

Unaudited Condensed Consolidated Interim Financial Statements of

**HAMMOND MANUFACTURING COMPANY LIMITED**

Six months ended July 1, 2016 and July 3, 2015

Quarter 2, 2016 Report

# **MANAGEMENT'S COMMENTS ON UNAUDITED INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

## **NOTICE OF NO AUDITOR REVIEW OF INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS**

Under National Instrument 51-102, Part 4, subsection 4.3(3) (a), if an auditor has not performed a review of the interim consolidated financial statements; they must be accompanied by a notice indicating that the financial statements have not been reviewed by an auditor.

The accompanying unaudited condensed consolidated interim financial statements of Hammond Manufacturing Company Limited (the "Company") have been prepared by and are the responsibility of the Company's management. The unaudited condensed consolidated interim financial statements are prepared in accordance with accounting principles generally accepted in Canada (these statements are prepared under International Financial Reporting Standards (IFRS)) and reflect management's best estimates and judgment based on information currently available. The Company's independent auditor has not performed a review of these financial statements in accordance with standards established by the Canadian Institute of Chartered Accountants for a review of interim financial statements by an entity's auditor.

# HAMMOND MANUFACTURING COMPANY LIMITED

## Condensed Consolidated Statements of Financial Position

### Unaudited

(in thousands of Canadian dollars)

|                                             | Note | July 1, 2016     | December 31, 2015 |
|---------------------------------------------|------|------------------|-------------------|
| <b>Assets</b>                               |      |                  |                   |
| <b>Current assets:</b>                      |      |                  |                   |
| Cash                                        |      | \$ 3,927         | \$ 263            |
| Trade and other receivables                 | 4    | 14,638           | 16,238            |
| Income taxes receivable                     |      | 496              | 185               |
| Inventories                                 | 5    | 31,347           | 30,599            |
| Prepaid expenses                            |      | 1,074            | 1,179             |
| <b>Total current assets</b>                 |      | <b>51,482</b>    | <b>48,464</b>     |
| <b>Non-current assets</b>                   |      |                  |                   |
| Property, plant and equipment               | 6    | 30,924           | 28,951            |
| Intangible assets and goodwill              | 7    | 365              | 386               |
| Investment property                         | 8    | 1,044            | 1,044             |
| Equity investment                           |      | 549              | 549               |
| <b>Total non-current assets</b>             |      | <b>32,882</b>    | <b>30,930</b>     |
| <b>Total assets</b>                         |      | <b>\$ 84,364</b> | <b>\$ 79,394</b>  |
| <b>Liabilities</b>                          |      |                  |                   |
| <b>Current liabilities:</b>                 |      |                  |                   |
| Bank indebtedness                           | 9    | \$ 12,180        | \$ 12,261         |
| Trade and other payables                    | 10   | 11,472           | 17,149            |
| Current portion of provisions               | 11   | 125              | 125               |
| Current portion of employee future benefits | 12   | 62               | 62                |
| Current portion of long-term debt           | 9    | 10,353           | 4,452             |
| <b>Total current liabilities</b>            |      | <b>34,192</b>    | <b>34,049</b>     |
| <b>Non-current liabilities</b>              |      |                  |                   |
| Employee future benefits                    | 12   | 258              | 258               |
| Long-term debt                              | 9    | 5,933            | 730               |
| Provisions                                  | 11   | 100              | 100               |
| Deferred tax liabilities                    |      | 722              | 729               |
| <b>Total non-current liabilities</b>        |      | <b>7,013</b>     | <b>1,817</b>      |
| <b>Total liabilities</b>                    |      | <b>41,205</b>    | <b>35,866</b>     |
| <b>Equity:</b>                              |      |                  |                   |
| Share capital                               |      | 10,249           | 10,249            |
| Contributed surplus                         |      | 290              | 290               |
| Accumulated other comprehensive income      |      | 2,380            | 3,638             |
| Retained earnings                           |      | 30,240           | 29,351            |
| <b>Total equity</b>                         |      | <b>43,159</b>    | <b>43,528</b>     |
| <b>Total liabilities and equity</b>         |      | <b>\$ 84,364</b> | <b>\$ 79,394</b>  |

The notes on pages 7 to 17 are an integral part of these condensed consolidated interim financial statements.

