### CONSOLIDATED FINANCIAL STATEMENTS

Titan America LLC and Subsidiaries Years Ended December 31, 2014 and 2013 With Report of Independent Auditors

Ernst & Young LLP





# Consolidated Financial Statements (International Financial Reporting Standards Basis)

Years Ended December 31, 2014 and 2013

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### Report of Independent Auditors

The Members
Titan America LLC

We have audited the accompanying consolidated financial statements of Titan America LLC and subsidiaries, which comprise the consolidated statement of financial position as of December 31, 2014 and 2013, and the related consolidated statements of operations and comprehensive loss, changes in member's equity, and cash flows for the years then ended, and the related notes to the consolidated financial statements.

### Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in conformity with International Financial Reporting Standards; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free of material misstatement, whether due to fraud or error.

### **Auditor's Responsibility**

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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



### **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the consolidated financial position of Titan America LLC and subsidiaries at December 31, 2014 and 2013, and the consolidated results of their operations and their cash flows for the years then ended in conformity with International Financial Reporting Standards.

Ernst & Young LLP

April 3, 2015

## Consolidated Statements of Financial Position

		December 31		
		2014		2013
Assets				_
Noncurrent assets:				
Property, plant, equipment, and				
mineral deposits, net	Note 7	\$ 661,191,438	\$	671,849,184
Goodwill, net	Note 8	221,561,698		221,561,698
Identifiable intangible assets, net	Note 9	15,327,183		19,609,814
Deferred stripping, net	Note 10	5,186,221		5,781,684
Investment in associate	Note 32	6,555,022		_
Other assets	Note 12	 8,310,360		7,111,593
Total noncurrent assets		 918,131,922		925,913,973
Current assets:				
Inventories	Note 4	97,145,707		83,630,810
Trade receivables, net	<i>Notes 2, 3</i>	9,702,537		62,033,300
Prepaid expenses and other current assets	Note 6	6,247,601		4,516,966
Receivable due form special purpose entity	Note 33	13,689,045		_
Other receivables, net	Notes 2, 5	4,016,329		2,784,251
Derivative financial instruments	Notes 2, 17	_		2,159,420
Related-party receivables	Notes 2, 20	1,157,701		908,556
Income taxes receivable		485,465		467,582
Cash restricted	Note 2	1,809,322		_
Cash and cash equivalents	Note 2	16,043,986		15,878,733
Total current assets		 150,297,693		172,379,618

Total assets **\$1,068,429,615** \$1,098,293,591

		December 31		
		2014	2013	
Liabilities and members' equity			_	
Members equity:				
Capital contributions		\$ 648,689,592	\$ 648,677,733	
Retained earnings, before current				
period net loss		(143,630,233)	(78,421,928)	
Current period net loss		(16,170,327)	(65,348,463)	
Accumulated other comprehensive loss		(2,797,768)	(1,189,801)	
Total members' equity		486,091,264	503,717,541	
Noncurrent liabilities:				
Long-term debt, including obligations under				
capital leases, less current obligation	Notes 2, 15, 16	404,784,256	431,014,975	
Deferred and other noncurrent income				
tax liabilities, net	Note 11	57,583,028	62,064,352	
Retirement benefit obligations	Note 19	13,406,728	10,877,362	
Derivative financial instruments	Notes 2, 17	2,960,434	_	
Provisions, less current portion	Note 14	7,735,832	5,465,357	
Deferred income, less current portion		1,548,346	2,115,030	
Other noncurrent liabilities		192,283	230,317	
Total noncurrent liabilities		488,210,907	511,767,393	
Current liabilities:				
Accounts payable	Note 2	44,954,496	52,248,826	
Accrued expenses	Note 13	30,284,422	21,100,920	
Book overdraft		6,386,957	5,126,888	
Current portion of deferred income		1,044,226	584,251	
Current portion of long-term debt, including				
obligations under capital leases	Notes 2, 15, 16	7,640,643	65,233	
Accounts payable, related parties	Notes 2, 20	2,607,059	2,930,610	
Current portion of provisions	Note 14	1,209,641	751,929	
Total current liabilities		94,127,444	82,808,657	
Total liabilities		582,338,351	594,576,050	
Total liabilities and members equity		\$1,068,429,615	\$1,098,293,591	

# Consolidated Statements of Operations

		Year Ended December 31		
		2014	2013	
Net sales	Note 23	\$ 594,546,863	\$ 512,715,785	
Freight revenues	Note 23	29,246,299	26,241,033	
Total sales	11010 23	623,793,162	538,956,818	
Cost of goods sold, excluding freight,	N . 24	500 004 500	461 217 210	
and distributions expenses	Note 24	509,084,599	461,217,319	
Freight expenses	N . 25	29,246,299	26,241,033	
Distribution expense	Note 25	28,533,629	26,805,525	
Cost of goods sold		566,864,527	514,263,877	
Gross profit		56,928,635	24,692,941	
Selling expense	Note 26	14,596,146	12,869,735	
General and administrative expense	Note 27	49,808,884	43,089,240	
Loss on sale of accounts receivable and	11016 27	42,000,004	13,009,210	
related costs, net	Note 33	3,678,968	_	
Other operating (income) expense	Note 28	(6,106,242)	202,597	
Operating loss		(5,049,121)		
Finance income		220,532	64,299	
Finance cost	Note 29	(32,735,280)	(26,428,461)	
Share of profit of an associate	Note 32	1,373,289	_	
Loss on financial instrument	Note 17	(3,413,446)	_	
Realized foreign exchange loss	Note 17	(1,096,783)	, , ,	
Unrealized foreign exchange gain (loss)	Note 17	21,725,955	(5,744,837)	
Other non-operating income	Note 31	1,284,665	1,004,623	
Loss on early extinguishment of debt	Note 15	(1,876,422)	<u> </u>	
Loss before income taxes		(19,566,611)	(62,895,652)	
Federal income tax (benefit) expense	Note 11	(2,812,481)	3,375,823	
State income tax benefit	Note 11	(583,803)		
Net loss		\$ (16,170,327)		

# Consolidated Statements of Comprehensive Loss

		Year Ended December 31		
			2014	2013
Net loss Other comprehensive (loss) income:		\$	(16,170,327) \$	(65,348,463)
Net movement on cash flow hedge	Note 17		504,389	302,280
Income tax effect			_	(314,601)
Net gain (loss) on cash flow hedge			504,389	(12,321)
Actuarial (loss) gain on defined benefit plans	Note 19		(3,037,277)	2,805,742
Income tax effect			924,921	(1,094,238)
Net (loss) gain on defined benefit plans			(2,112,356)	1,711,504
Other comprehensive (loss) income, net of tax			(1,607,967)	1,699,183
Total comprehensive loss, net of tax		\$	(17,778,294) \$	(63,649,280)

# Consolidated Statements of Changes in Member's Equity

				Accumulated Other	Total
		Capital	Retained	Comprehensive	Member's
		Contributions	Earnings	Income (Loss)	Equity
January 1, 2013		\$ 648,713,157	\$ (78,421,928)	\$ (2,888,984)	\$ 567,402,245
Net loss		_	(65,348,463)	_	(65,348,463)
Actuarial gain on defined benefit plans	Note 19	_	_	1,711,504	1,711,504
Cash flow hedge	Note 17	_	_	(12,321)	(12,321)
Stock compensation	Note 20	275,733	_	_	275,733
Stock compensation excess tax benefit		(311,157)	_	_	(311,157)
December 31, 2013		648,677,733	(143,770,391)	(1,189,801)	503,717,541
Net loss		_	(16,170,327)	_	(16,170,327)
Actuarial gain on defined benefit plans	Note 19	_	_	(2,112,356)	(2,112,356)
Cash flow hedge	Note 17	_	_	504,389	504,389
Stock compensation	Note 20	152,017	_	_	152,017
Stock compensation excess tax benefit		(140,158)	140,158	_	
December 31, 2014		\$ 648,689,592	\$(159,800,560)	\$ (2,797,768)	\$ 486,091,264

## Consolidated Statements of Cash Flows

		Year Ended December 31 2014 2013		
Operating activities				2010
Loss before income taxes		\$	(19,566,611) \$	(62,895,652)
Adjustments for:				
Depreciation, depletion, and amortization	Notes 7, 9, 10		61,640,251	69,535,347
Impairment of property, plant, and equipment	Note 7		418,261	_
Deferred income			(106,708)	(534,830)
Loss (gain) on disposal of assets, net	Note 7		1,846,050	(2,185,129)
Gain on contribution of assets to associate	Note 32		(6,538,114)	_
Equity earnings in associate	Note 32		(1,373,289)	_
Finance cost	Note 29		32,735,280	26,428,461
Finance income			(220,532)	(64,299)
Loss on financial instruments	Note 17		3,413,446	_
Foreign exchange (gain) loss	Note 17		(20,629,172)	6,067,482
Stock compensation expense	Note 20		152,017	275,733
Loss on extinguishment of debt	Note 15		1,876,422	_
Bad debt expense	Note 3		415,758	806,137
Change in net operating assets			16,444,750	(2,481,034)
Other			_	(4,282)
Cash generated from operation before interest				
and income taxes			70,507,809	34,947,934
Income taxes (paid) refunded			(178,002)	1,107,597
Net cash provided by operating activities			70,329,807	36,055,531
Investing activities				
Purchase of property, plant, and equipment	Note 7		(43,818,248)	(15,343,900)
Expenditures on deferred stripping	Note 10		(1,896,411)	(612,486)
Interest received			220,532	64,299
Distributions from associate, net	Note 32		1,749,000	_
Proceeds from the sale of assets, net of				
disposition costs	Note 7		818,201	4,805,052
Net cash used by investing activities			(42,926,926)	(11,087,035)

## Consolidated Statements of Cash Flows (continued)

		Year Ended December 31 2014 2013			
Financing activities					
Borrowing from affiliated party	Note 20	\$	27,201,083	\$	17,000,000
Offering costs associated with borrowings	Notes 15, 20		(7,783,657)		(5,346,775)
Increase in book overdraft			1,260,069		2,000,048
Principal payments on capital lease obligations	Note 16		(112,165)		(31,018)
Settlement of derivative financial instrument	Note 17		(3,153,195)		(13,928,400)
Financial instrument collateral payments	Note 17		(19,599,894)		_
Net payments under lines of credit	Note 15		_		(2,377,329)
Interest paid			(24,519,496)		(21,751,127)
Other financing activities			(433,937)		_
Principal payments on debt			(44,145)		(41,169)
Net cash used in financing activities			(27,185,337)		(24,475,770)
Ç .					
Net increase in cash and cash equivalents			217,544		492,726
Net foreign exchange difference			(52,291)		_
-					
Cash and cash equivalents:					
Beginning of year			15,878,733		15,386,007
End of year		\$	16,043,986	\$	15,878,733
Changes in net operating assets:					
Inventories		\$	(14,419,218)	\$	(579,698)
Trade receivables, net			39,060,896		(4,721,731)
Other receivables, net			(2,067,016)		(450,754)
Prepaid expenses and other current assets			(1,730,635)		2,377,576
Other assets			(1,556,576)		(70,614)
Accounts payable			(7,797,757)		2,912,789
Other operating activities			(1,375,386)		_
Accrued expenses			5,235,951		948,723
Provisions – current			457,713		360,588
Provisions – non-current			2,128,168		(4,492,171)
Other liabilities			(230,317)		(1,071,488)
Retirement benefit obligations			(688,377)		(163,010)
Operating related-party activity			(572,696)		2,468,756
Change in net operating assets		\$	16,444,750	\$	(2,481,034)

Non-cash transactions: The principal non-cash investing and financing transactions are accrued purchases of property, plant, and equipment and derivative movements (see Notes 7 and 17).

### Notes to Consolidated Financial Statements

December 31, 2014

### 1. Organization, Nature of Business and Summary of Significant Accounting Policies

The consolidated financial statements for the years ended December 31, 2014 and 2013, were authorized for issue by the management of Titan America LLC on April 3, 2015.

#### **Basis of Presentation**

The consolidated financial statements are prepared in accordance with International Financial Reporting Standards adopted by the International Accounting Standards Board (IASB), including International Accounting Standards and Interpretations issued by the International Financial Reporting Interpretations Committee of the IASB, collectively "IFRS."

