

WIRE & WIRE PRODUCTS

**ESTABLISHED IN 1964** 



**Q2 2015 Quarterly Results** 

Since 1964, Tree Island Steel Ltd. has been making products from steel wire for a diverse range of customers for industrial, construction, agricultural, and specialty applications.

Our products include galvanized wire, bright wire, a broad array of fasteners, including packaged, collated and bulk nails, stucco reinforcing products, concrete reinforcing mesh, fencing, and other fabricated wire products. We market these products under the Tree Island, Halsteel, True Spec, K-Lath, Industrial Alloys, TI Wire, and Tough Strand brand names. We also operate a China-based company that assists with international sourcing of products.

Listed on the Toronto Stock Exchange ("TSX"), our shares trade under the symbol TSL.

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## **MANAGEMENT DISCUSSION AND ANALYSIS**

June 30, 2015 and 2014

The following is a discussion of the financial condition and results of operations of Tree Island Steel Ltd. ("Tree Island Steel" or the "Company") and its wholly owned operating subsidiary Tree Island Industries Limited ("TII") (together with Tree Island Steel, referred to as "Tree Island"). This discussion is current to July 28, 2015 and should be read in conjunction with the unaudited interim condensed consolidated financial statements for the three months and six months ended June 30, 2015. Tree Island Steel's unaudited interim condensed consolidated financial statements are prepared in accordance with International Accounting Standard 34, Interim Financial Reporting, and are reported in Canadian dollars. Additional information relating to Tree Island Steel, including the audited consolidated financial statements and Annual Information Form ("AIF") for the year ended December 31, 2014, can be found at www.sedar.com or on Tree Island Steel's website at www.treeisland.com.

## 1 FORWARD LOOKING STATEMENTS AND RISK

This management's discussion and analysis ("MD&A") includes forward-looking information with respect to Tree Island Steel, including our business, operations and strategies, as well as financial performance and conditions. The use of forward-looking words such as, "may," "will," "expect" or similar variations generally identify such statements. Any statements that are not statements of historical fact should be considered to be forward-looking statements. Although we believe that the forward-looking statements are reasonable, they involve risks and uncertainties, including the risks and uncertainties discussed under the heading "Risks Relating to the Company's Business" in the Company's AIF for the year ended December 31, 2014.

The forward-looking statements contained herein reflect management's current beliefs and are based upon certain assumptions that management believes to be reasonable based on the information currently available to management. By their very nature, forward-looking statements involve inherent risks and uncertainties, both general and specific, and a number of factors could cause actual events or results to differ materially from the results discussed in the forward-looking statements. In evaluating these statements, prospective investors should specifically consider various factors including the risks outlined herein under the heading "Risk Factors" which may cause actual results to differ materially from any forward-looking statement. Such risks and uncertainties include, but are not limited to: general economic, market and business conditions, the cyclical nature of our business and demand for our products, financial condition of our customers, competition, volume and price pressure from import competition, deterioration in the Company's liquidity, disruption in the supply of raw materials, volatility in the costs of raw materials, significant exposure to the Western United States due to lack of geographic diversity, dependence on the construction industry, transportation costs, foreign exchange fluctuations, leverage and restrictive covenants, labour relations, trade actions, dependence on key personnel and skilled workers, reliance on key customers, intellectual property risks, energy costs, un-insured loss, credit risk, operating risk, management of growth, changes in tax, environmental and other legislation, and other risks and uncertainties set forth in our publicly filed materials.

This MD&A has been reviewed by the Board of Directors of Tree Island and its Audit Committee, and contains information that is current as of the date of this MD&A, unless otherwise noted. Events occurring after that date could render the information contained herein inaccurate or misleading in a material respect. Readers are cautioned not to place undue reliance on this forward-looking information and management of Tree Island undertakes no obligation to update publicly or revise any forward-looking information, whether as a result of new information, future events or otherwise except as required by applicable securities law.

## **2 NON-IFRS MEASURES**

References in this MD&A to "EBITDA" are to operating income and adding back depreciation and foreign exchange gains or losses and references to "Adjusted Net Income (Loss)" are to net income (loss) per IFRS adjusted for certain non-cash items including non-cash financing expenses, changes in fair value of financial instruments, gain (loss) on renegotiated debt (if any), and deferred income expense (recovery). EBITDA is a measure used by many investors to compare companies on the basis of ability to generate cash flows from operations. Adjusted Net Income (Loss) is a measure for investors to understand the impact of significant non-cash items that affect our results from operations. Neither EBITDA nor Adjusted Net Income (Loss) are earnings measures recognized by IFRS and do not have a standardized meaning prescribed by IFRS. We believe that EBITDA and Adjusted Net Income (Loss) are important supplemental measure for evaluating our performance. You are cautioned that EBITDA and Adjusted Net Income (Loss) should not be construed as alternatives to net income or loss, determined in accordance with IFRS, as indicators of performance or to cash flows from operating, investing and financing activities as measures of liquidity and cash flows. Our method of calculating EBITDA and Adjusted Net Income (Loss) may differ from methods used by other issuers and, accordingly, our EBITDA or Adjusted Net Income (Loss) may not be comparable to similar measures presented by other issuers.

#### 3 TREE ISLAND STEEL LTD.

Prior to October 1, 2012, the operations of the Company were wholly owned by Tree Island Wire Income Fund (the "Fund"). Tree Island Steel was incorporated under the laws of Canada on August 2, 2012 upon corporate conversion and on October 1, 2012, the Fund was converted, on a tax deferred basis, from an open-ended limited purpose trust to an incorporated corporation (the "Corporate Conversion") pursuant to a plan of arrangement (the "Arrangement") under the Canada Business Corporations Act. Under the Arrangement, unitholders of the Fund received common shares ("Shares") of the Company, on a one-for-one basis. The business of the Fund continues to be conducted by the Company, through TII, and all obligations of the Fund have been assumed by Tree Island Steel. The trustees of the Fund became the directors of Tree Island Steel and the officers and management of the Fund became officers and management of Tree Island Steel.

In connection with the Arrangement, the Company assumed all of the covenants and obligations of the Fund relating to the 10% Second Lien Convertible Debentures (the "Debentures") and the share purchase warrants (the "Warrants"). The Debentures became convertible subordinated debentures of the Company and holders were entitled to receive Shares, rather than Units, at the same conversion price at which the Units were previously issuable upon conversion thereof, subject to adjustment in certain events as provided for in the Debenture Indenture. The Warrants are convertible into Shares at the same price at which the Warrants were convertible into units of the Fund, subject to adjustment as provided for in the Warrant Certificates governing the Warrants.

All outstanding Debentures were converted to Shares or redeemed prior to March 4, 2014 and all outstanding Warrants were either exercised or expired prior to December 31, 2014.

There were 31,142,573 Shares outstanding as of June 30, 2015 and the same number of Shares were outstanding as of July 28, 2015.

## 3.1 ORGANIZATIONAL STRUCTURE

Our corporate structure has the following primary entities: TII which is our Canadian operating company as well as the ultimate parent company to our operations in the United States which are managed through our US operating subsidiary, Tree Island Wire (USA) Inc. ("TIW"), and a China based sourcing operation.

#### 3.2 PRODUCTS

Tree Island is a manufacturer and supplier of premium quality wire products for a broad range of applications. Our goal is to match the appropriate wire product, level of quality and price point with our customers' needs. We achieve this by manufacturing most of our products at our own manufacturing facilities, while outsourcing others from qualified manufacturers. We market these products to customers in Canada, the United States and internationally.

Our manufactured products offer: consistent, high quality that meet customers' needs, ASTM standards and applicable codes; broad range of applications; short lead times; technical support and excellent customer service. We market our products under the following brands:















The products we source from other suppliers are generally limited to commodity items, or items we do not produce. Products within this group meet general industry specifications, but are not customized to individual customer requirements. Outsourced products allow us to enhance our relationship with those customers that require competitively priced commodity products. These products typically create complementary pull through for our manufactured products. As a service to our customers, we also use our network of suppliers world-wide to source commodity wire products and direct ship to our customers.

## 3.3 MARKETS

The following summarizes the markets, key product groups, the specific end-use markets, and regions we serve with of our products:

| Markets      | Brand                   | Key Product Groups                                     | Specific End-Use<br>Markets                   | Regions                         |
|--------------|-------------------------|--------------------------------------------------------|-----------------------------------------------|---------------------------------|
| Industrial   | Tree Island,<br>TI Wire | Bright/galvanized/annealed<br>low and high carbon wire | Wire fabricating, industrial applications,    | North America and International |
|              |                         |                                                        | OEM manufacturing                             |                                 |
| Residential  | Tree Island,            | Collated, bulk and packaged                            | Construction and                              | North America                   |
| Construction | Halsteel,               | nails                                                  | renovation for new                            | and International               |
|              | K-Lath, True            |                                                        | and existing homes                            |                                 |
|              | Spec                    | Stucco reinforcing mesh                                |                                               |                                 |
| Commercial   | Tree Island,            | Welded wire reinforcement                              | Commercial                                    | North America                   |
| Construction | TI Wire                 | mesh                                                   | construction, mining, infrastructure projects | and International               |
|              |                         | Concrete reinforcing products                          |                                               |                                 |

|                           |                              |                                             | Specific End-Use                            |                                 |
|---------------------------|------------------------------|---------------------------------------------|---------------------------------------------|---------------------------------|
| Markets                   | Brand                        | Key Product Groups                          | Markets                                     | Regions                         |
| Agricultural              | Tree Island,<br>Tough Strand | Hi-tensile game fence and farm fence        | Agriculture, farming                        | North America                   |
|                           |                              | Vineyard wire and barbed wire               |                                             |                                 |
| Specialty<br>Applications | Industrial<br>Alloys         | Stainless spring wire                       | Consumer products, industrial applications, | North America and International |
|                           |                              | Cold heading wire                           | telecommunications, aerospace,              |                                 |
|                           |                              | Shaped wire<br>Specialty alloy bar and wire | automotive, oil and gas                     |                                 |

## 3.4 SEASONALITY

Our operations are impacted by the seasonal nature of the various industries we serve, primarily the construction and agriculture industries. Accordingly, revenues, sales volumes and operating results for interim quarters are not necessarily indicative of the results that may be expected for the full fiscal year and fourth quarter results are traditionally lower than other quarters due to the onset of winter and the corresponding reduction in agricultural and construction activities.

## 4 Q2 2015 BUSINESS OVERVIEW AND DEVELOPMENT

### 4.1 BUSINESS OVERVIEW

Our quarterly year-over-year sales volume continues its growth trend, increasing to 38,880 tons from 36,398 a year ago, an increase of 6.8%. Meanwhile, revenues for the second quarter increased by 18.3% year-over-year, from \$47.8 million last year to \$56.5 million this year. A healthy residential construction market in the western US and robust demand in other US end markets along with our customer-centric approach, focus on quality and customer service excellence drove the volume increase.

This same time last year a significant number of new production staff were hired to meet the increase in volume, resulting in the requirement for a significant amount of one-time training costs being incurred of approximately \$0.7 million. In Q2 2015, the growth in our earnings outpaced revenue growth as a result of our ability to capitalize on better operating leverage. Gross profit in Q2 2015 increased by 76.1% to \$8.1 million when compared to the \$4.6 million earned in the same period last year while EBITDA of \$4.7 million is 172.4% better than the year prior.

## 4.2 TRADE ACTION REVIEWS

From time to time various governments undertake trade actions that may have an impact on Tree Island's business. The Company closely monitors these trade actions, evaluates their potential impacts on the Company's business and takes appropriate action to capitalize on/mitigate the opportunity/threat posed by the trade actions.

## 4.2.1 US Trade Case Against Steel Nails From Korea, Malaysia, Taiwan and Vietnam

On July  $9^{th}$ , 2015, the U.S. International Trade Commission ("ITC") released to the public its final decision regarding the anti-dumping trade case against the aforementioned countries.

The trade case covered certain steel nails having a nominal shaft length not exceeding 12 inches. Certain steel nails include, but are not limited to, nails made from round wire and nails that are cut from flat-rolled steel.

The ITC determined the U.S. steel nail industry was and is materially injured by the imports of certain steel nails from the subject countries and imposed the following anti-dumping duties:

| Country  | Anti-Dumping Margin |
|----------|---------------------|
| Korea    | 0% – 11.80%         |
| Malaysia | 2.66% - 39.35%      |
| Oman     | 9.10%               |
| Taiwan   | 0% – 2.24%          |
| Vietnam  | 323.99%             |

In 2014, the U.S. apparent consumption of certain steel nails was US\$895 million, of which the subject countries made up approximately 34% (US\$305 million) of the total, or approximately 252,389 tons of steel nails. Although favourable, the results of the nail trade case are not expected to have a material impact on the Company.

## **5 EVENTS SUBSEQUENT TO Q2 2015**

## **5.1 LABOUR RELATIONS**

On July 20, 2015, Tree Island Steel announced that the Company and the International Brotherhood of Teamster Local 213 successfully concluded a new five-year collective agreement. The agreement covers hourly employees at the Company's Richmond, BC manufacturing facility. The new collective agreement is retroactive to July 1, 2015 and sets an important foundation for continued sales growth, increased stability for customers and further investments into the Richmond operations.

## 5.2 DIVIDEND POLICY

On July 28, 2015, the Company's board of directors (the "Board") has approved a dividend policy of \$0.01 per common share per quarter commencing in the third quarter of 2015. The Company's dividend policy will be reviewed quarterly and is based on a number of factors including current operations, operating costs, financial tests and other covenants under the Company's credit facilities, available investment opportunities, the supply and cost of raw materials, foreign exchange rates, the Company's hedging program and the satisfaction of applicable corporate liquidity and solvency tests for the declaration and payment of dividends.

The Company has declared its first quarterly dividend of \$0.01 per common share to be paid on October 15, 2015 to shareholders of record on September 30, 2015 with an *ex-dividend* date of September 28, 2015.