# HAMMOND MANUFACTURING COMPANY LIMITED

## Condensed Consolidated Statements of Comprehensive Income

### Unaudited

(in thousands of Canadian dollars, except earnings per share)

|                                                                 |      | Six Months Ended: |                 | Three Months Ended: |                 |
|-----------------------------------------------------------------|------|-------------------|-----------------|---------------------|-----------------|
|                                                                 | Note | July 1, 2016      | July 3, 2015    | July 1, 2016        | July 3, 2015    |
| Net product sales                                               |      | \$ 59,785         | \$ 59,509       | \$ 28,011           | \$ 28,993       |
| Cost of sales                                                   |      | 42,481            | 41,054          | 20,719              | 20,233          |
| <b>Gross profit</b>                                             |      | <b>17,304</b>     | <b>18,455</b>   | <b>7,292</b>        | <b>8,760</b>    |
| Selling and distribution                                        |      | 13,141            | 12,549          | 6,497               | 6,122           |
| General and administrative                                      |      | 2,560             | 2,527           | 1,286               | 1,250           |
| Research and development                                        |      | 167               | 165             | 95                  | 81              |
| <b>Income from operating activities</b>                         |      | <b>1,436</b>      | <b>3,214</b>    | <b>(586)</b>        | <b>1,307</b>    |
| Interest expense                                                | 9    | (373)             | (122)           | (229)               | (65)            |
| Foreign exchange gain (loss)                                    |      | 531               | (562)           | 67                  | 61              |
| <b>Net finance costs</b>                                        |      | <b>158</b>        | <b>(684)</b>    | <b>(162)</b>        | <b>(4)</b>      |
| Share of expenses from investment property                      | 8    | (40)              | (41)            | (34)                | (25)            |
| <b>Income before income tax</b>                                 |      | <b>1,554</b>      | <b>2,489</b>    | <b>(782)</b>        | <b>1,278</b>    |
| Income tax expense                                              |      | 439               | 724             | (172)               | 341             |
| <b>Net income for the period</b>                                |      | <b>1,115</b>      | <b>1,765</b>    | <b>\$ (610)</b>     | <b>\$ 937</b>   |
| Other comprehensive income (loss):                              |      |                   |                 |                     |                 |
| Foreign currency translation differences for foreign operations |      | (1,258)           | 1,032           | (156)               | 63              |
| Other comprehensive income for the period, net of income tax    |      | (1,258)           | 1,032           | (156)               | 63              |
| <b>Total comprehensive income for the period</b>                |      | <b>\$ (143)</b>   | <b>\$ 2,797</b> | <b>\$ (766)</b>     | <b>\$ 1,000</b> |
| <b>Earnings per share</b>                                       |      |                   |                 |                     |                 |
| Basic earnings per share                                        | 14   | \$ 0.10           | \$ 0.16         | \$ (0.05)           | \$ 0.09         |
| Diluted earnings per share                                      | 14   | \$ 0.10           | \$ 0.16         | \$ (0.05)           | \$ 0.09         |

The notes on pages 7 to 17 are an integral part of these condensed consolidated interim financial statements.

# HAMMOND MANUFACTURING COMPANY LIMITED

## Unaudited Condensed Consolidated Statements of Changes in Equity

For the six months ended July 1, 2016

(in thousands of Canadian dollars)

|                                                               | Attributable to equity holders of the Company |                     |          |                   |              |
|---------------------------------------------------------------|-----------------------------------------------|---------------------|----------|-------------------|--------------|
|                                                               | Share Capital                                 | Contributed Surplus | AOCI**   | Retained earnings | Total equity |
| Balance at January 1, 2016                                    | \$ 10,249                                     | \$ 290              | \$ 3,638 | \$ 29,351         | \$ 43,528    |
| Total comprehensive income for six months ended July 1, 2016: |                                               |                     |          |                   |              |
| Net income for the six months ended July 1, 2016              |                                               | -                   | -        | 1,115             | 1,115        |
| Other comprehensive income (loss):                            |                                               |                     |          |                   |              |
| Foreign currency translation differences                      | -                                             | -                   | (1,258)  | -                 | (1,258)      |
| Total comprehensive income for the period                     | -                                             | -                   | (1,258)  | 1,115             | (143)        |
| Transactions with owners, recorded directly in equity:        |                                               |                     |          |                   |              |
| Dividends to equity holders                                   | -                                             | -                   | -        | (226)             | (226)        |
| Balance at July 1, 2016                                       | \$ 10,249                                     | \$ 290              | \$ 2,380 | \$ 30,240         | \$ 43,159    |

\*\* Accumulated other comprehensive income (loss)