### **Organization and Nature of Business**

Titan America LLC (the Company), a Delaware, US limited liability company, is wholly-owned by Titan Atlantic Cement Industrial and Commercial S.A. (Titan Atlantic), which is wholly-owned by Titan Cement Company S.A. (Titan Cement), both of which are Greek corporations. The Company primarily operates in the manufacture, distribution, and sale of cement, cement substitutes (including processed fly ash), construction aggregates, ready-mixed concrete, and concrete blocks to resellers and construction contractors in the Eastern region of the United States. The Company's principal offices are located in Norfolk, Virginia.

The Company's significant operating subsidiaries include Roanoke Cement Company LLC (RCC), Titan Virginia Ready-Mix LLC, Mechanicsville Concrete LLC (Mechanicsville Concrete), S&W Ready Mix Concrete Company LLC (S&W), Titan Florida LLC (Florida), Separation Technologies LLC (ST) and Essex Cement Company LLC (Essex).

### **Related Party Activity**

Related party activity is primarily comprised of an affiliated party loan, affiliated party borrowing facilities, and cement purchases from Titan Cement and its operating subsidiaries. The initial affiliated party borrowing facility with Titan Global Finance, PLC (TGF), was established in August 2007. A second affiliated party borrowing facilities bear interest at variable rates and are further described in Note 15. In addition and as further described in Note 15, the Company has outstanding fixed rate borrowings from TGF in the amount of Euro 277,000,000.

### Notes to Consolidated Financial Statements

# 1. Organization, Nature of Business and Summary of Significant Accounting Policies (continued)

In 2013 and 2014 the Company sold spare parts and technical and administrative support services to Separation Technologies Canada LTD (STC) and Separation Technologies UK LTD (STUK), both wholly-owned indirect subsidiaries of Titan Cement (see Note 20).

A summary of the Company's significant accounting policies follows:

### Limited Liability Company Operating Agreement, Assets and Liabilities

In accordance with the operating agreement of the Company, the member, Titan Atlantic, is not liable for the debts, liabilities, contracts, or any other obligations of the Company solely by reason of being a member of the Company. In addition, the member is not required to lend any funds to the Company.

### **Principles of Consolidation**

The consolidated financial statements include the accounts of Titan America LLC and its wholly-owned subsidiaries. All intercompany balances and transactions have been eliminated in consolidation.

### Reclassification

The following prior year amounts have been reclassified to conform to the current year presentation.

- a \$ 908,556 increase in both the 2013 related party asset and liability balances within the consolidated statement of financial position, and
- in the 2013 consolidated statement of operations, foreign exchange gains and losses have been classified as either realized or unrealized gains and losses.

### Notes to Consolidated Financial Statements

# 1. Organization, Nature of Business and Summary of Significant Accounting Policies (continued)

### **Critical Accounting Estimates and Judgments**

The preparation of financial statements requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates. The principal estimates are related to provisions, retirement benefit obligations, goodwill, identifiable intangible assets, deferred and other noncurrent income taxes, and insurance accruals.

Provisions and retirement benefit obligations include estimates of discounted expected future cash outflows. The retirement benefit obligations include actuarial assumptions on medical costs increases and life expectancy, which could differ from actual experience.

In accordance with International Accounting Standard (IAS) No. 36, *Impairment of Assets*, the Company tests annually, as of December 31, or upon occurrence if indicators of impairment are present, whether goodwill and identifiable intangible assets have suffered any impairment. The recoverable amounts of related cash generating units have been determined based on discounted cash flow calculations. These calculations require the use of estimates.

The Company's calculation of deferred and other noncurrent income taxes includes transactions and estimates for which the ultimate tax determination is uncertain.

Insurance accruals include estimates of settlement for claims against the company based on loss development factors and estimates of incurred but not reported healthcare costs, which could differ from actual results.

### **Financial Risk Management**

The Company's activities expose it to a variety of financial risks: credit risk, liquidity risk, and cash flow interest rate risk. The Company's overall risk management program focuses on the unpredictability of financial markets and seeks to minimize potential adverse effects on the Company's financial performance.

### Notes to Consolidated Financial Statements

# 1. Organization, Nature of Business and Summary of Significant Accounting Policies (continued)

Credit Risk

The Company has no significant concentrations of credit risk (see Note 22).

Liquidity Risk

Prudent liquidity risk management implies maintaining sufficient cash and marketable securities, the availability of funding through an adequate amount of committed credit facilities and the ability to close out market positions. Due to the dynamic nature of the underlying businesses, the Company aims to maintain flexibility in funding by keeping committed credit lines available, each of which is guaranteed by Titan Cement (see Note 15).

Borrowings Denominated in Foreign Currencies

The Company is exposed to foreign currency exchange rate risk associated with borrowings denominated in foreign currencies. The Company has entered into foreign currency forward contracts to manage a portion of its exposure to fluctuations in currency values (see Note 17).

Cash flow and Fair Value Interest Rate Risk

As the Company has no significant interest-bearing assets, the Company's income and operating cash flows are not directly impacted by changes in market interest rates. The Company's interest rate risk arises from short-term and long-term borrowings. Borrowings issued at variable rates expose the Company to cash flow interest rate risk. Borrowings issued at fixed rates expose the Company to fair value interest rate risk. Borrowings denominated in foreign currencies expose the Company to foreign exchange risk. The Company's policy for long term borrowings will vary and is managed by Titan Cement's group treasury function.

### Notes to Consolidated Financial Statements

# 1. Organization, Nature of Business and Summary of Significant Accounting Policies (continued)

The following table demonstrates the sensitivity of the Company's loss before income tax (through the impact of the outstanding floating rate borrowings at the end of the period on profits) to reasonable changes in interest rates, with all other variables held constant:

N7 17. 1. 1	Interest Rate	I	ncrease in Loss Before	Interest Rate	Ι	Decrease in Loss before
Year Ended	Variation	In	come Taxes	Variation	ın	come taxes
December 31, 2014	1.0%	\$	827,830	(1.0)%	\$	827,830
December 31, 2013	1.0%	\$	2,981,177	(1.0)%	\$	2,981,177

### **Cash and Cash Equivalents**

The Company considers all highly liquid debt instruments with original maturities of three months or less to be cash equivalents. Cash equivalents consist of overnight repurchase agreements and a bank money market fund (investing primarily in obligations of U.S. banks, commercial paper, and other high quality, short-term obligations of U.S. companies and securities of the U.S. Government).

The Company excludes outstanding checks in excess of funds on deposit with a bank from the reported amounts of cash and cash equivalents. When applicable, this net liability is classified as a book overdraft in the accompanying consolidated balance sheets.

### **Borrowings**

The Company recognizes borrowings initially at fair value, net of transaction costs. Transaction costs are amortized on an interest to maturity basis over the term of the borrowings. Amortization is included in finance cost in the accompanying consolidated statements of income.

### Notes to Consolidated Financial Statements

# 1. Organization, Nature of Business and Summary of Significant Accounting Policies (continued)

### **Inventories**

Inventories are stated at the lower of cost or market (estimated net realizable value). Cost is determined as follows:

- Finished goods and work in process Purchase cost or average production cost for the most recent 12 month period.
- Spare parts and raw materials Moving average or purchase cost method.
- Manufacturing supplies and other Moving average method.

Net realizable value is the estimated selling price in the ordinary course of business, less the costs of completion and direct selling expenses.

### **Trade Receivables**

Trade receivables are recognized initially at fair value and subsequently at amortized cost, less a provision for impairment. An allowance for impairment of trade receivables is established when there is objective evidence that the Company will not be able to collect all amounts due according to the original terms of the related sale. The amount of the allowance is the difference between the carrying amount of the receivable and the estimated future cash flows. Changes to the allowance are recognized as cost of goods sold in the accompanying consolidated statements of operations.

In 2014, the Company entered into an accounts receivable securitization agreement to sell without recourse certain customer receivables. Under the agreement, the Company will continue to service such accounts. Sales of trade receivables to the purchaser are reflected as a reduction of receivables, net, in the accompanying consolidated balance sheets. The carrying value of accounts receivable transferred approximates its fair value. All related transactional costs, including purchase discounts and administrative expenses, are recognized within Loss on Sale of Accounts Receivables and Related Costs, Net, in the accompanying consolidated statements of operations.

### Notes to Consolidated Financial Statements

# 1. Organization, Nature of Business and Summary of Significant Accounting Policies (continued)

### Property, Plant, Equipment and Mineral Deposits

Property, plant, equipment, and mineral deposits are stated at historical cost, less accumulated depreciation and depletion.

Depreciation is computed using the straight-line method over the estimated useful lives of the assets. Amortization expense on assets under capital leases is included with depreciation expense on Company owned assets. Mineral deposits are depleted using the units-of-production method on the basis of the relationship of quantities mined to total estimated recoverable quantities.

Expenditures incurred to replace or overhaul a component of an item of property, plant, and equipment are accounted for separately and, if the future economic benefits are probable and extend the useful life or increase capacity, the items are capitalized. Repair and maintenance expenditures are expensed as incurred.

The estimated useful lives (in years) for the major components of property, plant, and equipment are:

	Cement	Aggregates	Ready Mix	Block	Other
Land improvements	15–30	15	15	15	15
Building and					
improvements	25	25	25	25	25
Machinery and					
equipment	15–30	10–15	10–15	15–30	5–15
Mobile equipment	7–25	7 - 8	7	7	7
Marine equipment	20	20	N/A	N/A	N/A
Auto and truck	8	8	8	8	8
Furniture and fixtures	3–5	3–5	3–5	3–5	3–5

The assets' residual values and useful lives are reviewed and adjusted, if appropriate, at each balance sheet date. When assets are retired or sold, the cost and related accumulated depreciation are removed from the accounts and any resulting gain or loss is recognized in the accompanying consolidated statements of operations.

### Notes to Consolidated Financial Statements

# 1. Organization, Nature of Business and Summary of Significant Accounting Policies (continued)

### **Capitalized Interest**

The Company has applied the provisions of IAS No. 23(R), Borrowing Costs, to capitalize interest costs for qualifying capital projects. The amount of capitalized interest is based on the Company's weighted average borrowing rate and the average outstanding capital spending for a project. The capitalized interest is recorded as part of the asset to which it relates and is depreciated over the estimated useful life of the asset.

#### Goodwill

Goodwill related to acquisitions before April 1, 2004 is stated at acquisition value less accumulated amortization and accumulated impairment losses, if any. In accordance with IFRS No. 3, "Business Combinations," the Company ceased amortization of existing goodwill on January 1, 2005. Goodwill related to acquisitions on or after April 1, 2004 is carried at cost less accumulated impairment losses, if any. Goodwill is allocated to cash-generating units (CGUs) for the purpose of impairment testing. A CGU is an identified business unit of the Company. A business unit can include interdependent activities (e.g., cement, aggregates, and ready-mixed concrete), typically within a contiguous market territory. The impairment of goodwill assets associated with the CGU is tested at least annually through assessment of the amount recoverable from future projected operations.

### **Identifiable Intangible Assets**

Identifiable intangible assets are stated at acquisition value less accumulated amortization and accumulated impairment losses, if any, and are amortized over their expected period of benefit on a straight line basis. The Company annually reviews the methods of amortization and estimated useful lives of its identifiable intangible assets. Amortization of identifiable intangible assets is included in cost of goods sold in the accompanying consolidated statements of operations. Acquired tradenames were recorded as indefinite-lived intangible assets, were measured at fair value at the date of acquisition, and are tested annually for impairment.

### Notes to Consolidated Financial Statements

# 1. Organization, Nature of Business and Summary of Significant Accounting Policies (continued)

The estimated useful lives for the major components of identifiable intangible assets are:

	Years
Core technology – Processed fly ash	10
Non-compete agreements	3–5
Customer Relationships	5–7
Trademarks	10
Tradenames	Indefinite

### **Deferred Stripping**

Costs associated with removing overburden from mineral deposits are deferred and amortized on the units-of-production method proportionate to the extraction of the related mineral deposits. Amortization of deferred stripping is included in costs of goods sold in the accompanying consolidated statements of operations.

