a period of 5 years. The fair value of the identifiable intangible assets per table below was determined using various income approach methods including excess earnings to determine the present value of expected future cash flows for each identifiable intangible asset based on discount rates which incorporate a risk premium to take into account the risks inherent in those expected cash flows. The expected cash flows were estimated based on forecasted revenues and costs adjusted based on the expectations of market participants. The Corporation used risk adjusted discount rate of approximately 18% to discount the expected future cash flows under the income approach.

The following table sets out the allocation of the purchase price to assets acquired and liabilities assumed, based on management's estimates of fair value:

	PhotoEtch	Teledyne PCT	Total
<b>Total purchase price:</b>			
Cash paid for acquisition	\$3,520	\$12,127	\$15,647
Total purchase price to allocate	<u>\$3,520</u>	<u>\$12,127</u>	<u>\$15,647</u>
<b>Fair value of assets acquired and liabilities assumed:</b>			
Accounts receivable	\$958	\$5,105	\$6,063
Inventories	3,170	7,336	10,506
Prepaid expenses	7	18	25
Plant and equipment	418	2,922	3,340
Intangible assets	512	4,784	5,296
Accounts payable and accrued liabilities	(437)	(1,957)	(2,394)
Bargain purchase gain (credited to consolidated statement of earnings)	(1,108)	(6,081)	(7,189)
Net assets acquired	<u>\$3,520</u>	<u>\$12,127</u>	<u>\$15,647</u>

## 7. INVENTORIES

	November 30, 2017	November 30, 2016
	\$	\$
Raw materials and spare parts	9,496	7,910
Work-in-progress	10,702	8,528
Finished goods	4,881	6,026
	<u>25,079</u>	<u>22,464</u>

The cost of inventories recognized as an expense during the year ended November 30, 2017 was \$68,754 (2016 - \$65,446). This amount also included \$1,553 (2016 - \$1,491) as cost of inventories written down due to obsolescence.

## 8. PLANT AND EQUIPMENT

	Machinery and equipment \$	Furniture and fixtures \$	Leasehold improvements \$	Total \$
Cost:				
November 30, 2016	39,869	345	3,467	43,681
Additions during the year	5,450	82	1,554	7,086
Disposals during the year	(947)	-	-	(947)
Write-offs during the year	(2,781)	-	-	(2,781)
Foreign exchange impact	(660)	(16)	(41)	(717)
November 30, 2017	40,931	411	4,980	46,322
Accumulated depreciation:				
November 30, 2016	32,418	282	2,130	34,830
Depreciation during the year	2,497	34	402	2,933
Disposals during the year	(519)	-	-	(519)
Write-offs during the year	(2,776)	-	-	(2,776)
Foreign exchange impact	(302)	(8)	(58)	(368)
November 30, 2017	31,318	308	2,474	34,100
Net book value:				
November 30, 2017	9,613	103	2,506	12,222

	Machinery and equipment \$	Furniture and fixtures \$	Leasehold improvements \$	Total \$
Cost:				
November 30, 2015	34,624	299	3,119	38,042
Additions during the year	1,808	47	355	2,210
Acquisitions during the year	3,340	-	-	3,340
Disposals during the year	(10)	-	-	(10)
Foreign exchange impact	107	(1)	(7)	99
November 30, 2016	39,869	345	3,467	43,681
Accumulated depreciation:				
November 30, 2015	30,338	253	1,807	32,398
Depreciation during the year	2,063	29	341	2,433
Disposals during the year	(10)	-	-	(10)
Foreign exchange impact	27	-	(18)	9
November 30, 2016	32,418	282	2,130	34,830
Net book value:				
November 30, 2016	7,451	63	1,337	8,851

Included in machinery and equipment as at November 30, 2017 are \$2,356 (November 30, 2016 – \$812) and included in leasehold improvements as at November 30, 2017 are \$858 (November 30, 2016 – \$177) of assets under construction which are not yet available for use. Accordingly, these assets are not being depreciated.

The corporation wrote off gross assets of \$2,781 which were almost fully amortized (accumulated amortization of \$2,776) as at November 30, 2017 (2016 - \$nil) relating to assets not physically present, which did not impact the earnings and, also were no longer contributing to the cash flows.

Included in additions during the year ended November 30, 2016, were \$3,340 related to PhotoEtch and Teledyne PCT transactions (please refer to Note 6 for details).

All of the Corporation's credit facilities with its primary lender are secured by a first charge on all of the Corporation's assets.

## 9. INTANGIBLE ASSETS

Intangible assets relate to the strategic customer relationships acquired and the cost of registering trademarks.

	Customer relationships	Trademarks	Total
	\$	\$	\$
<b>Cost</b>			
November 30, 2016	5,933	6	5,939
Foreign exchange impact	(219)	-	(219)
November 30, 2017	5,714	6	5,720
<b>Accumulated amortization</b>			
November 30, 2016	870	3	873
Amortization during the year	1,106	1	1,107
Foreign exchange impact	(28)	-	(28)
November 30, 2017	1,948	4	1,952
<b>Net book value</b>			
November 30, 2017	3,766	2	3,768
	Customer relationships	Trademarks	Total
	\$	\$	\$
<b>Cost</b>			
November 30, 2015	479	5	484
Acquisitions during the year ( <i>Note 6</i> )	5,296	-	5,296
Foreign exchange impact	158	1	159
November 30, 2016	5,933	6	5,939
<b>Accumulated amortization</b>			
November 30, 2015	383	1	384
Amortization during the year	478	1	479
Foreign exchange impact	9	1	10
November 30, 2016	870	3	873
<b>Net book value</b>			
November 30, 2016	5,063	3	5,066

Intangible assets have an unamortized remaining period of approximately four years as at November 30, 2017 (approximately five years as at November 30, 2016).

## 10. DEFERRED DEVELOPMENT & CUSTOMER DEPOSITS

### 10.1 Deferred development

	Years ended			
	November 30, 2017			November 30, 2016
	Control panel assemblies	Cursor control device	Total Deferred development	Total Deferred development
	\$	\$	\$	\$
Opening balance	4,431	651	5,082	3,776
Deferred development during the year	140	12	152	1,306
Total deferred development	4,571	663	5,234	5,082
Offset with advance from customer	(4,042)	(511)	(4,553)	(4,343)
Net closing balance	529	152	681	739

### 10.2 Customer Deposits

	November 30, 2017	November 30, 2016
	\$	\$
Deposits from customers for orders not yet delivered	1,268	308
	1,268	308

## 11. BANK INDEBTEDNESS, LONG-TERM BANK DEBT AND SUBORDINATED LOAN

The Corporation renewed its commercial lending facility with a financial institution in November 2015 (and amended in April 2016 and January 2018), which included the following terms:

- US \$9,000 five-year committed operating facility (“Operating Facility”) by way of a combination of current account overdraft/bank loans, London Interbank Offered Rate loans (“LIBOR”) or Banker’s Acceptances (“BA”) or letters of guarantee (“LG”) subject to an overall maximum of US \$9,000 or the Canadian dollar equivalent.
- US \$6,000 five-year revolving loan (“Term Loan”) to refinance plant and equipment purchased during the previous twelve months and to finance capital expenditures on future equipment purchases up to 90% of the invoice cost by way of a combination of bank loans, LIBOR’s and or BA’s (*Note 11.2*).
- US \$4,000 five-year non-revolving term loan to refinance AMIS loan and finance capital expenditures on future equipment purchases up to 90% of the invoice cost by way of a combination of LIBOR’s and/or BA’s (*Note 11.2*).