# HAMMOND MANUFACTURING COMPANY LIMITED

## Unaudited Condensed Consolidated Statements of Changes in Equity

For the six months ended July 3, 2015

(in thousands of Canadian dollars)

|                                                               | Attributable to equity holders of the Company |                     |          |                   |              |
|---------------------------------------------------------------|-----------------------------------------------|---------------------|----------|-------------------|--------------|
|                                                               | Share Capital                                 | Contributed Surplus | AOCI**   | Retained earnings | Total equity |
| Balance at January 1, 2015                                    | \$ 10,249                                     | \$ 290              | \$ 1,202 | \$ 25,801         | \$ 37,542    |
| Total comprehensive income for six months ended July 3, 2015: |                                               |                     |          |                   |              |
| Net income for the six months ended July 3, 2015              |                                               | -                   | -        | 1,765             | 1,765        |
| Other comprehensive income:                                   |                                               |                     |          |                   |              |
| Foreign currency translation differences                      | -                                             | -                   | 1,032    | -                 | 1,032        |
| Total comprehensive income for the period                     | -                                             | -                   | 1,032    | 1,765             | 2,797        |
| Transactions with owners, recorded directly in equity:        |                                               |                     |          |                   |              |
| Dividends to equity holders                                   | -                                             | -                   | -        | -                 | -            |
| Balance at July 3, 2015                                       | \$ 10,249                                     | \$ 290              | \$ 2,234 | \$ 27,566         | \$ 40,339    |

\*\* Accumulated other comprehensive income (loss)

The notes on pages 7 to 17 are an integral part of these condensed consolidated interim financial statements.

# HAMMOND MANUFACTURING COMPANY LIMITED

## Unaudited Condensed Consolidated Statements of Cash Flows

(in thousands of Canadian dollars)

| For the six months ended,                                                       | July 1, 2016   | July 3, 2015   |
|---------------------------------------------------------------------------------|----------------|----------------|
| <b>Cash flows from operating activities</b>                                     |                |                |
| Net income for the period                                                       | \$ 1,115       | \$ 1,765       |
| Adjustments for:                                                                |                |                |
| Depreciation of property, plant and equipment                                   | 1,289          | 1,063          |
| Amortization of intangible assets                                               | 38             | 36             |
| Interest expense                                                                | 373            | 122            |
| Income tax expense                                                              | 439            | 724            |
|                                                                                 | 3,254          | 3,710          |
| Change in non-cash working capital:                                             |                |                |
| Inventories                                                                     | (1,324)        | (98)           |
| Trade and other receivables                                                     | 1,041          | (781)          |
| Prepaid expenses                                                                | 78             | (135)          |
| Trade and other payables                                                        | (5,527)        | (1,455)        |
| <b>Cash generated from operating activities</b>                                 | <b>(2,478)</b> | <b>1,241</b>   |
| Interest paid                                                                   | (373)          | (122)          |
| Income tax paid                                                                 | (742)          | (1,850)        |
| <b>Net cash generated from operating activities</b>                             | <b>(3,593)</b> | <b>(731)</b>   |
| <b>Cash flows from financing activities</b>                                     |                |                |
| Bank indebtedness                                                               | (72)           | 3,645          |
| Payment of long-term debt                                                       | (165)          | 24             |
| Advances of long-term debt                                                      | 11,283         | -              |
| Payment of dividends                                                            | (226)          | (226)          |
| <b>Net cash generated from (used in) financing activities</b>                   | <b>10,820</b>  | <b>3,443</b>   |
| <b>Cash flows from investing activities</b>                                     |                |                |
| Acquisition of property, plant and equipment                                    | (3,380)        | (2,391)        |
| Intangible asset additions                                                      | (39)           | (25)           |
| <b>Net cash used in investing activities</b>                                    | <b>(3,419)</b> | <b>(2,416)</b> |
| <b>Net increase in cash</b>                                                     | <b>3,808</b>   | <b>296</b>     |
| Cash at beginning of year                                                       | 263            | 326            |
| <b>Foreign exchange gain on cash and cash equivalents in a foreign currency</b> | <b>(144)</b>   | <b>283</b>     |
| Cash at end of period                                                           | \$ 3,927       | \$ 905         |

The notes on pages 7 to 17 are an integral part of these condensed consolidated interim financial statements.

# HAMMOND MANUFACTURING COMPANY LIMITED

Notes to Unaudited Condensed Consolidated Financial Statements  
Six months ended July 1, 2016 and July 3, 2015  
(tabular amounts in thousands of Canadian dollars)

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## 1. Reporting entity:

Hammond Manufacturing Company Limited ("HMCL" or the "Company") is a public company traded on the Toronto Stock Exchange under the symbol "HMM.A" and is incorporated under the Ontario Business Corporations Act. The address of the Company's registered office is 394 Edinburgh Road North, Guelph, Ontario. The unaudited condensed consolidated interim financial statements of the Company as at and for the period ended July 1, 2016 include the Company and its subsidiaries (together referred to as the "Group" and individually as "Group entities") and the Group's interest in associates and jointly controlled entities. The Group primarily is involved in the design, manufacture and sale of electrical and electronic components. Facilities are located in Canada, the USA, the UK, Taiwan and Australia, with agents and distributors located worldwide. The Company also maintains a 40% ownership share of RITEC Enclosures Inc. (RITEC) located in Taiwan. RITEC produces plastic and die-cast enclosures for sale through the Company's sales network and its own existing market channels.

