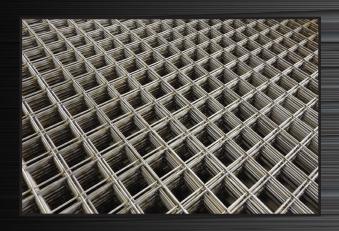


**WIRE & WIRE PRODUCTS** 

**ESTABLISHED IN 1964** 





Quarterly Report Q2 2016 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.

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







Stack of welded wire reinforcement

## **MANAGEMENT DISCUSSION AND ANALYSIS**

June 30, 2016 and 2015

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 27, 2016 and should be read in conjunction with the unaudited interim condensed consolidated financial statements for the three months and six months ended June 30, 2016. 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, 2015, 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, 2015.

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, transportation costs, foreign exchange fluctuations, leverage and restrictive covenants, labour relations, trade actions, dependence on key personnel and skilled workers, 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. EBITDA is a measure used by many investors to compare companies on the basis of ability to generate cash flows from operations. EBITDA is not a measure recognized by IFRS and does not have a standardized meaning prescribed by IFRS. We believe that EBITDA is an important supplemental measure for evaluating our performance. You are cautioned that EBITDA should not be construed as an alternative to net income or loss determined in accordance with IFRS, nor should it be used as an indicator of performance, cash flows from operating, investing and financing activities, as a measure of liquidity or cash flows. Our method of calculating EBITDA may differ from methods used by other issuers and, accordingly, our EBITDA may not be comparable to similar measures presented by other issuers.

## 3 TREE ISLAND STEEL LTD.

Tree Island Steel is the successor to Tree Island Wire Income Fund and was incorporated under the laws of Canada on August 2, 2012 to affect the conversion from an income trust to a corporate entity. The units of Tree Island Wire Income Fund were converted into common shares of the Company ("Shares") upon conversion.

There were 31,083,173 Shares outstanding as of June 30, 2016 and as of June 27, 2016 the same amount of Shares was outstanding.

#### 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 or exceed 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 Markets	Regions
Industrial	Tree Island, TI Wire	Bright/galvanized/annealed low and high carbon wire	Wire fabricating, industrial applications, OEM manufacturing	North America and International
Residential Construction	Tree Island, Halsteel, K-Lath, True Spec	Collated, bulk and packaged nails Stucco reinforcing mesh	Construction and renovation for new and existing homes	North America and International
Commercial Construction	Tree Island, TI Wire	Welded wire reinforcement mesh Concrete reinforcing products	Commercial construction, mining, infrastructure projects	North America and International
Agricultural	Tree Island, Tough Strand	Game fence and farm fence Vineyard wire and barbed wire	Agriculture, farming	North America
Specialty Applications	Industrial Alloys	Stainless spring wire Cold heading wire Shaped wire Specialty alloy bar and wire	Consumer products, industrial applications, telecommunications, aerospace, automotive, oil and gas	North America and International

#### 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 construction and agricultural activities.

## 4 2016 BUSINESS OVERVIEW AND DEVELOPMENT

## 4.1 BUSINESS OVERVIEW

The Company recorded solid growth during the quarter, led by strong demand from the Commercial and Agricultural markets. The advancement of infrastructure projects, particularly in the US, is driving the Commercial market demand. Meanwhile, demand from the end markets for Agricultural products remain robust. The integration of the facility in Calgary, Alberta, which was introduced as part of the Company's operations in late 2015, is another positive development during the quarter as production at that facility ramps up.

The challenges we faced in the prior quarters continue, as lower commodity prices continue to pressure the markets we participate in. At the same time aggressive competition from import suppliers trying to take advantage of the strong US currency continued throughout the quarter. In light of these developments, we continue to adapt our business and adjust our sales mix to better meet customer demand. These actions, along with our customer centric approach, are a large reason for the solid year-over-year growth.

For the quarter, revenues grew by 15.6% to \$65.4 million. The gross profit margin earned on the revenues was 17.6% (14.4% in 2015), translating into \$11.5 million in gross profit, a 41.5% increase over the same period last year. At the same time, EBITDA grew by 66.0% to \$7.9 million. On a year-to-date basis, revenues amounted to \$127.6 million, gross profit \$22.5 million and EBITDA \$14.6 million, a year-over-year growth of 10.4%, 37.6% and 42.3%, respectively.

## **5 RESULTS FROM OPERATIONS**

(\$'000 unless otherwise stated)

The second secon		Three Months Ended June 30,		is Ended 30,
	2016	2015	2016	2015
Revenue	65,384	56,541	127,624	115,584
Cost of sales	(53,035)	(47,655)	(103,438)	(97,720)
Depreciation	(827)	(742)	(1,653)	(1,486)
Gross profit	11,522	8,144	22,533	16,378
Selling, general and administrative expenses	(4,811)	(4,024)	(9,693)	(8,386)
Operating income	6,711	4,120	12,840	7,992
Foreign exchange gain (loss)	319	(130)	79	762
Gain (loss) on sale of property, plant and equipment	-	-	-	(6)
Changes in financial liabilities recognized at fair value	380	(160)	830	(283)
Financing expenses	(721)	(851)	(1,437)	(1,700)
Income before income taxes	6,689	2,979	12,312	6,765
Income tax (expense) recovery	(330)	(915)	(723)	(2,584)
Net income	6,359	2,064	11,589	4,181
Operating Income	6,711	4,120	12,840	7,992
Add back depreciation	827	742	1,653	1,486
Foreign exchange gain (loss)	319	(130)	79	762
EBITDA <sup>1</sup>	7,857	4,732	14,572	10,240
Net income per share - basic (\$/share)	0.20	0.07	0.37	0.13
Net income per share - diluted (\$/share)	0.20	0.07	0.37	0.13
Sales volume (tons) <sup>2</sup>	50,997	38,880	95,791	79,896
Gross profit per ton (\$/ton)	226	209	235	205
EBITDA per ton (\$/ton)	154	122	152	128
Financial Position as at:	Jur	ne 30, 2016	Decembe	er 31, 2015
Total Assets		134,919		131,589
Total non-current financial liabilities		19,773		22,152

# 6 COMPARISON OF RESULTS FOR THE THREE MONTHS ENDED JUNE 30, 2016 AND 2015

(\$'000 unless otherwise stated)	Q2 2016	Q2 2015	Variance Fav/(Unfa	
SALES	65,384	56,541	8,843	15.6%

Year-over-year revenue growth for the quarter stemmed primarily from the Commercial and Agricultural segments. The growth in the Commercial segment is partially attributable to the robust demand stemming from infrastructure projects in the US moving forward. At the same time, the additional capacity added in late 2015 with the addition of the Calgary facility is also contributing to the revenue growth within the Commercial segment. Meanwhile, strong demand is propelling growth within the Agricultural segment. Aggressive competition, particularly from import

Tree Island Steel Q2 2016

<sup>&</sup>lt;sup>1</sup> See definition of EBITDA in Section 2 NON-IFRS MEASURES.