#### **Investment in Associate**

Associates are entities over which the Company has significant influence, holds between 20% and 50% of the voting rights, but does not individually or jointly control. Investments in associates are accounted for using the equity method of accounting and are initially recognized at cost. Under the equity method, the Company's share of the post-acquisition profits or losses is recognized in the income statement and its share of post-acquisition movements in other comprehensive income is recognized in other comprehensive income with a corresponding adjustment to the carrying amount of the investment. When the Company's share of losses in an associate equals or exceeds its interest in the associate, the Company does not recognize further losses, unless the Group has incurred legal or constructive obligations or made payments on behalf of the associates.

If the ownership interest in an associate is reduced but significant influence is retained, only a proportionate share of the amount previously recognized in other comprehensive income is reclassified to profit or loss where appropriate. Upon loss of significant influence over the associate, the Company measures and recognizes any retained investment at its fair value. Any difference between the carrying amount of the associate upon loss of significant influence and

### Notes to Consolidated Financial Statements

# 1. Organization, Nature of Business and Summary of Significant Accounting Policies (continued)

the fair value of the retained investment and proceeds from disposal is recognized in profit or loss. The Company determines at each reporting date whether there is any objective evidence that the investment in the associate is impaired. If this is the case, the Company calculates the amount of the impairment as the difference between the recoverable amount of the associate and its carrying value and recognizes the amount adjacent to "share of profit (loss) of associates" in the income statement. Profit and losses resulting from upstream and downstream transactions between the Company and its associate are recognized in the Company's financial statements only to the extent of unrelated investor's interests in the associates. Unrealized gains on transactions between the Company and its associates are eliminated to the extent of the Group's interest in the associates; unrealized losses are also eliminated unless the transaction provides evidence of an impairment of the asset transferred.

Accounting policies of associates have been adjusted where necessary to ensure consistency with the policies adopted by the Company. The financial statements of the associates are prepared with the same reporting date as the Company's. In the Company's separate financial statements, the investment in associates is stated at cost less impairment, if any.

#### **Insurance**

The Company maintains insurance to cover property, casualty, liability, and workers' compensation losses above certain retained limits. The Company provides accruals for estimates of the retained portion of probable settlement amounts, net of deposits held by insurance companies. This liability is included in accrued expenses in the accompanying consolidated statements of financial position.

### **Income Taxes**

Titan America LLC is a nontaxable entity whose items of income, expense, gains, and losses are taxed to its member, Titan Atlantic. For financial reporting purposes, the Company reports its proportionate share of Titan Atlantic's income tax expense and related income tax assets and liabilities as if the Company had filed separate Company income tax returns.

### Notes to Consolidated Financial Statements

# 1. Organization, Nature of Business and Summary of Significant Accounting Policies (continued)

The Company accounts for income taxes using the liability method. Under the liability method, deferred tax assets are recognized for deductible temporary differences and operating loss and tax credit carryforwards and deferred tax liabilities are recognized for taxable temporary differences. Temporary differences are the differences between the financial statement reported amount of assets and liabilities and their tax bases. Deferred tax assets are recognized only when it is probable that they will be realized. Further, the Company recognizes a deferred tax asset arising from unused tax losses or tax credits only to the extent that the Company has sufficient future taxable temporary differences or there is convincing other evidence that sufficient taxable profit will be available against which the unused tax losses or unused tax credits can be utilized by the Company. Deferred tax assets and liabilities are adjusted for the effects of changes in tax laws on the date of enactment.

The Company is subject to compliance reviews by the Internal Revenue Service (IRS) and other taxing authorities on various tax matters, including challenges to various positions the Company asserts. The Company believes it has adequately accrued for tax contingencies that have met both the probable and reasonably estimable criteria. These amounts are reflected in other noncurrent income tax liabilities in the accompanying consolidated statements of financial position.

### **Commitments, Contingencies, and Provisions**

Liabilities for loss contingencies, including environmental remediation costs arising from claims, assessments, litigation, fines, and penalties, and other sources are recorded when it is probable that a liability has been incurred and the amount of the assessment and/or remediation can be reasonably estimated. Such provisions are adjusted as further information develops or circumstances change.

Provisions for environmental remediation costs are determined by forecasting future costs and discounting these costs using risk free rates for periods that approximate the expected timing of the obligation and are included in provisions in the accompanying consolidated statements of financial position.

### Notes to Consolidated Financial Statements

# 1. Organization, Nature of Business and Summary of Significant Accounting Policies (continued)

### **Impairment of Long-Lived Assets**

Property, plant, equipment, mineral deposits and other noncurrent assets, including goodwill, deferred stripping, and identifiable intangible assets are reviewed for impairment losses whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. In addition, assets with indefinite lives, such as goodwill, are reviewed annually for impairment. An impairment loss is recognized for the amount by which the carrying amount of the asset exceeds its recoverable amount, which is the higher of an asset's fair value less cost to sell or value in use. For purposes of assessing impairment, assets are grouped by business unit, which may include interdependent business activities (e.g., cement, aggregates, and ready-mixed concrete), typically within a contiguous market territory.

#### Leases

Leases in which a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Payments made under operating leases (net of any incentives received from the lessor) are charged to the statements of operations on a straight-line basis over the period of the lease. Leases in which a significant portion of the risks and rewards of ownership are held by the Company are classified as capital leases.

The determination of whether an arrangement is, or contains, a lease is based on the substance of the arrangement at inception date, whether fulfillment of the arrangement is dependent on the use of a specific asset or assets or the arrangement conveys a right to use the asset, even if that right is not explicitly specified in an arrangement.

### **Revenue Recognition**

Revenue from product sales is recognized upon shipment to customers. Revenue for services is recognized when the service is provided. Provisions for discounts, returns, and other adjustments are provided for in the same period the related sales are recorded as a reduction of revenue. Deferred income represents payments received or receivables established prior to the delivery of products, services or rights.

### Notes to Consolidated Financial Statements

# 1. Organization, Nature of Business and Summary of Significant Accounting Policies (continued)

### **Pension and Other Post-retirement Obligations**

The Company's defined benefit pension plans and all but one of the Company's other postretirement benefit plans were previously frozen to new participants and credited service. One postretirement benefit plan exists for certain active and former employees of the Company. Under this plan, eligible retirees receive a benefit consisting primarily of assistance with medical insurance costs between the dates of early retirement and Medicare eligibility. The Company sponsors defined contribution retirement (currently suspended – see Note 19) and 401(k) savings plans which cover substantially all employees of the Company.

The liability recognized in the statement of financial position in respect of defined benefit pension plans is the present value of the defined benefit obligation less the fair value of plan assets. The defined benefit obligation is calculated annually by independent actuaries using the projected unit credit method. The present value of the defined benefit obligation is determined by discounting the estimated future cash outflows using interest rates of high-quality U.S. corporate bonds that have terms to maturity approximating the terms of the related pension liability.

During 2011, the Company elected to early adopt the provisions of IAS 19R, *Employee Benefits*. As a result of the early adoption, actuarial gains and losses arising from experience adjustments and changes in actuarial assumptions are recognized immediately as they occur within other comprehensive income. In addition, all past service costs are recognized in the consolidated statements of operations as they occur. Finally, under the new standard, the Company recognizes net interest cost (as a single item) within the consolidated statements of operations.

For defined contribution plans, the Company makes contributions in accordance with established plan provisions for both union and nonunion employees and has no further payment obligations once the contributions have been paid. The contributions are recognized as employee benefit expense when they are earned.

### **Share-Based Payments**

Titan Cement operates an equity-settled, share-based compensation plan. The Company recognizes the fair value of the employee service received in exchange for the grant of Titan Cement stock options as an expense. The total amount to be expensed over the vesting period is determined by reference to the fair value of the options granted on the date of grant, excluding

### Notes to Consolidated Financial Statements

# 1. Organization, Nature of Business and Summary of Significant Accounting Policies (continued)

the impact of any non-market vesting conditions. Non-market vesting conditions are included in assumptions about the number of options that are expected to become exercisable. At each statement of financial position date, the Company revises its estimates of the number of options that are expected to become exercisable. It recognizes the impact of the revision of original estimates, if any, in the statements of operations with a corresponding adjustment to equity.

### **Recently Issued Accounting Pronouncements**

The financial statements have been prepared with the same accounting policies of the prior financial year. No new standards and interpretations had to be adopted as of January 1, 2014.

The following new standards, amendments to standards and interpretations have been issued but are not effective for the financial year beginning January 1, 2014. They have not been early adopted and the Company is currently assessing possible impacts in the financial statements from their adoption.

### IFRS 9, Financial Instruments: Classification and Measurement

This standard applies to classification and measurement of financial assets and financial liabilities as defined in IAS 39. The standard was initially effective for annual periods beginning on or after January 1, 2014, but amendments have moved the mandatory effective date to January 1, 2018. The Company is currently assessing the impact of IFRS 9 and plans to adopt the 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 recognized at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods for services to a customer and provides a more structured approach to measuring and recognizing 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 in the process of assessing the impact of IFRS 15 on the financial position or performance of the Company.

### Notes to Consolidated Financial Statements

# 1. Organization, Nature of Business and Summary of Significant Accounting Policies (continued)

IAS 32, Offsetting Financial Assets and Financial Liabilities – Amendments to IAS 32

These amendments clarify the meaning of "currently has a legally enforceable right to set-off". The amendments also clarify the application of the IAS 32 offsetting criteria to settlement systems which apply gross settlement mechanisms that are not simultaneous These amendments did not impact the Company's financial position performance and became effective for annual periods beginning on or after January 1, 2014.

### **Subsequent Events**

The Company has evaluated subsequent events through the date the financial statements were available to be issued, April 3, 2015.

### 2. Financial Instruments and Other Financial Assets and Liabilities

The following methods and assumptions were used to estimate the fair value of financial instruments:

# Cash and Cash Equivalents, Trade Receivables, Related Party Receivables, Other Receivables, Accounts Payable, and Accounts Payable-Related Parties

At December 31, 2014 and 2013, the carrying amounts approximate fair value based on the short maturity of these instruments.

Restricted cash represents funds not available for general corporate purposes that secure specific operating and financing obligations expected to be settled within the next 12 months. The restricted cash balance as at December 31, 2014, was \$1,809,322.

### **Long-term Debt**

The fair values of the Company's long-term debt obligations (other than capital lease obligations) are based on discounted cash flows using a discount rate which management expects would be available to the Company at the statement of financial position date for instruments with comparable terms. The carrying amounts of short-term borrowings and capital lease obligations approximate their fair value.

### Notes to Consolidated Financial Statements

### 2. Financial Instruments and Other Financial Assets and Liabilities (continued)

#### **Derivative financial instruments**

The fair values of the Company's foreign exchange forward contracts are determined by using level two measurements defined as inputs other than quoted prices that are observable for similar contracts in active markets.

### 3. Trade Receivables, Net

Trade receivables at December 31, 2014 and 2013, consist of the following:

	December 31			
		2014	2013	
Trade receivables	\$	20,445,448 \$	73,210,655	
Allowance for doubtful accounts		(6,466,651)	(7,129,183)	
Allowance for cash discounts and rebates		(3,046,950)	(2,801,565)	
Allowance for service fees		(1,229,310)	(1,246,607)	
Total trade receivables, net	\$	9,702,537 \$	62,033,300	

Trade receivables are non-interest bearing and normally settled within the terms of the contract. Bad debt expense is included in cost of goods sold in the accompanying consolidated statements of operations. For the years ended December 31, 2014 and 2013, the Company recognized \$415,758 and \$806,137 of bad debt expense, respectively.