## 2. Basis of preparation:

### (a) Statement of compliance:

These unaudited condensed consolidated interim financial statements have been prepared in accordance with requirements of IAS 34, International Financial Reporting Standards (IFRS) and do not include all of the information required for full annual financial statements. Accordingly, certain information and footnotes as required in the annual financial statements have been omitted or condensed and as such these interim financial statements should be read in conjunction with the Company's annual financial statements for the year ended December 31, 2015. These condensed consolidated interim financial statements and the notes thereto have not been reviewed by the Company's external auditors pursuant to a review engagement applying review standards set out in the Canadian Institute of Chartered Accountants handbook.

The Board of Directors approved these unaudited condensed consolidated interim financial statements on August 5, 2016.

### (b) Basis of measurement:

The unaudited condensed consolidated interim financial statements have been prepared on a historical cost basis.

### (c) Use of estimates and judgments:

The preparation of financial statements in conformity with IFRS requires management to make estimates and judgments about the future. Estimates and judgments are continually evaluated and are based on the historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Actual results could differ from those estimates under different assumptions or conditions. Management's most critical estimates and assumptions in determining the value of assets and liabilities and most critical judgments in applying accounting policies that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next year have been set-

# HAMMOND MANUFACTURING COMPANY LIMITED

Notes to Unaudited Condensed Consolidated Financial Statements

Six months ended July 1, 2016 and July 3, 2015

(tabular amounts in thousands of Canadian dollars)

## 2. Basis of preparation - continued:

out in Note 2 of the Company's annual financial statements for the year ended December 31, 2015.

## 3. Summary of significant accounting policies:

The Company has prepared these unaudited condensed consolidated interim financial statements using the same accounting policies and methods as those used in the Company's audited consolidated annual financial statements for the year ended December 31, 2015.

## 4. Trade and other receivables:

|                                 | July 1, 2016 | December 31, 2015 |
|---------------------------------|--------------|-------------------|
| Trade receivables               | \$ 14,709    | \$ 15,150         |
| Employee receivables            | 12           | 11                |
| Other receivables               | 63           | 1,223             |
|                                 | 14,784       | 16,384            |
| Allowance for doubtful accounts | (146)        | (146)             |
| Trade and other receivables     | \$ 14,638    | \$ 16,238         |

The following table reflects the aging of trade receivable as at July 1, 2016 and December 31, 2015:

|                             | July 1, 2016 |            |                | December 31, 2015 |            |                |
|-----------------------------|--------------|------------|----------------|-------------------|------------|----------------|
|                             | Gross        | Impairment | Carrying Value | Gross             | Impairment | Carrying Value |
| Aging of trade receivables: |              |            |                |                   |            |                |
| 1 – 30 days                 | \$ 9,526     | \$ -       | \$ 9,526       | \$ 8,441          | \$ -       | \$ 8,441       |
| 31 – 60 days                | 4,237        | -          | 4,237          | 5,165             | -          | 5,165          |
| 61 – 90 days                | 775          | -          | 775            | 1,247             | -          | 1,247          |
| Over 90 days                | 171          | 146        | 25             | 297               | 146        | 151            |
| Trade receivables           | \$ 14,709    | \$ 146     | \$ 14,563      | \$ 15,150         | \$ 146     | \$ 15,004      |

# HAMMOND MANUFACTURING COMPANY LIMITED

Notes to Unaudited Condensed Consolidated Financial Statements

Six months ended July 1, 2016 and July 3, 2015

(tabular amounts in thousands of Canadian dollars)

## 4. Trade and other receivables - continued:

The following table provides the roll forward of the allowance for doubtful accounts:

|                                                              | July 1, 2016 | December 31, 2015 |
|--------------------------------------------------------------|--------------|-------------------|
| Allowance for doubtful accounts, beginning of year           | \$ 146       | \$ 122            |
| Accounts provided for in the period                          | -            | 37                |
| Amounts written off during the period                        | -            | (13)              |
| Allowance for doubtful accounts                              | \$ 146       | \$ 146            |
| Allowance for doubtful accounts as % of net trade receivable | 1.0%         | 1.0%              |

The following table provides the net details of trade and other receivables:

|                             | July 1, 2016 | December 31, 2015 |
|-----------------------------|--------------|-------------------|
| Net trade receivable        | \$ 14,563    | \$ 15,004         |
| Employee receivables        | 12           | 11                |
| Other receivable            | 63           | 1,223             |
| Trade and other receivables | \$ 14,638    | \$ 16,238         |

## 5. Inventories:

|                                   | July 1, 2016 | December 31, 2015 |
|-----------------------------------|--------------|-------------------|
| Raw materials and work-in-process | \$ 9,573     | \$ 8,533          |
| Finished goods                    | 21,774       | 22,066            |
| Inventories                       | \$ 31,347    | \$ 30,599         |

