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## Monthly Sales Revenue and Sales Volumes for the period ending December 31, 2016

**January 16, 2017** - International Barrier Technology Inc. ("Barrier") (IBTGF: OTCQB; IBH-V: TSXV), a manufacturer of proprietary fire-resistant building materials has released monthly and quarterly sales volumes and revenue results for the period ending December 31, 2016.

Total sales volume, as measured by square footage of shipment to all markets for the month of December 2016, grew 31% over shipments in December 2015 (2,728,072 sq. ft. vs. 2,089,448 sq. ft.). Shipments measured in square footage for the quarter (Oct-Dec) increased 31% to 7,490,700 sq. ft. in comparison to 5,712,400 sq. ft. This was a record quarter for shipments of Pyrotite® products. Of the quarterly, sales into the Residential Roof Deck/Wall Assembly markets grew 60%, year over year, while shipments into the Commercial Modular Market decreased 54%.

Overall sales revenue generated for the month of December increased 9% to \$939,215 from \$862,991 in December 2015. Total sales revenue generated for the quarter (Oct-Dec) increased 12% to \$2,576,028. During the quarterly period, sales revenue into the Residential Roof Deck/Wall Assembly/Structural Insulated Panel Market increased 16% and revenues into the Commercial Modular industry decreased 52%.

While overall sales have continued to grow in the Residential Roof Deck/Wall Assembly Market, the recent decline in Commercial Modular business continues for two reasons: recent overall market decline, and the firming up of OSB substrate price relative to plywood. Barrier's prices have increased with the OSB substrate, while competitive product pricing using plywood as a substrate has remained more static. Barrier anticipates sales into this market will continue to lag last year's trend until the cost spread between OSB and plywood cycles back to ranges more consistent with historic levels.

### **About International Barrier Technology Inc.**

International Barrier Technology Inc. (OTCQB: IBTGF; TSXV: IBH-V) develops, manufactures, and markets proprietary fire-resistant building materials branded as LP® FlameBlock® Fire-Rated OSB Sheathing and FR Deck Panel. Barrier's award-winning fire-resistant wood panels use a patented, non-toxic, non-combustible coating with an extraordinary capability: it releases water in the heat of fire. The panels exceed "model" building code requirements in every targeted fire test and application, and are unique in combining properties that increase panel strength and minimize environmental and human impact. Barrier's family of products provides customers a premium material choice meeting an increasingly challenging combination of requirements in residential and commercial building construction. For more information please visit: [www.intlbarrier.com](http://www.intlbarrier.com).

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