- US \$45,000 foreign exchange forward contracts for the purchase of contracts with a maximum contract terms of US \$15,000 or the Canadian dollar equivalent for up to twelve months, US \$15,000 or the Canadian dollar equivalent for up to twenty four months and US \$15,000 or the Canadian dollar equivalent for up to thirty six months, available to hedge foreign currency exposure (*Note 17.2*).
- US \$1,000 precious metal forward contracts for the purchase of contracts with a maximum aggregate face value of US \$1,000 or the equivalent in major currencies with a maximum contract term of twelve months, available to hedge risk on raw materials (*Note 17.2*).
- US \$400 or the Canadian dollar equivalent MasterCard limit available to issue corporate business expense cards for employees of the Corporation.
- US \$10,000 swap line for the utilization of interest rate swaps with a maximum aggregate face value of US \$10,000, with a maximum term equal to the remaining term on the Term Loan and the AMIS loan (*Note 11.2*).

The operating and term facilities are made available by way of prime rate / US Base Rate (“USBR”) loans, BA rate loans, LIBOR loans or LG’s plus an applicable margin. Applicable margins under the terms of the operating and term facility for prime rate / USBR loans are plus 90 to 115 basis points, BA rate loans are plus 200 to 240 basis points, LIBOR loans are plus 200 to 240 basis points and LG’s are plus 90 to 115 basis points.

BA’s, LIBOR’s, LG’s, foreign exchange forward contracts, precious metal forward contracts, and interest rate swaps shall be repayable at their respective maturity dates. In any event, all the advances are repayable under the lending facility still outstanding at the end of the five years from the closing date of November 2015. The lending facility is secured by a first charge on all assets of the Corporation.

The total financing charges for the lending facility were \$60, which consisted of commitment fees of \$55 and legal fees of \$5, and are amortized over the five year term of the facility. The unamortized deferred financing charges of \$36 as at November 30, 2017 (November 30, 2016 - \$49) have been offset against long-term bank debt in the consolidated balance sheet (*Note 11.2*).

### **11.1 Bank indebtedness**

The Corporation utilized US \$5,000 or Cdn. \$6,444 of the Operating Facility as at November 30, 2017 (November 30, 2016 – \$5,200 or Cdn. \$6,983). The lending facility is secured by a first charge on all assets of the Corporation.

## 11.2 Long-term bank debt

Long-term bank debt consists of the following:	November 30, 2017 \$	November 30, 2016 \$
5.0 year US \$4,000 term loan, amortized over 5 years, repayable in equal monthly principal payments of approximately US \$67 plus interest at LIBOR rate plus 200 basis points. The term loan is secured by a first charge over all of the property and assets of the Corporation. Principal as at November 30, 2017 was US \$2,400 or Cdn. \$3,093 (November 30, 2016 – US \$3,200 or Cdn. \$4,297). In December 2015, the Corporation had entered into an interest rate swap to hedge the USD interest payments of the US \$4,000 term loan over the five year term at a fixed rate of 1.44% plus applicable margin of 200 basis points for an aggregate fixed interest rate of 3.44%.	3,093	4,297
5.0 year US \$2,600 term loan, amortized over 7 years, repayable in equal monthly principal payments of approximately US \$31 plus interest at LIBOR rate plus 200 basis points. The term loan is secured by a first charge over all of the property and assets of the Corporation. Principal as at November 30, 2017 was US \$2,154 or Cdn. \$2,777 (November 30, 2016 – US \$2,488 or Cdn. \$3,341). In July 2016, the Corporation had entered into an interest rate swap to hedge the USD interest payments of the US \$2,600 term loan over the seven year term at a fixed rate of 1.20% plus applicable margin of 215 basis points for an aggregate fixed interest rate of 3.35%.	2,777	3,341
5.0 year US \$1,500 term loan, amortized over 7 years, repayable in equal monthly principal payments of approximately US \$18 plus interest at LIBOR rate plus 215 basis points. The term loan is secured by a first charge over all of the property and assets of the Corporation. Principal as at November 30, 2017 was US \$1,500 or Cdn. \$1,933 (November 30, 2016 – \$nil).	1,933	-
	<b>7,803</b>	7,638
Less: deferred financing charges	(37)	(49)
	<b>7,766</b>	7,589
Less: current portion (amounts due within one year)	(1,726)	(1,510)
	<b>6,040</b>	6,079

In December 2015, the Corporation entered into an interest rate swap to hedge the US dollar interest payments of the term loan (5.0 year US \$4,000 term loan, amortized over 5 years, repayable in equal monthly principal payments of approximately US \$67 plus interest at LIBOR rate plus 200 basis points) over the five year term at a fixed rate of 1.44% plus applicable margin of 200 basis points for an aggregate fixed interest rate of 3.44%. The interest rate swap has been designated as a cash flow hedge and the forward current value (fair value) of the interest rate swap as at November 30, 2017 had an unrealized gain of \$18 (November 30, 2016: unrealized loss of \$18) which is included in other comprehensive income and prepaid expenses.

In July 2016, the Corporation entered into an interest rate swap to hedge the US dollar interest payments of the term loan (7.0 year US \$2,600 term loan, amortized over 7 years, repayable in equal monthly principal payments of approximately US \$31 plus interest at LIBOR rate plus 215 basis points) over the seven year term at a fixed rate of 1.20% plus applicable margin of 215 basis points for an aggregate fixed interest rate of 3.35%. The interest rate swap has been designated as a cash flow hedge and the forward current value (fair value) of the interest rate swap as at November 30, 2017 had an unrealized gain of \$63 (November 30, 2016: unrealized gain of \$38) which is included in other comprehensive income and prepaid expenses.

The Corporation's credit facilities as described above are subject to certain covenants with which it was in full compliance as at November 30, 2017.

## 12. PROVISIONS

	Years ended	
	November 30, 2017 \$	November 30, 2016 \$
<b>Product warranties:</b>		
Opening balance	341	366
Arising during the year	451	186
Utilized during the year	(402)	(211)
Closing balance	390	341
<b>Restructuring:</b>		
Opening balance	2,349	-
Arising during the year ( <i>Note 6</i> )	-	4,051
Utilized during the year ( <i>Note 6</i> )	(2,349)	(2,043)
Closing balance	-	2,008
Total (product warranties, restructuring)	390	2,349

### *Product warranties*

Product warranty provisions are recognised for expected warranty claims based on past experience of the level of repairs and returns and typically relates to products sold during the last two years. It is expected that most of these costs will be paid in the next financial year and all will have been paid within two years after the reporting date. Assumptions used to calculate the provision for warranties were based on current sales levels and current information available about returns based on the one to two year warranty period for all products sold.

### *Restructuring*

In fiscal 2016, restructuring provisions were recognised for expected restructuring expenses associated with the PhotoEtch and Teledyne PCT transactions. In fiscal 2017, these provisions were utilized towards expected restructuring expenses associated with the transition of PhotoEtch business and Teledyne PCT business.

## 13. SHARE CAPITAL

### 13.1 Authorized

Authorized share capital consists of an unlimited number of Common Shares with no par value and an unlimited number of Preferred Shares with no par value, issuable in series, with the attributes of each series to be fixed by the Board of Directors. Each Common and Preferred Share carries the right to one vote. The following is a continuity of the changes in the number of Common shares for the year ended November 30, 2017 and November 30, 2016:

	November 30, 2017		November 30, 2016	
	Number of Common shares	Amount \$	Number of Common shares	Amount \$
Outstanding, beginning of the year	22,316,201	19,051	18,598,201	13,075
Exercise of share options during the year	160,000	74	268,000	118
Exercise of performance share units (“PSU’s”) during the year	200,000	-	-	-
Transfer from contributed surplus to share capital for share options and PSU’s exercised	-	170	-	39
Common shares issued during the year	-	-	3,450,000	5,819
Outstanding, end of the year	<b>22,676,201</b>	<b>19,295</b>	22,316,201	19,051

### Special Warrants Offering

In fiscal 2016, in connection with the acquisition of Teledyne PCT as outlined in Note 6, the Corporation had issued 3,450,000 Special Warrants by private placement at \$2.00 per Special Warrant. The private placement (bought deal) was completed in May 2016, resulting in gross proceeds of approximately \$6,900. The net proceeds were \$5,819, after transaction costs of approximately \$1,081, and were used to partially finance the acquisition of Teledyne PCT.