# HAMMOND MANUFACTURING COMPANY LIMITED

Notes to Unaudited Condensed Consolidated Financial Statements

Six months ended July 1, 2016 and July 3, 2015

(tabular amounts in thousands of Canadian dollars)

## 6. Property plant and equipment:

| <b>Cost</b>                           | Land and<br>buildings | Machinery<br>and<br>equipment | Tooling  | Office<br>equipment | Total     |
|---------------------------------------|-----------------------|-------------------------------|----------|---------------------|-----------|
| Balance at December 31, 2014          | \$ 9,238              | \$ 35,492                     | \$ 8,540 | \$ 4,898            | \$ 58,168 |
| Additions                             | \$ 9,894              | \$ 6,327                      | \$ 822   | \$ 37               | \$ 17,080 |
| Disposals                             | (15)                  | -                             | -        | (36)                | (51)      |
| Effect of movements in exchange rates | 11                    | 294                           | 353      | 49                  | 707       |
| Balance at December 31, 2015          | \$ 19,128             | \$ 42,113                     | \$ 9,715 | \$ 4,948            | \$ 75,904 |
| Additions                             | \$ 1,685              | \$ 1,206                      | \$ 309   | \$ 173              | \$ 3,373  |
| Disposals                             | -                     | 216                           | -        | -                   | 216       |
| Effect of movements in exchange rates | (17)                  | (173)                         | (283)    | (48)                | (521)     |
| Balance at July 1, 2016               | \$ 20,796             | \$ 43,362                     | \$ 9,741 | \$ 5,073            | \$ 78,972 |

## Accumulated depreciation

|                                       | Land and<br>buildings | Machinery<br>and<br>equipment | Tooling  | Office<br>equipment | Total     |
|---------------------------------------|-----------------------|-------------------------------|----------|---------------------|-----------|
| Balance at December 31, 2014          | \$ 5,141              | \$ 28,018                     | \$ 6,575 | \$ 4,625            | \$ 44,359 |
| Depreciation for the year             | \$ 180                | \$ 1,465                      | \$ 323   | \$ 133              | \$ 2,101  |
| Disposals                             | (15)                  | -                             | -        | (36)                | (51)      |
| Effect of movements in exchange rates | 10                    | 203                           | 289      | 42                  | 544       |
| Balance at December 31, 2015          | \$ 5,316              | \$ 29,686                     | \$ 7,187 | \$ 4,764            | \$ 46,953 |
| Depreciation for the period           | \$ 155                | \$ 909                        | \$ 166   | \$ 54               | \$ 1,284  |
| Disposals                             | -                     | 216                           | -        | -                   | 216       |
| Effect of movements in exchange rates | (13)                  | (117)                         | (232)    | (43)                | (405)     |
| Balance at July 1, 2016               | \$ 5,458              | \$ 30,694                     | \$ 7,121 | \$ 4,775            | \$ 48,048 |

## Carrying amounts

|                      | Land and<br>buildings | Machinery<br>and<br>equipment | Tooling  | Office<br>equipment | Total     |
|----------------------|-----------------------|-------------------------------|----------|---------------------|-----------|
| At December 31, 2014 | \$ 4,097              | \$ 7,474                      | \$ 1,965 | \$ 273              | \$ 13,809 |
| At December 31, 2015 | \$ 13,812             | \$ 12,427                     | \$ 2,528 | \$ 184              | \$ 28,951 |
| At July 1, 2016      | \$ 15,338             | \$ 12,668                     | \$ 2,620 | \$ 298              | \$ 30,924 |

# HAMMOND MANUFACTURING COMPANY LIMITED

Notes to Unaudited Condensed Consolidated Financial Statements

Six months ended July 1, 2016 and July 3, 2015

(tabular amounts in thousands of Canadian dollars)