## **6 RESULTS FROM OPERATIONS**

(\$'000 unless otherwise stated)

| (\$ 000 amess otherwise states)                           | Three Months Ended<br>June 30, |             | Six Month<br>June |          |
|-----------------------------------------------------------|--------------------------------|-------------|-------------------|----------|
| -                                                         | 2015                           | 2014        | 2015              | 2014     |
| Sales volume – Tons <sup>(1)</sup>                        | 38,880                         | 36,398      | 79,896            | 71,534   |
| Revenue                                                   | 56,541                         | 47,782      | 115,584           | 93,704   |
| Cost of sales                                             | (47,656)                       | (42,458)    | (97,721)          | (82,370) |
| Depreciation                                              | (742)                          | (700)       | (1,486)           | (1,397)  |
| Gross profit                                              | 8,143                          | 4,624       | 16,377            | 9,937    |
| Selling, general and administrative expenses              | (4,024)                        | (3,379)     | (8,386)           | (7,254)  |
| Operating income                                          | 4,119                          | 1,245       | 7,991             | 2,683    |
| Foreign exchange gain (loss)                              | (130)                          | (208)       | 762               | 316      |
| Gain (loss) on sale of property, plant and equipment      | -                              | -           | (6)               | (10)     |
| Changes in financial liabilities recognized at fair value | (160)                          | (128)       | (283)             | (266)    |
| Financing expenses                                        | (851)                          | (829)       | (1,700)           | (2,070)  |
| Income before income taxes                                | 2,978                          | 80          | 6,764             | 653      |
| In come tax (expense) recovery                            | (915)                          | 91          | (2,584)           | (121)    |
| Netincome                                                 | 2,063                          | 171         | 4,180             | 532      |
|                                                           |                                | <u> </u>    |                   |          |
| Operating Income                                          | 4,119                          | 1,245       | 7,991             | 2,683    |
| Ad d b ack depreciation                                   | 742                            | 700         | 1,486             | 1,397    |
| Foreign exchange gain (loss)                              | (130)                          | (208)       | 762               | 316      |
| EBITDA <sup>(2)</sup>                                     | 4,731                          | 1,737       | 10,239            | 4,396    |
| ·                                                         |                                |             |                   |          |
| NetIncome                                                 | 2,063                          | 171         | 4,180             | 532      |
| Non-cash financing expenses                               | 285                            | 262         | 581               | 525      |
| Changes in FV of financial instruments                    | 160                            | 128         | 283               | 266      |
| Deferred tax                                              | (67)                           | (102)       | (182)             | 101      |
| Adjusted net income <sup>(2)</sup>                        | 2,441                          | 459         | 4,862             | 1,424    |
| •                                                         | =                              |             |                   |          |
| Netincome per share - basic (\$/share)                    | 0.07                           | 0.01        | 0.13              | 0.02     |
| Net income per share - diluted (\$/share)                 | 0.07                           | 0.01        | 0.13              | 0.02     |
| Tree meetine per situite and tea (\$7511 die)             | 0.07                           | 0.01        | 0.13              | 0.02     |
| Gross profit per ton (\$/ton)                             | 209                            | 127         | 205               | 139      |
| EBITDA per ton (\$/ton)                                   | 122                            | 48          | 128               | 61       |
| Financial position as at:                                 | June 30, D                     | ecember 31, |                   |          |
| _                                                         | 2015                           | 2014        |                   |          |
| Total assets                                              | 127,158                        | 112,106     |                   |          |
| Total non-current financial liabilities                   | 15,559                         | 13,073      |                   |          |

<sup>(1)</sup> Sales volume excludes tons which were processed as part of tolling arrangements.

<sup>(2)</sup> See definition of EBITDA and Adjusted Net Income in Section 2 - Non-IFRS Measures.

# 7 COMPARISON OF RESULTS FOR THE THREE MONTHS ENDED JUNE 30, 2015 AND 2014

| (\$'000 unless otherwise stated) | Q2 2015 | Q2 2014 | Variance Fav/(Unfav) |       |
|----------------------------------|---------|---------|----------------------|-------|
| SALES                            | 56,541  | 47,782  | 8,759                | 18.3% |

#### **Revenue by Market Segment**

(\$'000 unless otherwise stated)

| Three Months Ended June 30, 2015 |                                             |                                                                                                                                        | Three I                                                                                                                                                                                           | Months Ende                                                                                                                                                                                                                                                                                                                                            | ed June 30, 1                                                                                                                                                                                                                                                                                                                                                                                                                                               | 2014                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|----------------------------------|---------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| % of % of                        |                                             | % of                                                                                                                                   | % of                                                                                                                                                                                              |                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                             | % of                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| Revenue                          | Revenue                                     | Tons                                                                                                                                   | Volume                                                                                                                                                                                            | Revenue                                                                                                                                                                                                                                                                                                                                                | Revenue                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Tons                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Volum                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
|                                  |                                             |                                                                                                                                        |                                                                                                                                                                                                   |                                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| 19,940                           | 35.3%                                       | 16,737                                                                                                                                 | 43.0%                                                                                                                                                                                             | 18,489                                                                                                                                                                                                                                                                                                                                                 | 38.7%                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 16,719                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 45.9%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| 19,280                           | 34.1%                                       | 11,347                                                                                                                                 | 29.2%                                                                                                                                                                                             | 13,379                                                                                                                                                                                                                                                                                                                                                 | 28.0%                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 8,793                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 24.2%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| 7,034                            | 12.4%                                       | 5,846                                                                                                                                  | 15.0%                                                                                                                                                                                             | 7,006                                                                                                                                                                                                                                                                                                                                                  | 14.7%                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 6,315                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 17.3%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| 5,545                            | 9.8%                                        | 3,954                                                                                                                                  | 10.2%                                                                                                                                                                                             | 4,701                                                                                                                                                                                                                                                                                                                                                  | 9.8%                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 3,661                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 10.1%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| 4,742                            | 8.4%                                        | 996                                                                                                                                    | 2.6%                                                                                                                                                                                              | 4,207                                                                                                                                                                                                                                                                                                                                                  | 8.8%                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 910                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | 2.5%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| 56,541                           | 100.0%                                      | 38,880                                                                                                                                 | 100.0%                                                                                                                                                                                            | 47,782                                                                                                                                                                                                                                                                                                                                                 | 100.0%                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 36,398                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 100.0%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|                                  | 19,940<br>19,280<br>7,034<br>5,545<br>4,742 | Revenue     % of Revenue       19,940     35.3%       19,280     34.1%       7,034     12.4%       5,545     9.8%       4,742     8.4% | % of Revenue     Revenue     Tons       19,940     35.3%     16,737       19,280     34.1%     11,347       7,034     12.4%     5,846       5,545     9.8%     3,954       4,742     8.4%     996 | % of Revenue         % of Revenue         % of Yolume           19,940         35.3%         16,737         43.0%           19,280         34.1%         11,347         29.2%           7,034         12.4%         5,846         15.0%           5,545         9.8%         3,954         10.2%           4,742         8.4%         996         2.6% | Revenue         % of Revenue         % of Tons         % of Volume         Revenue           19,940         35.3%         16,737         43.0%         18,489           19,280         34.1%         11,347         29.2%         13,379           7,034         12.4%         5,846         15.0%         7,006           5,545         9.8%         3,954         10.2%         4,701           4,742         8.4%         996         2.6%         4,207 | Revenue         % of Revenue         % of Tons         % of Volume         Revenue         % of Revenue           19,940         35.3%         16,737         43.0%         18,489         38.7%           19,280         34.1%         11,347         29.2%         13,379         28.0%           7,034         12.4%         5,846         15.0%         7,006         14.7%           5,545         9.8%         3,954         10.2%         4,701         9.8%           4,742         8.4%         996         2.6%         4,207         8.8% | Revenue         % of Revenue         % of Tons         % of Volume         Revenue         % of Revenue         < |

Overall revenues for the second quarter of 2015 increased by 18.3% (+\$8.8 million) when compared to the same period last year while sales volume increased by 6.8%, or 2,482 tons. The strength of the increase comes primarily from the Residential sector.

Sales of Residential products registered the highest rate of year-over-year volume and revenue growth, with sales volume and revenues for the quarter increasing by 29.0% (+2,554 tons) and 44.1% (+\$5.9 million), respectively. This growth was supported by the healthy demand from the residential construction market in the western US and our focus on target markets.

Sales of Agricultural products continue to be strong, with sales volume increasing by 8.0% (+293 tons) and revenues by 18.0% (+\$0.8 million). Our Agricultural products business is benefitting from our focus on the US market.

Competition in the Industrial sector has increased though we have been able to maintain our sales volume at the same level as last year. Meanwhile, revenues increased by 7.8% (+\$1.5 million) as a result our pricing discipline and a stronger US dollar.

The Commercial sector was the only sector that recorded a decline in sales volume when compared to the year prior (-7.4% or -469 ton). The result is due in part to a strong first quarter due to the milder winter on the west coast.

In Q2, we continued our focus on our US markets as a result of the strong demand in many of the end markets we sell to, including the Agricultural and Residential sectors, and a greater focus on our US target markets. This, along with the stronger US dollar, increased the proportion of our sales that originates from the US.

## **Revenue by Location**

(\$'000 unless otherwise stated)

|                  | Inree Months Ended June 30, |            |         |            |        |        |
|------------------|-----------------------------|------------|---------|------------|--------|--------|
|                  | 2015                        |            | 20      | 2014       |        | nce    |
|                  | Revenue                     | % of Total | Revenue | % of Total | Amount | %      |
| United States    | 39,930                      | 70.6%      | 31,479  | 65.9%      | 8,451  | 26.8%  |
| Canada           | 15,751                      | 27.9%      | 15,139  | 31.7%      | 612    | 4.0%   |
| International    | 860                         | 1.5%       | 1,164   | 2.4%       | (304)  | -26.1% |
| Total            | 56,541                      | 100.0%     | 47,782  | 100.0%     | 8,759  | 18.3%  |
| Average C\$/US\$ | 1.2291                      |            | 1.0905  |            |        |        |

| (\$'000 unless otherwise stated) | Q2 2015 | Q2 2014 | Variance Fav/(Unfav) |         |
|----------------------------------|---------|---------|----------------------|---------|
| COST OF SALES                    | 48,398  | 43,158  | (5,240)              | (12.1%) |

Total cost of sales incurred increased year-over-year due primarily to increase in volume though cost of sales as a percentage of net sales decreased from 90.3% last year to 85.6% this year. The increase in sales volume increased costs of sales by \$2.9 million while the remaining \$2.3 million was primarily a result of the strength of the US dollar on raw material costs. This was partially offset by better operating leverage resulting from the higher sales volume and production efficiencies derived from the staff hired in the first half of 2014.

| (\$'000 unless otherwise stated) | Q2 2015 | Q2 2014 | Variance Fav/(Unfav) |       |
|----------------------------------|---------|---------|----------------------|-------|
| GROSS PROFIT                     | 8,143   | 4,624   | 3,519                | 76.1% |

### **Gross Profit**

(\$'000 unless otherwise stated)

Three Months Ended June 30

|                              |            | inree Months Ended June 30, |        |        |          |          |
|------------------------------|------------|-----------------------------|--------|--------|----------|----------|
|                              | 2015       |                             | 2014   |        | Variance |          |
|                              | Gross % of |                             | Gross  | % of   |          |          |
|                              | Profit     | Total                       | Profit | Total  | Amount   | <u>%</u> |
| US\$ GP after FX translation | 5,493      | 67.5%                       | 2,963  | 64.1%  | 2,530    | 85.4%    |
| C\$ Gross profit             | 2,650      | 32.5%                       | 1,661  | 35.9%  | 989      | 59.5%    |
| Total gross profit in C\$    | 8,143      | 100.0%                      | 4,624  | 100.0% | 3,519    | 76.1%    |
| Average C\$/US\$             | 1.2291     |                             | 1.0905 |        |          |          |

Gross profit as a percentage of revenues increased from 9.7% last year to 14.4% this year. The increase in profitability is attributable to the combination of our pricing initiatives, product mix, better production efficiencies as a result of the productivity of the additional staff hired and trained in 2014 and overall operating leverage resulting from the increase in volume.

| (\$'000 unless otherwise stated) | Q2 2015 | Q2 2014   | Variance Fav/(Unfav) |         |
|----------------------------------|---------|-----------|----------------------|---------|
| SG&A EXPENSES                    | 4,024   | <br>3,379 | (645)                | (19.1%) |

The increase in SG&A expenses is a combination of the impact of the strength of the US currency on our US\$ denominated costs, the additional selling expenses incurred to generate the additional sales volume and the additional general and administrative costs related to the increase in the business.

| (\$'000 unless otherwise stated) | Q2 2015 | Q2 2014 | Variance Fav/(Unfav) |        |
|----------------------------------|---------|---------|----------------------|--------|
| EBITDA                           | 4,731   | 1,737   | 2,994                | 172.4% |

EBITDA earned for the quarter is inclusive of a \$0.1 million foreign exchange loss. The increase in EBITDA is attributable to the increase in sales volume, our pricing initiatives, product mix, production efficiencies and overall operating leverage.

| (\$'000 unless otherwise stated) | Q2 2015 | Q2 2014 | Variance Fav/(Unfav) |        |
|----------------------------------|---------|---------|----------------------|--------|
| FINANCING EXPENSES               | 851     | 829     | (22)                 | (2.7%) |

Financing expenses during the quarter were nominally more than that of the same period last year. Compared to the prior year, additional interest expenses were incurred on the Senior Credit Facility and for other interest and financing costs to support the additional working capital resulting from the growth in the business. This was offset by the savings from deferred financing costs resulting from the one-time write-off of the deferred financing fees in association with the renewal of the Senior Credit Facility in April 2014.