### Notes to Consolidated Financial Statements

### 3. Trade Receivables, Net (continued)

The activity within allowance for doubtful accounts consisted of the following at December 31, 2014 and 2013:

	December 31				
		2014	2013		
Balance at January 1	\$	(7,129,183) \$	(7,288,268)		
Charge for the year		(415,758)	(806, 137)		
Utilized		1,078,290	965,222		
Balance at December 31	\$	(6,466,651) \$	(7,129,183)		

### 4. Inventories

Inventories at December 31, 2014 and 2013, consist of the following:

	December 31				
		2014		2013	
Spare parts	\$	26,447,893	\$	22,614,473	
Work in process		21,349,970		21,790,935	
Finished goods		25,157,326		18,577,613	
Raw materials		15,903,625		14,848,152	
Manufacturing supplies and other		8,286,893		5,799,637	
Total inventories	\$	97,145,707	\$	83,630,810	
Finished goods Raw materials Manufacturing supplies and other		25,157,326 15,903,625 8,286,893	\$	18,577,613 14,848,152 5,799,637	

### Notes to Consolidated Financial Statements

### 5. Other Receivables, Net

Other receivables at December 31, 2014 and 2013, consist of the following:

	December 31				
		2014	2013		
Escrow receivable	\$	750,000	\$ 750,000		
Receivables, non-trade, net		1,766,730	596,192		
Mineral tax refund		_	510,770		
Deposits		320,205	341,233		
Rebates and refunds due		660,661	285,924		
Employee receivables		23,697	74,841		
Other		495,036	225,291		
Total other receivables, net	\$	4,016,329	\$ 2,784,251		

### **6. Prepaid Expenses and Other Current Assets**

Prepaid expenses and other current assets at December 31, 2014 and 2013, consist of the following:

	December 31				
		2014	2013		
Prepaid insurance	\$	1,974,044 \$	1,639,993		
Prepaid licenses, permits and other taxes		1,604,019	1,270,780		
Prepaid overhead expenses (rent, software					
maintenance dues and subscriptions)		1,590,575	1,164,623		
Prepaid highway use tax		132,564	121,919		
Purchase deposit		_	20,000		
Other		946,399	299,651		
Total prepaid expenses and other current assets	\$	6,247,601 \$	4,516,966		

### Notes to Consolidated Financial Statements

### 7. Property, Plant, Equipment, and Mineral Deposits, Net

Activity within property, plant, equipment, and mineral deposits for the year ended December 31, 2014, consists of the following:

		Balance at								Balance at
	J	anuary 1, 2014		Additions		Disposals		Other	Dec	ember 31, 2014
Historical Cost:						<b>F</b>				
Mineral reserves	\$	155,436,093	\$	_	\$	_	\$	_	\$	155,436,093
Land	*	130,532,058	-	1,965,388	-	(804,169)	*	_	т.	131,693,277
Land improvements		49,983,489		340.163		(366,589)		_		49,957,063
Building & improvements		107,558,250		259,422		(525,357)		_		107,292,315
Machinery & equipment		669,468,574		6,463,298		(8,326,488)		672,505 <sup>(1)</sup>		668,277,889
Mobile equipment		54,283,098		4,688,807		(2,240,810)		_		56,731,095
Marine equipment		10,554,895		_		_		_		10,554,895
Auto & truck		105,013,768		6,864,513		(5,832,801)		_		106,045,480
Furniture & fixtures		17,391,681		670,798		(1,158,584)		_		16,903,895
Construction and		1.,051,001		0.0,		(1,120,201)				20,500,050
equipment installations										
in progress		23,393,316		25,007,804		_		_		48,401,120
Impairment reserve						_		(418,261)		(418,261)
Total historical cost	\$	1,323,615,222	\$	46,260,193	\$	(19,254,798)	\$		\$	1,350,874,861
	÷	,,,		-, -,, -		( , , , , , , , , , , , , , , , , , , ,				, , , , , , , , , , , , , , , , , , , ,
Accumulated depreciation:										
Mineral reserves	\$	33,612,432	\$	3,013,825	\$	_	\$	_	\$	36,626,257
Land improvements	Ψ	27,201,725	Ψ	2,989,663	Ψ	(132,380)	Ψ	_	Ψ	30,059,008
Building & improvements		57,058,443		4,034,189		(158,874)		_		60,933,758
Machinery & equipment		369,386,237		33,529,461		(7,790,366)		_		395,125,332
Mobile equipment		46,871,294		3,000,214		(2,040,065)		_		47,831,443
Marine equipment		5,341,636		473,101		(2,040,003)		_		5,814,737
Auto & truck		96,820,954		6,575,478		(5,670,109)		_		97,726,323
Furniture & fixtures		15,473,317		1,249,815		(1,156,567)		_		15,566,565
Total accumulated		15,475,517		1,247,013		(1,130,307)				13,300,303
depreciation	\$	651,766,038	\$	54,865,746	\$	16,948,361)	¢		\$	689,683,423
depreciation	Ψ	031,700,030	Ψ	34,003,740	Ψ	10,240,301)	Ψ		Ψ	007,003,423
Net book value:										
Mineral reserves	\$	121,823,661	\$	(3,013,825)	Ф		\$		\$	110 000 026
Land	Ф	130,532,058	Þ	1,965,388	Ф	(804,169)	Ф	_	Ф	118,809,836 131,693,277
Land improvements		22,781,764		(2,649,500)		(234,209)		_		19,898,055
Building & improvements						( - ) )		_		
Č 1		50,499,807		(3,774,767)		(366,483)		- 472 F0F		46,358,557
Machinery & equipment Mobile equipment		300,082,337 7,411,804		(27,066,163) 1,688,593		(536,122) (200,745)		672,505		273,152,557 8,899,652
1 1		, ,				(200,745)		_		, ,
Marine equipment Auto & truck		5,213,259		(473,101)		(162.602)		_		4,740,158
Furniture & fixtures		8,192,814		289,035		(162,692)		_		8,319,157
Construction and		1,918,364		(579,017)		(2,017)		_		1,337,330
equipment installations		22 202 214		25 007 904						48 401 120
in progress		23,393,316		25,007,804		_		(/10 241)		48,401,120
Impairment reserve	ф	- 	Φ.	(9 (05 552)	Ф	(2.206.425)	ø	(418,261)	φ	(418,261)
Total net book value	\$	671,849,184	\$	(8,605,553)	\$	(2,306,437)	\$	254,244	\$	661,191,438

<sup>&</sup>lt;sup>(1)</sup>Capitalization of spare parts inventory.

### Notes to Consolidated Financial Statements

### 7. Property, Plant, Equipment, and Mineral Deposits, Net

Activity within property, plant, equipment, and mineral deposits for the year ended December 31, 2013 consists of the following:

	J	Balance at anuary 1, 2013	Additions	Disposals	Other De	Balance at ecember 31, 2013
Historical Cost:			11001010	Disposais	<u> </u>	2011.501 01, 2010
Mineral reserves	\$	154,394,841	\$ _	\$ _	\$ 1,041,252 <sup>(1)</sup> \$	155,436,093
Land		131,628,297	36,559	(1,327,439)	194,641 <sup>(1)</sup>	130,532,058
Land improvements		49,990,838	46,931	(7,466)	(46,814)	49,983,489
Building & improvements		107,457,268	281,312	(190,946)	10,616	107,558,250
Machinery & equipment		665,281,466	4,066,211	(580,503)	$701,400^{(2)}$	669,468,574
Mobile equipment		53,097,784	2,571,328	(1,386,014)	_	54,283,098
Marine equipment		9,552,557	1,002,338	_	_	10,554,895
Auto & truck		105,849,944	29,901	(866,077)	_	105,013,768
Furniture & fixtures		17,218,260	97,819	_	75,602	17,391,681
Construction and						
equipment installations						
in progress		16,933,897	7,358,180	(898,761)	_	23,393,316
Total historical cost	\$	1,311,405,152	\$ 15,490,579	\$ (5,257,206)	\$ 1,976,697 \$	1,323,615,222
Accumulated depreciation:						
Mineral reserves	\$	31,641,637	\$ 1,970,795	\$ _	\$ - \$	33,612,432
Land improvements		24,210,585	3,009,756	(6,755)	(11,861)	27,201,725
Building & improvements		53,134,067	4,033,266	(84,023)	(24,867)	57,058,443
Machinery & equipment		336,721,454	33,187,298	(489,294)	(33,221)	369,386,237
Mobile equipment		44,857,442	3,320,427	(1,306,575)	_	46,871,294
Marine equipment		4,849,881	491,755	_	_	5,341,636
Auto & truck		88,451,801	9,119,789	(750,636)	_	96,820,954
Furniture & fixtures		14,197,590	1,210,060	_	65,667	15,473,317
Total accumulated						
depreciation	\$	598,064,457	\$ 56,343,146	\$ (2,637,283)	\$ (4,282) \$	651,766,038
Net book value:						
Mineral reserves	\$	122,753,204	\$ (1,970,795)	\$ _	\$ 1,041,252 \$	121,823,661
Land		131,628,297	36,559	(1,327,439)	194,641	130,532,058
Land improvements		25,780,253	(2,962,825)	(711)	(34,953)	22,781,764
Building & improvements		54,323,201	(3,751,954)	(106,923)	35,483	50,499,807
Machinery & equipment		328,560,012	(29,121,087)	(91,209)	734,621	300,082,337
Mobile equipment		8,240,342	(749,099)	(79,439)	_	7,411,804
Marine equipment		4,702,676	510,583		_	5,213,259
Auto & truck		17,398,143	(9,089,888)	(115,441)	_	8,192,814
Furniture & fixtures		3,020,670	(1,112,241)		9,935	1,918,364
Construction and equipment installations		-,,	, , ,		,,,,,,	, ,
in progress		16,933,897	7,358,180	(898,761)	_	23,393,316
Other				_	_	_
Total net book value	\$	713,340,695	\$ (40,852,567)	\$ (2,619,923)	\$ 1,980,979 \$	671,849,184

 $<sup>{}^{(1)}\!</sup>M$  ineral reserves and land acquired as settlement for trade receivables.  ${}^{(2)}\!C$  apitalization of spare parts inventory.

### Notes to Consolidated Financial Statements

### 7. Property, Plant, Equipment, and Mineral Deposits, Net (continued)

At December 31, 2014 and 2013, property, plant, and equipment under capital leases consisted of mobile equipment, autos, and trucks with a cost basis of \$1,989,658 and \$316,605, respectively and accumulated depreciation of \$88,065 and \$179,211, respectively. For the years ended December 31, 2014 and 2013, depreciation of property, plant, and equipment under capital leases totaled \$87,463 and \$51,709, respectively.

The gross carrying amount of fully depreciated property, plant, and equipment as of December 31, 2014 and 2013 was \$209,680,065 and \$169,497,035, respectively.

At December 31, 2014 and 2013, the Company had accruals for capital projects totaling \$693,520 and \$190,616, respectively. For the years ended December 31, 2014 and 2013, the Company did not capitalize any interest.

### Sale and Disposal of Assets

In 2014, the Company completed ordinary course of business asset retirements which, in the aggregate, generated net proceeds of \$818,201 and recognized a loss on sale of assets of \$1,846,050. Substantially all of the loss recognized is included in cost of goods sold, excluding freight and distribution expense in the accompanying consolidated statement of comprehensive loss.

In September 2013, the Company sold a parcel of surplus property adjacent to its Florida cement plant for \$4,558,225. Net of transaction and other costs, the Company received \$4,016,830 at closing with another \$455,822 withheld in accordance with U.S. tax law applicable to foreign land owners in the United States and \$36,599 withheld for local real estate taxes. At December 31, 2013, the remaining proceeds receivable of \$455,822 has been classified as income taxes receivable in the accompanying consolidated statement of financial position. The book value of the parcel disposed was \$1,327,439. Consequently, the Company recognized a gain on disposal of \$3,181,812 in 2013. The gain recognized is included in cost of goods sold, excluding freight and distribution expense in the accompanying consolidated statements of operations.

In addition to the above, the Company completed other asset retirements in 2013 which, in the aggregate, generated net proceeds of \$295,801 and a recognized loss on disposal of assets of \$996,683. All of the loss recognized is included in cost of goods sold, excluding freight and distribution expense in the accompanying consolidated statements of operations.

### Notes to Consolidated Financial Statements

### 7. Property, Plant, Equipment, and Mineral Deposits, Net (continued)

### **Impairment of Assets**

In 1997, ST contracted with a utility company (the Utility) to process and beneficiate for resale fly ash generated by the Utility's coal fired electricity generation facility. After a competitive bidding process in 2014, ST was notified that the contract with the Utility would expire in early 2015 contingent upon the successful transition of the new ash processor. Thus, it was determined that certain Company-owned structures and site improvements located at the Utility would be abandoned on site at that time. Consequently, ST recognized in 2014 within cost of goods sold an impairment charge of \$418,261, representing the net book value of these assets.