## 7. Intangible assets:

| Cost                                 |    |          |    |                   |                   |          |
|--------------------------------------|----|----------|----|-------------------|-------------------|----------|
|                                      |    | Goodwill |    | Computer software | Development costs | Total    |
| Balance at December 31, 2014         | \$ | 120      | \$ | 2,078             | \$ 185            | \$ 2,383 |
| Additions                            | \$ | -        | \$ | 21                | \$ 25             | \$ 46    |
| Effect of movement in exchange rates |    | 16       |    | 14                | -                 | 30       |
| Balance at December 31, 2015         | \$ | 136      | \$ | 2,113             | \$ 210            | \$ 2,459 |
| Additions                            | \$ | -        | \$ | 8                 | \$ 31             | \$ 39    |
| Effect of movement in exchange rates |    | (21)     |    | (6)               |                   | (27)     |
| Balance at July 1, 2016              | \$ | 115      | \$ | 2,115             | \$ 241            | \$ 2,471 |
| Amortization and impairment losses   |    |          |    |                   |                   |          |
|                                      |    | Goodwill |    | Computer software | Development costs | Total    |
| Balance at December 31, 2014         | \$ | -        | \$ | 1,876             | \$ 108            | \$ 1,984 |
| Amortization for the year            | \$ | -        | \$ | 48                | \$ 27             | \$ 75    |
| Effect of movement in exchange rates |    | -        |    | 14                | -                 | 14       |
| Balance at December 31, 2015         | \$ | -        | \$ | 1,938             | \$ 135            | \$ 2,073 |
| Amortization for the period          | \$ | -        | \$ | 26                | \$ 12             | \$ 38    |
| Effect of movement in exchange rates |    | -        |    | (5)               |                   | (5)      |
| Balance at July 1, 2016              | \$ | -        | \$ | 1,959             | \$ 147            | \$ 2,106 |
| Carrying amounts                     |    |          |    |                   |                   |          |
|                                      |    | Goodwill |    | Computer software | Development costs | Total    |
| At December 31, 2014                 | \$ | 120      | \$ | 202               | \$ 77             | \$ 399   |
| At December 31, 2015                 | \$ | 136      | \$ | 175               | \$ 75             | \$ 386   |
| At July 1, 2016                      | \$ | 115      | \$ | 156               | \$ 94             | \$ 365   |

## 8. Investment property:

The Company's direct operating expenses in the first six months of 2016 related to the property were \$40,000 (2015 - \$41,000).

# HAMMOND MANUFACTURING COMPANY LIMITED

Notes to Unaudited Condensed Consolidated Financial Statements  
Six months ended July 1, 2016 and July 3, 2015  
(tabular amounts in thousands of Canadian dollars)

## 9. Loans and borrowings:

### Long Term debt:

|                                                                                                                                                                                                                                                                                                                              | July 1,<br>2016 | December 31,<br>2015 |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------|----------------------|
| Demand term loan drawn in US funds at a fixed interest rate of 6.05% through December 2018, secured by the assets of HMCL. Monthly principal installments of \$15 USD.                                                                                                                                                       | \$ 592          | \$ 760               |
| Demand term loan amortized over 25 years drawn in USD funds at a fixed interest rate of 5.30% through March 2026, secured by the assets of Hammond Manufacturing Company Limited. Monthly principal installments of \$5 USD.                                                                                                 | 1,938           | 2,076                |
| Demand term loan amortized over 25 years drawn in CDN funds at a fixed interest rate of 5.20% through March 2026, secured by the assets of Hammond Manufacturing Company Limited. Monthly principal installments of \$15 CDN.                                                                                                | 1,500           | 1,500                |
| Demand loan secured by the assets of Hammond Manufacturing Company Limited. Interest at prime plus 1.25%. Fixed terms and rates to be set in the third quarter now that building is complete.                                                                                                                                | 5,504           | -                    |
| Interest free term loan of \$385 made in 2015 and \$800 in 2016 through the Federal Economic Development Agency for Southern Ontario. Repayment will be over 60 equal monthly installments starting January 1, 2020. Value represents the present value of the stream of payments to repay utilizing a 5.2% discount factor. | 869             | 275                  |
| Subtotal                                                                                                                                                                                                                                                                                                                     | 10,403          | 4,611                |
| Finance lease obligations:                                                                                                                                                                                                                                                                                                   |                 |                      |
| Secured by equipment, drawn in GBP Sterling at interest rate 8.8%. Monthly installments of £1 GBP until April 2019.                                                                                                                                                                                                          | 64              | 87                   |
| Secured by equipment, drawn in US funds at interest rate of 4.97%. Monthly installments of \$7 USD until April 2019 with a lump sum payment at that time of \$114 USD.                                                                                                                                                       | 408             | 484                  |
| Secured by equipment, drawn in US funds at interest rate of 3.75%. Monthly installments of \$57 USD until May 2023 with a lump sum payment at that time of \$Nil USD.                                                                                                                                                        | 5,384           | -                    |
| Secured by equipment, drawn in US funds at interest rate of 3.5%. Monthly installments of \$0.42 USD until December 2020 with a lump sum payment at that time of \$Nil USD.                                                                                                                                                  | 27              | -                    |
| Subtotal                                                                                                                                                                                                                                                                                                                     | 5,883           | 571                  |
| Total long-term debt                                                                                                                                                                                                                                                                                                         | \$ 16,286       | \$ 5,182             |
| Less current portion of long-term debt                                                                                                                                                                                                                                                                                       | 10,353          | 4,452                |
| Non-current long-term debt                                                                                                                                                                                                                                                                                                   | \$ 5,933        | \$ 730               |

# HAMMOND MANUFACTURING COMPANY LIMITED

Notes to Unaudited Condensed Consolidated Financial Statements  
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## 9. Loans and borrowings- continued:

### Bank indebtedness:

Bank indebtedness is due on demand and secured by inventories, a general assignment of book debts and a charge on specific assets of the Company. The Company has established operating lines for the entities in Canada, the US and the UK. The following chart depicts the amount utilized in each of the entities lines of credit.

|                   |     | July 1, 2016   |           | December 31, 2015 |           |
|-------------------|-----|----------------|-----------|-------------------|-----------|
|                   |     | Local currency | CDN \$    | Local currency    | CDN \$    |
| Canadian entities | CDN | \$ 12,149      | \$ 12,148 | \$ 12,219         | \$ 12,219 |
| UK entity         | GBP | £ 18           | 32        | £ 21              | 42        |
| Bank indebtedness |     |                | \$ 12,180 |                   | \$ 12,261 |

Interest is payable at the rate of bank prime plus 50 basis points (2015 - bank prime plus 50 basis points).

### Interest expense:

Interest expense is comprised as follows:

|                                          | Six Months Ended: |              | Three Months Ended: |              |
|------------------------------------------|-------------------|--------------|---------------------|--------------|
|                                          | July 1, 2016      | July 3, 2015 | July 1, 2016        | July 3, 2015 |
| Long Term debt, including capital leases | \$ 177            | \$ 12        | \$ 123              | \$ 6         |
| Bank indebtedness                        | 196               | 110          | 106                 | 59           |
| Interest expense                         | \$ 373            | \$ 122       | \$ 229              | \$ 65        |

## 10. Trade and other payables:

|                                         | July 1, 2016 | December 31, 2015 |
|-----------------------------------------|--------------|-------------------|
| Trade payables                          | \$ 4,006     | \$ 4,802          |
| Non-trade payables and accrued expenses | 7,466        | 12,347            |
|                                         | \$ 11,472    | \$ 17,149         |

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## 11. Provisions:

|                                   | Environmental<br>Remediation | Sales Returns | Total  |
|-----------------------------------|------------------------------|---------------|--------|
| Balance at December 31, 2015      | \$ 170                       | \$ 55         | \$ 225 |
| Provisions made during the period | -                            | -             | -      |
| Provisions used during the period | -                            | -             | -      |
| Balance at December 31, 2015      | \$ 170                       | \$ 55         | \$ 225 |
| Non-current                       | 100                          | -             | 100    |
| Current                           | 70                           | 55            | 125    |
| Balance at July 1, 2016           | \$ 170                       | \$ 55         | \$ 225 |

The provision for environmental remediation is based on the estimated costs to setup and extract contamination from our Glen Ewing Property. The anticipated costs are based on an external consultant's remediation plan, discounted for timing using a discount rate of 6.5% (2015 – 6.5%). There are three years remaining in the clean-up plan.

The provision for sales returns is based on estimates from historical returns of product. The provision reflects the estimated profit margin of the anticipated returns.

## 12. Employee future benefits:

|                                              | July 1, 2016 | December 31, 2015 |
|----------------------------------------------|--------------|-------------------|
| Post employment health benefits              | \$ 34        | \$ 40             |
| Employee health benefits while on disability | 286          | 280               |
| Total employee future benefits               | \$ 320       | \$ 320            |

  

|                                   | Post employment<br>health benefits | Employee health<br>benefits while on<br>disability | Total  |
|-----------------------------------|------------------------------------|----------------------------------------------------|--------|
| Balance at December 31, 2015      | \$ 40                              | \$ 280                                             | \$ 320 |
| Provisions made during the period | -                                  | 23                                                 | 23     |
| Provisions used during the period | (6)                                | (17)                                               | (23)   |
| Balance at July 1, 2016           | \$ 34                              | \$ 286                                             | \$ 320 |
| Non-current                       | 22                                 | 236                                                | 258    |
| Current                           | 12                                 | 50                                                 | 62     |
| Balance at July 1, 2016           | \$ 34                              | \$ 286                                             | \$ 320 |

# HAMMOND MANUFACTURING COMPANY LIMITED

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## 14. Earnings per share:

The computations for basic and diluted earnings per share are as follows:

(in thousands of Canadian dollars, except per share data)

|                                              | Six Months Ended: |              | Three Months Ended: |              |
|----------------------------------------------|-------------------|--------------|---------------------|--------------|
|                                              | July 1, 2016      | July 3, 2015 | July 1, 2016        | July 3, 2015 |
| Income for the period                        | \$ 1,115          | \$ 1,765     | \$ (610)            | \$ 937       |
| Average number of common shares outstanding: |                   |              |                     |              |
| Basic and Diluted                            | 11,344            | 11,344       | 11,344              | 11,344       |
| Earnings per share:                          |                   |              |                     |              |
| Basic                                        | \$ 0.10           | \$ 0.16      | \$ (0.05)           | \$ 0.09      |
| Diluted                                      | \$ 0.10           | \$ 0.16      | \$ (0.05)           | \$ 0.09      |

No share options to purchase common shares were outstanding as at April 3, 2015 or April 1, 2016.