## **Financing Expense**

(\$'000 unless otherwise stated)

|                                    |      | Three Months Ended June 30, |              |           |  |  |  |  |
|------------------------------------|------|-----------------------------|--------------|-----------|--|--|--|--|
|                                    |      |                             | Variance Fav | //(Unfav) |  |  |  |  |
|                                    | 2015 | 2014                        | Amount       | %         |  |  |  |  |
|                                    |      |                             |              |           |  |  |  |  |
| Non cash financing expenses        | 285  | 262                         | (23)         | (8.8%)    |  |  |  |  |
| Interest on senior credit facility | 281  | 201                         | (80)         | (39.8%)   |  |  |  |  |
| Other interest and financing costs | 274  | 213                         | (61)         | (28.6%)   |  |  |  |  |
| Deferred financing costs           | 11   | 153                         | 142          | 92.8%     |  |  |  |  |
| Total financing expenses           | 851  | 829                         | (22)         | (2.7%)    |  |  |  |  |
|                                    |      |                             |              |           |  |  |  |  |

| (\$'000 unless otherwise stated) | Q2 2015 | Q2 2014 | Variance Fav/(Unfav) |       |
|----------------------------------|---------|---------|----------------------|-------|
| FOREIGN EXCHANGE GAIN (LOSS)     | (130)   | (208)   | 78                   | 37.5% |

Our Canadian operation, whose functional currency is Canadian dollar, has a portion of its assets, liabilities, sales and expenses denominated in currencies other than the Canadian dollar, in particular the US dollar. With raw material costs being denominated in US dollar, having a significant portion of our sales also being denominated in US dollar creates a natural partial hedge. Foreign currency forward contracts are used to manage a portion of the remaining currency risk. Foreign exchange gains and losses are unpredictable in nature and therefore can vary significantly over time. As at June 30, 2015, the Company had no outstanding US dollar currency forward contracts.

| (\$'000 unless otherwise stated) | Q2 2015 | Q2 2014 | Variance Fav/(Unfav) |            |
|----------------------------------|---------|---------|----------------------|------------|
| INCOME TAX RECOVERY (EXPENSE)    | (915)   | 91      | (1,006)              | (1,105.5%) |

The income tax expense for Q2 2015 relates to current taxes payable, primarily from the Canadian operations. The income tax recovery (expense) is based on the Canadian statutory tax rate of 26.0% (the same as 2014) applied to the income of the Canadian subsidiary before taxes, with adjustments for permanent differences between accounting and taxable income offset by deductions from our US operations.

| (\$'000 unless otherwise stated) | Q2 2015 | Q2 2014 | Variance Fav/(Unfav) |          |
|----------------------------------|---------|---------|----------------------|----------|
| NET INCOME                       | 2,063   | 171     | 1,892                | 1,106.4% |

The increase in net income over the prior year is attributable to the better operating income for the period being partially offset by the increase in income tax expense.

| (\$'000 unless otherwise stated) | Q2 2015 | Q2 2014 | Variance Fav/(Unfav) |        |
|----------------------------------|---------|---------|----------------------|--------|
| ADJUSTED NET INCOME              | 2,441   | 459     | 1,982                | 431.8% |

Adjusted net income takes into account non-cash financing expenses, changes in fair value of financial instruments and deferred tax. The increase in adjusted net income over last year is a result of the better operating performance.

# 8 COMPARISON OF RESULTS FOR THE SIX MONTHS ENDED JUNE 30, 2015 AND 2014

| (\$'000 unless otherwise stated) | YTD 2015 | YTD 2014 | Variance Fav/(Unfav) |       |
|----------------------------------|----------|----------|----------------------|-------|
| SALES                            | 115,584  | 93,704   | 21,880               | 23.4% |

## **Revenue by Market Segment**

(\$'000 unless otherwise stated)

| (,            | ,       |                                |        |        |           |             |             |        |  |
|---------------|---------|--------------------------------|--------|--------|-----------|-------------|-------------|--------|--|
|               | Six N   | Six Months Ended June 30, 2015 |        |        |           | onths Ended | June 30, 20 | )14    |  |
|               |         | % of                           |        | % of   | % of % of |             |             | % of   |  |
|               | Revenue | Revenue                        | Tons   | Volume | Revenue   | Revenue     | Tons        | Volum  |  |
|               |         |                                |        |        |           |             |             |        |  |
| Industrial    | 40,407  | 35.0%                          | 33,532 | 42.0%  | 35,886    | 38.3%       | 32,100      | 44.9%  |  |
| Residential   | 37,188  | 32.2%                          | 21,987 | 27.5%  | 26,120    | 27.9%       | 17,529      | 24.5%  |  |
| Commercial    | 15,222  | 13.2%                          | 12,867 | 16.1%  | 13,894    | 14.8%       | 12,299      | 17.2%  |  |
| Agricultural  | 13,002  | 11.2%                          | 9,519  | 11.9%  | 9,878     | 10.5%       | 7,806       | 10.9%  |  |
| Specialty     | 9,765   | 8.4%                           | 1,991  | 2.5%   | 7,926_    | 8.5%        | 1,800       | 2.5%   |  |
| Total revenue | 115,584 | 100.0%                         | 79,896 | 100.0% | 93,704    | 100.0%      | 71,534      | 100.0% |  |

For the first half of 2015, sales volume increased by 11.7% (+8,362 tons) while revenues increased by 23.4% (+\$21.9 million). Our strategy to increase our focus on the US market, robust demand in our end markets and some key sales initiatives we implemented are contributing to the increase in sales volume.

Supported by the strength in the residential housing market in the western US, the sales volume of Residential products grew by 4,458 tons (+25.4%) and revenues grew by \$11.1 million (+42.4%).

Sales volume of Agricultural products during the first half increased by 1,713 tons (+21.9%) while revenues increased by \$3.1 million (+31.6%). When compared to last year, the better sales performance is largely the result of key sales initiatives that were implemented in the first quarter of 2015.

Our customer-centric sales approach and our sales initiatives sustained sales of our Commercial products in western Canada. Sales volume in the first half of 2015 grew by 4.6% (+568 tons) year-over-year while revenues grew by 9.6% (+\$1.3 million).

Competition in the Industrial sector was strong during the first half of 2015. Nonetheless, total sales volume increased by 1,432 tons (+4.5%) when compared to the same period last year. Revenues were \$4.5 million (+12.6%) better than the year prior on account of our pricing discipline and a stronger US dollar.

Year-to-date the proportion of our sales originating from the US increased as a result of stronger demand in the US markets, particularly for Residential and Agricultural products, our increased focus on the US markets and the strength of the US dollar.

#### **Revenue by Location**

(\$'000 unless otherwise stated)

| Six | Mot   | nths  | Ended  | lune  | 30  |
|-----|-------|-------|--------|-------|-----|
| 217 | 10101 | ILIIO | LIIUCU | Julic | JU. |

|                  |         | six iviolitiis Elided Julie 30, |         |            |        |       |  |
|------------------|---------|---------------------------------|---------|------------|--------|-------|--|
|                  | 20      | )15                             | 20      | 2014       |        | nce   |  |
|                  | Revenue | % of Total                      | Revenue | % of Total | Amount | %     |  |
| United States    | 78,961  | 68.3%                           | 59,664  | 63.7%      | 19,297 | 32.3% |  |
| Canada           | 34,275  | 29.7%                           | 31,696  | 33.8%      | 2,579  | 8.1%  |  |
| International    | 2,348   | 2.0%                            | 2,344   | 2.5%       | 4      | 0.2%  |  |
| Total            | 115,584 | 100.0%                          | 93,704  | 100.0%     | 21,880 | 23.4% |  |
| Average C\$/US\$ | 1.2355  |                                 | 1.0966  |            |        |       |  |

| (\$'000 unless otherwise stated) | YTD 2015 | YTD 2014 | Variance Fav/(Unfav) |         |
|----------------------------------|----------|----------|----------------------|---------|
| COST OF SALES                    | 99,207   | 83,767   | (15,440)             | (18.4%) |

The increase in cost of sales over the prior year is primarily the result of the increase in volume, which increased cost of sales by \$9.8 million over last year, and the impact of the strength of the US currency on our costs that are denominated in US dollars, particularly raw materials, which increased cost of sales by \$5.6 million. However, cost of sales as a percentage of revenues decreased from 89.4% last year to 85.8% this year.

| (\$'000 unless otherwise stated) | YTD 2015 | YTD 2014 | Variance Fav/(Unfav) |       |
|----------------------------------|----------|----------|----------------------|-------|
| GROSS PROFIT                     | 16,377   | 9,937    | 6,440                | 64.8% |

## **Gross Profit**

(\$'000 unless otherwise stated)

| ,                            |        |        | Six Months En | ded June 30, |        |       |
|------------------------------|--------|--------|---------------|--------------|--------|-------|
|                              | 201    | 15     | 201           | L4           | Varia  | nce   |
|                              | Gross  | % of   | Gross         | % of         |        |       |
|                              | Profit | Total  | Profit        | Total        | Amount | %     |
| US\$ GP after FX translation | 11,448 | 69.9%  | 5,866         | 59.0%        | 5,583  | 95.2% |
| C\$ Gross profit             | 4,929  | 30.1%  | 4,071         | 41.0%        | 857    | 21.1% |
| Total gross profit in C\$    | 16,377 | 100.0% | 9,937         | 100.0%       | 6,440  | 64.8% |
| Average C\$/US\$             | 1.2355 |        | 1.0966        |              |        |       |

Gross profit margin increased from 10.6% last year to 14.2% this year. The increase in gross profit over last year is attributable to the combination of the increase in volume, product mix, better production efficiencies and better operating leverage.

| (\$'000 unless otherwise stated) | YTD 2015 | YTD 2014 | Variance Fav/(Unfav) |         |
|----------------------------------|----------|----------|----------------------|---------|
| SG&A EXPENSES                    | 8,386    | 7,254    | (1,132)              | (15.6%) |

The increase in SG&A expenses is a combination of the strength of the impact of the US currency on our US\$ denominated costs, the additional selling expenses incurred to generate the additional sales volume and the additional general and administrative costs related to the increase in the business.

| (\$'000 unless otherwise stated) | YTD 2015 | YTD 2014 | Variance Fav/(Unfav) |        |
|----------------------------------|----------|----------|----------------------|--------|
| EBITDA                           | 10,239   | 4,396    | 5,843                | 132.9% |

EBITDA for the first six months is Inclusive of a foreign exchange gain of \$0.8 million. The increase in EBITDA is attributable to the increase in sales volume, our pricing initiatives, product mix, production efficiencies and overall operating leverage.

| (\$'000 unless otherwise stated) | YTD 2015 | YTD 2014 | Variance Fav/(Unfav) |       |
|----------------------------------|----------|----------|----------------------|-------|
| FINANCING EXPENSES               | 1,700    | 2,070    | 370                  | 17.9% |

## **Financing Expense**

(\$'000 unless otherwise stated)

|                                    |       | Six Months Ended June 30, |        |         |  |  |  |
|------------------------------------|-------|---------------------------|--------|---------|--|--|--|
|                                    |       | Variance Fav/(Unfav)      |        |         |  |  |  |
|                                    | 2015  | 2014                      | Amount | %       |  |  |  |
|                                    |       |                           |        |         |  |  |  |
| Non cash financing expenses        | 581   | 525                       | (56)   | (10.7%) |  |  |  |
| Cash on convertible debentures     | -     | 534                       | 534    | 100.0%  |  |  |  |
| Interest on senior credit facility | 530   | 397                       | (133)  | (33.5%) |  |  |  |
| Other interest and financing costs | 572   | 445                       | (127)  | (28.5%) |  |  |  |
| Deferred financing costs           | 17    | 169                       | 152    | 89.9%   |  |  |  |
| Total financing expenses           | 1,700 | 2,070                     | 370    | 17.9%   |  |  |  |
|                                    |       |                           |        |         |  |  |  |

The savings in financing costs over last year stem from the conversion of the Debentures that occurred in Q1 of 2014 and from the one-time write-off off of the deferred financing fees in association with the renewal of the Senior Credit Facility in April 2014. These savings were partially offset by the increase in the interest costs associated with the Senior Credit Facility and for other interest and financing costs for financing required to support the additional working capital resulting from the growth in the business.

| (\$'000 unless otherwise stated) | YTD 2015 | YTD 2014 | Variance Fav/(Unfav) |        |
|----------------------------------|----------|----------|----------------------|--------|
| FOREIGN EXCHANGE GAIN            | 762      | 316      | 446                  | 141.1% |

Our Canadian operation, whose functional currency is Canadian dollar, has a portion of its assets, liabilities, sales and expenses denominated in currencies other than the Canadian dollar, in particular the US dollar. With raw material costs being denominated in US dollar, having a significant portion of our sales also being denominated in US dollar creates a natural partial hedge. Foreign currency forward contracts are used to manage a portion of the remaining currency risk. Foreign exchange gains and losses are unpredictable in nature and therefore can vary significantly over time.

| (\$'000 unless otherwise stated) | YTD 2015 | YTD 2014 | Variance Fa | av/(Unfav) |
|----------------------------------|----------|----------|-------------|------------|
| INCOME TAX EXPENSE               | (2,584)  | (121)    | (2,463)     | (2,035.5%) |

The income tax expense for the first half of 2015 relates to current taxes payable, primarily from the Canadian operations. The income tax recovery (expense) is based on the Canadian statutory tax rate of 26.0% (the same as 2014) applied to the income of the Canadian subsidiary before taxes, with adjustments for permanent differences between accounting and taxable income offset by deductions from our US operations.

| (\$'000 unless otherwise stated) | YTD 2015 | YTD 2014 | Variance Fav/(Unfav) |        |
|----------------------------------|----------|----------|----------------------|--------|
| NET INCOME                       | 4,180    | 532      | 3,648                | 685.7% |

The increase in net income over the prior year is attributable to the better operating income for the period being partially offset by the increase in income tax expense.

| (\$'000 unless otherwise stated) | YTD 2015 | YTD 2014 | Variance Fav/(Unfav) |        |
|----------------------------------|----------|----------|----------------------|--------|
| ADJUSTED NET INCOME              | 4,862    | 1,424    | 3,438                | 241.4% |

Adjusted net income takes into account non-cash financing expenses, changes in fair value of financial instruments and deferred tax. The increase in adjusted net income over last year is a result of the better operating performance.

## 9 FINANCIAL CONDITION AND LIQUIDITY

#### 9.1 WORKING CAPITAL

A summary of the composition of our working capital as at June 30, 2015 compared to 2014 is provided below:

## **Working Capital**

(\$'000 unless otherwise stated)

|                                          | As at June 30, |          |
|------------------------------------------|----------------|----------|
|                                          | 2015           | 2014     |
| Cash                                     | 2,443          | 2,241    |
| Accounts receivable                      | 30,696         | 24,208   |
| Inventories                              | 58,453         | 41,659   |
| Other current assets                     | 4,589          | 4,441    |
| Total current assets                     | 96,181         | 72,549   |
| Senior credit facility                   | (38,531)       | (27,021) |
| Accounts payable and accrued liabilities | (16,674)       | (13,261) |
| Other current liabilities                | (3,018)        | (335)    |
| Current portion of long term debt        | (2,723)        | (1,879)  |
| Total current liabilities                | (60,946)       | (42,496) |
| Net working capital                      | 35,235         | 30,053   |

Our business requires an ongoing investment in working capital, comprised primarily of accounts receivable and inventories, financed primarily by credit in the form of our Senior Credit Facility and accounts payable and accrued liabilities. Our largest investment in working capital is in our inventories. We rely on credit from our key suppliers to finance the purchase of the raw materials needed for our operations.