**8. Goodwill, Net**Goodwill at December 31, 2014 and 2013, primarily results from the following acquisitions:

Acquisition	Activity	Geography	Year Acquired	2014 Balance	2013 Balance
Separation technologies	Fly Ash	Eastern U.S.	2002	\$ 15,259,141 <b>\$</b>	15,259,141
Summit/Metro/Miami Valley/Supermix	Ready – mixed concrete and concrete block	Western Florida	2006	48,558,860	48,558,860
S&W Ready Mix	Ready-mixed concrete	Carolinas	2007	146,852,616	146,852,616
Mechanicsville Concrete	Ready – mixed concrete	Central Virginia	2007	8,200,653	8,200,653
Other				2,690,428	2,690,428
Total goodwill				\$ 221,561,698	\$ 221,561,698

### Notes to Consolidated Financial Statements

### 8. Goodwill, Net (continued)

### **Impairment testing of Goodwill**

Goodwill acquired through business combinations has been allocated to the following cash generating units (CGUs):

	December 31				
		2014	2013		
Mid Atlantic Business Unit	\$	155,328,080 \$	155,328,080		
Florida Business Unit		48,558,860	48,558,860		
Separation Technologies Business Unit		15,259,141	15,259,141		
Essex Business Unit		2,415,617	2,415,617		
Total goodwill	\$	221,561,698 \$	221,561,698		

Management tests goodwill annually at December 31 or more frequently if indications of impairment exist.

The recoverable amount of a CGU is determined based on the higher of its value-in-use and fair value less cost to sell. The value-in-use calculations use cash flow projections based on financial plans approved by management covering a five year period. The calculation of value-in-use for the Company's evaluated CGUs is most sensitive to the following assumptions:

- Sales volumes;
- Selling prices;
- Growth rate used to extrapolate cash flows beyond the specific projection period; and
- Discount rates

### Notes to Consolidated Financial Statements

### 8. Goodwill, Net (continued)

### Sales Volumes

Management estimates sales volumes utilizing independent industry forecasts taking into consideration its position in the market, relative to its competitors. Management expects construction spending and sales volumes in key markets to continue to recover during 2015. At December 31, 2014, the date of the most recent impairment test, the Company has assumed the following compound average annual growth rates in its sales volumes for the period 2015 - 2019:

Florida – Cement	6.4%
Florida – Aggregates	4.7
Florida – Readymix	13.6
Florida – Block	14.8
Mid-Atlantic – Cement	5.5
Mid-Atlantic – Virginia Readymix	10.2
Mid-Atlantic – Carolinas Readymix	9.3
Separation Technologies – Processed Fly Ash	1.5
Essex – Cement	4.9

### Selling Prices

Selling prices in all markets improved during 2014 from 2013 levels as markets continue to recover from the severe contraction in demand for building materials that began in 2006. For the period 2015 - 2019, management expects selling prices to improve as supply and demand imbalances continue to be corrected. At December 31, 2014, the date of the most recent impairment test, the Company has assumed the following compound annual growth rates in external net realized selling prices for the period 2015 - 2019:

Florida – Cement	5.1%
Florida – Aggregates	5.0
Florida – Readymix	4.1
Florida – Block	4.9
Mid-Atlantic – Cement	3.7
Mid-Atlantic – Virginia Readymix	2.9
Mid-Atlantic – Carolinas Readymix	3.6
Separation Technologies – Processed Fly Ash	3.0
Essex – Cement	9.0

### Notes to Consolidated Financial Statements

### 8. Goodwill, Net (continued)

### Growth Rate Estimates

Following the five year specific forecast period, management used a fading-growth-rate model in the value-in-use calculations associated with the impairment tests performed over the Florida Business Unit. Under this approach, cash flows are assumed to increase at a higher rate following the specific projection period before settling into a long-term growth rate. Sales volume growth rates are based on published industry research and take into account demographic trends including population growth, household formation, and economic output (among other factors) in the states where the Company operates. In addition to demographic trends, long-term growth rates take into account cement/concrete intensity in construction which has historically varied from state to state based on building codes, availability of raw materials, and other factors. At December 31, 2014, the date of the most recent impairment test, growth rates have been estimated by management as follows:

	Year 6 Cash Flow Growth Rate	Fading Growth Rate Period	Long-term Growth Rate
Florida Business Unit	6.0%	2 years	4.0%
Mid-Atlantic Business Unit	3.0	N/A	3.0
Separation Technologies Business Unit	3.0	N/A	3.0
Essex Business Unit	3.0	N/A	3.0

#### Discount Rates

A pre-tax discount rate of 9.1% was used in the value in use calculations at December 31, 2014, the date of the most recent impairment test.

As of December 31, 2014 no goodwill impairments have been recorded.

### 9. Identifiable Intangible Assets, Net

Identifiable intangible assets are comprised principally of:

- (1) acquired customer relationships of Mechanicsville Concrete;
- (2) core technology, patents, and trademarks of Separation Technologies;
- (3) acquired customer relationships and tradename of S&W Ready Mix; and
- (4) acquired rights (contract rights) to market fly ash produced by a public utility in Florida.

# Notes to Consolidated Financial Statements

### 9. Identifiable Intangible Assets, Net (continued)

Activity within net identifiable intangible assets for the years ended December 31, 2014 and 2013, consists of the following:

	Balance at January 1, 2013	Additions	Disposals of Fully Amortized Items	Balance at December 31, 2013	Additions	Disposals of Fully Amortized Items	Balance at December 31, 2014
Historical cost:							
Core technology	\$ 9,700,000	\$ -	\$ -	\$ 9,700,000	\$ -	\$ -	\$ 9,700,000
Customer relationships	87,941,006	=	(26,240,000)	61,701,006	_	_	61,701,006
Trademarks	400,000	_	_	400,000	_	_	400,000
Tradenames	13,980,000	-	_	13,980,000	_	_	13,980,000
Contract rights	5,951,270	-	_	5,951,270	_	_	5,951,270
Non-compete agreements	3,165,081	-	(2,587,027)	578,054	_	(170,000)	408,054
Total historical cost	\$121,137,357	_	\$(28,827,027)	\$ 92,310,330	\$ -	\$ (170,000)	\$ 92,140,330
Accumulated amortization: Core technology Customer relationships Trademarks Contract rights Non-compete agreements Total accumulated amortization	\$ 9,700,000 75,851,410 400,000 1,022,875 2,777,476 \$ 89,751,761	\$ - 9,848,120 - 1,754,385 173,277 \$ 11,775,782	\$ - (26,240,000) - (2,587,027) \$(28,827,027)	\$ 9,700,000 59,459,530 400,000 2,777,260 363,726 \$ 72,700,516	\$ - 2,241,476 - 1,904,405 136,750 \$ 4,282,631	\$ - - - (170,000) \$ (170,000)	\$ 9,700,000 61,701,006 400,000 4,681,665 330,476 \$ 76,813,147
Net book value: Core technology	\$ -	\$ =	\$ -	\$ =	\$ -	-	\$ -
Customer relationships Trademarks	12,089,596	(9,848,120)	_	2,241,476	(2,241,476)	_	_
Trademarks	13,980,000	_	_	13.980.000	_	_	13,980,000
Contract rights	4,928,395	(1,754,385)	_	3,174,010	(1,904,405)	_	1,269,605
Non-compete agreements	387,605	(173,277)	_	214.328	(136,750)	_	77,578
Total net book value	\$ 31,385,596	\$(11,775,782)	\$ -	\$ 19,609,814	\$ (4,282,631)	\$ -	\$ 15,327,183

At December 31, 2014, non-compete agreements had estimated remaining economic useful lives of one year, and contract rights had an estimated remaining economic useful life of three months.

### 10. Deferred Stripping, Net

The activity within deferred stripping for the years ended December 31, 2014 and 2013, consists of the following:

	]	Balance at				]	Balance at
		January 1	Additions	A	mortization	D	ecember 31
2014	\$	5,781,684	\$ 1,896,411	\$	(2,491,874)	\$	5,186,221
2013	\$	6,585,617	\$ 612,486	\$	(1,416,419)	\$	5,781,684

# Notes to Consolidated Financial Statements

### 11. Income Taxes

The components of income tax expense (benefit) for the year ended December 31, 2014, consist of:

	(	Current		Deferred	Other	Total
U.S. Federal	\$	_	\$	(2,723,158) \$	(89,323) \$	(2,812,481)
State	Ψ	160,119	Ψ	(737,421)	(6,501)	(583,803)
Total	\$	160,119	\$	(3,460,579) \$	(95,824) \$	(3,396,284)

The components of income tax expense (benefit) for the year ended December 31, 2013, consist of:

		Current		Deferred	Other		Total
U.S. Federal	\$	_	\$	3,364,946 \$	10.877	\$	3,375,823
State	Ψ	171,652	Ψ	(1,097,326)	2,662	Ψ	(923,012)
Total	\$	171,652	\$	2,267,620 \$	13,539	\$	2,452,811

Income tax expense (benefit) differs from the amounts computed by applying the U.S. federal statutory income tax rate to loss before income taxes for the years ended December 31, 2014 and 2013, as a result of the following:

	December 31			
		2014	2013	
Loss before income taxes Income tax benefit at applicable statutory	\$	(19,566,611) \$	(62,895,652)	
U.S. Federal tax rate Differences resulting from:		(6,848,219)	(22,013,478)	
State income taxes, net of federal tax effect		(979,415)	(2,450,989)	
Mineral deposit depletion in excess of		, , ,	, , , , , , , , , , , , , , , , , , , ,	
cost basis		(2,580,648)	(1,593,146)	
Nondeductible expenses		262,611	280,364	
Recognized tax (benefit) expense under				
stock option program		(140,158)	134,209	
Provision for noncurrent income tax liabilities		(95,824)	13,539	
Federal net operating loss carryforwards		6,060,098	25,030,637	
State net operating loss carryforwards		902,336	2,843,963	
Other		22,935	207,712	
Income tax (benefit) expense	\$	(3,396,284) \$	2,452,811	

# Notes to Consolidated Financial Statements

# 11. Income Taxes (continued)

Net deferred tax liabilities consist of the following components as of December 31, 2014 and 2013:

	December 31			r 31
		2014		2013
Deferred tax assets:				
Provisions and accrued expenses, not deductible				
for tax until paid	\$	11,416,786	\$	7,586,628
Retirement benefit obligations, not deductible for tax until				
paid		5,574,666		4,144,400
Deferred income, resulting from revenue				
recognition differences		1,073,815		1,052,720
Identifiable intangible assets, principally due to differences		, ,		
in amortization methods		14,106,968		15,806,807
Accounts receivable valuation		3,714,971		2,718,663
Inventory valuation and costing		1,011,180		1,395,977
Derivative financial instruments		_		397,275
Unrealized foreign exchange losses on				•
debt obligations		_		2,289,936
Net operating loss and charitable				, ,
contribution carryforwards		57,936,889		50,913,880
Tax credit carryforwards		5,933,413		5,933,413
Other		578,654		383,301
Total deferred tax assets		101,347,342		92,623,000
Deferred tax liabilities:				
Plant and equipment, principally due to differences				
in depreciation methods		75,157,754		82,433,974
Mineral deposits, principally due to differences		,,		-, ,
in depletion methods		35,786,836		36,895,716
Goodwill, principally due to differences in		,,		,,-
amortization methods		36,510,065		32,091,972
Deferred stripping costs, principally due to		20,220,002		,,
differences in amortization methods		1,687,285		2,039,911
Prepaid expenses, principally due to differences		_,,,_,		, ,-
in amortization methods		1,333,613		1,129,955
Investment in Ash Venture		2,206,175		_
Unrealized foreign exchange gains on		, , -		
debt obligations		6,083,435		_
Other		165,207		_
Total deferred tax liabilities		158,930,370		154,591,528
Net deferred income tax liabilities	\$	57,583,028	\$	61,968,528
	<u>Ψ</u>	2.,200,020	Ψ	01,700,820

#### Notes to Consolidated Financial Statements

#### 11. Income Taxes (continued)

The deferred tax amounts mentioned above have been classified on the accompanying consolidated statements of financial position as of December 31, 2014 and 2013, as follows:

	December 31			
	 2014		2013	
Deferred tax liabilities, net Other noncurrent income tax liabilities	\$ 57,583,028 -	\$	61,968,528 95,824	
Deferred and other noncurrent income tax liabilities, net	\$ 57,583,028	\$	62,064,352	

At December 31, 2014, the Company had charitable contribution carryforwards of \$1,080,186 expiring in years 2015 through 2019. These expenses will be carried forward to future periods. The deferred tax asset has been reduced by \$421,273 due to the likelihood of expiration prior to use. Additionally, at December 31, 2014, the Company had an interest expense carryforward of \$37,470,650 which may be carried forward indefinitely. The 2014 tax net operating loss was \$20,992,271. At December 31, 2014, the Company had net operating loss carryforwards of \$367,221,999 expiring in the years 2029 through 2034. The Company limits the recognition of deferred tax assets for interest expense and net operating loss carryforwards in circumstances where it has a recent history of tax losses in more than one year. In these circumstances, the deferred tax asset recognition is generally limited to an amount equivalent to the net deferred tax liabilities scheduled to be realized within the net operating loss carryforward period. Accordingly, the Company has reduced the deferred tax asset arising from the Company's federal and state net operating loss carryforwards by \$90,603,037 and from the interest expense carryforward by \$14,613,553.