<sup>&</sup>lt;sup>2</sup> Sales volumes excludes tons which were processed as part of tolling arrangements.

suppliers, and pricing pressure, partly as a result of lower commodity prices, kept revenue growth from the Industrial, Residential and Specialty segments in check.

## **Revenue by Market Segment**

(\$'000 unless otherwise stated)

		Three Months Ended June 30,						
	20	16	20:	2015		Variance		
	<u>Revenue</u>	% of Total	<u>Revenue</u>	% of Total	<u>Amount</u>	<u>%</u>		
Industrial	20,372	31.2%	19,940	35.3%	432	2.2%		
Residential	21,032	32.2%	19,280	34.1%	1,752	9.1%		
Commercial	12,090	18.5%	7,034	12.4%	5,056	71.9%		
Agricultural	7,467	11.4%	5,545	9.8%	1,922	34.7%		
Specialty	4,423	6.8%	4,742	8.4%	(319)	(6.7%)		
Total revenue	65,384	100.0%	56,541	100.0%	8,843	15.6%		

In general, market prices in the US were less than the prior year, reflecting the lower commodity prices and the pricing pressure stemming from imports trying to take advantage of the strong US currency. The lower prices moderated revenue growth in the US. Meanwhile, in Canada, the market price adjustments to reflect the lower commodity prices was partially offset by the price adjustments related to weakening of the Canadian currency relative to the US currency. With more stable prices along with the benefits of the additional capacity and product offering associated with Calgary facility, revenue growth in Canada was strong.

## **Revenue by Location**

(\$'000 unless otherwise stated)

,	,	Three Months Ended June 30,					
	20:	16	201	15	Varia	Variance	
	<u>Revenue</u>	% of Total	<u>Revenue</u>	% of Total	<u>Amount</u>	<u>%</u>	
United States	42,464	64.9%	39,930	70.6%	2,534	6.3%	
Canada	21,170	32.4%	15,751	27.9%	5,419	34.4%	
International	1,750	2.7%	860	1.5%	890	103.5%	
Total	65,384	100.0%	56,541	100.0%	8,843	15.6%	
Average C\$/US\$	1.2888		1.2291				
(\$'000 unless otherwise	stated)	Q2 2016	Q2 201	15	Variance Fav/(l	Jnfav)	
COST OF SALES		53,862	48,39	7	(5,465)	(11.3%)	

The cost of goods sold (including depreciation) increased as a result of the increase in volume. However, we achieved better production efficiencies as a result of operating leverage and increased training, which helped to offset the increase.

(\$'000 unless otherwise stated)	Q2 2016		Variance Fav/(Unfav)	
GROSS PROFIT	11,522	8,144	3,378	41.5%

Higher revenues benefited the increase in gross profit while the improvement in gross profit margin from 14.4% last year to 17.6% this year is due to the combination of improved operating leverage and a shift in our product mix to higher margin products.

## **Gross Profit**

(\$'000 unless otherwise stated)

		Three Months Ended June 30,					
	20	016	2015		Variance Fav / (Unfav)		
	Gross		Gross				
	<u>Profit</u>	% of Total	<u>Profit</u>	% of Total	<u>Amount</u>	<u>%</u>	
US\$ gross profit <sup>3</sup>	6,512	56.5%	5,493	67.4%	1,019	18.6%	
C\$ gross profit	5,010	43.5%	2,651	32.6%	2,359	89.0%	
Total gross profit	11,522	100.0%	8,144	100.0%	3,378	41.5%	
Average C\$/US\$	1.2888		1.2291				

(\$'000 unless otherwise stated)	Q2 2016	Q2 2015	Variance Fav/(Unfav)	
SG&A EXPENSES	4,811	4,024	(787)	(19.6%)

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, compensation related items and additional general and administrative costs related to the growth in the business.

(\$'000 unless otherwise stated)	Q2 2016	Q2 2015	Variance Fav/(Unfav)	
EBITDA	7,857	4,732	3,125	66.0%

EBITDA earned for the quarter is inclusive of the foreign exchange gain earned in the quarter. The increase in EBITDA is attributable to the increase in revenues and the higher margin earned on revenues partially offset by increase in SG&A required to support the growth in the business.

(\$'000 unless otherwise stated)	Q2 2016	Q2 2015	Variance Fav/(Unfav)	
FINANCING EXPENSES	721	851	130	15.3%

Our financing costs decreased as a result of the Company relying less on debt to finance operations, a benefit of the improvement in profitability, as exhibited in the lower interest charges incurred on the senior credit facility.

#### **Financing Expense**

(\$'000 unless otherwise stated)

Three Months Ended June 30,				
Variance Fav / (Unfa				
<u>2016</u>	<u>2015</u>	<u>Amount</u>	<u>%</u>	
286	285	(1)	(0.4%)	
155	281	126	44.8%	
268	274	6	2.2%	
12	11	(1)	(9.1%)	
721	851	130	15.3%	
	286 155 268 12	2016     2015       286     285       155     281       268     274       12     11	2016     2015     Amount       286     285     (1)       155     281     126       268     274     6       12     11     (1)	

(\$'000 unless otherwise stated)	Q2 2016	Q2 2015	Variance Fav/(Unfav)	
FOREIGN EXCHANGE GAIN (LOSS)	319	(130)	449	310.8%

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

<sup>&</sup>lt;sup>3</sup> After foreign exchange translation.