Our investment in working capital fluctuates from quarter-to-quarter based on factors such as seasonal sales demand, strategic purchasing decisions taken by management, and the timing of collections from customers and payments made to our suppliers. The construction and agricultural markets are seasonal in nature. As a result, sales and working capital requirements may be higher in the first three quarters when demand is historically highest.

Accounts receivable as at June 30, 2015 was higher than at the same period last year, reflecting the increase in revenues. Inventories levels were also higher at June 30, 2015 when compared to the same period in 2014 as a result of the higher value of raw materials and finished goods due to the strength of the US dollar and an increase in raw material on hand to ensure raw material inventory levels were sufficient to meet production volume. The increases in the Senior Credit Facility and in accounts payable and accrued liabilities were used to fund our increased production volumes.

Our objective for managing the investment in working capital is to maximize the turnover of productive current assets, being accounts receivable and inventories. We manage our cash to keep utilization of our Senior Credit Facility as low as practicable to maintain borrowing capacity for when it is needed and to reduce ongoing interest costs. We also work with our key vendors to use vendor credit when available on advantageous terms.

We manage our inventories with an emphasis on a continuous inflow of raw materials to meet our production needs balanced with strategic purchases. We have also established processes to regularly adjust the levels of finished goods stocked in our warehouses so that we can both satisfy customer needs, growth requirements and meet our objective of minimizing inventories on hand.

We manage our accounts receivable and the related credit risk by focusing on well-established customers with favourable credit profiles. The credit worthiness of customers is assessed using credit scores supplied by a third party and through direct monitoring of their financial well-being on a continual basis. We have established guidelines for customer credit limits and when thresholds in these areas are reached, appropriate precautions are taken to improve collectability. We maintain provisions for potential credit losses (allowance for doubtful accounts) and such losses to date have been within our expectations.

#### 9.2 CASH FLOW

For the three months ended June 30, 2015 net cash provided by operating activities was a result of the strength of operating results and lower working capital requirements in the quarter relative to the previous quarter. On a year-to-date basis, the net cash used in operating activities is reflective of the cyclical nature of our business and the significant working capital needs in the first half of the year.

Cash flow used for investing activities in Q2 and the year thus far were for investments in new equipment.

During Q2 the Company was advanced \$3.2 million for a second term loan from Wells Fargo.

In Q2 a net amount repaid on the Senior Revolving Facility was due to the strength of the operating results and the lower working capital requirements in the quarter relative to the previous quarter. The net amount advanced on the Senior Revolving Facility on the year-to-date basis reflects the working capital needs in the first half of the year.

The following is a summary of our cash flow for the three and six months ended June 30, 2015 and 2014:

**Cash Flow** (\$'000 unless otherwise stated)

|                                                     | Three Months Ended |       | Six Months Ended |          |
|-----------------------------------------------------|--------------------|-------|------------------|----------|
|                                                     | June 30,           |       | June             | 30,      |
|                                                     | 2015               | 2014  | 2015             | 2014     |
| Cook a varided by (wood in) a power in a paticities | 2.550              | 1 242 | 0.212            | 4.420    |
| Cash provided by (used in) operating activities     | 3,550              | 1,343 | 8,312            | 4,429    |
| Working capital adjust ments                        | 1,923              | (460) | (13,524)         | (10,715) |
| Net cash provided by (used in) operating activities | 5,473              | 883   | (5,212)          | (6,286)  |
| Net cash provided by (used in) investing activities | (1,094)            | (289) | (1,938)          | (384)    |
| Advance on (repayment of) senior term loans         | 3,030              | (110) | 2,927            | (235)    |
| Repayment of long-term debt                         | (560)              | (440) | (1,141)          | (942)    |
| Conversion of warrants                              | -                  | -     | -                | 115      |
| Interest paid                                       | (578)              | (412) | (1,147)          | (1,359)  |
| Redemption of debentures                            | -                  | -     | -                | (175)    |
| Advance on (repayment of) senior revolving facility | (5,600)            | 1,045 | 6,615            | 10,242   |
| Net cash provided by (used in) financing activities | (3,708)            | 83    | 7,254            | 7,646    |
| Exchange rate changes on foreign cash balances      | (7)                | (7)   | 30               | 1        |
| Increase (decrease) in cash balances                | 664                | 670   | 134              | 977      |

## 9.3 SENIOR CREDIT FACILITY

On April 21, 2014, the Company announced the renewal of its senior banking facility with Wells Fargo. The five year senior secured committed banking facility has been increased from \$40.0 million to \$60.0 million and now matures in April of 2019. Under the terms of the Senior Credit Facility, up to \$60.0 million may be borrowed for Tree Island's financing requirements in Canadian and/or US dollars of which \$3.7 million of the total amount advanced as a term loan remains outstanding. Interest is charged at variable rates based on the Canadian and/or US Prime rate and the Canadian Banker's Acceptance rate and/or the Eurodollar rate. The amount advanced under the Senior Credit Facility at any time is limited to a defined percentage of inventories, accounts receivable, machinery and equipment, and real estate, less certain reserves. The Senior Credit Facility is secured by a first charge over Tree Island's assets supported by the appropriate guarantees, pledges and assignments, and requires that certain covenants be met by Tree Island.

On April 30, 2015, the Company obtained a second term loan from Wells Fargo in the amount of \$3.2 million for the purchase of capital equipment. The term loan is part of the existing \$60 million Senior Credit Facility and is amortized over five years with interest charged at variable rates based on the Canadian and/or US Prime rate and the Canadian B.A. rate and/or the Eurodollar rate. The funds were advanced on April 30, 2015. The payment of principal and interest began June 1, 2015.

The Senior Credit Facility has defined covenants, primarily a quarterly test whereby the Company is required to meet a defined fixed charge coverage ratio if the availability on the Senior Credit Facility falls below a certain threshold ("Availability Test"). In addition, there are other restrictive covenants that limit the discretion of management with respect to certain business matters.

As at June 30, 2015 the availability was in excess of the Availability Test and the Company was in compliance with its covenants on the Senior Credit Facility.

#### 9.4 LONG TERM DEBT AGREEMENTS

Tree Island entered into a Second Amendment to the long-term debt agreement ("Agreement") on June 11, 2012. Under the terms of this Agreement, the total principal debt amount of approximately US\$15.8 million is to be repaid monthly over a ten year amortization period. Interest is non-compounding, will be accrued on a declining balance starting in June 2017 and is payable over a four year period beginning June 2024.

## 10 CAPITAL EXPENDITURES AND CAPACITY

For the six months ended June 30, 2015 we made capital expenditures of \$1.9 million. These expenditures are primarily for new equipment in both our Canadian and US facilities and are targeted for start-up in 2015.

## 11 CONTRACTUAL OBLIGATIONS AND COMMITMENTS

As of June 30, 2015, we were committed to the contracts, operating leases and debt repayments (including scheduled interest payments on interest bearing debt) set out below, which will be financed through working capital and our Senior Credit Facility.

The wire rod and zinc purchases are for raw materials to be used in the day-to-day operations of our manufacturing facilities, are in the normal course of our business activities and are expected to be delivered by the end of this year. The finished goods purchases are also in the normal course of our business activity and are expected to be delivered before the end of 2015.

We have leases for facilities and equipment that are considered to be operating leases for accounting purposes and as such are not recorded on the consolidated statement of financial position.

## **Contractual Obligations and Commitments**

(\$'000 unless otherwise stated)

| <u>2015</u> | <u>2016</u>                                                                                | <u>2017</u>                                                                                           | <u>2018</u>                                                                                                                                                                                                                                                                                  | <u> 2019                                   </u>                                                                                                                                                                                                                                                                                                                                                                                                                  | <u> Thereafter</u>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | <u>Total</u>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|-------------|--------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 28.819      | _                                                                                          | _                                                                                                     | _                                                                                                                                                                                                                                                                                            | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 28,819                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| 3,650       | -                                                                                          | _                                                                                                     | _                                                                                                                                                                                                                                                                                            | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 3,650                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| 3,364       | -                                                                                          | -                                                                                                     | -                                                                                                                                                                                                                                                                                            | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 3,364                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| 918         | 1,561                                                                                      | 215                                                                                                   | 97                                                                                                                                                                                                                                                                                           | 50                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 30                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 2,871                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| 36,751      | 1,561                                                                                      | 215                                                                                                   | 97                                                                                                                                                                                                                                                                                           | 50                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 30                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 38,704                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
|             |                                                                                            |                                                                                                       |                                                                                                                                                                                                                                                                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| 38,531      | -                                                                                          | -                                                                                                     | -                                                                                                                                                                                                                                                                                            | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 38,531                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| 16,674      | -                                                                                          | -                                                                                                     | -                                                                                                                                                                                                                                                                                            | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 16,674                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| 4           | 8                                                                                          | 8                                                                                                     | 8                                                                                                                                                                                                                                                                                            | 6                                                                                                                                                                                                                                                                                                                                                                                                                                                                | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | 34                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| 206         | 413                                                                                        | 413                                                                                                   | 413                                                                                                                                                                                                                                                                                          | 413                                                                                                                                                                                                                                                                                                                                                                                                                                                              | 1,788                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 3,646                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| 823         | 1,734                                                                                      | 1,796                                                                                                 | 1,796                                                                                                                                                                                                                                                                                        | 2,364                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 10,103                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 18,616                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| 56,238      | 2,155                                                                                      | 2,217                                                                                                 | 2,217                                                                                                                                                                                                                                                                                        | 2,783                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 11,891                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 77,501                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
|             |                                                                                            |                                                                                                       |                                                                                                                                                                                                                                                                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
| 92,989      | 3,716                                                                                      | 2,432                                                                                                 | 2,314                                                                                                                                                                                                                                                                                        | 2,833                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 11,921                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | 116,205                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|             | 28,819<br>3,650<br>3,364<br>918<br>36,751<br>38,531<br>16,674<br>4<br>206<br>823<br>56,238 | 28,819 - 3,650 - 3,364 - 918 1,561 36,751 1,561  38,531 - 16,674 - 4 8 206 413 823 1,734 56,238 2,155 | 28,819     -     -       3,650     -     -       3,364     -     -       918     1,561     215       36,751     1,561     215       38,531     -     -       16,674     -     -       4     8     8       206     413     413       823     1,734     1,796       56,238     2,155     2,217 | 28,819       -       -       -         3,650       -       -       -         3,364       -       -       -         918       1,561       215       97         36,751       1,561       215       97         38,531       -       -       -         16,674       -       -       -         4       8       8       8         206       413       413       413         823       1,734       1,796       1,796         56,238       2,155       2,217       2,217 | 28,819       -       -       -       -         3,650       -       -       -       -         3,364       -       -       -       -         918       1,561       215       97       50         36,751       1,561       215       97       50         38,531       -       -       -       -         16,674       -       -       -       -         4       8       8       8       6         206       413       413       413       413         823       1,734       1,796       1,796       2,364         56,238       2,155       2,217       2,217       2,783 | 28,819       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       -       - |

The Company enters into US dollar currency forward contracts for periods consistent with a portion of US dollar currency transaction exposures, generally from one to three months. These are not designated as cash flow, fair value or net investment hedges. As of June 30, 2015, the Company had no outstanding US dollar currency forward contracts.

From time to time, the Company enters into forward contracts to purchase a portion of the zinc used in its production process. These are not designated as cash flow, fair value or net investment hedges. As at June 30, 2015, the fair value of zinc forward contracts was a notional amount of \$3.7 million and the mark to market liability on those contracts was \$0.3 million.

## 12 SUMMARY OF QUARTERLY FINANCIAL RESULTS

The table below provides selected quarterly financial information for the eight most recent fiscal quarters to June 30, 2015. Sales volume in the last quarter of the year has traditionally been the lowest due to the seasonality of our business and the markets we sell to. Quarter-over-quarter results may also be impacted by unusual or infrequently occurring items.

## **Summary of Quarterly Financial Results**

(\$'000 unless otherwise stated)

| (+ coc ameso came mise statea)     |         |         |         |         |         |         |         |         |
|------------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|
|                                    | Jun 30, | Mar 31, | Dec 31, | Sep 30, | Jun 30, | Mar 31, | Dec 31, | Sep 30, |
|                                    | 2015    | 2015    | 2014    | 2014    | 2014    | 2014    | 2013    | 2013    |
|                                    |         |         |         |         |         |         |         |         |
| Sales volume - tons                | 38,880  | 41,016  | 31,910  | 36,491  | 36,398  | 35,136  | 27,296  | 29,345  |
|                                    |         |         |         |         |         |         |         |         |
| Revenue                            | 56,541  | 59,043  | 42,265  | 47,975  | 47,782  | 45,922  | 35,748  | 39,004  |
| Gross profit                       | 8,143   | 8,234   | 4,172   | 5,215   | 4,624   | 5,313   | 3,767   | 3,895   |
| Foreign exchange gain (loss)       | (130)   | 892     | (84)    | 37      | (208)   | 524     | 5       | (23)    |
| EBITDA                             | 4,731   | 5,508   | 1,201   | 2,403   | 1,737   | 2,659   | 1,003   | 1,526   |
| Net income (loss)                  | 2,063   | 2,117   | 56      | 390     | 171     | 361     | (665)   | (43)    |
| Net income (loss) per unit - basic | 0.07    | 0.07    | 0.00    | 0.01    | 0.01    | 0.01    | (0.03)  | (0.00)  |
|                                    |         |         |         |         |         |         |         |         |
| Gross profit per ton               | 209     | 201     | 131     | 143     | 127     | 151     | 138     | 133     |
| EBITDA per ton                     | 122     | 134     | 38      | 66      | 48      | 76      | 37      | 52      |

These financial results are not necessarily indicative of results for any future period and should not be relied upon to predict future performance.

Q2 2014: Increases in volumes in the first and second quarter of 2014 required investment of additional labour staffing, training, and increasing maintenance programs to support the higher throughput in the facilities. The growth in volumes and operating leverage contributed positively to our gross profit but gross profit was impacted by approximately \$0.7 million for the added costs of this growth related investment.