At December 31, 2014, the Company had tax credit carryforwards in the amount of \$5,933,413 which may be carried forward indefinitely. These credits may be used to offset future U.S. federal income taxes payable subject to certain IRS limitations.

# Notes to Consolidated Financial Statements

# 12. Other Assets

Other assets at December 31, 2014 and 2013, consist of the following:

	December 31				
		2014		2013	
Excess benefit plan assets (see Note 19)	\$	5,744,798	\$	5,549,668	
Special award plan		322,700		_	
Noncurrent portion of prepaid expenses		1,084,965		706,587	
Notes receivable – trade		791,897		645,430	
Deposits		338,007		190,175	
Other		27,993		19,733	
Total other assets	\$	8,310,360	\$	7,111,593	

# 13. Accrued Expenses

Accrued expenses at December 31, 2014 and 2013, consist of the following:

	December 31				
		2014		2013	
Insurance reserves	\$	8,941,182	\$	9,155,855	
Interest payable		10,417,089		6,160,211	
Taxes payable, other than income taxes		3,026,673		2,433,935	
Employee compensation and benefits		5,212,790		1,363,163	
Accrued liabilities related to acquisitions		81,617		1,051,027	
Accrued royalties and dues		1,806,367		425,035	
Professional fees		457,959		323,500	
Other		340,745		188,194	
Total accrued expenses	\$	30,284,422	\$	21,100,920	

#### Notes to Consolidated Financial Statements

#### 14. Provisions and Other Noncurrent Liabilities

#### **Provisions**

The activity within the Company's provision accounts for the year ended December 31, 2014, is summarized as follows:

<b>Provision Description</b>	Balance at January 1, 2014	Charges to Income Statement	Cash Payments	Balance at December 31, 2014
Restoration obligations	\$ 5,179,719	\$ 1,738,142	\$ (10,326)	\$ 6,907,535
Sales and use tax	334,401	127,065	(8,532)	
Environmental	6,604	_	_	6,604
Severance	614,826	2,732,950	(1,846,712)	1,501,064
Other	81,736	_	(4,400)	77,336
Total	\$ 6,217,286	\$ 4,598,157	\$ (1,869,970)	\$ 8,945,473

	December 31				
Analysis of Provisions	2014	2013			
Current portion of provisions	<b>\$ 1,209,641</b> \$	751,929			
Noncurrent portion of provisions	7,735,832	5,465,357			
Total	\$ 8,945,473 \$	6,217,286			

Restoration:

This provision represents the present value of the estimated costs to reclaim quarry sites and other similar post-closure obligations. It is expected that this amount will be used over the next 2 to 50 years. The Company estimates its ultimate restoration liability using detailed engineering calculations which takes into account the amount and timing of the future cash flows. Future cash flows are determined by applying inflation factors to the estimated current cost of reclamation. The present value of these future cash flows is determined by applying discount rates consistent with the time horizons of the expected future cash flow. Discount rates under IFRS are required to be at the risk free rate. Accordingly, the Company selects discount rates using U.S. treasury bonds with maturities similar to the duration of the obligation.

Sales and use tax: This provision has been established to cover the expected settlement of sales and use tax audits in states where the Company conducts business. It is expected that this amount will be utilized over the next 2 to 5 years.

#### Notes to Consolidated Financial Statements

#### 14. Provisions and Other Noncurrent Liabilities (continued)

Environmental: This provision represents the estimated cost for current and former Company

operating facilities for various environmental clean-up and monitoring obligations. It is expected that \$6,604 will be utilized in the next twelve

months.

Severance: This provision is for specific employee separation obligations. It is expected

that \$1,194,565 will be utilized in the next twelve months with the remaining

amounts used over the next 2 years.

Other: These miscellaneous reserves are for various matters. It is expected that

\$8,472 will be used in the next twelve months with the remaining amounts

used over the next 2 to 12 years.

During the years ended December 31, 2014 and 2013, the Company increased provisions by the net amounts of \$142,307 and \$103,469, respectively, for the passage of time and changes in applicable discount rates. This accretion of provisions is included in finance cost in the accompanying consolidated statements of operations.

#### 15. Credit Facilities and Long-Term Debt

**Bank Borrowing Facilities** 

At December 31, 2014 and 2013, the Company maintained a borrowing facility with a bank as further described below:

	<b>Borrowing Facilities at December 31, 2014</b>					
Facility Description	Borrowing Facility	Outstanding Borrowings	Undrawn Facility	Maturity Date		
Uncommitted Revolving Credit Facility*	\$ 10,000,000	\$ -	\$ 10,000,000	August 31, 2015		

<sup>\*</sup>The full value of this borrowing facility is \$50,000,000 but it was reduced by \$40,000,000 for the letter of credit sub-facility discussed below.

#### Notes to Consolidated Financial Statements

### 15. Credit Facilities and Long-Term Debt (continued)

	Borrowing Facilities at December 31, 2013			1, 2013
	Borrowing	Outstanding	Undrawn	Maturity
Facility Description	Facility	Borrowings	Facility	Date
Committed Revolving Credit Facility*	\$ 10,000,000	\$ -	\$ 10,000,000	April 30, 2014

<sup>\*</sup>The full amount of this borrowing facility was \$50,000,000 but it was reduced by \$40,000,000 for the letter of credit sub-facility discussed below.

The bank borrowing facility provides for loans at variable interest rates which are reset periodically depending on the term and type of draw made thereunder. In connection with the borrowing facility, the Company has agreed to certain covenants including restrictions on incurring certain liens on or disposing of certain existing assets without notification to the lender. The borrowing facility is guaranteed by Titan Cement.

#### **Affiliated Party Borrowing Facility**

At December 31, 2014 and 2013, the Company maintained affiliated party borrowing facilities further described below:

	<b>Borrowing Facilities at December 31, 2014</b>			2014
	Borrowing	Outstanding	Undrawn	Maturity
Facility Description	Facility	Borrowings	Facility	Date
Multi-currency euro denominated committed revolving credit facility	\$ 330,000,000	\$ 53,433,025 \$	\$ 276,566,975	January 5, 2018
	Borro	wing Facilities at	t December 31,	2013
	Borrowing	Outstanding	Undrawn	Maturity
Facility Description	Facility	Borrowings	Facility	Date
Multi-currency US dollar denominated committed revolving credit facility Single – currency	\$ 330,000,000	\$ 268,767,714 \$	6 61,232,286	January 5, 2015
euro – denominated committed revolving credit facility*	172,387,500	_	172,387,500	January 5, 2015

<sup>\*€125,000,000</sup> facility converted to US Dollars at year-end exchange rate of 1.3791.

#### Notes to Consolidated Financial Statements

### 15. Credit Facilities and Long-Term Debt (continued)

The multi-currency Euro denominated affiliated party borrowing facility provides the Company with a committed credit facility in a total amount of up to \$330,000,000 or its equivalent in Euros. The facility provides for loans at variable interest rates which are reset periodically depending on the term and type of draw made thereunder. There are no covenants associated with these borrowing facilities.

In 2014, the €125,000,000 facility was cancelled and the \$330,000,000 multi-currency facility's maturity date was extended to January 5, 2018. Accordingly, the Company recognized a \$1,876,422 loss on early extinguishment of debt for the write-off of the related unamortized borrowing costs.

#### **Letter of Credit and Performance Bond Facilities**

The Company maintains a letter of credit facility with a bank, which is guaranteed by Titan Cement. No amounts were drawn against the letters of credit at December 31, 2014 and 2013. At December 31, 2014 and 2013, the bank had issued letters of credit on behalf of the Company totaling \$37,451,562, and \$38,044,670, respectively, as further described below:

	December 31		
	2014 2013		
Facility Amount	<b>\$ 40,000,000</b> \$ 40,000,000		
Less letters of credit issued in support of: Variable rate industrial revenue bonds	<b>(29,687,726)</b> (29,687,726)		
Casualty, liability and workers' compensation insurance programs	<b>(7,593,244)</b> (7,683,944)		
Performance obligations	<b>(100,000)</b> (105,000)		
Other payment obligations	<b>(70,592)</b> (568,000)		
Available facility amount	<b>\$ 2,548,438</b> \$ 1,955,330		

# Notes to Consolidated Financial Statements

### 15. Credit Facilities and Long-Term Debt (continued)

In addition to the letter of credit facility described above, the Company maintains a performance bond facility with an insurance company, which is guaranteed by Titan Cement. No amounts were drawn against the performance bonds at December 31, 2014 and 2013. At December 31, 2014 and 2013, the insurance company had issued performance bonds on behalf of the Company totaling \$17,758,684 and \$16,424,863, respectively, as further described below:

	December 31		
		2014	2013
Facility Amount	\$	40,000,000 \$	40,000,000
Less performance bonds issued in support of:			
Supply obligations		(9,262,181)	(8,237,260)
Excavation and reclamation obligations		(4,961,089)	(4,958,689)
Surety bond		(1,464,160)	(1,454,160)
Other payment and performance obligations		(2,071,254)	(1,774,754)
Available facility amount	\$	22,241,316 \$	23,575,137

# Notes to Consolidated Financial Statements

#### 15. Credit Facilities and Long-Term Debt (continued)

#### **Borrowings**

Borrowings at December 31, 2014, consisted of the following:

	<b>December 31, 2014</b>	
	Carrying Amount	Fair Value
Unsecured Euro denominated loans with affiliated party, under committed borrowing facility, bearing interest	Ф. 52.422.025	Ф 52.422.025
at variable interest rates, due on January 5, 2018. Unsecured Euro denominated notes payable to affiliated	\$ 53,433,025	\$ 53,433,025
party, bearing interest at 9.49%, due on January 18, 2017. Unsecured Euro denominated notes payable to affiliated	121,410,000	134,983,002
party, bearing interest at 4.30%, due on July 10, 2019.	214,895,700	208,187,105
Industrial revenue bonds, bearing interest at variable rates (0.06% per annum at December 31, 2014), payable monthly, due on December 1, 2020*.	7,350,000	7,350,000
Industrial revenue bonds, bearing interest at variable rates (0.06% per annum at December 31, 2014),	, ,	, ,
payable monthly, due on April 1, 2034.	22,000,000	22,000,000
Capital lease obligations (Note 16)	1,873,275	1,873,275
Unsecured note payable	201,432	201,432
Subtotal	421,163,432	\$ 428,027,839
Less amounts classified as short-term borrowings Less amounts classified as current portion of	-	
long-term debt, including obligations under capital leases	(7,640,643)	
Less long-term portion of unamortized borrowing costs	(8,738,533)	
Long-term debt, including obligations under		_
capital leases, less current obligations	\$ 404,784,256	=

<sup>\*</sup>This facility reflects a stated repayment date of December 1, 2020. With the loss of the Company's ash processing contract with the Utility in 2014 (see Note 7 – PP&E/Impairment), the Company is required to repay the associated industrial revenue bonds within 90 days of removal of the Company's ash processing equipment from the Utility's location. Removal of the equipment is expected to occur in early 2015. Therefore, the Company has classified this obligation as short term debt.