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, 2016, the Company did not have any US dollar currency forward contracts outstanding.

(\$'000 unless otherwise stated)	Q2 2016	Q2 2015	Variance	Fav/(Unfav)
INCOME TAX RECOVERY (EXPENSE)	(330)	(915)	585	63.9%

The income tax expense for Q2 2016 relates to the utilization of deferred tax assets, primarily from the Canadian operations. The income tax expense is based on the Canadian statutory tax rate of 26.0% (the same as 2015) 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, if any.

(\$'000 unless otherwise stated)	Q2 2016	Q2 2015	Variance Fav/(Unfav)	
NET INCOME	6,359	2,064	4,295	208.1%

The increase in net income over the prior year is attributable to the better operating income for the period, inclusive of the income tax expense.

# 7 COMPARISON OF RESULTS FOR THE SIX MONTHS ENDED JUNE 30, 2016 AND 2015

(\$'000 unless otherwise stated)	YTD 2016	YTD 2015	Variance Fav/(Unfav)	
SALES	127.624	115.584	12.040	10.4%

The increase in year-to-date revenues over the prior year is attributable to the solid growth in revenues from the Commercial, Agricultural and Residential segments. Strong demand from the advancement of infrastructure projects along with the additional capacity attributable to the Calgary facility supported the growth of the Commercial segment. Meanwhile, strong end market demand for Agricultural and Residential products contributed to the revenue growth of the respective segments. The pricing pressure on Industrial products negatively impacted total revenues earned for the first six months. The decline in revenues from the Specialty segment is largely due to the decline in market prices, reflecting the decline in the prices of commodities used in the production of Specialty products.

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

(\$'000 unless otherwise stated)

Six Months Ended June 30,						
201	16	20	15	Varian	Variance	
<u>Revenue</u>	% of Total	Revenue	% of Total	<u>Amount</u>	<u>%</u>	
39,955	31.3%	40,407	35.0%	(452)	(1.1%)	
39,752	31.1%	37,188	32.2%	2,564	6.9%	
22,542	17.7%	15,222	13.2%	7,320	48.1%	
16,595	13.0%	13,002	11.2%	3,593	27.6%	
8,780	6.9%	9,765	8.4%	(985)	(10.1%)	
127,624	100.0%	115,584	100.0%	12,040	10.4%	
	39,955 39,752 22,542 16,595 8,780	39,955 31.3% 39,752 31.1% 22,542 17.7% 16,595 13.0% 8,780 6.9%	2016     20       Revenue     % of Total     Revenue       39,955     31.3%     40,407       39,752     31.1%     37,188       22,542     17.7%     15,222       16,595     13.0%     13,002       8,780     6.9%     9,765	Revenue         % of Total         Revenue         % of Total           39,955         31.3%         40,407         35.0%           39,752         31.1%         37,188         32.2%           22,542         17.7%         15,222         13.2%           16,595         13.0%         13,002         11.2%           8,780         6.9%         9,765         8.4%	2016         2015         Varian           Revenue         % of Total         Revenue         % of Total         Amount           39,955         31.3%         40,407         35.0%         (452)           39,752         31.1%         37,188         32.2%         2,564           22,542         17.7%         15,222         13.2%         7,320           16,595         13.0%         13,002         11.2%         3,593           8,780         6.9%         9,765         8.4%         (985)	

Revenue growth in the US was moderated by the decline in market prices caused by lower commodity prices and aggressive pricing strategies from import suppliers and domestic manufacturers in order to capture market share.

In Canada, revenue growth was robust due to increasing demand for Agricultural, Commercial and Industrial products.

## **Revenue by Location**

(\$'000 unless otherwise stated)

		Six Months Ended June 30,						
	20:	16	20	15	Varian	Variance		
	Revenue	% of Total	<u>Revenue</u>	% of Total	<u>Amount</u>	<u>%</u>		
United States	82,456	64.6%	78,961	68.3%	3,495	4.4%		
Canada	41,300	32.4%	34,275	29.7%	7,025	20.5%		
International	3,868	3.0%	2,348	2.0%	1,520	64.7%		
Total	127,624	100.0%	115,584	100.0%	12,040	10.4%		
Average C\$/US\$	1.3276		1.2355					

(\$'000 unless otherwise stated)	YTD 2016	YTD 2015	Variance Fav/(Unfav)	
COST OF SALES	105,091	99,206	(5,885)	(5.9%)

Cost of sales as a percentage of total revenues decreased from 85.8% last year to 82.3% this year as a result of lower raw material costs, production efficiencies and operating leverage gained as a result of the increase in volume.

(\$'000 unless otherwise stated)	YTD 2016	YTD 2015	Variance Fav/(Unfav)	
GROSS PROFIT	22,533	16,378	6,155	37.6%

Gross profit margin for the six months was 17.7% compared to 14.2% the year prior. The increase in the gross profit margin is largely attributable to lower raw material costs, better production efficiencies, improved operating leverage and a shift in the product mix to higher margin products. The absolute increase in gross profit is due to the previous mentioned factors as well as the increase in volume and the strength of the US currency.

## **Gross Profit**

(\$'000 unless otherwise stated)

(\$´000 unless otherwise stated)						
			Six Months Er	ided June 30 ,		
_	20	016	20	15	Variance Fav / (Unfav)	
_	Gross		Gross			
	<u>Profit</u>	% of Total	<u>Profit</u>	% of Total	<u>Amount</u>	<u>%</u>
US\$ gross profit	13,547	60.1%	11,448	69.9%	2,100	18.3%
C\$ gross profit	8,986	39.9%	4,930	30.1%	4,055	82.2%
Total gross profit	22,533	100.0%	16,378	100.0%	6,155	37.6%
Average C\$/US\$	1.3276		1.2355			
(\$'000 unless otherwise stated)	_	YTD 2016	YTD 2015		Variance Fav/(L	
SG&A EXPENSES		9,693	8,386	(1	L,307)	(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 from growing sales volume and the additional general and administrative costs related to the growing business.