After qualifying the Special Warrants through a short-form prospectus completed in June 2016, each Special Warrant was exercised, for no additional consideration, into one Subscription Warrant of the Corporation. As a result of the acquisition of Teledyne PCT which closed on July 8, 2016, each Subscription Warrant was automatically exercised into one common share of the Corporation for no additional consideration. As a result, an aggregate of 3,450,000 common shares of the Corporation were issued to holders of subscription warrants (which were previously issued on the deemed exercise of the special warrants).

### 13.2 Preferred shares issued and outstanding

The Corporation has 1,775,000 voting convertible Series 1 Preferred Shares outstanding as at November 30, 2017 (November 30, 2016 – 1,775,000). These Preferred Shares, are convertible into Common Shares on a one-for-one basis at the option of the preferred shareholder. Holders of Series 1 Preferred Shares are entitled to a preference over holders of Common Shares in respect of any distribution of assets in connection with the liquidation, dissolution or winding up of the Corporation and shall be entitled to receive an amount equal to \$2.50 per Series 1 Preferred Share before any amount is paid or any assets of the Corporation are distributed to the holders of Common Shares.

### 13.3 Common share options

The following is a continuity of the changes in the number of share options outstanding for the years ended November 30, 2017 and November 30, 2016:

	November 30, 2017		November 30, 2016	
	Number of share options	Weighted average exercise price	Number of share options	Weighted average exercise price
Outstanding, beginning of year	200,000	\$ 0.47	473,000	\$ 0.45
Exercised	(160,000)	0.46	(268,000)	0.44
Forfeited	-	-	(5,000)	0.53
Expired	-	-	-	-
Outstanding, end of year	40,000	\$ 0.49	200,000	\$ 0.47

The weighted average market price of the Corporation's Common shares at the time of exercise of share options during the year ended November 30, 2017 was \$3.47 (November 30, 2016 - \$2.15).

There were no share options granted during the year ended November 30, 2017 and November 30, 2016.

Share options outstanding and exercisable as at November 30, 2017 and November 30, 2016 are as below:

November 30, 2017						
Number of share options	Exercise price per share option \$	Vesting	Expiry date	Weighted-average remaining contractual life	Weighted-average exercise price per share option \$	Number exercisable
25,000	0.47	Vested	2018	0.3 years	0.47	25,000
15,000	0.53	Vested	2019	1.2 years	0.53	15,000
40,000						40,000

November 30, 2016						
Number of share options	Exercise price per share option \$	Vesting	Expiry date	Weighted-average remaining contractual life	Weighted-average exercise price per share option \$	Number exercisable
10,000	0.34	Vested	2017	0.3 years	0.34	10,000
175,000	0.47	Vested	2018	1.3 years	0.47	175,000
15,000	0.53	Vested	2019	2.2 years	0.53	15,000
200,000						200,000

### 13.4 Contributed surplus

	Years ended	
	November 30, 2017	November 30, 2016
	\$	\$
Balance, beginning of the year	8,381	8,373
Stock-based compensation during the year	173	47
Transfer to share capital for share options exercised	(170)	(39)
Balance, end of the year	<b>8,384</b>	8,381

### 13.5 Earnings per share

	Years ended	
	November 30, 2017	November 30, 2016
<i>Numerator</i>		
Net earnings	\$ 1,207	\$ 5,932
Net (loss) earnings attributable to non-controlling interests	(62)	17
Net earnings attributable to equity holders of FTG	\$ 1,269	\$ 5,915
Numerator for basic earnings per share -		
net earnings applicable to Common Shares	\$ 1,269	\$ 5,915
Numerator for diluted earnings per share -		
net earnings applicable to Common Shares	\$ 1,269	\$ 5,915
<i>Denominator</i>		
Denominator for basic earnings per share -		
weighted average number of Common Shares outstanding	22,515,543	20,051,859
Effect of dilutive securities		
Number of Preferred Shares	1,775,000	1,775,000
Number of Stock options	34,993	166,809
Number of PSU's	-	200,000
Denominator for diluted earnings per share -		
weighted average number of Common Shares outstanding and assumed conversions	24,325,536	22,193,668
Earnings per share data attributable to the equity holders of FTG		
Basic earnings per share	\$ 0.06	\$ 0.29
Diluted earnings per share	\$ 0.05	\$ 0.27

The Corporation has 1,775,000 voting convertible Series 1 Preferred Shares outstanding. The Corporation also has options and PSU's outstanding in fiscal 2017 and 2016. These convertible Series 1 Preferred Shares, options and PSU's were included in calculating diluted earnings per share for the year ended November 30, 2017 and November 30, 2016 as the Corporation had net earnings.

### **13.6 Stock-based compensation to employees**

The Corporation recognized stock-based compensation expense in the consolidated statement of earnings of \$173 during the year ended November 30, 2017 (2016 – \$47).

#### ***Common stock options***

The Corporation determines the fair value of stock options on their grant date and records this amount as compensation expense over the period that the stock options vest, with a corresponding increase to contributed surplus. When these stock options are exercised, the Corporation records the amount of proceeds, together with the amount recorded in contributed surplus, in share capital.

The fair value of options granted is calculated using the Black-Scholes option pricing model. The Black-Scholes option pricing model was developed for use in estimating the fair value of options which were fully transferable with no vesting restrictions. This option valuation model requires the input of highly subjective assumptions including the expected stock price volatility, expected lives of the options, expected dividends to be paid by the Corporation and risk-free interest rates. Because changes in the input assumptions can materially affect the fair value estimate, such value is subject to measurement uncertainty.

No stock options were granted during the year ended November 30, 2017 and November 30, 2016.

#### ***Share units – PSUs***

During 2017, the Corporation granted 200,000 PSUs, of which 100% vest based on the achievement of a non-market performance condition (No PSU's were granted during the year ended November 30, 2016). PSUs vest at the end of their respective terms, generally three years, to the extent that the applicable performance conditions have been met. The fair value of the non-market performance based PSUs is determined by the market value of the Corporation's Common Shares at the time of grant and may be adjusted in subsequent years to reflect the estimated level of achievement related to the applicable performance condition. The Corporation expects to settle these awards with Common Shares issued from the treasury.

As at November 30, 2017, nil of the 200,000 outstanding PSUs (granted during the year ended November 30, 2017) had vested (As at November 30, 2016, 200,000 outstanding PSUs (granted during the year ended November 30, 2014) had vested, and were exercised during the year ended November 30, 2017).

### **13.7 Management of capital**

The Corporation's objective in managing capital is to ensure sufficient liquidity to pursue its organic growth strategy and undertake selective acquisitions, while at the same time taking a conservative approach towards financial leverage and management of financial risk.

For the purpose of the Corporation's capital management, capital includes bank debt and total equity attributable to FTG's shareholders. The Corporation's primary uses of capital are to finance increases in non-cash working capital, capital expenditures and acquisitions. The Corporation currently funds these requirements from internally generated cash flows, cash, bank indebtedness and bank debt.

The primary measure used by the Corporation to monitor its financial leverage is its ratio of net debt to total capital employed which it aims to maintain at a maximum of 0.30:1. Net debt and total capital employed, computed as at November 30, 2017 and November 30, 2016, are as follows:

	<b>November 30, 2017</b>	November 30, 2016
	\$	\$
Bank indebtedness and long-term bank debt	<b>14,210</b>	14,572
Less: cash	<b>(2,752)</b>	(3,152)
Net debt	<b>11,458</b>	11,420
Net debt	<b>11,458</b>	11,420
Total equity attributable to FTG's shareholders	<b>38,896</b>	37,636
Total capital employed	<b>50,354</b>	49,056
Net debt to total capital employed	<b>0.23:1</b>	0.23:1

The Corporation does not currently have a policy to pay dividend. The Corporation's credit facilities as per above are subject to certain covenants with which it was in full compliance as at November 30, 2017. The credit facilities are secured by a first charge on all assets of the Corporation.