# Notes to Consolidated Financial Statements

# 15. Credit Facilities and Long-Term Debt (continued)

Borrowings at December 31, 2013, consisted of the following:

	<b>December 31, 2013</b>	
	Carrying Amount	Fair Value
Unsecured notes payable to affiliated party, under committed borrowing facility, bearing interest at variable interest rates (3.179% per annum at December 31, 2013), due on January 5, 2015.  Unsecured Euro denominated notes payable to affiliated party, under committed borrowing facility, bearing interest at variable interest rates (3.284% per annum at December 31, 2013), due	\$ 195,000,000	\$ 195,000,000
on January 5, 2015.	73,767,714	73,767,714
Unsecured Euro denominated notes payable to affiliated party, bearing interest at 9.49%, due on January 18, 2017.  Industrial revenue bonds, bearing interest at variable rates (0.18% per	137,910,000	153,887,219
annum at December 31, 2013), payable monthly, due on December 1, 2020.  Industrial revenue bonds, bearing interest at variable rates (0.10% per annum at December 31, 2013), payable	7,350,000	7,350,000
monthly, due on April 1, 2034.	22,000,000	22,000,000
Capital lease obligations ( <i>Note 16</i> )	46,395	46,395
Unsecured note payable	245,576	245,576
Subtotal	436,319,685	\$ 452,296,904
Less amounts classified as short-term borrowings Less amounts classified as current portion of long-term debt, including obligations under capital leases Less long-term portion of unamortized borrowing costs	(65,233) (5,239,477)	
Long-term debt, including obligations under capital leases,	(3,239,411)	<u>'</u> _
less current obligations	\$ 431,014,975	=

# Notes to Consolidated Financial Statements

### 15. Credit Facilities and Long-Term Debt (continued)

The exposure of the Company's borrowings, including capital lease obligations, to interest rate changes and the periods in which the borrowings mature or re-price were as follows at December 31, 2014 and 2013:

	December 31		
	2014	2013	
Within 6 months	\$ 29,524,788	\$ 298,153,210	
Between 6 months and 1 year	174,274	34,425	
Between 1 and 5 years	390,981,515	138,132,050	
Later years	482,855	_	
Total	\$ 421,163,432	\$ 436,319,685	

The weighted average effective interest rates of the Company's borrowings at December 31, 2014 and 2013, were as follows:

	December 31	
	2014	2013
Industrial revenue bonds	0.06%	0.12%
Capital lease obligations (Note 16)	3.61	4.95
Unsecured borrowings under affiliated		
party credit facility	3.58	3.21
Unsecured note payable to affiliated party	6.17	9.49

Maturity of borrowings (including capital lease obligations) at December 31, 2014 and 2013, were as follows:

	December 31		
	2014	2013	
Within one year	\$ 7,747,189	\$ 65,233	
Between one and two years	445,161	268,840,357	
Between two and three years	121,685,808	154,095	
Between three and four years	53,724,750	137,910,000	
Between four and five years	215,105,605	_	
Later years	22,454,919	29,350,000	
Total	\$ 421,163,432	\$ 436,319,685	

#### Notes to Consolidated Financial Statements

#### 16. Capital Leases

At December 31, 2014 and 2013, the Company leased certain equipment under agreements classified as capital leases. The equipment and the related liabilities under the capital leases were recorded at the present value of the future payments due under the leases, using the weighted average discount rates disclosed in Note 15. Principal payments made under these leases for the years ended December 31, 2014 and 2013, totaled \$112,165 and \$31,018, respectively.

The following is a schedule of the future minimum lease payments under capital lease obligations together with the present value of the future minimum lease payments at December 31, 2014:

Within one year	\$ 363,405
Between one and two years	342,315
Between two and three years	342,315
Between three and four years	296,054
Between four and five years	231,287
Later years	514,050
Total minimum lease payments	2,089,426
Less amount representing interest	(216,151)
Present value of minimum lease payments	\$ 1,873,275
Total minimum lease payments Less amount representing interest	2,089,426 (216,151)

The fair value of capital lease obligations at December 31, 2014 and 2013, approximate book value.

During the year ended December 31, 2014, the Company entered into two new capital leases in the principal amount of \$1,939,046 with terms between four and six years and an average interest rate of 3.76%. During the year ended December 31, 2013, the Company entered into a new capital lease in the principal amount of \$48,290 with a term of two years and an interest rate of 4.95%.

#### 17. Hedging Activities and Derivatives

#### **Cash Flow Hedge**

Foreign Currency Risk

Upon execution of the Company's €100,000,000 borrowing from TGF during 2009 (fixed rate Euro Loan), the Company entered into three forward foreign currency exchange contracts with third party financial institutions to hedge the foreign currency risk associated with the Euro denominated borrowing. Under the terms of those agreements, the Company fixed the July 26,

#### Notes to Consolidated Financial Statements

### 17. Hedging Activities and Derivatives (continued)

2013 US Dollar to Euro exchange rate for the scheduled Euro 100,000,000 repayment at \$1.46329 to €1.00. In 2013, the hedging instrument was settled with a cash payment of \$13,928,400 representing the difference between the contracted exchange rate and the spot rate prevailing at the date of settlement multiplied by the Euro 100,000,000 notional amount. The Company has not entered into new forward foreign currency exchange contracts related to the Euro 100,000,000 borrowing from TGF refinanced in 2013. As a result, the Company remains exposed to foreign currency exchange rate risk associated with the unhedged Euro 100,000,000 loan (see Note 15).

During March and April of 2012, upon execution of the Company's Euro 53,489,751 borrowing from TGF (variable rate Euro Loan) (see Note 15), the Company entered into four forward foreign exchange contracts with third party financial institutions to hedge the foreign currency risk associated with Euro 52,294,550 of the total borrowings. Under the terms of those agreements, the Company fixed the December 5, 2014 US Dollar to Euro exchange rate for the scheduled Euro 52,294,550 repayment at \$1.33857 to €1.00. In 2014, the hedging instrument was settled with a cash payment of \$3,153,195 representing the difference between the contracted exchange rate and the spot rate prevailing at the date of settlement multiplied by the Euro 52,294,550 notional amount. The cash payment of \$3,153,195 was recorded as a loss on financial instrument.

At the inception of each hedge relationship, the Company formally designated and documented the hedge as a cash flow hedge and the risk management objective and strategy for undertaking the hedge. Since the terms of the derivative financial instruments have been negotiated to match the terms of the associated Euro Loan, each hedge was assessed to be highly effective.

These derivative financial instruments were initially recognized at fair value on the effective dates of the contracts, and were being subsequently remeasured at fair value. As these derivative financial instruments had been designated as cash flow hedges, any gains or losses arising from changes in fair value of the derivatives were recognized in other comprehensive income/loss as a separate component of equity. Amounts recognized as other comprehensive income/loss are transferred to the statement of income to the extent that the hedged transactions affect profit or loss (i.e., upon remeasurement of the Euro Loans to U.S. dollars based on the current spot rate).

#### Notes to Consolidated Financial Statements

#### 17. Hedging Activities and Derivatives (continued)

#### Fair Value Hedge

Foreign Currency and Interest Rate Risk

Upon execution of the Company's €177,000,000 borrowing from TGF (fixed rate Euro Loan) on July 10, 2014, the Company entered into two 5-year cross-currency interest rate swap agreements with third party financial institutions (with the Company, collectively the Counterparties or individually, a Counterparty) to hedge both the foreign currency and interest rate risks associated with the fixed rate Euro denominated borrowing. Under the terms of those agreements, the Counterparties fixed the July 10, 2019, US Dollar to Euro exchange rate for the scheduled Euro 177,000,000 repayment at \$1.3379 to €1.00. In addition, the Company will receive Euro denominated fixed rate interest on €177,000,000 and pay US dollar denominated variable rate interest on \$236,808,300. Further, each Counterparty is required to post weekly cash collateral payments for the difference between 1.) accumulated mark-to-market losses on the derivative instruments and 2.) the net accumulated cash collateral posted provided that the difference is at least €1,000,000.

For the year ended December 31, 2014, the Company made \$19,599,894 in collateral payments and recorded a loss on financial instrument of \$260,251 in conjunction with these swap agreements.

At the inception of each hedge relationship, the Company formally designated and documented the hedge as a fair value hedge and the risk management objective and strategy for undertaking the hedge. Since the terms of the derivative financial instruments have been negotiated to match the terms of the associated Euro Loan, the hedge was assessed to be highly effective.

These derivative financial instruments were initially recognized at fair value on the effective dates of the contracts and are being subsequently remeasured at fair value. As these derivative financial instruments have been designated as fair value hedges, any gains or losses arising from changes in fair value of the derivatives are recognized in the consolidated statement of operations.

# Notes to Consolidated Financial Statements

### 17. Hedging Activities and Derivatives (continued)

### **Foreign Exchange Gains and Losses**

At December 31, 2014 and 2013, the Company had unrealized foreign currency exchange gains related to unhedged Euro denominated loan balances of \$21,312,922 and losses of \$5,732,953, respectively. The components of foreign exchange gain (loss), for the years ended December 31, 2014 and 2013, are as follows:

	December 31		r 31
		2014	2013
Unrealized foreign exchange related to			
unhedged Euro debt	\$	21,312,922 \$	(5,732,953)
Unrealized foreign exchange related to Euro			
denominated interest		413,463	(11,884)
Unrealized foreign exchange related to Euro			
denominated payables		(430)	_
Realized foreign exchange related to			
unhedged Euro debt		(1,440,926)	_
Realized foreign exchange related to Euro			
denominated interest		87,200	(252,635)
Realized foreign exchange related to foreign			
currency denominated payables		256,943	(70,010)
Total foreign exchange gain (loss)	\$	20,629,172 \$	(6,067,482)

# Notes to Consolidated Financial Statements

# 17. Hedging Activities and Derivatives (continued)

Activity within the Company's Euro denominated loans and related derivative financial instruments for the years ended December 31, 2014 and 2013, consist of the following:

Financ	
Instrum	ents Loans
D.1	, 500
• •	3,588 \$ 202,514,377
Additional borrowing	
Settlement of derivative financial instrument (13,928)	
Amortization of forward points	- 1,108,055
Unrealized foreign exchange loss	- 5,732,954
Remeasurement of Euro loan and derivative	
financial instrument (2,624	4,608) 2,322,328
Balance at December 31, 2013 (2,159)	9,420) 211,677,714
Settlement of derivative financial instrument (3,153)	<b>- 3,195</b> )
Collateral support payments (19,599	- (-,894)
Borrowing	- 222,249,684
Amortization of forward points	- 308,330
Interest portion of financial instrument 140	- ,829
Unrealized foreign exchange loss (gain) 25,572	2,694 (41,833,194)
Remeasurement of Euro loan and derivative	, , , , , ,
financial instrument 2,159	,420 (2,663,809)
Balance at December 31, 2014 <b>\$ 2,960</b>	,434 \$ 389,738,725

# Notes to Consolidated Financial Statements

### 17. Hedging Activities and Derivatives (continued)

During the years ended December 31, 2014 and 2013, the Company recorded the following amounts in other comprehensive income (loss):

	December 31				
		2014	2013		
Amounts charged to other					
comprehensive loss:					
Unrealized (loss) income on derivative					
financial instruments	\$	(2,159,420) \$	2,624,608		
Less tax effect		_	(1,023,597)		
Unrealized (loss) income on derivative financial					
instruments, net of tax		(2,159,420)	1,601,011		
Remeasurement of Euro loans to U.S.					
Dollars		2,663,809	(2,322,328)		
Less tax effect		_	708,996		
Remeasurement of Euro loans to					
U.S. Dollars, net of tax		2,663,809	(1,613,332)		
Net movement on cash flow hedges		504,389	302,280		
Net tax effect		_	(314,601)		
Other comprehensive income (loss), net of					
tax	\$	504,389 \$	(12,321)		

### 18. Operating Lease Commitments

The Company leases certain facilities and equipment under operating lease agreements which expire at various dates through 2034. Future minimum lease payments under non-cancellable operating leases as of December 31, 2014, are as follows:

Within one year	\$ 9,986,301
Between one and two years	8,382,733
Between two and three years	6,142,484
Between three and four years	5,193,352
Between four and five years	5,038,143
Later years	14,819,740
Total	\$ 49,562,753

#### Notes to Consolidated Financial Statements

### 18. Operating Lease Commitments (continued)

Total rent expense under non-cancellable operating leases included in the accompanying consolidated statements of operations for the years ended December 31, 2014 and 2013, was \$10,406,433 and \$9,262,981, respectively. In addition to rent expense, certain of the Company's lease agreements contain provisions which require the payment of other fees (e.g., wharfage and dockage at import facilities) which are dependent, in part, on the volume of material passed through the leased facilities. In some cases these leases require minimum payments regardless of the actual quantities passed through the facilities. These fees amounted to \$978,391 and \$1,449,509 for the years ended December 31, 2014 and 2013, respectively.