(\$'000 unless otherwise stated)	YTD 2016	YTD 2015	Variance Fav/(Unfav)	
EBITDA	14,572	10,240	4,332	42.3%

EBITDA for the first six months is inclusive of the foreign exchange gain earned during the period. The increase in EBITDA is attributable to the increase in sales volume, our pricing initiatives, product mix, production efficiencies and improved operating leverage.

(\$'000 unless otherwise stated)	YTD 2016	YTD 2015	Variance Fav/(Unfav)	
FINANCING EXPENSES	1,437	1,700	263	17.3%

## **Financing Expense**

(\$'000 unless otherwise stated)

	Six Months Ended June 30,					
			Variance Fa	v / (Unfav)		
	<u>2016</u>	<u>2015</u>	<u>Amount</u>	<u>%</u>		
Non-cash financing expenses	587	581	(6)	(1.0%)		
Interest on senior credit facility	355	530	175	33.0%		
Other interest and financing costs	471	572	101	17.7%		
Deferred financing costs	24	17	(7)	(41.2%)		
Total financing expenses	1,437	1,700	263	15.5%		

Our financing costs decreased as a result of the Company relying less on debt to finance operations, a benefit of the improvement in profitability, as exhibited in the lower interest charges incurred on the senior credit facility.

(\$'000 unless otherwise stated)	YTD 2016	YTD 2015	Variance Fav/(Unfav)	
FOREIGN EXCHANGE GAIN	79	762	(683)	(89.6%)

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 2016	YTD 2015	Variance F	av/(Unfav)
INCOME TAX EXPENSE	(723)	(2,584)	1,861	72.0%

The income tax expense for the first six months of 2016 relates the utilization of deferred tax assets, primarily from the Canadian operations. The income tax expense is based on the Canadian statutory tax rate of 26.0% (the same as 2015) 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 operation, if any.

(\$'000 unless otherwise stated)	YTD 2016	YTD 2015	Variance F	av/(Unfav)
NET INCOME	11,589	4,181	7,408	177.2%

The increase in net income over the prior year is attributable to the better operating income for the period.

## 8 FINANCIAL CONDITION AND LIQUIDITY

#### 8.1 WORKING CAPITAL

A summary of the composition of our working capital as at June 30, 2016 compared to 2015 is provided below:

#### **Working Capital**

(\$'000 unless otherwise stated)

	As at June 30,		
	2016	2015	
Cash	1,844	2,443	
Accounts receivable	36,003	30,696	
Inventories	55,622	58,453	
Other current assets	4,308	4,589	
Total current assets	97,777	96,181	
Senior credit facility	(22,764)	(38,531)	
Accounts payable and accrued liabilities	(17,725)	(16,674)	
Dividends payable	(622)	-	
Other current liabilities	(2,787)	(3,018)	
Current portion of long term debt	(3,783)	(2,723)	
Total current liabilities	(47,681)	(60,946)	
Net working capital	50,096	35,235	

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, 2016 was more than last year, reflecting the increase in sales revenues. Inventories levels were lower at June 30, 2016 when compared to the same period in last year, largely as a result of the lower prices for raw materials. The decrease in the Senior Credit Facility reflects the decrease in our reliance on the facility to finance our operations and the higher amount of accounts payable is due to the increase in business and production volume. The increase in the current portion of long term debt is attributable to the term loan used to finance the acquisition of the equipment for the Calgary facility and the increase in the principal payments of the long-term debt per the payment schedule.

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.

#### 8.2 CASH FLOW

For the three and six months ended June 30, 2016 net cash provided by operating activities were a result of the strength of operating results, which was partially offset by the higher working capital requirements.

The net cash used in investing activities for the three and six months ended June 30, 2016 was for capital maintenance activities.

The cash earned from operating activities was sufficient to enable us to repay a portion of the senior revolving facility, reflecting the strength of the business.

The following is a summary of our cash flow for the three and six months ended June 30, 2016 and 2015:

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

	Three Months Ended June 30,		Six Months Ended June 30,		
	<u>2016</u>	2015	2016	2015	
Cash provided by (used in) operating activities	7,846	3,551	13,692	8,313	
Working capital adjustments	(1,598)	1,922	(3,638)	(13,525)	
Net cash provided by (used in) operating activities	6,248	5,473	10,054	(5,212)	
Net cash provided by (used in) investing activities	(701)	(1,094)	(1,129)	(1,938)	
Advance on (repayment of) senior term loans	(437)	3,030	(730)	2,927	
Repayment of long-term debt	(1,071)	(560)	(1,661)	(1,141)	
Other payables	-	-	(736)	-	
Interest paid	(424)	(578)	(774)	(1,147)	
Advance on (repayment of) senior revolving facility	(3,894)	(5,600)	(3,791)	6,615	
Dividend payment	(311)	-	(622)	-	
Share buyback	(35)	-	(67)	_	
Net cash provided by (used in) financing activities	(6,172)	(3,708)	(8,381)	7,254	
Exchange rate changes on foreign cash balances	1	(7)	(26)	30	
Increase (decrease) in cash balances	(624)	664	518	134	

#### 8.3 SENIOR CREDIT FACILITY

The Company has a senior secured committed banking facility, maturing in April of 2019, which enables the Company to borrow up to \$60.0 million in Canadian and/or US funds. Interest payable on funds borrowed in Canadian currency is at variable rates based on the Canadian interbank bid rates for Canadian dollar banker's acceptance and interest payable on funds borrowed in US currency is at variable rates based on the London Inter-Market Offered Rate ("Libor") for US dollar deposits. 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.

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, 2016 the availability was in excess of the Availability Test and the Company was in compliance with its covenants on the Senior Credit Facility.

## 8.4 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 (see Note 9 in the interim financial statements).

## 9 CAPITAL EXPENDITURES AND CAPACITY

For the three and six months ended June 30, 2016 we made capital expenditures of \$0.7 million and \$1.1 million. These expenditures were for capital maintenance activities.

## 10 CONTRACTUAL OBLIGATIONS AND COMMITMENTS

As of June 30, 2016, 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 2016.