## **14. RESEARCH AND DEVELOPMENT COSTS AND RECOVERIES**

### **14.1 Research and Development Costs and Recoveries**

Research and development costs include the cost of direct labour, materials and an allocation of overheads specifically incurred in activities regarding technical uncertainties in production processes, product development, product upgrading, waste reduction programs and energy reduction programs. The Corporation recorded \$6,497 of research and development costs for the year ended November 30, 2017 (2016 – \$3,567).

Recoveries of research and development costs for the year ended November 30, 2017 were \$220 (2016 – \$329) from the Ontario Innovation Tax Credit.

## 14.2 Investment Tax Credits Receivable

The Corporation has, as at November 30, 2017, \$6,420 (November 30, 2016 - \$7,330) of Canadian investment tax credits (“ITCs”) available to be applied against future taxes payable in Canada which are due to expire between 2023 and 2037. The tax benefit of \$6,420 (2016 - \$7,330) of these investment tax credits have been recognized in the consolidated balance sheets as at November 30, 2017 and 2016 and consolidated statements of earnings during the year ended November 30, 2017 and 2016, as per tables below:

	November 30, 2017 \$	November 30, 2016 \$
Investment tax credits receivable	<u>6,420</u>	<u>7,330</u>
	Years ended	
	November 30, 2016 \$	November 30, 2016 \$
Recovery of investment tax credits, in earnings during the year	<u>(657)</u>	<u>(594)</u>

## 15. INCOME TAX EXPENSE

### 15.1 Deferred Income Tax Assets

The consolidated rate reconciliation is as follows:

	November 30, 2017 \$	November 30, 2016 \$
Accounting income before tax	3,497	7,557
Statutory tax rate	25%	25%
	<u>874</u>	1,889
Change in benefits not recognized	1,184	356
Foreign tax rate differences	(844)	202
Permanent differences and differences between Canadian and foreign tax rates	1,118	(861)
Withholding tax	(46)	52
State income taxes	4	4
Tax provision	<u>2,290</u>	<u>1,642</u>
The gross movement on the net deferred income tax asset account is as follows:	\$	\$
Opening balance, net	(246)	1,416
(Charged) recovered to earnings during the year	(642)	(1,473)
(Charged) recovered in other comprehensive income during the year	(290)	(76)
Closing balance, net	<u>(1,178)</u>	<u>(133)</u>
(Charged) recovered in earnings during the year	<u>(123)</u>	<u>(113)</u>
	<u>(1,301)</u>	<u>(246)</u>

The movement in net deferred income tax assets during the year ended November 30, 2017 is as follows:

	Balance as at December 1, 2016 \$	Recovered (charged) to earnings \$	(Charged) in other comprehensive income \$	Balance as at November 30, 2017 \$
Deferred income tax assets, net:				
Tax losses carried forward	3,069	1,604	-	4,673
SR&ED deductible expenditures	357	(1,666)	-	(1,309)
Tax attributes - R&D Credits	451	36	-	487
Other temporary differences	2,812	(1,151)	(290)	1,371
Excess of unamortized intangibles for tax purposes over net book value	(1,668)	367	-	(1,301)
Excess of undepreciated capital cost for tax purposes over net book value of capital assets	(149)	214	-	65
Customer deposits	-	1,138	-	1,138
Deferred income tax assets not recognized	(3,545)	(1,184)	-	(4,729)
Deferred income tax assets	1,327	(642)	(290)	395
Deferred tax payable on investment tax credit receivable	(1,573)	(123)	-	(1,696)
	(246)	(765)	(290)	(1,301)

The movement in net deferred income tax assets during the year ended November 30, 2016 is as follows:

	Balance as at December 1, 2015 \$	Recovered (charged) to earnings \$	(Charged) in other comprehensive income \$	Balance as at November 30, 2016 \$
Deferred income tax assets, net:				
Tax losses carried forward	2,603	466	-	3,069
SR&ED deductible expenditures	1,763	(1,406)	-	357
Tax attributes - R&D Credits	448	3	-	451
Other temporary differences	883	2,005	(76)	2,812
Excess of unamortized intangibles for tax purposes over net book value	39	(1,707)	-	(1,668)
Excess of undepreciated capital cost for tax purposes over net book value of capital assets	329	(478)	-	(149)
Deferred income tax assets not recognized	(3,189)	(356)	-	(3,545)
Deferred income tax assets	2,876	(1,473)	(76)	1,327
Deferred tax payable on investment tax credit receivable	(1,460)	(113)	-	(1,573)
	1,416	(1,586)	(76)	(246)

Deferred income tax assets are recognized for tax loss carry-forwards to the extent that the realization of the related tax benefit through future taxable profits is probable based on future estimated profits.

The Corporation has, as at November 30, 2017, U.S. gross tax loss carry-forwards of approximately \$8,210 (November 30, 2016 - \$4,804), which are due to expire between 2030 and 2037. No deferred income tax asset has been recorded in respect of these losses.

In addition, the Corporation has, as at November 30, 2017, China gross tax loss carry-forwards of approximately \$2,059 (November 30, 2016 - \$2,133), which are due to expire between 2018 and 2022. No deferred income tax asset has been recorded in respect of these losses.

The Corporation has, as at November 30, 2017, SR&ED deductible expenditures of \$nil (November 30, 2016 - \$1,429).

The Corporation has, as at November 30, 2017, capital loss carry-forwards of approximately \$14,145 (November 30, 2016 - \$14,145), which do not expire. The capital losses can only be used to shelter income from capital gains. No deferred income tax asset has been recorded in respect of these losses.

## 15.2 Income tax expense/(recovery)

	Years ended	
	November 30, 2017	November 30, 2016
	\$	\$
Income tax expense:		
Current tax expense- in earnings during the year	1,525	56
Deferred tax expense - in earnings during the year	642	1,473
Deferred tax expense (ITCs) – charged to earnings during the year	123	113
Deferred tax expense - in other comprehensive income during the year	290	76
	<b>2,580</b>	<b>1,718</b>

During the year ended November 30, 2017, current income tax of \$1,525 (2016 – expense of \$56) was recognised in the consolidated statement of earnings which includes current income tax expense of \$1,567 (2016 - \$nil) related to movement in deferred income tax assets and investment tax credits receivable, and expense of \$4 (2016 - \$4) related to taxes for the U.S. subsidiaries, offset by (recovery) of withholding taxes of (\$46) (2016 – expense of \$52) related to source deductions on remittances from FTG Aerospace Tianjin Inc. to the Corporation.

During the year ended November 30, 2017, net deferred income tax expense of \$765 was recognised in the consolidated statement of earnings which included deferred income tax expense of \$642 related to movement in deferred income tax assets and investment tax credits receivable, and the remaining deferred income tax expense of \$123 related to the tax effect of recovery of investment tax credits. During the year ended November 30, 2016, net deferred income tax expense of \$1,586 was recognised in the consolidated statement of earnings which included deferred income tax expense of \$1,473 related to movement in deferred income tax assets and the remaining deferred income tax expense of \$113 related to the tax effect of recovery of investment tax credits.

During the year ended November 30, 2017, deferred income tax expense of \$290 was recognised in other comprehensive income and offset against the investment tax credits receivable, which related to the change in the tax impact (25%) of the net unrealized gain of \$282 on derivative financial instruments designated as cash flow hedges as at November 30, 2017 as compared to the tax impact (25%) of net unrealized (loss) of \$876 on derivative financial instruments designated as cash flow hedges as at November 30, 2016.