## 13 ACCOUNTING POLICIES AND STATEMENTS

Certain of our accounting policies involve critical accounting estimates that require us to make subjective or complex judgments about matters that are inherently uncertain and because of the likelihood that materially different amounts could be reported under differing conditions or using different assumptions. We evaluate these estimates and assumptions regularly.

Our significant accounting policies are described in Note 3 of the December 31, 2014 audited consolidated financial statements, the Annual Information Form for the year ended December 31, 2014 and Note 3 to the June 30, 2015 unaudited consolidated financial statements.

#### 13.1 CRITICAL ACCOUNTING ESTIMATES

The areas that we consider to have critical accounting estimates are: going concern, financial instruments valued at fair value through profit and loss, inventory valuation, allowance for doubtful accounts, property, plant and equipment, and income taxes. These critical estimates and the judgments involved are discussed further in the audited consolidated financial statements for December 31, 2014 (Note 4).

## 14 RELATED PARTY TRANSACTIONS

#### 14.1 TRANSACTIONS WITH ASSOCIATED COMPANIES

The Futura Corporation ("Futura") is considered to be a related party to the Company because of its share ownership interest and the fact that Mr. Doman, the sole shareholder and president of Futura, and Mr. Rosenfeld, the Executive Vice President of Futura, sit on the Board of Directors.

Based on Tree Island Steel's outstanding Shares as at July 28, 2015, Futura owns 27.3% of the fully diluted Shares of the Company.

In addition, Mr. Doman is Chairman and CEO of CanWel Building Materials Group Ltd. ("CanWel"). For the three and six months ended June 30, 2015, Tree Island sold, net of rebates, approximately \$0.7 million and \$1.7 million respectively in 2014) of goods to CanWel and trade accounts receivable owing from CanWel as at June 30, 2015 is approximately \$0.2 million (approximately \$0.1 million in 2014). Outstanding trade accounts receivable from CanWel at period end are unsecured, interest free and settlement occurs in cash.

#### 14.2 TRANSACTIONS WITH KEY MANAGEMENT PERSONNEL

Included in the definition of key management for purposes of disclosure of related party transactions are members of Board of Directors and officers of Tree Island Steel. Amounts for key management personnel for the three and six months ended June 30, 2015 was approximately \$0.4 million and \$1.0 million respectively (approximately \$0.5 million and \$1.3 million respectively in 2014) which includes wages, salaries, share-based compensation (if any) and social security contributions, paid annual and sick leave, vehicle costs and bonuses. It also includes directors' fees paid to members of the Board.

## 15 RISKS AND UNCERTAINTIES

Investment in Tree Island Steel is subject to a number of risks. Our income is dependent upon the wire products business, which is susceptible to a number of risks. A detailed discussion of our significant business risks is provided in the 2014 Annual Information Form under the heading "Risk Factors" which can be found at www.sedar.com.

# 16 DISCLOSURE CONTROLS AND PROCEDURES AND INTERNAL CONTROL OVER FINANCIAL REPORTING

Our management is responsible for designing disclosure controls and procedures that (a) provide reasonable assurance that material information required to be disclosed by us is accumulated and communicated to

management to allow timely decisions regarding required disclosure; and (b) ensure that information required to be disclosed by us is recorded, processed, summarized, and reported within the time periods specified in applicable securities legislation.

Our management is responsible for designing, establishing, and maintaining an adequate system of internal control over financial reporting. Our internal control system was designed based on the Internal Control – Integrated Framework ("COSO Framework") published by the Committee of Sponsoring Organizations of the Treadway Commission to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes, in accordance with IFRS.

Our Chief Executive Officer and Chief Financial Officer certified the appropriateness of the financial disclosures in the interim financial report together with the other financial information included in the interim filings for the period ended June 30, 2015. These executives also certified that they are responsible for the design of disclosure controls and procedures and internal control over financial reporting. There have been no changes in internal control over financial reporting during the quarter ended June 30, 2015 that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

The Company's Board of Directors and Audit Committee reviewed and approved the June 30, 2015 unaudited interim condensed consolidated financial statements and this MD&A prior to its release.

# INTERIM UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

June 30, 2015 and 2014

## NOTICE OF NO AUDITOR REVIEW OF INTERIM FINANCIAL STATEMENTS

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

The accompanying interim condensed consolidated financial statements of Tree Island Steel Ltd. have been prepared by and are the responsibility of Tree Island Steel Ltd.'s management.

Tree Island Steel Ltd.'s independent auditor, Ernst & Young LLP, 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.

July 28, 2015

## INTERIM UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

June 30, 2015 and 2014

## INTERIM UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

(\$'000 unless otherwise stated)

| · · · · · · · · · · · · · · · · · · ·                  | As at June 30,<br>2015 | As at December 31, 2014 |
|--------------------------------------------------------|------------------------|-------------------------|
| Cash                                                   | 2,443                  | 2,309                   |
| Accounts receivable (Note 5)                           | 30,696                 | 20,092                  |
| Inventories (Note 6)                                   | 58,453                 | 55,950                  |
| Prepaid expenses                                       | 4,589                  | 3,914                   |
| Current assets                                         | 96,181                 | 82,265                  |
| Property, plant and equipment (Note 7)                 | 30,808                 | 29,723                  |
| Other non-current assets                               | 169                    | 118                     |
| Total assets                                           | 127,158                | 112,106                 |
| Senior revolving facility (Note 8.1)                   | 38,531                 | 30,553                  |
| Accounts payable and accrued liabilities               | 16,674                 | 18,758                  |
| In come taxes payable                                  | 2,819                  | 81                      |
| Other current liabilities                              | 199                    | 154                     |
| Current portion of long-term borrowing (Notes 8.2, 10) | 2,723                  | 1,976                   |
| Current liabilities                                    | 60,946                 | 51,522                  |
| Senior term loans (Note 8.2)                           | 5,764                  | 3,437                   |
| Long-term debt (Note 10)                               | 9,768                  | 9,611                   |
| Other non-current liabilities                          | 335                    | 450                     |
| Deferred in come taxes                                 | 2,806                  | 2,988                   |
| Total liabilities                                      | 79,619                 | 68,008                  |
| Shareholders' equity                                   | 47,539                 | 44,098                  |
| Total liabilities and shareholders' equity             | 127,158                | 112,106                 |

See accompanying Notes to the Interim Unaudited Condensed Consolidated Financial Statements

Approved on behalf of Tree Island Steel Ltd.

[Signed] [Signed]

"Amar S. Doman" "Dale R. Maclean"

Chairman of the Board of Directors Director, President and Chief Executive Officer

## INTERIM UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF OPERATIONS

(\$'000 unless otherwise stated)

| ,                                                    | Three Months E | Three Months Ended June 30, |            | Six Months Ended June 30, |  |
|------------------------------------------------------|----------------|-----------------------------|------------|---------------------------|--|
|                                                      | 2015           | 2014                        | 2015       | 2014                      |  |
| Sales                                                | 56,541         | 47,782                      | 115,584    | 93,704                    |  |
| Cost of sales (Note 6)                               | (47,656)       | (42,458)                    | (97,721)   | (82,370)                  |  |
| Depreciation                                         | (742)          | (700)                       | (1,486)    | (1,397)                   |  |
| Gross profit                                         | 8,143          | 4,624                       | 16,377     | 9,937                     |  |
| Selling, general and administrative expenses         | (4,024)        | (3,379)                     | (8,386)    | (7,254)                   |  |
| Operating income                                     | 4,119          | 1,245                       | 7,991      | 2,683                     |  |
| Foreign exchange gain (loss)                         | (130)          | (208)                       | 762        | 316                       |  |
| Gain (loss) on sale of property, plant and equipment | -              | -                           | (6)        | (10)                      |  |
| Changes in financial liabilities at fair value       | (160)          | (128)                       | (283)      | (266)                     |  |
| Financing expenses (Note 11)                         | (851)          | (829)                       | (1,700)    | (2,070)                   |  |
| Income before income taxes                           | 2,978          | 80                          | 6,764      | 653                       |  |
| In come tax recovery (expense) (Note 14)             | (915)          | 91                          | (2,584)    | (121)                     |  |
| Netincome                                            | 2,063          | 171                         | 4,180      | 532                       |  |
| Netincome per share (Note 17)                        |                |                             |            |                           |  |
| Basic                                                | 0.07           | 0.01                        | 0.13       | 0.02                      |  |
| Diluted                                              | 0.07           | 0.01                        | 0.13       | 0.02                      |  |
| Weighted average number of shares (Note 17)          |                |                             |            |                           |  |
| Basic                                                | 31,142,573     | 30,343,825                  | 31,142,573 | 30,343,825                |  |
| Diluted                                              | 31,142,573     | 31,357,736                  | 31,142,573 | 31,382,726                |  |

See accompanying Notes to the Interim Unaudited Consolidated Financial Statements

## INTERIM UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

(\$'000 unless otherwise stated)

|                                            | Three Months Ended June |     | Six Months Ended June 30, |      |
|--------------------------------------------|-------------------------|-----|---------------------------|------|
|                                            | 2015 2014               |     | 2015                      | 2014 |
| Net income for the year                    | 2,063                   | 171 | 4,180                     | 532  |
| Unrealized income (loss) on FX translation | 131_                    | 189 | (737)                     | 228  |
| Comprehensive income                       | 2,194                   | 360 | 3,443                     | 760  |

See accompanying Notes to the Interim Unaudited Consolidated Financial Statements

## INTERIM UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF SHAREHOLDERS' EQUITY

(\$'000 unless otherwise stated)

|                                   | Shareholders'<br>Capital | Warrants and Equity Component of Convertible Debentures | Retained<br>Earnings | Accumulated<br>Other<br>Comprehensive<br>Income (Loss) | Total  |
|-----------------------------------|--------------------------|---------------------------------------------------------|----------------------|--------------------------------------------------------|--------|
| Balance as at December 31, 2014   | 230,674                  | -                                                       | (186,445)            | (131)                                                  | 44,098 |
| Net income                        | -                        | -                                                       | 2,117                | -                                                      | 2,117  |
| Other comprehensive income (loss) | _                        |                                                         |                      | (868)                                                  | (868)  |
| Balance as at March 31, 2015      | 230,674                  | -                                                       | (184,328)            | (999)                                                  | 45,347 |
| Net income                        | -                        | -                                                       | 2,063                | -                                                      | 2,063  |
| Other comprehensive income        |                          |                                                         |                      | 131                                                    | 131    |
| Balance as at June 30, 2015       | 230,674                  |                                                         | (182,265)            | (868)                                                  | 47,541 |
| Balance as at December 31, 2013   | 214,307                  | 606                                                     | (187,423)            | 290                                                    | 27,780 |
| Conversion of debentures (Note 9) | 15,340                   | (585)                                                   | -                    | -                                                      | 14,755 |
| Conversion of warrants            | 115                      | -                                                       | -                    | -                                                      | 115    |
| Net income                        | -                        | -                                                       | 361                  | -                                                      | 361    |
| Other comprehensive income        |                          |                                                         |                      | 39                                                     | 39     |
| Balance as at March 31, 2014      | 229,762                  | 21                                                      | (187,062)            | 329                                                    | 43,050 |
| Net income                        | -                        | -                                                       | 171                  | -                                                      | 171    |
| Other comprehensive income        |                          |                                                         |                      | 189                                                    | 189    |
| Balance as at June 30, 2014       | 229,762                  | 21                                                      | (186,891)            | 518                                                    | 43,410 |

See accompanying Notes to the Interim Unaudited Consolidated Financial Statements

## INTERIM UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

(\$'000 unless otherwise stated)

| (F and almost almost alates)                              | Three Mont |         | Six Month |         |
|-----------------------------------------------------------|------------|---------|-----------|---------|
|                                                           | 2015       | 2014    | 2015      | 2014    |
| Net income                                                | 2,063      | 171     | 4,180     | 532     |
| Depreciation                                              | 742        | 700     | 1,486     | 1,397   |
| Changes in financial liabilities recognized at fair value | 160        | 128     | 283       | 266     |
| Loss (gain) on sale of property, plant and equipment      | -          | -       | 6         | 10      |
| Amortization and write-off of deferred financing          | 11         | 153     | 17        | 169     |
| Net financing costs                                       | 840        | 676     | 1,683     | 1,901   |
| Deferred income tax expense (recovery)                    | (67)       | (102)   | (182)     | 101     |
| Exchange revaluation of foreign denominated debt          | (199)      | (383)   | 839       | 53      |
| Working capital adjustments                               |            |         |           |         |
| Accounts receivable                                       | 3,924      | 90      | (10,604)  | (7,226) |
| Inventories                                               | (918)      | 1,790   | (2,504)   | (6,298) |
| Accounts payable and accrued liabilities                  | (770)      | (1,279) | (2,280)   | 5,284   |
| Prepaid expenses                                          | (421)      | (1,662) | (675)     | (2,747) |
| Income and other taxes                                    | 982        | 10      | 2,766     | 19      |
| Other                                                     | (874)      | 591     | (227)     | 253     |
| Net cash provided by (used in) operating activities       | 5,473      | 883     | (5,212)   | (6,286) |
| Purchase of property, plant and equipment                 | (1,094)    | (289)   | (1,938)   | (384)   |
| Net cash used in investing activities                     | (1,094)    | (289)   | (1,938)   | (384)   |
| Term loans - advance (repayment)                          | 3,030      | (110)   | 2,927     | (235)   |
| Repayment of long-term debt                               | (560)      | (440)   | (1,141)   | (942)   |
| Conversion of warrants                                    | -          | -       | -         | 115     |
| Interest paid                                             | (578)      | (412)   | (1,147)   | (1,359) |
| Redemption of debentures (Note 9)                         | -          | -       | -         | (175)   |
| Advance on (repayment of) senior revolving facility       | (5,600)    | 1,045   | 6,615     | 10,242  |
| Net cash provided by (used in) financing activities       | (3,708)    | 83      | 7,254     | 7,646   |
| Effect of exchange rate change on cash                    | (7)        | (7)     | 30_       | 1       |
| Increase in cash                                          | 664        | 670     | 134       | 977     |
| Cash - beginning of period                                | 1,779      | 1,571   | 2,309     | 1,264   |
| Cash - end of period                                      | 2,443      | 2,241   | 2,443     | 2,241   |

See accompanying Notes to the Interim Unaudited Consolidated Financial Statements

## **1 NATURE OF BUSINESS**

These consolidated financial statements of Tree Island Steel Ltd. ("Tree Island Steel " or the "Company") for the quarter ended June 30, 2015 were authorized for issue in accordance with a resolution of the Board of Directors on July 28, 2015.