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>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2020</u>	<u>Thereafter</u>	<u>Total</u>
Production materials	39,205	-	-	-	-	-	39,205
Operating leases	1,034	452	325	112	35	2	1,960
Total commitments	40,239	452	325	112	35	2	41,165
Senior revolving facility	22,764	-	-	-	-	-	22,764
AP and accrued liabilities	17,725	-	-	-	-	-	17,725
Other current liabilities	2,787	-	-	-	-	-	2,787
Dividends	622	-	-	-	-	-	622
Senior term loans	883	1,766	1,766	8,759	-	-	13,174
Long-term debt	937	1,873	1,873	2,465	2,539	6,818	16,505
Total financial liabilities	45,718	3,639	3,639	11,224	2,539	6,818	73,577
Total obligations and commitments	85,957	4,091	3,964	11,336	2,574	6,820	114,742

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, 2016, 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, 2016, the fair value of zinc forward contracts was a notional amount of \$2.1 million and the mark to market gain on those contracts was \$0.7 million.

## 11 SUMMARY OF QUARTERLY FINANCIAL RESULTS

The table below provides selected quarterly financial information for the eight most recent fiscal quarters to June 30, 2016. 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)

,	Jun 30, 2016	Mar 31, 2016	Dec 31, 2015	Sep 30, 2015	Jun 30, 2015	Mar 31, 2015	Dec 31, 2014	Sep 30, 2014
Revenue	65,384	62,240	54,274	61,408	56,541	59,043	42,265	47,975
Gross profit	11,522	11,011	5,932	9,813	8,144	8,234	4,172	5,215
Foreign exchange gain (loss)	319	(240)	127	152	(130)	892	(84)	37
EBITDA	7,857	6,715	1,814	6,195	4,732	5,508	1,201	2,403
Net income (loss)	6,359	5,230	5,522	6,444	2,064	2,117	56	390
Net income (loss) per unit - basic	0.20	0.15	0.18	0.21	0.07	0.07	0.00	0.01
Gross profit per ton	226	246	152	226	209	201	131	143
EBITDA per ton	154	150	47	143	122	134	38	66

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

## 12 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, 2015 audited consolidated financial statements, the Annual Information Form for the year ended December 31, 2015 and Note 3 to the June 30, 2016 interim unaudited condensed consolidated financial statements.

#### 12.1 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, 2015 (Note 4).

## 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 27, 2016, Futura owns 27.5% 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, 2016, Tree Island sold, net of rebates, approximately \$0.7 million and \$1.7 million respectively in 2015) of goods to CanWel and trade accounts receivable owing from CanWel as at June 30, 2016 is approximately \$0.1 million (approximately \$0.2 million in 2015). 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 ended June 30, 2016 was approximately \$0.4 million and \$1.8 million respectively (approximately \$0.4 million and \$1.0 million respectively in 2015) which includes wages, salaries, other compensation paid in the period (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.

## 14 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 2015 Annual Information Form under the heading "Risk Factors" which can be found at www.sedar.com.

# 15 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 2013 Internal Control – Integrated Framework ("2013 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, 2016. 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, 2016 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, 2016 unaudited interim condensed consolidated financial statements and this MD&A prior to its release.

# INTERIM UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

June 30, 2016 and 2015

## 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 27, 2016

## INTERIM UNAUDITED CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

June 30, 2016 and 2015

## INTERIM UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

(\$'000 unless otherwise stated)

(\$ 000 unless otherwise stated)		
	As at June 30,	December 31,
	2016	2015
Cash	1,844	1,326
Accounts receivable (Note 5)	36,003	27,494
Inventories (Note 6)	55,622	59,686
Prepaid expenses	4,291	3,865
Income taxes recoverable	17	11
Current assets	97,777	92,382
Property, plant and equipment (Note 7)	36,376	37,713
Deferred income tax asset	634	1,346
Other non-current assets	132	159
Total assets	134,919	131,600
Senior revolving facility (Note 8.1)	22,764	26,555
Accounts payable and accrued liabilities	17,725	17,046
Other current liabilities	2,787	3,480
Dividends payable	622	311
Current portion of long-term borrowing (Notes 8.2, 9)	3,783	4,240
Current liabilities	47,681	51,632
Senior term loans (Note 8.2)	11,423	12,407
Long-term debt (Note 10)	8,331	9,531
Other non-current liabilities	19	214
Total liabilities	67,454	73,784
Shareholders' equity	67,465	57,816
Total liabilities and shareholders' equity	134,919	131,600

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)

(\$ 000 amess otherwise statea)				
	Three Mor	nths Ended	Six Mont	hs Ended
	June	e 30,	June	e 30,
	<u>2016</u>	2015	<u>2016</u>	<u>2015</u>
Sales	65,384	56,541	127,624	115,584
Cost of sales (Note 6)	(53,035)	(47,655)	(103,438)	(97,720)
Depreciation	(827)	(742)	(1,653)	(1,486)
Gross profit	11,522	8,144	22,533	16,378
Selling, general and administrative expenses	(4,811)	(4,024)	(9,693)	(8,386)
Operating income	6,711	4,120	12,840	7,992
Foreign exchange gain (loss)	319	(130)	79	762
Gain (loss) on sale of property, plant and equipment	-	-	_	(6)
Changes in financial liabilities at fair value	380	(160)	830	(283)
Financing expenses (Note 10)	(721)	(851)	(1,437)	(1,700)
Income before income taxes	6,689	2,979	12,312	6,765
Income tax recovery (expense) (Note 0)	(330)	(915)	(723)	(2,584)
Net income	6,359	2,064	11,589	4,181
Net income per share (Note 17)	0.20	0.07	0.37	0.13
Weighted average number of shares (Note 17)	31,098,136	31,142,573	31,096,596	31,142,573

## INTERIM UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

(\$'000 unless otherwise stated)

		Three Months Ended June 30,		Six Months Ended June 30,	
	<u>2016</u>	<u>2015</u>	<u>2016</u>	<u>2015</u>	
Net income for the year	6,359	2,064	11,589	4,181	
Unrealized income (loss) on FX translation	102	132	(942)	(737)	
Comprehensive income	6,461	2,196	10,647	3,444	

See accompanying Notes to the Interim Unaudited Condensed Consolidated Financial Statements