During the year ended November 30, 2016, deferred income tax expense of \$76 was recognised in other comprehensive income and offset against the deferred income tax asset, which related to the change in the tax impact of the net unrealized (loss) of \$876 on derivative financial instruments designated as cash flow hedges as at November 30, 2016 as compared to the net unrealized (loss) of \$1,178 on derivative financial instruments designated as cash flow hedges as at November 30, 2015.

The Corporation's tax expense is calculated by using the rates applicable in each of the tax jurisdictions that the Corporation operates in. The effective tax rate on Canadian earnings for the year ended November 30, 2017 was 25% (2016: 25%) which was based on projected annualized Manufacturing and Processing rates.

## 16. NET CHANGE IN NON-CASH OPERATING WORKING CAPITAL

Changes in non-cash operating working capital comprise of the following:

	Years ended	
	November 30, 2017	November 30, 2016
	\$	\$
Accounts receivable	3,076	(7,945)
Taxes receivable	51	(28)
Inventories	(2,645)	(11,215)
Prepaid expenses	272	(792)
Customer deposits/customer advances	960	(736)
Accounts payable and accrued liabilities, and provisions	(3,767)	6,044
	<b>(2,053)</b>	<b>(14,672)</b>

## 17. FINANCIAL INSTRUMENTS

### 17.1 Fair value

The Corporation uses the following hierarchy for determining and disclosing the fair value of financial instruments carried at fair value:

**Level 1: Quoted (Unadjusted) Prices in Active Markets for Identical Assets or Liabilities:** This level includes equity securities traded on an active market and quoted corporate and government-backed debt instruments. The Corporation did not have any Level 1 financial instruments carried at fair value as at November 30, 2017 and November 30, 2016.

**Level 2: Valuation Techniques with Observable Parameters:** This level includes cash, accounts receivable, accounts payable and accrued liabilities, customer deposits, loans, commitments, interest rate swaps and certain corporate debt instruments. The financial instruments held by the Corporation in this level included cash, accounts receivable, accounts payable and accrued liabilities, customer deposits, bank indebtedness, long-term bank debt, foreign exchange forward contracts, gold forward contracts and interest rate swaps.

**Level 3: Valuation Techniques with Significant Unobservable Parameters:** Instruments classified in this category have a parameter input or inputs that are unobservable and have more than insignificant impact on either the fair value of the instrument or the profit or loss of the instrument. The Corporation did not have any Level 3 financial instruments carried at fair value as at November 30, 2017 and November 30, 2016.

The estimated fair value amounts approximate the amounts at which financial instruments could be exchanged in a current transaction between willing parties who are under no compulsion to act. For financial instruments that lack an available trading market, the Corporation applies present value and valuation techniques that use observable or unobservable market inputs. Because of the estimation process and the need to use judgement, the aggregate fair value amounts should not be interpreted as being necessarily realizable in an immediate settlement of the instruments.

The methods and assumptions used to estimate the fair value of financial instruments are described as follows:

*Cash, accounts receivable, accounts payable and accrued liabilities, and customer deposits:*

The Corporation determined that the fair value of its short-term financial assets and liabilities approximates their respective carrying value as at the consolidated balance sheets dates because of the short-term maturity of those instruments.

*Bank indebtedness and long-term bank debt:*

The fair value of bank indebtedness and long-term bank debt bearing interest at variable rates approximates its carrying value as interest rate charges fluctuate with changes in the bank's prime rate.

*Foreign exchange forward contracts, gold forward contracts and interest rate swap:*

The fair value of the Corporation's foreign exchange forward contracts, gold forward contracts, interest rate swap (per details in *Note 17.2*) is based on the current market values of similar contracts with similar remaining durations as if the contract had been entered into on November 30, 2017. The forward current value (fair value) of these financial instruments as at November 30, 2017 had a net unrealized gain of \$282 (an unrealized gain on foreign exchange forward contracts of \$216, and an unrealized gain on interest rate swaps of \$81, offset by an unrealized loss on gold forward contracts of \$15) included in other comprehensive income, net of \$71 in tax, and relates to derivatives designated as cash flow hedges. The forward current value (fair value) of these financial instruments as at November 30, 2016 had an unrealized loss of \$876 (an unrealized loss on foreign exchange forward contracts of \$844 and unrealized loss on gold forward contracts of \$52, offset by unrealized gain on interest rate swaps of \$20) included in

other comprehensive income, net of \$219 in tax, and relates to derivatives designated as cash flow hedges.

## 17.2 Financial risks

### *Interest rate risk*

Interest rate risk arises because of the fluctuation in interest rates. The Corporation's revolving credit facilities and the term loan are subject to rates varying with the lending institution's prime rates and are subject to cash flow risks.

The Corporation's interest rate and cash flow risks are primarily related to the Corporation's revolving credit facilities, for which amounts drawn are subject to varying rates at the time of borrowing. The interest rates on amounts currently drawn on the revolving facility and on any future borrowings will vary and are unpredictable. The Corporation monitors its exposure to interest rates and has entered into derivative contracts to mitigate this risk which include two interest rate swaps.

Based on the value of interest bearing financial instruments for the year ended November 30, 2017, an assumed 50 basis points increase in interest rates during such year would have decreased earnings before income taxes by \$35 (year ended November 30, 2016 – decrease of \$19), with an equal but opposite effect for an assumed 50 basis points decrease in interest rates.

### *Currency risk*

Currency risk arises because of fluctuations in exchange rates. The Corporation conducts a significant portion of its business activities in foreign currencies, primarily in U.S. dollars. The assets, liabilities, revenue and expenses that are denominated in foreign currencies will be affected by changes in the exchange rate between the Canadian dollar and these foreign currencies. The Corporation's bank debt and most of the manufacturing materials are sourced in U.S. dollars; and also a significant portion of the headcount and operations are now located in United States, providing a natural economic hedge for a portion of the Corporation's currency exposure. The foreign exchange (gain) loss for the reporting periods is set out in the table below:

	Years ended	
	November 30, 2017	November 30, 2016
		\$
		\$
Realized (gain) loss relating to financial assets and liabilities, excluding foreign exchange forward contracts	<b>(313)</b>	<b>143</b>
Realized loss (gain) relating to forward exchange foreign contracts	<b>102</b>	<b>(33)</b>
Foreign exchange (gain) loss	<b>(211)</b>	<b>110</b>

In addition, net realized (gain) for foreign exchange forward contracts designated as cash flow hedges that were settled during the year ended November 30, 2017 of (\$201) (year ended November 30, 2016 - net realized loss of \$1,095) was offset against sales in the consolidated statements of earnings.

The foreign exchange exposure for the reporting periods, covering the period-end balances of financial assets during the periods presented that were denominated in U.S. dollars, is set out in the table below:

	November 30, 2017			November 30, 2016
<i>(In thousands of U.S. dollars)</i>	<b>Canadian and other operations</b>	<b>U.S. operations</b>	<b>Consolidated financial statements</b>	Consolidated financial statements
	\$	\$	\$	\$
Cash	561	285	846	1,769
Accounts receivable	6,972	5,824	12,796	14,776
Accounts payable and accrued liabilities	(2,498)	(3,283)	(5,781)	(7,985)
Total bank borrowings	(11,054)	-	(11,054)	(10,888)
Balance sheet exposure, excluding financial derivatives	(6,019)	2,826	(3,193)	(2,328)
Reporting date Cdn.\$:U.S.\$ exchange rate			1.2888	1.3429

	Years ended			
	November 30, 2017			November 30, 2016
<i>(In thousands of US dollars)</i>	<b>Canadian and other operations</b>	<b>US operations</b>	<b>Total</b>	Total
	\$	\$	\$	\$
Net sales	39,092	28,728	67,820	61,959
Operating expenses	(13,041)	(32,767)	(45,808)	(35,878)
Net exposure	26,051	(4,039)	22,012	26,081

With all variables remaining constant, assuming a 1% strengthening of the Canadian dollar versus the U.S. dollar, net earnings before tax for the years ended November 30, 2017 and November 30, 2016 would decrease as follows in the tables below. An assumed 1% weakening of the Canadian dollar versus the U.S. dollar would have had an equal but opposite effect on the amounts shown below.