Tree Island Steel is a corporation established under the laws of Canada on August 2, 2012 as a result of the corporate conversion noted below, and is headquartered at 3933 Boundary Road, Richmond, British Columbia, Canada. Tree Island Steel's shares ("Shares") are publicly traded on the Toronto Stock Exchange ("TSX") under the symbol TSL. Tree Island Steel is the successor to Tree Island Wire Income Fund ("Fund").

Tree Island Steel owns 100% of the Shares of Tree Island Industries Ltd. ("TII") (collectively "Tree Island"). TII supplies a diverse range of steel wire and fabricated steel wire products to customers in Canada, the United States, and internationally.

On October 1, 2012, pursuant to an information circular dated August 15, 2012, the Fund was converted, on a tax deferred basis, from an open-ended limited purpose trust to an incorporated corporation (the "Corporate Conversion") pursuant to a plan of arrangement (the "Arrangement") under the Canada Business Corporations Act. Pursuant to the Corporate Conversion, Tree Island Steel acquired all of the outstanding units of the Fund ("Units"), in exchange for shares ("Shares"), on the basis of one Share for each Unit. The 10% Second Lien Convertible Debentures (the "Debentures") became debentures of Tree Island Steel. The Debentures were convertible, but into Shares of Tree Island Steel at the same price at which the Debentures were convertible into units of the Fund, subject to adjustment as provided for in the trust indenture governing the Debentures. The share purchase warrants became warrants of Tree Island Steel (the "Warrants") and continue to be convertible, but into Shares of Tree Island Steel at the same price at which the Warrants were convertible into Units of the Fund, subject to adjustment as provided for in the Warrant Certificates governing the Warrants. As a result of the Corporate Conversion, Tree Island Steel became the sole holder of the outstanding Units. On October 1, 2012, the Fund was dissolved and all of its assets were transferred to, and all of its liabilities were assumed by, Tree Island Steel on that date. The exchange of the Units of the Fund to Tree Island Steel was recorded at the carrying values of the Fund's assets and liabilities on October 1, 2012.

## 2 BASIS OF PREPARATION

The interim condensed consolidated financial statements as at and for the three month and six months ended June 30, 2015 have been prepared in accordance with International Accounting Standard ("IAS") 34, "Interim Financial Reporting". They should be read in conjunction with the annual consolidated financial statements and the notes thereto for the year ended December 31, 2014 and do not include all information required for the full annual financial statements. Certain comparative information has been reclassified to conform to the presentation adopted during the period.

# 3 SIGNIFICANT ACCOUNTING POLICIES, CRITICAL ACCOUNTING JUDGEMENTS AND ESTIMATES

The accounting policies, methods of application and critical judgements and estimates used in the preparation of these consolidated financial statements are consistent with those disclosed in the annual consolidated financial statements as at December 31, 2014.

# 4 FUTURE IFRS STANDARDS AND INTERPRETATIONS ISSUED BUT NOT YET EFFECTIVE

Unless otherwise indicated below, Tree Island is in the process of assessing whether there will be any significant changes to its consolidated financial statements upon adoption of these new standards, interpretations, or amendments. At this time, Tree Island does not plan to early adopt any of these new standards, interpretations, or amendments.

#### **IFRS 9 Financial Instruments**

The IASB issued IFRS 9 as a first step in the process to replace IAS 39 Financial Instruments: Recognition and Measurement. IFRS 9 introduces new requirements for classifying and measuring financial assets, and could affect Tree Island's accounting for its financial assets. The standard is required to be adopted for annual periods beginning on or after January 1, 2018. The Company is currently assessing the impact of IFRS 9 and plans to adopt the new standard on the required effective date.

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

IFRS 15 was issued in May 2014 and establishes a new five-step model that will apply to revenue arising from contracts with customers. Under IFRS 15 revenue is recognised at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer. The principles in IFRS 15 provide a more structured approach to measuring and recognising revenue.

The new revenue standard is applicable to all entities and will supersede all current revenue recognition requirements under IFRS. Either a full or modified retrospective application is required for annual periods beginning on or after January 1, 2017 with early adoption permitted. The Company is currently assessing the impact of IFRS 15 and plans to adopt the new standard on the required effective date.

## **5 ACCOUNTS RECEIVABLE**

Below is the composition and aging of Tree Island's accounts receivable:

(\$'000 unless otherwise stated)

|                                 |                     | As at December 31, |
|---------------------------------|---------------------|--------------------|
|                                 | As at June 30, 2015 | 2014               |
| Current                         | 28,177              | 18,379             |
| 30 - 60 days past due           | 1,391               | 1,090              |
| 61 - 90 days past due           | 711                 | 356                |
| Over 91 days past due           | 538                 | 421                |
| Total accounts receivable       | 30,817              | 20,246             |
| Allowance for doubtful accounts | (121)               | (154)              |
| Net accounts receivable         | 30,696              | 20,092             |
|                                 |                     |                    |

Accounts receivable are non-interest bearing and are generally due on 30-day to 90-day terms. These terms are consistent for related party receivables as disclosed in Note 13. The maximum credit risk that Tree Island was exposed to by way of its accounts receivable is equal to the net amount of \$30.7 million as at June 30, 2015 (\$20.1 million as at December 31, 2014).

At the end of each reporting period a review of the provision for bad and doubtful accounts is performed. It is an assessment of the potential amount of trade accounts receivable that will be paid by customers after the consolidated statements of financial position date. The assessment is made by reference to age, status and risk of

each receivable, current economic conditions and historical information. The trade accounts receivable balance is reduced through the use of the allowance for doubtful accounts and the amount of the loss is recognized in the consolidated statement of operations. Reversals to the allowance for doubtful accounts occur when previously allowed for trade accounts receivable are collected. Individual trade accounts receivable, together with any associated allowance previously recognized, are written off when there is no realistic prospect of future recovery.

The following table represents a summary of the movement of the allowance for doubtful accounts:

(\$'000 unless otherwise stated)

|                              |                     | As at December 31, |  |
|------------------------------|---------------------|--------------------|--|
|                              | As at June 30, 2015 | 2014               |  |
| Opening balance - January 1  | 154                 | 189                |  |
| Additions during the year    | 30                  | 153                |  |
| Reversals during the year    | (30)                | (23)               |  |
| Write-offs during the year   | (34)                | (165)              |  |
| Foreign exchange revaluation | 1                   | -                  |  |
| Closing balance - June 30    | 121                 | 154                |  |

See Note 15.3 on credit risk of trade receivables to understand how credit quality of accounts receivable that are neither past due nor impaired are managed and measured.

## 6 INVENTORIES

Tree Island had the following categories of inventory:

(\$'000 unless otherwise stated)

|                                     | As at June 30, 2015 | As at December 31, 2014 |
|-------------------------------------|---------------------|-------------------------|
|                                     |                     |                         |
| Raw materials                       | 23,951              | 20,000                  |
| Finished and semi-finished products | 21,718              | 26,368                  |
| Consumable supplies and spare parts | 12,784              | 9,582                   |
| Total inventory                     | 58,453              | 55,950                  |

At each period end, the ending inventories on hand are reviewed to determine if a write down to net realizable value is required. Based on this review, it was determined that no write downs were necessary in three and six month periods ended June 30, 2015 and 2014. The reserves for slow moving inventory as at June 30, 2015 were \$2.2 million (\$1.8 million in 2014).

For the three and six month periods ended June 30, 2015 and 2014, Tree Island recognized, in income, inventory costs for the following:

| (\$'000 unless otherwise stated)    |                 |                             |          |             |
|-------------------------------------|-----------------|-----------------------------|----------|-------------|
|                                     | Three Months En | Three Months Ended June 30, |          | ed June 30, |
|                                     | 2015            | 2014                        | 2015     | 2014        |
|                                     |                 |                             |          |             |
| Opening inventory                   | 57,535          | 43,947                      | 55,950   | 35,307      |
| Raw material purchases              | 31,898          | 27,509                      | 67,477   | 64,094      |
| Finished goods purchased for resale | 1,813           | 930                         | 4,201    | 2,013       |
| Conversion costs                    | 14,863          | 11,731                      | 28,546   | 22,615      |
| Closing inventory                   | (58,453)        | (41,659)                    | (58,453) | (41,659)    |
| Cost of sales                       | 47,656          | 42,458                      | 97,721   | 82,370      |

## 7 PROPERTY, PLANT AND EQUIPMENT

The net book value of the Company's property, plant and equipment is detailed below:

(\$'000 unless otherwise stated)

| Land &      | Building &                                            | Machinery &                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Construction                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|-------------|-------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Improvement | Improvement                                           | Equipment                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | in Progress                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Total                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
|             |                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 9,201       | 39,376                                                | 17,517                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 243                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 66,337                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| -           | 248                                                   | 788                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 579                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 1,615                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| -           | -                                                     | (31)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | (31)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| 135_        | 511_                                                  | 563                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 69                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 1,278                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| 9,336       | 40,135                                                | 18,837                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 891                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | 69,199                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| -           | 300                                                   | 342                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 1,354                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 1,996                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| -           | -                                                     | (11)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | (11)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| 122         | 465                                                   | 524                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 31                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | 1,142                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| 9,458       | 40,900                                                | 19,692                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | 2,276                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 72,326                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
|             |                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| _           | 28 236                                                | 7 847                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | _                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 36,083                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| _           | · ·                                                   | · ·                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | _                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 2,822                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| _           | -                                                     | •                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | _                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | (22)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| _           | 369                                                   | , ,                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 593                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|             |                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 39,476                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| _           | 677                                                   | 810                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 1,487                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| _           | -                                                     | (5)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | ,<br>(5)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |
| -           | 345                                                   | 215                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | -                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 560                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| -           | 30,952                                                | 10,566                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 41,518                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
|             |                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|             |                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| •           | •                                                     | •                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | 29,723                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| 9,458       | 9,948                                                 | 9,126                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | 2,276                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 30,808                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
|             | 9,201<br>-<br>-<br>135<br>9,336<br>-<br>-<br>-<br>122 | Improvement         Improvement           9,201         39,376           -         248           -         -           135         511           9,336         40,135           -         300           -         -           122         465           9,458         40,900           -         28,236           -         1,325           -         -           -         369           -         29,930           -         677           -         345           -         30,952 | Improvement         Improvement         Equipment           9,201         39,376         17,517           -         248         788           -         -         (31)           135         511         563           9,336         40,135         18,837           -         300         342           -         -         (11)           122         465         524           9,458         40,900         19,692           -         28,236         7,847           -         1,325         1,497           -         -         (22)           -         369         224           -         29,930         9,546           -         677         810           -         -         (5)           -         345         215           -         30,952         10,566 | Improvement         Improvement         Equipment         in Progress           9,201         39,376         17,517         243           -         248         788         579           -         -         (31)         -           135         511         563         69           9,336         40,135         18,837         891           -         300         342         1,354           -         -         (11)         -           122         465         524         31           9,458         40,900         19,692         2,276           -         28,236         7,847         -           -         1,325         1,497         -           -         1,325         1,497         -           -         29,930         9,546         -           -         677         810         -           -         677         810         -           -         345         215         -           -         30,952         10,566         -           9,336         10,205         9,291         891 |

The carrying value of machinery and equipment held under finance lease as at June 30, 2015 was approximately \$30m (\$57m in 2014) (Note 18.3). The leased asset is pledged as security for the related finance lease.

The carrying value of long-lived assets is reviewed each reporting period. For the purposes of testing for impairment, or the reversal of impairment, Tree Island Steel's assets are grouped and tested at the CGU level. Tree Island considers both qualitative and quantitative factors when determining whether an asset may be impaired, or when a reversal of impairment is required. Where the carrying value of the assets is not expected to be recoverable from future cash flows, they are written down to their recoverable amount. Tree Island has noted no indicators of impairment for this reporting period.

## 8 SENIOR CREDIT FACILITY

On April 21, 2014 the Company renewed its senior banking facility with Wells Fargo Capital Finance Corporation Canada ("Wells Fargo"). The five year senior secured committed banking facility (the "Senior Credit Facility") was increased from \$40 million to \$60 million and matures in April of 2019. Under the terms of the Senior Credit Facility, up to \$60 million may be borrowed for Tree Island's financing requirements in Canadian and/or US dollars of which \$4.1 million was advanced as a term loan. Interest is charged at variable rates based on the Canadian and/or US Prime rate and the Canadian B.A. rate and/or the Eurodollar rate. The amount advanced under the Senior Credit Facility at any time is limited to a defined percentage of inventories, accounts receivable, machinery and equipment, and real estate, less certain reserves. The Senior Credit Facility is secured by a first charge over Tree Island's assets supported by the appropriate guarantees, pledges and assignments, and requires that certain covenants be met by Tree Island.

## 8.1 Senior Credit Facility

The Senior Credit Facility includes a \$10.0 million Letter of Credit sub-facility which enables TII and TIW to open documentary and standby letters of credit for raw material purchases. There was a \$37m Letter of Credit outstanding as at June 30, 2015.

The amount available under the revolving portion of the Senior Credit Facility is limited to the amount of the calculated borrowing base, less issued Letters of Credit, and less principal due under the Senior Term Loan (Note 8.2). The borrowing base is calculated as 90% of eligible receivables, plus the lesser of (a) 90% of the net orderly liquidation value of inventory and (b) 70% of eligible inventory.

The following amounts are outstanding under the revolving portion of the Senior Credit Facility:

(\$'000 unless otherwise stated)

|                                                                |                     | As at December 31, |
|----------------------------------------------------------------|---------------------|--------------------|
|                                                                | As at June 30, 2015 | 2014               |
| Revolving portion of the senior credit facility <sup>(1)</sup> | 38,531              | 30,553             |
| Deferred financing costs <sup>(2)</sup>                        | (169)               | (118)              |
| Total                                                          | 38,362              | 30,435             |

- (1) The revolving portion of the Senior Credit Facility denominated in US dollars is \$40.7 million (\$29.6 million in 2014) offset by the Canadian dollar portion of the facility which is in a debit position.
- (2) Deferred financing costs are included in other non-current assets on the statement of consolidated financial position.