## INTERIM UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF SHAREHOLDERS' EQUITY

(\$'000 unless otherwise stated)

,	Shareholders' Capital	Retained Earnings	Accumulated Other Comprehensive Income (Loss)	Total
Balance as at December 31, 2015	230,568	(170,920)	(1,832)	57,816
Repurchase of Shares	(32)	-	-	(32)
Net income	-	5,229	-	5,229
Dividends	-	(311)	-	(311)
Other comprehensive income	-	-	(1,040)	(1,040)
Balance as at March 31, 2016	230,536	(166,002)	(2,872)	61,662
Repurchase of Shares	(36)	-	-	(36)
Net income	-	6,359	-	6,359
Dividends	-	(622)	-	(622)
Other comprehensive income	-	-	102	102
Balance as at June 30, 2016	230,500	(160,265)	(2,770)	67,465
Palamas as at Dassambar 21, 2014	220.674	(100 445)	(121)	44.000
Balance as at December 31, 2014	230,674	(186,445)	(131)	44,098
Net income	-	2,117	- (0.00)	2,117
Other comprehensive income (loss)	<u>-</u>		(869)	(869)
Balance as at March 31, 2015	230,674	(184,328)	(1,000)	45,346
Net income	-	2,064	-	2,064
Other comprehensive income (loss)	-		130	130
Balance as at June 30, 2015	230,674	(182,264)	(870)	47,540

See accompanying Notes to the Interim Unaudited Condensed Consolidated Financial Statements

## INTERIM UNAUDITED CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

(\$'000 unless otherwise stated)

	Three Months Ended June 30,		Six Month June	
	<u>2016</u>	2015	2016	2015
Net income	6,359	2,064	11,589	4,181
Depreciation	827	742	1,653	1,486
Changes in financial liabilities recognized at fair value	(380)	160	(830)	283
Loss (gain) on sale of property, plant and equipment	-	-	-	6
Amortization and write-off of deferred financing	12	11	24	17
Net financing costs	709	840	1,413	1,683
Deferred income tax expense (recovery)	330	(67)	711	(182)
Exchange revaluation of foreign denominated debt Working capital adjustments	(11)	(199)	(868)	839
Accounts receivable	(1,527)	3,924	(8,510)	(10,604)
Inventories	122	(918)	4,064	(2,504)
Accounts payable and accrued liabilities	(535)	(770)	1,329	(2,280)
Prepaid expenses	558	(421)	(425)	(675)
Income and other taxes	-	982	12	2,766
Other	(216)	(875)	(108)	(228)
Net cash provided by (used in) operating activities	6,248	5,473	10,054	(5,212)
Purchase of property, plant and equipment	(701)	(1,094)	(1,129)	(1,938)
Net cash used in investing activities	(701)	(1,094)	(1,129)	(1,938)
Term loans - advance (repayment)	(437)	3,030	(730)	2,927
Repayment of long-term debt	(1,071)	(560)	(1,661)	(1,141)
Other financing liabilities	-	-	(736)	-
Interest paid	(424)	(578)	(774)	(1,147)
Advance on senior revolving facility	(3,894)	(5,600)	(3,791)	6,615
Dividend paid	(311)	-	(622)	-
Repurchase of common shares	(35)		(67)	
Net cash provided by (used in) financing activities	(6,172)	(3,708)	(8,381)	7,254
Effect of exchange rate change on cash	1	(7)	(26)	30
Increase (decrease) in cash	(624)	664	518	134
Cash - beginning of period	2,468	1,779	1,326	2,309
Cash - end of period	1,844	2,443	1,844	2,443

See accompanying Notes to the Interim Unaudited Condensed 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, 2016 were authorized for issue in accordance with a resolution of the Board of Directors on July 27, 2016.

Tree Island Steel is the successor to Tree Island Wire Income Fund and was incorporated under the laws of Canada on August 2, 2012 to affect the conversion from an income trust to a corporate entity. The units of Tree Island Wire Income Fund were converted into common shares of the Company ("Shares") upon conversion. The Company is headquartered at 3933 Boundary Road, Richmond, British Columbia, Canada and the Shares are publicly traded on the Toronto Stock Exchange ("TSX") under the symbol TSL.

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.

## **2 BASIS OF PREPARATION**

The interim condensed consolidated financial statements as at and for the three month and six months ended June 30, 2016 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, 2015 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, 2015.

# 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, 2018 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 June 30, 2016	As at December 31, 2015
Current	32,292	24,948
30 - 60 days past due	1,658	1,167
61 - 90 days past due	786	458
Over 91 days past due	1,442	1,110
Total accounts receivable	36,178	27,683
Allowance for doubtful accounts	(175)	(189)
Net accounts receivable	36,003	27,494

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 12. The maximum credit risk that Tree Island was exposed to by way of its accounts receivable is equal to the net amount of \$36.0 million as at June 30, 2016 (\$27.5 million as at December 31, 2015).

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 June 30,	As at December 31,
	2016	2015
Opening balance – beginning of period	189	154
Additions during the period	56	151
Reversals during the period	(17)	(26)
Payments	-	(19)
Write-offs during the period	(57)	(79)
Foreign exchange revaluation	4	8
Closing balance – end of period	175	189

See Note 15 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, 2016	As at December 31, 2015
Raw materials	19,439	20,338
Finished and semi-finished products	24,339	25,098
Consumable supplies and spare parts	11,844	14,250
Total inventory	55,622	59,686

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, 2016 and 2015. The reserves for slow moving inventory as at June 30, 2016 were \$2.1 million (\$2.2 million at June 30, 2015).

For the three and six month periods ended June 30, 2016 and 2015, Tree Island recognized, in income, inventory costs for the following:

(\$'000 unless otherwise stated)

,		Three Months Ended June 30,		Six Months Ended June 30,	
	<u>2016</u>	2015	<u>2016</u>	<u>2015</u>	
Opening inventory	55,745	57,535	59,686	55,950	
Raw material purchases	34,174	31,897	61,523	67,476	
Finished goods purchased for resale	1,057	1,813	1,721	4,201	
Conversion costs	17,681	14,863	36,130	28,546	
Closing inventory	(55,622)	(58,453)	(55,622)	(58,453)	
Cost of sales	53,035	47,655	103,438	97,720	

## 7 PROPERTY, PLANT AND EQUIPMENT

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.