	Years ended			
	November 30, 2017			November 30, 2016
Source of net earnings/loss variability from changes in foreign exchange rates	<b>Canadian and other operations</b>	<b>US operations</b>	<b>Total</b>	Total
	\$	\$	\$	\$
Balance sheet exposure, excluding financial derivatives	60	(28)	32	22
Net sales and operating expenses (net exposure)	(260)	40	(220)	(260)
Net exposure	(200)	12	(188)	(238)

The Corporation had some exposure to the Rmb arising from its Circuits and Aerospace facilities in the People's Republic of China. Total balance sheet exposure as at November 30, 2017 was Rmb 6,494,734 or Cdn. \$1,266 (November 30, 2016 – Rmb 3,165,404 or Cdn. \$617).

## Derivative Financial Instruments and Hedge Accounting

### Foreign exchange forward contracts

Foreign exchange forward contracts are transacted with a financial institution to hedge part of a foreign currency denominated anticipated sale of products. The following table summarizes the Corporation's outstanding commitments to buy and sell foreign currency under foreign exchange forward contracts, all of which have a maturity date of less than twenty eight months as at November 30, 2017 and November 30, 2016:

<b>Currency sold</b>	<b>Currency bought</b>	<b>Notional value</b>	<b>Forward value at transaction date</b>	<b>Forward current value</b>	<b>Unrealized gain (loss)</b>
<b>November 30, 2017</b>					
<b>U.S. dollars</b>	<b>Canadian dollars</b>	<b>\$31,500</b>	<b>\$40,647</b>	<b>\$40,431</b>	<b>\$216</b>
November 30, 2016					
U.S. dollars	Canadian dollars	\$31,500	\$41,229	\$42,073	(\$844)

As at November 30, 2017, the foreign exchange forward contracts (contracts to sell foreign currency) are designated as cash flow hedges and have an unrealized gain of \$216 (forward current value (fair value) of \$40,431 as compared to the forward value at transaction date of \$40,647), all of which was recognized in other comprehensive income and prepaid expenses. This net unrealized gain in other comprehensive income is expected to be realized through net earnings on the consolidated statements of earnings over the next twenty eight months when the sales are recorded.

As at November 30, 2016, the foreign exchange forward contracts (contracts to sell foreign currency) are designated as cash flow hedges and have an unrealized (loss) of (\$844) (forward current value (fair value) of \$42,073 as compared to the forward value at transaction date of \$41,229), all of which was recognized in other comprehensive income and accounts payable and accrued liabilities.

### Gold forward contracts

As at November 30, 2017, in addition to the foreign exchange forward contracts per above, the Corporation had an outstanding commitment to buy 600 ounces of gold (November 30, 2016: 600 ounces of gold) under gold forward contracts at a contract price of approximately \$1.63 per ounce expiring quarterly from December 2017. These gold forward contracts qualify for hedge accounting. The table below summarizes the outstanding commitments under these gold forward contracts, all of which have a maturity date of less than one year:

<b>Year ended</b>	<b>Nature of contract</b>	<b>Quantity</b>	<b>Forward value at transaction date</b>	<b>Forward current value</b>	<b>Unrealized (loss)</b>
<b>November 30, 2017</b>	<b>Gold forward contract</b>	<b>600 ounces</b>	<b>\$978</b>	<b>\$963</b>	<b>(\$15)</b>
November 30, 2016	Gold forward contracts	600 ounces	\$1,002	\$950	(\$52)

As at November 30, 2017, the gold forward contracts are designated as a cash flow hedges and have an net unrealized (loss) of (\$15) (forward current value (fair value) of \$963 as compared to the forward value at transaction date of \$978), all of which was recognized in other comprehensive income and accounts payable and accrued liabilities. This unrealized loss in other comprehensive income is expected to be reclassified to the consolidated statements of earnings over the next twelve months when the cost of sales are recorded.

As at November 30, 2016, the gold forward contracts are designated as a cash flow hedges and have an unrealized (loss) of (\$52) (forward current value (fair value) of \$950 as compared to the forward value at transaction date of \$1,002), all of which was recognized in other comprehensive income and accounts payable and accrued liabilities.

The terms of the foreign currency and gold forward contracts match the terms of the expected highly probable forecast transactions. As a result, no hedge ineffectiveness arises requiring recognition through earnings or loss. The amounts as at November 30, 2017 retained in other comprehensive income related to these contracts are expected to be recognized through net earnings on the consolidated statement of earnings in fiscals 2018, 2019 and 2020.

### **Interest rate swaps**

In December 2015, the Corporation entered into an interest rate swap to hedge the U.S. dollar interest payments of the term loan (5.0 year U.S. \$4,000 term loan, amortized over 5 years, repayable in equal monthly principal payments of approximately U.S. \$67 plus interest at LIBOR rate plus 200 basis points) over the five year term at a fixed rate of 1.44% plus applicable margin of 200 basis points for an aggregate fixed interest rate of 3.44%. The interest rate swap has been designated as a cash flow hedge and the forward current value (fair value) of the interest rate swap as at November 30, 2017 had an unrealized gain of \$18 (November 30, 2016 – unrealised (loss) of (\$18)) which is included in other comprehensive income and prepaid expenses.

In July 2016, the Corporation entered into an interest rate swap to hedge the U.S. dollar interest payments of the term loan (7.0 year U.S. \$2,600 term loan, amortized over 7 years, repayable in equal monthly principal payments of approximately U.S.\$31 plus interest at LIBOR rate plus 215 basis points) over the seven year term at a fixed rate of 1.20% plus applicable margin of 215 basis points for an aggregate fixed interest rate of 3.35%. The interest rate swap has been designated as a cash flow hedge and the forward current value (fair value) of the interest rate swap as at November 30, 2017 had an unrealized gain of \$63 (November 30, 2016 - unrealized gain of \$38) which is included in other comprehensive income and prepaid expenses.

The table below summarizes the net unrealised gain related to interest rate swaps as at November 30, 2017 and November 30, 2016:

<b>Year ended</b>	<b>Nature of contracts</b>	<b>Net unrealized gain</b>
<b>November 30, 2017</b>	<b>Interest rate swaps</b>	<b>\$81</b>
November 30, 2016	Interest rate swaps	\$20

### ***Credit risk***

For the year ended November 30, 2017, the Corporation recorded a bad debts expense of \$60 against trade receivable in selling, general and administrative expenses in the consolidated statements of earnings. For the year ended November 30, 2016, the Corporation released bad debts provision of \$60 by recording a credit to the bad debts expense account against trade receivable in selling, general and administrative expenses in the consolidated statements of earnings.

Credit risk arises from the potential that the counterparty will fail to fulfil its obligations. The Corporation is exposed to credit risk from its customers. However, the Corporation has a significant number of customers, which minimizes concentration of credit risk, and the majority of the Corporation's customers are large, multi-national, stable organizations. The Corporation's largest and second largest customer accounted for approximately 17.8% and 17.0% of sales (2016 – 18.0% and 14.8%), respectively during year ended November 30, 2017. The Corporation may also have credit risk relating to cash and foreign exchange forward contracts, which it manages by dealing with its current bank, a major financial institution that the Corporation anticipates will satisfy its obligations under the contracts.

Historically, losses under trade receivables have been insignificant. To minimize the risk of loss from trade receivables, extension of credit terms to customers requires review and approval by senior management even though the customers have generally been dealing with the Corporation for several years, and the losses have been historically minimal.