The Senior Credit Facility has financial tests and other covenants with which the Company and its subsidiaries must comply. Quarterly, the Company is required to meet a rolling 4 quarters defined fixed charge coverage ratio of 1:1 if the availability on the Senior Credit Facility falls below a required minimum availability. As well, the Senior Credit Facility contains restrictive covenants that limit the discretion of the Company's management with respect to

certain business matters. These covenants place restrictions on, among other things, the ability of the Company's operating subsidiaries to incur additional indebtedness, to create liens or other encumbrances, to pay dividends or make certain other payments, investments, loans and guarantees and to sell or otherwise dispose of assets and merge or consolidate with another entity.

As at June 30, 2015, the Company was in compliance with all of its financial covenants on the Senior Credit Facility.

## 8.2 Senior Term Loans

On June 11, 2012, the Fund, through its subsidiaries, entered into a term loan with Wells Fargo Capital Finance Corporation (the "Senior Term Loan"). The Senior Term Loan was renewed on April 21, 2014 and matures in April of 2019 and is repayable through monthly principal instalments of \$34,375 plus interest at variable rates based on the Canadian prime rate and the Canadian Bankers Acceptance rate. The proceeds of the Senior Term Loan were used to partially settle long-term debt (Note 10).

On April 30, 2015, the Company obtained a second term loan from Wells Fargo in the amount of \$3.2 million for the purchase of capital equipment. The term loan is part of the existing \$60 million Senior Credit Facility and will be amortized over five years with interest charged at variable rates based on the Canadian and/or US Prime rate and the Canadian B.A. rate and/or the Eurodollar rate. The funds were advanced on April 30, 2015. Payment of the principal and interest payments began June 1, 2015.

The following amounts are outstanding under the Senior Term Loans:

(\$'000 unless otherwise stated)

|                                         |                     | As at December 31, |
|-----------------------------------------|---------------------|--------------------|
|                                         | As at June 30, 2015 | 2014               |
| Senior term loans - beginning of period | 3,850               | 4,292              |
| Advances                                | 3,187               | -                  |
| Foreign exchange revaluation            | 45                  | -                  |
| Payments                                | (261)               | (442)              |
| Senior term loans - end of period       | 6,821               | 3,850              |
| Less: current portion                   | (1,057)             | (413)              |
| Total                                   | 5,764               | 3,437              |
|                                         |                     |                    |

## 9 DEBENTURES

On January 27, 2014, the Company announced that it would redeem all of its Debentures by March 4, 2014 (the "Redemption Date"). By the Redemption Date, the Company had redeemed \$0.2 million of Debentures. Between January 27, 2014 and the Redemption Date, a total of \$16.0 million in principal value of Debentures were converted to 31,938,800 pre-consolidation Shares, resulting in an increase to shareholders' capital of \$15.3 million (net of proportionate issuance costs of approximately \$0.6 million) offset by charges of \$14.5 million to Debentures, \$0.2 million to the change of control premium and \$0.6 million to the conversion feature.

## **10 LONG-TERM DEBT**

In June of 2012, the Company entered into long-term debt agreements with a trade creditor. The repayment schedule of the long-term debt extends to June 2028 with principal payments over a 10 year amortization period. The interest is non-compounding interest at 4% and commences accruing June 2017 and will become payable monthly over 4 years commencing June 2024. Principal payments, which started in 2009, are monthly in the

amounts of US\$100m in years 1 and 2, US\$110m in years 3 and 4, US\$120m in years 5, 6 and 7, and US\$185m in years 8, 9 and 10. Present value of the debt was determined using discounted cash flows and a credit adjusted discount rate of 9%. The discount rate, together with the stated interest, comprises the debt discount. Using the effective interest rate method, the debt discount is amortized as accretion and charged to interest expense over the term of the amended long-term debt agreements.

The amounts owing under the long-term debts are denominated in US dollars.

A provision exists for early payment of a portion of the principal outstanding if certain conditions are met. As at June 30, 2015 a provision of \$219m has been accrued and is included in other noncurrent liabilities.

The elements of the long-term debt are listed below:

(\$'000 unless otherwise stated)

|                              | As at June 30, | As at December 31, |
|------------------------------|----------------|--------------------|
|                              | 2015           | 2014               |
| Beginning of period          | 11,143         | 11,070             |
| Payments                     | (1,141)        | (1,954)            |
| Foreign exchange revaluation | 839            | 964                |
| Accretion of debt discount   | 583            | 1,063              |
| End of period                | 11,424         | 11,143             |
| Less: current portion        | (1,656)        | (1,532)            |
| Net long-term debt           | 9,768          | 9,611              |

## 11 FINANCING EXPENSES

(\$'000 unless otherwise stated)

|                                                  | Three Months Ended June 30, |      | Six Months End | ed June 30, |
|--------------------------------------------------|-----------------------------|------|----------------|-------------|
|                                                  | 2015                        | 2014 | 2015           | 2014        |
| Non-cash accretion of debt discount and interest |                             | -    |                | _           |
| on long term debt and debentures (Note 9)        | 285                         | 262  | 581            | 525         |
| Cash interest on debentures (Note 9)             | -                           | -    | -              | 534         |
| Interest on senior credit facility               | 281                         | 201  | 530            | 397         |
| Other interest and financing costs               | 274                         | 213  | 572            | 445         |
| Amortization of deferred financing costs         | 11                          | 153  | 17             | 169         |
| Total                                            | 851                         | 829  | 1,700          | 2,070       |

A one-time write-off of the deferred financing fees in association with the renewal of the Senior Credit Facility was incurred in April 2014.

## 12 SHAREHOLDERS' CAPITAL

Tree Island is authorized to issue an unlimited number of Shares. The Shares have no par value. There were no shares issued or cancelled in the six months ended June 30, 2015. Shares issued and outstanding are as follows:

(\$'000 except for Shares) Issuance Costs<sup>(1)</sup> Shares Gross Net Shareholders' capital - December 31, 2013 28,546,350 11,400 214,307 225,707 Conversion of convertible debentures 31,938,800 15,320 15,320 Conversion of warrants 202,500 115 115 Effect of share consolidation (30,343,827)Conversion of warrants 798,750 932 932 Shareholders' capital - December 31, 2014 31,142,573 242,074 11,400 230,674 Changes for the period Shareholders' capital - June 30, 2015 31,142,573 242,074 11,400 230,674

## 12.1 NORMAL COURSE ISSUER BID

On September 17, 2014, the Company renewed its normal course issuer bid (the "Bid") to purchase up to 1,649,000 Shares. The expiration date of the normal course issuer bid is September 16, 2015. For the period January 1, 2015 to June 30, 2015 the Company did not purchase any Shares under the renewed normal course issuer bid. Tree Island has no obligation to purchase any Shares under the Bid.

## 13 RELATED PARTY TRANSACTIONS

#### 13.1 TRANSACTIONS WITH ASSOCIATED COMPANIES

The Futura Corporation ("Futura") is considered to be a related party to the Company because of its share ownership interest and the fact that Mr. Doman, the sole shareholder and president of Futura, and Mr. Rosenfeld, the Executive Vice President of Futura, sit on the Board of Directors.

Based on Tree Island Steel's outstanding Shares as at July 28, 2015, Futura owns 27.3% of the fully diluted Shares of the Company.

In addition, Mr. Doman is Chairman and CEO of CanWel Building Materials Group Ltd. ("CanWel"). For the three and six months ended June 30, 2015, Tree Island sold, net of rebates, approximately \$0.7 million and \$1.7 million respectively (\$0.5 million and \$1.7 million respectively in 2014) of goods to CanWel and trade accounts receivable owing from CanWel as at June 30, 2015 is approximately \$0.2 million (approximately \$0.1 million in 2014). Outstanding trade accounts receivable from CanWel at period end are unsecured, interest free and settlement occurs in cash.

#### 13.2 TRANSACTIONS WITH KEY MANAGEMENT PERSONNEL

Included in the definition of key management for purposes of disclosure of related party transactions are members of Board of Directors and officers of Tree Island Steel. Amounts for key management personnel for the three and six months ended June 30, 2015 was approximately \$0.4 million and \$1.0 million respectively (approximately \$0.9 million and \$1.3 million respectively in 2014) which includes wages, salaries, share-based compensation (if any) and social security contributions, paid annual and sick leave, vehicle costs and bonuses. It also includes directors' fees paid to members of the Board.

<sup>(1)</sup> Issuance costs were incurred as a result of the November 2002 Initial Public Offering and October 2004 Secon Offering.

## **14 INCOME TAXES**

A provision for income taxes is recognized for Tree Island, TII, and its wholly owned subsidiaries.

## 14.1 INCOME TAX RECOVERY (EXPENSE)

The income tax recovery (expense) is divided between current and deferred taxes as follows:

(\$'000 unless otherwise stated)

|                                               | Three Months Ended June 30, |      | Six Months Ended June : |       |
|-----------------------------------------------|-----------------------------|------|-------------------------|-------|
|                                               | 2015 2014                   |      | 2015                    | 2014  |
| Current tax recovery (expense)                | (982)                       | (11) | (2,766)                 | (20)  |
| Deferred tax recovery (expense)               | 67                          | 102  | 182                     | (101) |
| Total recorded in the Statement of Operations | (915)                       | 91   | (2,584)                 | (121) |

## 15 FINANCIAL INSTRUMENTS

### 15.1 FAIR VALUE OF FINANCIAL INSTRUMENTS

(\$'000 unless otherwise stated)

|                                                 | As at June 30, 2015 |            | As at December 31, 2 |            |
|-------------------------------------------------|---------------------|------------|----------------------|------------|
|                                                 | Carrying            | <u> </u>   | Carrying             | _          |
|                                                 | Amount              | Fair Value | Amount               | Fair Value |
| Cook and sook investments                       | 2.442               | 2 442      | 2 200                | 2 200      |
| Cash and cash investments                       | 2,443               | 2,443      | 2,309                | 2,309      |
| Accounts receivable                             | 30,696              | 30,696     | 20,092               | 20,092     |
| Foreign exchange forward contracts              | _                   |            | 172                  | 172        |
| Total financial assets                          | 33,139              | 33,139     | 22,573               | 22,573     |
|                                                 |                     |            |                      |            |
| Senior revolving facility                       | 38,531              | 38,531     | 30,553               | 30,553     |
| Accounts payable and accrued liabilities        | 16,674              | 16,674     | 18,758               | 18,758     |
| Finance lease                                   | 30                  | 30         | 58                   | 58         |
| Senior term loans                               | 6,821               | 6,821      | 3,850                | 3,850      |
| Long-term debt                                  | 11,424              | 12,519     | 11,143               | 12,094     |
| Early payment option                            | 219                 | 219        | 299                  | 299        |
| Commodity purchase contract embedded derivative | 352                 | 352        | 138                  | 138        |
| Total financial liabilities                     | 74,051              | 75,146     | 64,799               | 65,750     |

Tree Island records certain of its financial instruments at fair value using various techniques. These include estimates of fair values based on prevailing market rates (bid and ask prices, as appropriate) for instruments with similar characteristics and risk profiles or internal or external valuation models, such as discounted cash flow analysis and option pricing models, using, to the extent possible, observable market-based inputs.

The fair values of the financial assets and financial liabilities are included at the amount at which the instrument could be exchanged in a current transaction between willing parties, other than a forced or liquidation sale. The following methods and assumptions were used to estimate the fair values:

- Cash, accounts receivable, the revolving portion of the Senior Credit Facility and accounts payable and
  accrued liabilities approximate their carrying amounts largely due to the short-term nature of these
  instruments;
- Fair value on the Company's finance lease, Senior Term Loan, and long-term debt are based on estimated market interest rate on similar borrowings. The fair value of the finance lease and Senior Term Loan approximate fair value as the interest rates approximate market. A 1% change in the market interest rate would change the fair value of long term debt by \$0.6 million;
- Fair value of the early payment option was estimated using a discounted cash flow analysis and a discount rate of 9%;
- Fair value of the commodity purchase contract embedded derivatives are estimated using observable spot rates for zinc; and
- Fair value of the forward exchange forward contracts are estimated using observable foreign exchange spot and forward rates. The Company does not consider interest rates or the credit quality of counterparties as significant inputs to the valuation.

### 15.2 FAIR VALUE HIERARCHY

The financial instruments have been categorized on a fair value hierarchy based on whether the inputs to those valuation techniques are observable (inputs reflect market data obtained from independent sources) or unobservable (inputs reflect the Company's market assumptions).

The three levels of fair value estimation are:

- Level 1: Quoted (unadjusted) market prices in active markets for identical assets or liabilities;
- Level 2 Valuation techniques for which the lowest level input that is significant to the fair value measurement is directly or indirectly observable; and
- Level 3: Valuation techniques for which the lowest level input that is significant to the fair value measurement is unobservable.

The following table summarizes the classification of the Company's financial assets and liabilities into three levels based upon a fair value hierarchy that reflects the significance of the inputs used in making the measurements.

(\$'000 unless otherwise stated)

|                                                 | June 30, 2015 | Level 2 | Level 3 |
|-------------------------------------------------|---------------|---------|---------|
| Senior revolving facility                       | 38,531        | 38,531  | -       |
| Finance lease                                   | 30            | 30      | -       |
| Senior term loans                               | 6,821         | 6,821   | -       |
| Long-term debt                                  | 12,519        | -       | 12,519  |
| Early payment option                            | 219           | -       | 219     |
| Commodity purchase contract embedded derivative | 352           | 352     | -       |

The balance of the early payment option was revised to \$0.2 million (\$0.4 million in 2014) to adjust to the value of the option as at June 30, 2015.

A description of significant observable inputs to valuation of financial instruments measured at fair value and classified as level 2 or 3 in the fair value hierarchy is noted below:

| Item                 | Valuation<br>Techniqu | Significant Observable Inputs                                                            | Sensitivity of the input to fair value                                                                                                                                                                      |
|----------------------|-----------------------|------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Early payment option | DCF                   | Increase / decrease in<br>dollar value of purchases<br>that qualify for early<br>payment | A 5% increase (decrease) in the dollar value of purchases that qualify for the early payment option will result in an increase (decrease) in fair value of approximately \$11m                              |
|                      | DCF                   | Change in discount rate                                                                  | A 1% increase in the discount rate will result in an increase in fair value of approximately \$36,000 and a 1% decrease in the discount rate will result in a decrease in fair value of approximately \$40m |
| Long-term debt       | DCF                   | Change in discount rate                                                                  | A 1% increase (decrease) in the discount rate will result in a decrease (increase) in fair value of approximately \$592m                                                                                    |

## 15.3 RISK EXPOSURE AND MANAGEMENT

Tree Island is exposed to various risks associated with its financial instruments. These risks are categorized as credit risk, liquidity risk and market risk.