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

(\$'000 unless otherwise stated)

(+ 000 0000 0	Land & Improvement	Building & Improvement	Machinery & Equipment	Capital in Progress	Total
Cost					
As at December 31, 2014	9,336	40,135	18,837	891	69,199
Additions	-	505	8,410	900	9,815
Disposals	-	-	(19)	-	(19)
Foreign exchange translation	314	1,223	1,244	24	2,805
As at December 31, 2015	9,650	41,863	28,472	1,815	81,800
Additions	-	58	1,569	(768)	859
Disposals	-	-	-	-	-
Foreign exchange translation	(117)	(461)	(560)	(8)	(1,146)
As at June 30, 2016	9,533	41,460	29,481	1,039	81,513
Depreciation and impairment					
As at December 31, 2014	-	29,930	9,546	-	39,476
Depreciation for the period	-	1,363	1,752	-	3,115
Disposals	-	-	(4)	-	(4)
Foreign exchange translation		908	592	-	1,500
As at December 31, 2015	-	32,201	11,886	-	44,087
Depreciation for the period	-	567	1,086	-	1,653
Disposals	-	-	-	-	-
Foreign exchange translation		(352)	(251)	-	(603)
As at June 30, 2016		32,416	12,721	-	45,137
Net book value as at					
December 31, 2015	9,650	9,662	16,586	1,815	37,713
June 30, 2016	9,533	9,044	16,760	1,039	36,376

## 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. 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 \$39k Letter of Credit outstanding as at June 30, 2016.

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.

Interest payable on funds borrowed in Canadian currency is at variable rates based on the Canadian interbank bid rates for Canadian dollar banker's acceptance and interest payable on funds borrowed in US currency is at variable rates based on the London Inter-Market Offered Rate ("Libor") for US dollar deposits.

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

(\$'000 unless otherwise stated)

	As at June 30, 2016	As at December 31, 2015
Revolving portion of the senior credit facility	22,764	26,555
Deferred financing costs	(132)	(159)
Total	22,632	26,396

The revolving portion of the Senior Credit Facility denominated in US dollars as at June 30, 2016 is \$12.6 million (\$40.7 million in 2015).

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, 2016, the Company was in compliance with all of its financial covenants on the Senior Credit Facility.

## 8.2 Senior Term Loans

The following amounts are outstanding under the Senior Term Loans:

(\$'000 unless otherwise stated)

	As at June 30, 2016	As at December 31, 2015
Senior term loans - beginning of period	14,031	3,850
Advances	-	10,587
Foreign exchange revaluation	(127)	213
Payments	(730)	(619)
Senior term loans - end of period	13,174	14,031
Less: current portion	(1,751)	(1,624)
Total	11,423	12,407

Under the terms of the Senior Credit Facility, the Company has the option to designate portions of the total \$60 million facility as one or more term loans (individually referred to as a "Senior Term Loan" and collectively as "Senior Term Loans"), denominated in either Canadian or US dollars. The Company currently has three Senior Term Loans

applied against the Senior Credit Facility, two of which are denominated in Canadian dollars and the other is denominated in US dollars.

## 9 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\$0.10 million in years 1 and 2, US\$0.11 million in years 3 and 4, US\$0.12 million in years 5, 6 and 7, and US\$0.19 million 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.

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

(\$'000 unless otherwise stated)

	As at June 30, 2016	As at December 31, 2015
Beginning of period	12,139	11,143
Payments	(1,661)	(2,263)
Foreign exchange revaluation	(741)	2,071
Accretion of debt discount	588	1,188
End of period	10,325	12,139
Less: current portion	(1,994)	(2,608)
Net long-term debt	8,331	9,531

## **10 FINANCING EXPENSES**

(\$'000 unless otherwise stated)

	Three Months Ended June 30,		Six Months Ended June 30,	
	<u>2016</u>	2015	<u>2016</u>	<u>2015</u>
Non-cash accretion of debt discount and interest				
on long term debt	286	285	587	581
Interest on senior credit facility	155	281	355	530
Other interest and financing costs	268	274	471	572
Amortization of deferred financing costs	12	11	24	17
Total	721	851	1,437	1,700

## 11 SHAREHOLDERS' CAPITAL

Tree Island is authorized to issue an unlimited number of Shares. The Shares have no par value. There were no Shares issued and 22,500 Shares were cancelled in the six months ended June 30, 2016. Shares issued and outstanding are as follows:

(\$'000 except for Shares)				
			Issuance	
	Shares	Gross	Cost⁴	Net
Shareholders' capital - December 31, 2014	31,142,573	242,074	11,400	230,674
Repurchase of common shares	(36,900)	(106)	-	(106)
Shareholders' capital - December 31, 2015	31,105,673	241,968	11,400	230,568
Repurchase of common shares	(22,500)	(68)	-	(68)
Shareholders' capital - June 30, 2016	31,083,173	241,900	11,400	230,500

## 11.1 NORMAL COURSE ISSUER BID

On September 21, 2015, the Company renewed its normal course issuer bid (the "Bid") to purchase up to 800,000 Shares. The expiration date of the normal course issuer bid is September 20, 2016 or at an earlier date should Tree Island complete its purchases. Tree Island has no obligation to purchase any Shares under the Bid.

For the period January 1, 2016 to June 30, 2016 the Company purchased 22,500 Shares under the Bid at a total cost of \$68k (at an average price of \$3.02 per Share). All 22,500 Shares were cancelled prior to June 30, 2016.

## 12 RELATED PARTY TRANSACTIONS

## 12.1 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 27, 2016, Futura owns 27.5% 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, 2016, Tree Island sold, net of rebates, approximately \$0.7 million and \$1.7 million respectively in 2015) of goods to CanWel and trade accounts receivable owing from CanWel as at June 30, 2016 is approximately \$0.1 million (approximately \$0.2 million in 2015). Outstanding trade accounts receivable from CanWel at period end are unsecured, interest free and settlement occurs in cash.