Although the Corporation's credit control processes have been effective in mitigating credit risk, these controls cannot eliminate credit risk and there can be no assurance that these controls will continue to be effective or that the Corporation's low credit loss experience will continue. Most sales are invoiced with payment terms in the range of 30 to 90 days in accordance with industry practice. Customers do not provide collateral in exchange for credit. The Corporation reviews its trade receivable accounts regularly and writes these accounts down to their expected realizable values by making an allowance for doubtful accounts, as soon as the account is determined not to be fully collectible. The allowance is charged against earnings. Shortfalls in collections are applied against this provision. Estimates for allowance for doubtful accounts are determined by a customer-by-customer evaluation of collectability at each consolidated balance sheet reporting date, taking into account the amounts that are past due and any available relevant information on the customers' liquidity and going concern problems.

Accounts receivable of \$17,983 as at November 30, 2017 included trade receivables of \$17,422 and other receivables of \$561. Accounts receivable of \$21,022 as at November 30, 2016 included trade receivables of \$20,660 and other receivables of \$362.

The Corporation's exposure to credit risk for trade receivables as at November 30, 2017 and November 30, 2016 was as follows:

	<b>November 30, 2017</b>	November 30, 2016
	\$	\$
<b>By geographical area:</b>		
Canada	<b>2,472</b>	1,884
United States	<b>12,970</b>	17,147
Asia	<b>1,695</b>	1,385
Europe	<b>569</b>	476
Trade receivables	<b>17,706</b>	20,892
Allowance for doubtful accounts ("AFDA")	<b>(284)</b>	(232)
Trade receivables, net of AFDA	<b>17,422</b>	20,660
<b>Aging by due dates:</b>		
Not past due	<b>12,901</b>	17,288
Past due 1 to 30 days	<b>2,675</b>	2,593
Past due 31 to 120 days	<b>1,794</b>	981
Past due 121 to 180 days	<b>116</b>	3
Past due over 181 days	<b>220</b>	27
Trade receivables	<b>17,706</b>	20,892
AFDA	<b>(284)</b>	(232)
Trade receivables, net of AFDA	<b>17,422</b>	20,660

The movements in the AFDA were as follows:

	<b>November 30, 2017</b>	November 30, 2016
	\$	\$
Opening balance	<b>232</b>	296
Provision expensed (released) during the year	<b>60</b>	(60)
Doubtful accounts written off during the year	<b>(8)</b>	(4)
Closing balance	<b>284</b>	232

### ***Liquidity risk***

Liquidity risk is the risk that the Corporation will not be able to meet its financial obligations as they come due. The Corporation manages liquidity risk through the management of its capital structure and financial leverage, as outlined in *Note 13.7*. It also manages liquidity risk by continuously monitoring actual and projected cash flows, taking into account sales, receipts, expenditures and matching the maturity profile of financial assets and liabilities. The Board of Directors review and approve the Corporation's operating and capital budgets, as well as any material transactions out of the ordinary course of business, including proposals on mergers, acquisitions or other major investments or divestitures. The Corporation currently finances its operations through internally generated cash flows and the use of its credit facility.

The following is the summary of contractual maturities of financial liabilities and obligations, excluding future interest payments but including interest, accrued to November 30, 2017 and November 30, 2016:

					November 30, 2017	November 30, 2016
	Less than 1 year \$	1 to 2 years \$	2 to 5 years \$	More than 5 years \$	Amount \$	Amount \$
Bank Indebtedness (Note 11.1)	6,444	-	-	-	6,444	6,983
Long-term bank debt (Note 11.2)	1,752	1,767	3,731	553	7,803	7,638
Accounts payable and accrued liabilities, and provisions	13,731	-	-	-	13,731	17,454
Customer deposits, net of deferred development (Note 10)	1,268	-	-	-	1,268	308
Operating leases	1,689	1,116	1,102	1,175	5,082	4,354
	<b>24,884</b>	<b>2,883</b>	<b>4,833</b>	<b>1,728</b>	<b>34,328</b>	<b>36,737</b>

Financial liabilities and obligations for future interest payments relating to long-term bank debt are \$235 for within 1 year, \$174 for the 2<sup>nd</sup> year, \$229 for years 3, 4 and 5 and \$23 after the 5<sup>th</sup> year.

## 18. RELATED PARTY TRANSACTIONS

### 18.1 Advances due to/from related parties

There were no related party transactions during the years ended November 30, 2017 and 2016.

### 18.2 Compensation of directors and key management personnel

The remuneration of directors and other members of key management personnel (which include the Chief Executive Officer, Chief Financial Officer and the Corporation's other three most highly compensated Executive Officers) were as follows:

	Years ended	
	November 30, 2017 \$	November 30, 2016 \$
Short-term remuneration benefits	1,595	1,904
Stock-based payment benefits	197	103
	<b>1,792</b>	<b>2,007</b>

### 18.3 Key management personnel and director shareholdings

Key management and directors of the Corporation control 11.8% (2016 – 12.9%) of the voting shares of the Corporation.

## 19. EMPLOYEE COMPENSATION

Employee compensation expenses are included in cost of sales and selling, general and administrative expenses in the consolidated statements of earnings. For the year ended November 30, 2017, wages, salaries and related benefits were \$35,878 (2016 – \$32,859).

## 20. NON-CONTROLLING INTEREST

Non-controlling interest represents Tianjin Printronics Circuit Corp.'s ("TPC") share in the joint venture between the Corporation and TPC.

	<b>November 30, 2017</b>	November 30, 2016
	\$	\$
Opening balance	443	29
Contribution	824	390
Share of net earnings for the year	(62)	17
Currency translation adjustment	9	7
Closing balance	<u>1,214</u>	<u>443</u>

## 21. COMMITMENTS

### Lease commitments

The Corporation has entered into commercial leases for plant, office premises, leased automobiles and office and maintenance equipment. Future minimum lease payments under non-cancellable operating leases are as follows:

	<b>Amount</b>
	\$
2018	1,689
2019	1,116
2020	479
2021	405
2022	218
Thereafter	<u>1,175</u>
	<u>5,082</u>

Lease payments recognized as an expense in the consolidated statements of earnings for the years ended November 30, 2017 and November 30, 2016 amounted to \$2,178 and \$1,766, respectively.

## 22. SEGMENTED INFORMATION

Management has determined that the operating segments are based on the information regularly reviewed for the purposes of decision making, allocating resources and assessing performance by the Corporation's chief operating decision makers. The Corporation evaluates the financial performance of its operating segments primarily based on earnings (loss) before interest and income taxes.

The Corporation consists of two operating segments which operate within the Global marketplace, FTG Circuits (“Circuits”) and FTG Aerospace (“Aerospace”). Circuits is a leading manufacturer of high technology/high reliability printed circuit boards. Aerospace is a manufacturer of illuminated cockpit panels, keyboard, bezels and sub-assemblies for original equipment manufacturers of avionic products and airframe manufacturers. Circuits and Aerospace financial information is shown below:

	<b>Year ended November 30, 2017</b>			
	<b>Corporate</b>			<b>Total</b>
	<b>Circuits</b>	<b>Aerospace</b>	<b>Office</b>	
	\$	\$	\$	\$
Sales	62,518	44,274	-	106,792
Inter-company sales	(3,402)	(8,695)	-	(12,097)
Net sales	59,116	35,579	-	94,695
Cost of sales and selling, general and administrative expenses	43,330	34,587	3,345	81,262
Research and development costs	4,675	1,822	-	6,497
Recovery of research and development costs	(98)	(122)	-	(220)
Recovery of investment tax credits	-	-	(657)	(657)
Depreciation of plant and equipment	2,153	753	27	2,933
Amortization of intangible assets	192	915	-	1,107
Foreign exchange loss (gain) on conversion of balance sheet assets and liabilities	345	86	(642)	(211)
Earnings (loss) before interest and income taxes	8,519	(2,462)	(2,073)	3,984
Interest expense on long-term and short-term debt	-	-	487	487
Income tax expense	-	-	2,290	2,290
Net earnings (loss)	8,519	(2,462)	(4,850)	1,207
	<b>Year ended November 30, 2016</b>			
	<b>Corporate</b>			
	<b>Circuits</b>	<b>Aerospace</b>	<b>Office</b>	<b>Total</b>
	\$	\$	\$	\$
Sales	59,515	33,958	-	93,473
Inter-company sales	(2,677)	(3,682)	-	(6,359)
Net sales	56,838	30,276	-	87,114
Cost of sales and selling, general and administrative expenses	45,190	28,576	2,940	76,705
Research and development costs	2,807	760	-	3,567
Recovery of research and development costs	(224)	(105)	-	(329)
Recovery of investment tax credits	-	-	(594)	(594)
Depreciation of plant and equipment	1,605	799	29	2,433
Amortization of intangible assets	120	359	-	479
Restructuring expenses	599	3,452	-	4,051
Bargain purchase gain	(1,216)	(5,973)	-	(7,189)
Foreign exchange loss (gain) on conversion of balance sheet assets and liabilities	155	(72)	27	110
Earnings (loss) before interest and income taxes	9,802	2,480	(2,402)	7,881
Interest expense on long-term and short-term debt	-	-	307	307
Income tax expense	-	-	1,642	1,642
Net earnings (loss)	9,802	2,480	(4,351)	5,932

The following table details the total assets, intangible assets, additions to plant and equipment and total liabilities of the Corporation by operating segments:

	As at November 30, 2017			As at November 30, 2016		
	Circuits	Aerospace	Total	Circuits	Aerospace	Total
	\$	\$	\$	\$	\$	\$
Total segment assets	34,779	36,236	71,015	40,821	31,165	71,986
Intangible assets	514	3,254	3,768	960	4,106	5,066
Additions to plant and equipment	5,593	1,493	7,086	2,538	3,012	5,550
Total segment liabilities	24,541	6,364	30,905	27,401	6,506	33,907

The following tables detail the financial information of the Corporation by geographic location:

	United					Total
	Canada	States	Asia	Europe	Other	
	\$	\$	\$	\$	\$	\$
<b>Year ended November 30, 2017:</b>						
Net sales (by location of customer)	9,960	68,865	10,467	4,390	1,013	94,695
Year ended November 30, 2016:						
Net sales (by location of customer)	9,244	62,951	8,191	5,677	1,051	87,114

	As at November 30, 2017					Total
	Canada	United States	Asia	Europe	Other	
	\$	\$	\$	\$	\$	\$
Intangible assets (by location of division)	-	3,766	2	-	-	3,768
Plant and equipment (by location of division)	4,888	5,095	2,239	-	-	12,222

	As at November 30, 2016					Total
	Canada	United States	Asia	Europe	Other	
	\$	\$	\$	\$	\$	\$
Intangible assets (by location of division)	48	5,015	3	-	-	5,066
Plant and equipment (by location of division)	3,081	5,230	540	-	-	8,851

During the year ended November 30, 2017, there were two customers in the United States that accounted for approximately 17.8% and 17.0% of the total net sales, respectively - the largest customer accounted for \$16,893 of net sales (of which 76.5% was in Circuits and the remaining 23.5% in the Aerospace segment) and the second largest customer accounted for \$16,075 of net sales (of which 34.3% was in Circuits segment and the remaining 65.7% in the Aerospace segment).

During the year ended November 30, 2016, there were two customers in the United States that accounted for approximately 18.0% and 14.8% of the total net sales, respectively - the largest customer accounted for \$15,718 of net sales (of which 77.5% was in Circuits and the remaining 22.5% in the Aerospace segment) and the second largest customer accounted for \$12,870 of net sales (of which 47.3% was in Circuits segment and the remaining 52.7% in the Aerospace segment).

## **CORPORATE DIRECTORY**

### **DIRECTORS**

**Mike Andrade**

Corporate Director and CEO, Morgan Solar

**Robert J. Beutel**

Chairman, Firan Technology Group Corporation, and Executive Officer, Oakwest Corporation Limited

**Bradley C. Bourne**

President and Chief Executive Officer  
Firan Technology Group Corporation

**Edward C. Hanna**

Corporate Director

**Ray G. Harris**

Corporate Director and Independent Consultant

**David F. Masotti**

Corporate Director and Business Consultant

### **OFFICERS**

**Bradley C. Bourne**

President and Chief Executive Officer  
Firan Technology Group Corporation

**Melinda A. Diebel**

Vice-President, Chief Financial Officer and  
Corporate Secretary  
Firan Technology Group Corporation

### **CORPORATE HEAD OFFICE**

**Firan Technology Group Corporation**

250 Finchdene Square  
Toronto, Ontario M1X 1A5  
Canada

Tel: 416-299-4000

Fax: 416-299-1140

Toll free: 1-800-258-5396

Website: [www.ftgcorp.com](http://www.ftgcorp.com)

### **GENERAL COUNSEL**

**Blake Cassels & Graydon LLP**

P.O. Box 25  
Commerce Court West  
Toronto, Ontario M5L 1A9  
Canada

### **TRANSFER AGENT**

**AST Trust Company (Canada)**

P.O. Box 700, Postal Station B  
Montreal, QC H3B 3K3  
Canada

Toll free: 1-800-387-0825

Email: [inquiries@astfinancial.com](mailto:inquiries@astfinancial.com)

### **AUDITORS**

**BDO Canada LLP**

TD Bank Tower  
66 Wellington Street West  
Suite 3600, PO Box 131  
Toronto, Ontario M5K 1H1  
Canada

### **STOCK LISTING**

The Corporation's shares are traded on the  
Toronto Stock Exchange under the symbol  
FTG

### **ANNUAL GENERAL MEETING**

All shareholders and other interested parties are cordially invited to attend the Annual General Meeting of Shareholders on:

**April 17, 2018, 10:30am (Toronto Time)**  
**at the Toronto Board of Trade**  
**77 Adelaide St. W., First Canadian Place, 3<sup>rd</sup> Floor**  
**Ridout Room**  
**Toronto, Ontario**



**HEAD OFFICE:**

Firan Technology Group Corporation  
250 Finchdene Square  
Toronto, Ontario M1X 1A5  
Canada  
Tel: 416-299-4000  
Fax: 416-299-1140  
Toll free: 1-800-258-5396  
Website: www.ftgcorp.com

**Circuits Facilities:**

FTG Circuits – Toronto  
250 Finchdene Square  
Toronto, Ontario M1X 1A5  
Canada  
Tel: 416-299-4000  
Fax: 416-299-1140  
Toll Free: 1-800-258-5396

FTG Circuits – Chatsworth  
20750 Marilla St.  
Chatsworth, California  
U.S.A. 91311  
Tel: 818-407-4024  
Fax: 818-407-4034

FTG Printronics Circuits Ltd.  
Suite 209-210, Area A-1  
No 53 Hanghai Rd.  
Airport Industrial Park  
Tianjin, P.R. China, 300308  
Tel: 86-(0) 22-84918133

**Aerospace Facilities:**

FTG Aerospace – Toronto  
10 Commander Blvd.  
Toronto, Ontario M1S 3T2  
Canada  
Tel: 416-438-6076  
Fax: 416-438-8065

FTG Aerospace – Chatsworth  
20736 & 20740 Marilla St.  
Chatsworth, California  
U.S.A. 91311  
Tel: 818-407-4024  
Fax: 818-407-4034

FTG Aerospace – Fort Worth  
4084 Sandshell Drive  
Fort Worth, Texas  
U.S.A. 76137  
Tel: 817-332-3980  
Fax: 817-336-2759

FTG Aerospace – Tianjin  
225 Jinger Road  
Aviation Industry Zone  
Building 2 Block 1-B  
Tianjin Airport Economic Area  
Tianjin, P.R. China, 300308  
Tel: 86-(0) 22-84476268