### 15.3.1 CREDIT RISK

Credit risk consists of credit losses arising in the event of non-payment of accounts receivable of customer accounts. However, the credit risk is minimized through selling to well-established customers of high-credit quality. The credit worthiness of customers is assessed using credit scores supplied by a third party and through direct monitoring of their financial well-being on a continual basis. Management establishes guidelines for customer credit limits and should thresholds in these areas be reached, appropriate precautions are taken to improve collectability. Provisions for potential credit losses (allowance for doubtful accounts) are maintained and any such losses to date have been within management's expectations.

## 15.3.2 LIQUIDITY RISK

Liquidity arises from our financial obligations and in the management of our assets, liabilities and capital structure. This risk is managed by regular evaluation of our liquid financial resources to fund current and long-term obligations and to meet its capital commitments in a cost-effective manner.

The main factors that affect liquidity include realized sales prices, production levels, cash production costs, working capital requirements, future capital expenditure requirements, scheduled payments on financial liabilities and lease obligations, credit capacity and expected future debt and equity capital market conditions.

The table below summarizes the future undiscounted contractual cash flow requirements for financial liabilities (including scheduled interest payments on interest bearing liabilities) as at June 30, 2015 and December 31, 2014:

(\$'000 unless otherwise stated)

|                                          | Carrying | Contractual | Less Than | 1 - 2 | Greater      |
|------------------------------------------|----------|-------------|-----------|-------|--------------|
|                                          | Amount   | Cash Flow   | 1 Year    | Years | Than 2 Years |
|                                          |          |             |           |       |              |
| Senior revolving facility                | 38,531   | 38,531      | 38,531    | -     | -            |
| Accounts payable and accrued liabilities | 16,674   | 16,674      | 16,674    | -     | -            |
| Finance lease                            | 30       | 35          | 4         | 17    | 14           |
| Senior term loans                        | 6,821    | 6,821       | 309       | 825   | 5,687        |
| Long-term debt                           | 11,424   | 18,615      | 2,410     | 3,530 | 12,675       |
| As at June 30, 2015                      | 73,480   | 80,676      | 57,928    | 4,372 | 18,376       |
|                                          |          |             |           |       |              |
| Contant and the first the                | 20 552   | 20.552      | 20.552    |       |              |
| Senior revolving facility                | 30,553   | 30,553      | 30,553    | -     | -            |
| Accounts payable and accrued liabilities | 18,757   | 18,757      | 18,757    | -     | -            |
| Finance lease                            | 58       | 64          | 35        | 15    | 14           |
| Senior term loans                        | 3,850    | 3,850       | 413       | 825   | 2,612        |
| Long-term debt                           | 11,413   | 18,421      | 1,528     | 3,283 | 13,610       |
| As at December 31, 2014                  | 64,631   | 71,645      | 51,286    | 4,123 | 16,236       |

Liquidity requirements are met through a variety of sources including cash balances on hand, cash generated from operations, existing credit facilities, and debt and equity capital markets. Management monitors and manages liquidity risk by preparing annual budgets, monthly projections to the end of the fiscal year and regular monitoring of financial liabilities against the constraints of the available revolving credit facilities.

## 15.3.3 FOREIGN CURRENCY RISK

The significant market risk exposures affecting the financial instruments are those related to foreign currency exchange rates and interest rates. For the period ending June 30, 205, a \$0.01 increase (decrease) in the Canadian dollar to US dollar exchange rate will increase (decrease) net comprehensive income by \$96m.

Tree Island's US dollar-denominated cash, accounts receivable, accounts payable and accrued liabilities, Senior Credit Facility and long-term debt are exposed to foreign currency exchange rate risk because the value of these financial instruments will fluctuate with changes in the US/Canadian dollar exchange rate. Tree Island's RMB denominated cash, accounts receivable, accounts payable and accrued liabilities, the total amount for which are not considered material, are exposed to foreign currency exchange rate risk because the value of these financial instruments will fluctuate with changes in the RMB/Canadian dollar exchange rate. The Company enters into US dollar currency forward contracts for periods consistent with a portion of US dollar currency transaction exposures, generally from one to three months. These are not designated as cash flow, fair value or net investment hedges. As of June 30, 2015, the Company had no outstanding US dollar currency forward contracts.

## 15.3.4 INTEREST RATE RISK

Tree Island is exposed to interest rate risk on its Senior Credit Facility, which is further discussed in Note 8. A one percent increase in the interest rates charged on the Senior Credit Facility would increase financing expenses by \$0.4 million annually. Tree Island does not use derivative instruments to manage the interest rate risk.

## 15.3.5 RAW MATERIAL PRICE RISK

Tree Island is exposed to changes in the price of the materials used in its production process and, from time to time, enters into forward contracts to purchase a portion of the zinc used. These are not designated as cash flow, fair value or net investment hedges. As at June 30, 2015, the fair value of zinc forward contracts was a notional amount of \$3.7 million and the mark to market liability on those contracts was \$0.3 million.

## **16 MANAGEMENT OF CAPITAL**

The Company's objectives when managing its capital are:

- To maintain a capital base so as to preserve and enhance investor, creditor, and market confidence and to sustain viability and future development of the business; and
- To manage capital in a manner that will comply with the financial covenants on the Senior Credit Facility, term loan and long-term debt agreements as described further in Notes 8.1, 8.2, 9 and 10.

Management manages the capital structure in accordance with these objectives, as well as considerations given to changes in economic conditions and the risk characteristics of the underlying assets, in particular by close monitoring of cash flows and compliance with external debt covenants.

(\$'000 unless otherwise stated)

| 2014   |
|--------|
| 2014   |
| 44,098 |
| 30,553 |
| 3,850  |
| 11,143 |
| 89,644 |
| 3<br>1 |

## 17 NET INCOME PER SHARE

Basic earnings per Share amounts are calculated by dividing net income for the year by the weighted average number of Shares outstanding during the year.

Diluted earnings per Share amounts are calculated by dividing the net income for the year (after adjusting for interest and accretion, net of tax) by the weighted average number of Shares outstanding during the year plus the weighted average number of Shares that would be issued on conversion of all the dilutive potential units into Shares. As at June 30, 2015 the Company does not have any instruments issued that could be dilutive.

As a result of the Share Consolidation in 2014, all Shares and per Share amounts have been restated to retroactively reflect the Share Consolidation.

The following reflects the income and Share data used in the basic and diluted earnings per Share computations:

| (\$'000 unless otherwise stated)                                                                                                        |                               |                                       |                               |                                       |  |
|-----------------------------------------------------------------------------------------------------------------------------------------|-------------------------------|---------------------------------------|-------------------------------|---------------------------------------|--|
|                                                                                                                                         | Three Months                  | Ended June 30,                        | , Six Months Ended June 30    |                                       |  |
|                                                                                                                                         | 2015                          | 2014                                  | 2015                          | 2014                                  |  |
| Net income for the year                                                                                                                 | 2,063                         | 171                                   | 4,180                         | 532                                   |  |
| Weighted average number of shares outstanding: basic Dilutive effect of warrants Weighted average number of shares outstanding: diluted | 31,142,573<br>-<br>31,142,573 | 30,343,825<br>1,013,911<br>31,357,736 | 31,142,573<br>-<br>31,142,573 | 30,343,825<br>1,038,901<br>31,382,726 |  |
| Net income per share - basic (\$/share) Net income per share - diluted (\$/share)                                                       | 0.07<br>0.07                  | 0.01<br>0.01                          | 0.13<br>0.13                  | 0.02<br>0.02                          |  |

There have been no transactions involving Shares during the six months ended June 30, 2015 and up to July 28, 2015.

## 18 PROVISIONS AND COMMITMENTS

## **18.1 LITIGATION AND CLAIMS**

Tree Island is party to certain legal actions and claims, none of which individually, or in the aggregate, is expected to have a material adverse effect on its financial position, statement of operations or cash flows.

## **18.2 PURCHASE COMMITMENTS**

As at June 30, 2015, Tree Island's wholly owned subsidiaries have committed to raw material purchases totalling \$32.5 million (US\$42.9 million – June 30, 2014) and imported finished goods purchases totalling \$3.4 million (US\$3.2 million – June 30, 2014).

## **18.3 FINANCE LEASE COMMITMENTS**

Tree Island has a finance lease for certain machinery and equipment which bears interest at 7.4% and matures in September 2019. Future minimum lease payments under the finance lease with the present value of the net minimum lease payments are as follows:

(\$'000 unless otherwise stated)

|                                           |          | 2015     |          | 2014     |
|-------------------------------------------|----------|----------|----------|----------|
|                                           |          | Present  |          | Present  |
|                                           | Minimum  | Value of | Minimum  | Value of |
|                                           | Payments | Payments | Payments | Payments |
|                                           |          |          |          |          |
| Less than 1 year                          | 4        | 3        | 61       | 57       |
| 1 to 5 years                              | 31       | 27       |          |          |
| Total minimum lease payments              | 35       | 30       | 61       | 57       |
| Less amounts representing finance charges | (5)      |          | (4)      |          |
| Present value of minimum lease payments   | 30       | 30       | 57       | 57       |
|                                           |          |          |          |          |

## 19 SEGMENTED INFORMATION

#### 19.1 MARKET SEGMENTS

Revenues for each group for the three and six months ended June 30, 2015 and 2014 were as follows:

(\$'000 unless otherwise stated)

|               | Three Months Ended June 30, |        | Six Months Ended June 30, |        |
|---------------|-----------------------------|--------|---------------------------|--------|
|               | 2015                        | 2014   | 2015                      | 2014   |
| In dustrial   | 19,940                      | 18,489 | 40,407                    | 35,886 |
| Residential   | 19,280                      | 13,379 | 37,188                    | 26,120 |
| Commercial    | 7,034                       | 7,006  | 15,222                    | 13,894 |
| Agricultural  | 5,545                       | 4,701  | 13,002                    | 9,878  |
| Specialty     | 4,742_                      | 4,207  | 9,765                     | 7,926  |
| Total revenue | 56,541                      | 47,782 | 115,584                   | 93,704 |

Tree Island operates primarily within one industry, the steel wire products industry, with no separately reportable operating segments. Tree Island groups its products into the following: industrial, residential construction, commercial construction, agricultural and specialty. No one customer is more than 10% of total revenue.

#### 19.2 GEOGRAPHIC SEGMENTS

The products are sold primarily to customers in the United States and Canada and are attributed to geographic areas based on the location of customers:

(\$'000 unless otherwise stated)

|                   | Three Months Ended June 30, |        | Six Months Ended June 30, |        |
|-------------------|-----------------------------|--------|---------------------------|--------|
|                   | 2015                        | 2014   | 2015                      | 2014   |
| United States     | 39,930                      | 31,479 | 78,961                    | 59,664 |
| Canada            | 15,751                      | 15,139 | 34,275                    | 31,696 |
| In tern at ion al | 860                         | 1,164  | 2,348                     | 2,344  |
| Total revenue     | 56,541                      | 47,782 | 115,584                   | 93,704 |

Non-current assets for this purpose consist of property, plant and equipment and other non-current assets. These assets are attributed to geographic areas based on the locations of the subsidiary company owning the assets.

(\$'000 unless otherwise stated)

|                          | As at June 3 | As at June 30, |  |
|--------------------------|--------------|----------------|--|
|                          | 2015         | 2014           |  |
| United States            | 8,433        | 7,045          |  |
| Canada                   | 22,542       | 22,401         |  |
| China                    | 2            | 2              |  |
| Total non-current assets | 30,977       | 29,448         |  |

## **20 EVENTS SUBSEQUENT TO Q2 2015**

## **20.1 LABOUR RELATIONS**

On July 20, 2015, Tree Island Steel announced that the Company and the International Brotherhood of Teamster Local 213 successfully concluded a new five-year collective agreement. The agreement covers hourly employees at the Company's Richmond, BC manufacturing facility. The new collective agreement is retroactive to July 1, 2015 and sets an important foundation for continued sales growth, increased stability for customers and further investments into the Richmond operations.

## 20.2 DIVIDEND POLICY

On July 28, 2015, the Company's board of directors (the "Board") has approved a dividend policy of \$0.01 per common share per quarter commencing in the third quarter of 2015. The Company's dividend policy will be reviewed quarterly and is based on a number of factors including current operations, operating costs, financial tests and other covenants under the Company's credit facilities, available investment opportunities, the supply and cost of raw materials, foreign exchange rates, the Company's hedging program and the satisfaction of applicable corporate liquidity and solvency tests for the declaration and payment of dividends.

The Company has declared its first quarterly dividend of \$0.01 per common share to be paid on October 15, 2015 to shareholders of record on September 30, 2015 with an *ex-dividend* date of September 28, 2015.

# SHAREHOLDER INFORMATION

TREE ISLAND STEEL LTD.

## **Board of Directors:**

Amar S. Doman – Chairman of the Board

Dale R. MacLean

Peter Bull

Harry Rosenfeld

Michael Fitch

Sam Fleiser

Theodore A. Leja



## **Leadership Team:**

Dale R. MacLean
President and Chief
Executive Officer

Nancy Davies Chief Financial Officer and Vice President, Finance

Stephen Ogden Vice President, Operations

Remy Stachowiak
Vice President, Sales and
Marketing

James Miller
Vice President, Corporate
Development and
Procurement

## **Shares:**

**Market Information** 

Tree Island Steel Ltd., is listed on the Toronto Stock Exchange trading symbol: TSL.

Registrar and Transfer Agent

Computershare Investor Services Inc.

## **Corporate Head Office:**

3933 Boundary Road Richmond, B.C. Canada, V6V 1T8

## Website:

www.treeisland.com

## **Investor Relations:**

Ali Mahdavi Investor Relations (416)-962-3300 amahdavi@treeisland.com

## **Auditors:**

Ernst & Young LLP Vancouver, B.C.