## 12.2 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 ended June 30, 2016 was approximately \$0.4 million and \$1.8 million respectively (approximately \$0.4 million and \$1.0 million respectively in 2015) which includes wages, salaries, other compensation paid in the period (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>&</sup>lt;sup>4</sup> Issuance costs were incurred as a result of the November 2002 Initial Public Offering and October 2004 Secondary Offering.

## 13 INCOME TAXES

## 13.1 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 30,	
	<u>2016</u>	<u>2015</u>	<u>2016</u>	<u>2015</u>
Current tax recovery (expense)	-	(982)	(12)	(2,766)
Deferred tax recovery (expense)	(330)	67	(711)	182
Total recorded in the Statement of Operations	(330)	(915)	(723)	(2,584)

## 14 FINANCIAL INSTRUMENTS

## 14.1 FAIR VALUE OF FINANCIAL INSTRUMENTS

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 \$0.4 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.

_	_	_		
As at June 30, 2016		As	As at December 31, 2015	
		December		
Carrying		Carrying		
<u>Amount</u>	<u>Fair Value</u>	<u>Amount</u>	<u>Fair Value</u>	
1,844	1,844	1,326	1,326	
36,003	36,003	27,494	27,494	
664	664	-	-	
38,511	38,511	28,820	28,820	
22,764	22,764	26,555	26,555	
17,725	17,725	17,046	17,046	
13,174	13,174	14,031	14,031	
10,325	9,484	12,139	12,763	
-	-	141	141	
-	-	34	34	
63,988	63,147	69,946	70,570	
	June 30, Carrying Amount  1,844 36,003 664 38,511  22,764 17,725 13,174 10,325	Carrying	June 30, 2016         December           Carrying         Carrying           Amount         Fair Value         Amount           1,844         1,844         1,326           36,003         36,003         27,494           664         664         -           38,511         38,511         28,820           22,764         22,764         26,555           17,725         17,046           13,174         13,174         14,031           10,325         9,484         12,139           -         -         141           -         -         34	

## 14.2 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)

_	Level 1	Level 2	Level 3
		22.764	
Senior revolving facility	-	22,764	-
Senior term loans	-	13,174	-
Long-term debt	-	-	9,484
Commodity purchase contract embedded derivative	-	(664)	-

The balance of the early payment option was revised to nil (\$0.2 million in 2015) to adjust to the value of the option as at June 30, 2016.

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 Technique	Significant Observable Inputs	Sensitivity of the input to fair value
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 \$352k

## 15 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.

## **15.1 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.

## **15.2 LIQUIDITY RISK**

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, 2016 and December 31, 2015:

(\$'000 unless otherwise stated)

(\$ 000 arriess other wise stated)					
	Carrying	Contractual	Less Than	1 – 2	<b>Greater Than</b>
	Amount	Cash Flow	1 Year	Years	2 Years
Senior revolving facility	22,764	22,764	22,764	-	-
Accounts payable and accrued liabilities	17,725	17,725	17,725	-	-
Senior term loans	13,174	13,174	1,751	3,532	7,891
Long-term debt	10,325	16,505	1,994	3,746	10,765
As at June 30, 2016	63,988	70,168	44,234	7,278	18,656
Senior revolving facility	26,555	26,555	26,555	-	-
Accounts payable and accrued liabilities	17,046	17,046	17,046	-	-
Senior term loans	14,031	14,031	1,624	3,550	8,857
Long-term debt	12,139	19,636	2,608	3,986	13,042
As at December 31, 2015	69,771	77,268	47,833	7,536	21,899

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.

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 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, 2016, a \$0.01 increase (decrease) in the Canadian dollar to US dollar exchange rate will increase (decrease) net comprehensive income by \$0.2 million.

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, 2016, the Company had no outstanding US dollar currency forward contracts.

## 15.4 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.

## 15.5 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, 2016, the fair value of zinc forward contracts was a notional amount of \$2.1 million and the mark to market gain on those contracts was \$0.7 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 and 9.

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)		
	As at June 30, 2016	As at December 31, 2015
Total shareholders' equity	67,465	57,816
Senior revolving facility	22,764	26,555
Senior term loans	13,174	14,031
Long-term debt	10,325	12,139
Total capital	113,728	110,541

## 17 NET INCOME PER SHARE

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,	
	<u>2016</u>	2015	<u>2016</u>	2015	
Net income for the year	6,359	2,064	11,589	4,181	
Weighted average number of shares outstanding:	31,098,136	31,142,573	31,096,596	31,142,573	
Net income per share (\$/share)	0.20	0.07	0.37	0.13	

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, 2016 the Company does not have any instruments issued that could be dilutive.

22,500 Shares were cancelled for the six months ended June 30, 2016 (Note11).

## **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, 2016, Tree Island's wholly owned subsidiaries have committed to production material purchases (including finished goods) totalling \$39.2 million (\$35.8 million – June 30, 2015).

## 19 SEGMENTED INFORMATION

#### 19.1 MARKET SEGMENTS

Revenues for each group for the three and six months ended June 30, 2016 and 2015 were as follows:

(\$'000 unless otherwise stated)

	Three Months Ende	Three Months Ended June 30,		June 30,
	<u>2016</u>	2015	<u>2016</u>	<u>2015</u>
Industrial	20,372	19,940	39,955	40,407
Residential	21,032	19,280	39,752	37,188
Commercial	12,090	7,034	22,542	15,222
Agricultural	7,467	5,545	16,595	13,002
Specialty	4,423	4,742	8,780	9,765
Total revenue	65,384	56,541	127,624	115,584

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 Ende	Three Months Ended June 30,		Six Months Ended June 30,	
	<u>2016</u>	<u>2015</u>	<u>2016</u>	<u>2015</u>	
United States	42,464	39,930	82,456	78,961	
Canada	21,170	15,751	41,300	34,275	
International	1,750	860	3,868	2,348	
Total revenue	65,384	56,541	127,624	115,584	

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)

	June 30, 2016	December 31, 2015
United States	8,454	9,258
Canada	28,051	28,611
China	3	3
Total non-current assets	36,508	37,872

# 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 or amahdavi@treeisland.com

## **Auditors:**

Ernst & Young LLP Vancouver, B.C.