## 15. Personnel expenses:

|                                                | Six Months Ended: |              | Three Months Ended: |              |
|------------------------------------------------|-------------------|--------------|---------------------|--------------|
|                                                | July 1, 2016      | July 3, 2015 | July 1, 2016        | July 3, 2015 |
| Wages and salaries                             | \$ 19,284         | \$ 18,053    | \$ 9,563            | \$ 8,884     |
| Health benefit plans                           | 441               | 407          | 206                 | 197          |
| Canadian Pension Plan (CPP) and EI remittances | 638               | 573          | 313                 | 276          |
| Contributions to defined contribution plans    | 2,856             | 2,738        | 1,420               | 1,330        |
|                                                | \$ 23,219         | \$ 21,771    | \$ 11,502           | \$ 10,687    |
|                                                |                   |              |                     |              |
|                                                | July 1, 2016      | July 3, 2015 | July 1, 2016        | July 3, 2015 |
| Cost of sales                                  | \$ 17,077         | \$ 15,661    | \$ 8,501            | \$ 7,656     |
| Selling and distribution                       | 4,624             | 4,500        | 2,272               | 2,258        |
| General and administrative                     | 1,414             | 1,501        | 668                 | 714          |
| Research and development                       | 104               | 109          | 61                  | 59           |
|                                                | \$ 23,219         | \$ 21,771    | \$ 11,502           | \$ 10,687    |

# HAMMOND MANUFACTURING COMPANY LIMITED

Notes to Unaudited Condensed Consolidated Financial Statements  
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## 16. Segment disclosures:

The continuing operations of the Company are in one operating segment, electrical and electronic components.

The Company and its subsidiaries operate in Canada, the United States, the United Kingdom and Australia.

### Segment Disclosures

The continuing operations of the Company are in one industry segment, electrical and electronic components.

The Company and its subsidiaries operate in Canada, the United States, the United Kingdom and Australia. Inter-segment sales are made at fair market values.

| Geographic Segments  | Six Months Ended: |              | Three Months Ended: |              |
|----------------------|-------------------|--------------|---------------------|--------------|
|                      | July 1, 2016      | July 3, 2015 | July 1, 2016        | July 3, 2015 |
| Net Product Sales:   |                   |              |                     |              |
| Canada:              |                   |              |                     |              |
| Sales to customers   | \$ 21,663         | \$ 21,488    | \$ 10,717           | \$ 10,475    |
| United States:       |                   |              |                     |              |
| Sales to customers   | 31,820            | 32,147       | 14,459              | 15,809       |
| All other countries: |                   |              |                     |              |
| Sales to customers   | 6,302             | 5,874        | 2,835               | 2,709        |
| Net product sales    | \$ 59,785         | \$ 59,509    | \$ 28,011           | \$ 28,993    |
| Non-current assets:  |                   |              |                     |              |
| Canada:              |                   |              |                     |              |
| Non-current assets   | \$ 31,752         | \$ 15,871    |                     |              |
| United States:       |                   |              |                     |              |
| Non-current assets   | 640               | 583          |                     |              |
| All other countries: |                   |              |                     |              |
| Non-current assets   | 490               | 594          |                     |              |
| Total                | \$ 32,882         | \$ 17,048    |                     |              |

## 17. Related party transactions:

- (a) Key management includes the Company's directors and members of the executive management team. Compensation awarded to key management included:

|                                           | Six Months Ended: |              | Three Months Ended: |              |
|-------------------------------------------|-------------------|--------------|---------------------|--------------|
|                                           | July 1, 2016      | July 3, 2015 | July 3, 2016        | July 3, 2015 |
| Salaries and short-term employee benefits | \$ 328            | \$ 342       | \$ 170              | \$ 151       |

# HAMMOND MANUFACTURING COMPANY LIMITED

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## 17. Related party transactions - continued:

- (b) The Company purchased \$1,529,000 of product from RITEC in the six months ended July 1, 2016 (\$1,844,000 in six months ended July 1, 2015). These transactions were made in the normal course of business and have been recorded at the exchange amounts, being the amount agreed to by the two parties.

All outstanding trade balances with related parties are to be settled in cash within 6 months of the reporting date. None of the balances are secured. Trade receivable as at July 1, 2016 was \$4,601 (December 31, 2015 – \$9,000) while trade payable was \$230,143 (December 31, 2015 – \$158,425).

The Chairman of the Corporation, Robert Frederick Hammond, through direct and indirect ownership of Class A and Class B voting shares effectively controls the Company.