It is reasonably certain that the Company will exercise the renewal options contained within two operating lease commitments. The lease between the Company and Tampa Port Authority (Authority), which expires in 2021, contains a lease extension option which allows the Company to extend the lease for three consecutive option periods of ten years each with the following provisions:

- The rent for each of the three option terms shall be adjusted at the commencement of the option term to the fair market rent for the premises.
- Once the adjusted rent for the commencement of the option term is determined, it will be the rent for the first twelve months of that option term.
- Rent will be increased by three percent at the beginning of each succeeding twelve months during the option term.

Under this lease, the Company is required to pay dockage and wharfage fees related to its use of the Authority's berths based on prescribed rates and tonnage. Additionally the Company is required to pay the Authority an annual tonnage guarantee which represents a charge calculated on the minimum tonnage that the Company is expected to import through the port.

The lease between the Company and The Port Authority of New York and New Jersey, which expires in 2030, contains a lease extension option which allows the Company to extend the lease for two consecutive option periods of five years each. The rent for each of these two option periods shall be a minimum of three percent and a maximum of five percent higher than the rent prescribed during the final year of the initial lease term. Under the terms of the lease, the Company is required to pay an annual tonnage guarantee which represents a charge calculated on the minimum tonnage that the Company is expected to import through the port.

#### Notes to Consolidated Financial Statements

### 19. Retirement Benefit Obligations

Retirement benefit obligations at December 31, 2014 and 2013, consist of the following:

	December				
		2014		2013	
Excess benefit plan benefits	\$	5,744,798	\$	5,549,668	
Pension benefits		4,852,034		2,831,535	
Other post-retirement benefits		2,809,896		2,496,159	
Retirement benefit obligations	\$	13,406,728	\$	10,877,362	

All of the Company's defined benefit pension plans and all but one of the Company's other postretirement benefit plans were previously frozen to new participants and credited service. One postretirement benefit plan exists for certain active and former employees of the Company. Under this plan, eligible retirees receive a benefit consisting primarily of assistance with medical insurance costs between the dates of early retirement and Medicare eligibility. At December 31, 2014, defined benefit pension plan assets are invested approximately 56% in equity investments and 44% in fixed income investments. Information relative to the Company's defined benefit pension and other postretirement benefit plans is presented below. Amounts reported below for these plans are as of the most recent measurement dates, December 31, 2014 and 2013.

	Pension	Benefits	Other Post-retirement Benefits			
	2014	2013	2014	2013		
Benefit obligations	\$ 17,141,626 12,289,592	\$ 14,891,531 12,059,996	\$ 2,809,896	\$ 2,496,159		
Fair value of plan assets Accrued cost, December 31	\$ 4,852,034		\$ 2,809,896	\$ 2,496,159		

# Notes to Consolidated Financial Statements

### 19. Retirement Benefit Obligations (continued)

Changes in the present value of the defined benefit obligations for the years ended December 31, 2014 and 2013, are as follows:

	Pension Benefits			Other Post-re Benefit		
		2014		2013	2014	2013
Benefit obligation, January 1	\$	14,891,531	\$	16,623,189	\$ 2,496,159 \$	2,523,076
Service cost		_		_	6,583	172,936
Interest cost		622,539		557,383	98,221	83,095
Benefits paid		(938,134)		(881,994)	(142,722)	(57,656)
Actuarial loss (gain)		2,565,690		(1,407,047)	351,655	(225,292)
Benefit obligation, December 31	\$	17,141,626	\$	14,891,531	\$ 2,809,896 \$	2,496,159
Discount rate used in computing ending obligations		3.75%		4.25%	3.75%	4.25%

For measurement purposes, at the end of the year included in the foregoing tables, the following rates of increase in the cost of covered health care benefits was assumed:

	Other Post-retirement Benefits		
	2014	2013	
Health care cost trend rate:			
2014	N/A	7.2% to 7.7%	
2015	6.8% to 7.3%	6.8% to 7.3%	
2016	6.4% to 6.9%	6.4% to 6.9%	
2017	6.0% to 6.5%	6.0% to 6.5%	
2018	5.5% to 6.1%	5.5% to 6.1%	
2019	5.0% to 5.7%	5.0% to 5.7%	
2020	5.0% to 5.3%	5.0% to 5.3%	
2021 and thereafter	5.0%	5.0%	

# Notes to Consolidated Financial Statements

### 19. Retirement Benefit Obligations (continued)

Changes in the fair value of plan assets for the years ended December 31, 2014 and 2013, are as follows:

	Pension Benefits				Other Post-retirement Benefits		
		2014		2013		2014	2013
Fair value of plan assets,							
January 1	\$	12,059,996	\$	10,825,658	\$	- \$	_
Return on plan assets		388,878		1,546,180		_	_
Contributions		778,852		570,152		142,722	57,656
Benefits paid		(938,134)		(881,994)		(142,722)	(57,656)
Fair value of plan assets,							
December 31	\$	12,289,592	\$	12,059,996	\$	- \$	

The Company expects to contribute \$742,018 to its defined benefit pension plans in 2015. This is the minimum requirement under the Employee Retirement Income Security Act of 1974 (ERISA). The Company's other post-retirement benefit plans are unfunded obligations and will be funded, consistent with past practice, on a pay-as-you go basis.

The following are the estimated future benefit payments at December 31, 2014 and 2013:

	Pension Benefits			Other Post-retirement Benefits			
	 2014	2013		2014		2013	
Year 1	\$ 964,852 \$	914,147	\$	198,922	\$	195,833	
Year 2	974,174	922,324		211,697		204,530	
Year 3	1,003,098	931,149		207,630		215,296	
Year 4	1,014,157	961,401		183,992		209,547	
Year 5	1,045,863	968,280		178,552		181,778	
Years 6 – 10	5,302,654	5,021,717		757,291		748,673	
Years 10+	17,837,812	15,238,266		2,364,373		1,862,121	
	\$ 28,142,610 \$	24,957,284	\$	4,102,457	\$	3,617,778	

# Notes to Consolidated Financial Statements

### 19. Retirement Benefit Obligations (continued)

A reconciliation of the movements during the years ended December 31, 2014 and 2013 in the net pension and other postretirement benefit liabilities follows:

				Other Post	-re	tirement
	Pension	Be	enefits	Ben	ts	
	2014		2013	2014		2013
Accrued cost, January 1 Expense recognized in	\$ 2,831,535	\$	5,797,531	\$ 2,496,159	\$	2,523,076
statement of income Amount recognized as other comprehensive	113,729		184,606	104,804		256,031
loss (income) Contributions	2,685,622 (778,852)		(2,580,450) (570,152)	351,655 (142,722)		(225,292) (57,656)
Accrued cost, December 31	\$ 4,852,034	\$	2,831,535	\$ 2,809,896	\$	2,496,159

The components of net periodic pension and other post-retirement benefit costs are as follows for the years ended December 31, 2014 and 2013:

	Pension Benefits		Other Post-re Benefit		
		2014	2013	2014	2013
Service cost	\$	_	\$ - \$	6,583 \$	172,936
Net interest cost		113,729	184,606	98,221	83,095
Net periodic pension expense		113,729	184,606	104,804	256,031
Other comprehensive loss (income)		2,685,622	(2,580,450)	351,655	(225,292)
Total comprehensive loss (income)	\$	2,799,351	\$ (2,395,844) \$	456,459 \$	30,739

### Notes to Consolidated Financial Statements

### 19. Retirement Benefit Obligations (continued)

For the year ended December 31, 2014, the Company recorded total comprehensive loss of \$3,255,810 related to its pension and other post-retirement benefit plans. For the year ended December 31, 2013, the Company recorded total comprehensive gain of \$2,365,105 related to its pension and other post-retirement benefit plans. These amounts have been included in the accompanying consolidated statements of operations and comprehensive loss (income) as follows:

	December 31				
		2014	2013		
Cost of goods sold	\$	6,583	\$ 172,936		
Finance cost		211,950	267,701		
Net periodic expense		218,533	440,637		
Other comprehensive loss (gain)		3,037,277	(2,805,742)		
Total comprehensive loss (gain)	\$	3,255,810	\$ (2,365,105)		

The components of actuarial losses (gains) included in other comprehensive loss for the years ended December 31, 2014 and 2013, are as follows:

	December 31			
	 2014	2013		
Asset loss (gain)	\$ 119,932	\$ (1,173,403)		
Demographic loss (gain)	208,117	(307,339)		
Assumption loss (gain)	2,709,228	(1,325,000)		
Total actuarial loss (gain)	\$ 3,037,277	\$ (2,805,742)		

A one percentage point change in the assumed rate of increase in healthcare costs would have the following effects:

	Increase			Decrease	
2014 Effect on the aggregate current service cost and interest cost Effect on other post-retirement benefit obligation	<b>\$</b>	7,259 242,477	<b>\$</b>	(6,286) (204,384)	
2013					
Effect on the aggregate current service cost					
and interest cost	\$	6,169	\$	(5,295)	
Effect on other post-retirement benefit obligation	\$	174,301	\$	(150,469)	

#### Notes to Consolidated Financial Statements

#### 19. Retirement Benefit Obligations (continued)

A one percentage point change in the assumed discount rate would have the following effects:

	Increase		Decrease	
2014				
Effect on the aggregate current service cost and interest cost	\$	83,378	\$ (105,818)	
Effect on pension and other post-retirement benefit obligation	\$ (	(2,005,900)	\$ 2,425,745	
2013				
Effect on the aggregate current service cost				
and interest cost	\$	96,121	\$ (124,184)	
Effect on pension and other post-retirement benefit				
obligation	\$ (	(1,599,242)	\$ 1,900,699	

#### **Defined Contribution Plans**

The Company sponsors a defined contribution retirement and 401(k) savings plan which covers substantially all employees of the Company. Until February 15, 2009, the Company contributed an amount equal to 3.5% of each participant's eligible compensation up to the Social Security Integration Level and 7.0% of eligible compensation in excess of that level. Contributions for periods after February 15, 2009, have been temporarily suspended for all employees.

The plan also provides for voluntary employee pre-tax contributions for eligible employees. The Company matches 50% of eligible employees' contributions up to 6% of the employee's eligible wages, subject to IRS limitations on maximum elective deferrals. Total costs charged against income for this element of the plan were \$2,234,882 and \$2,007,876, respectively, for the years ended December 31, 2014 and 2013.

#### **Excess Benefit Plan**

The Company sponsors an Excess Benefit Plan that is intended to constitute an unfunded plan of deferred compensation for a select group of highly compensated employees under ERISA. The Company has created an irrevocable trust to facilitate the payment of deferred compensation to participants under this plan.

Under this plan the participants are eligible to defer from 0% to 20% of eligible compensation for the applicable plan year. In 2013, the Company suspended its matching amounts for all contributions.

# Notes to Consolidated Financial Statements

### 19. Retirement Benefit Obligations (continued)

At December 31, 2014 and 2013, plan assets totaled \$5,744,798 and \$5,549,668, respectively, and are classified as other assets in the accompanying consolidated statements of financial position (see Note 12). There were no Company costs for the plan for the year ended December 31, 2014 or 2013.

### **20. Related Party Transactions**

The components of related party balances at December 31, 2014 and 2013, are as follows:

	December 31			
		2014		2013
Related party receivables: Separation Technologies Canada, Ltd	\$	170,356	\$	20,609
Titan Global Finance Ltd	·	98,720		792
Titan Cement, SA		888,625		887,155
	\$	1,157,701	\$	908,556
AY				
Non-current deferred income:	Φ	962 222	Φ	1 110 000
Iapetos, Ltd	\$	863,333	<b>3</b>	1,110,000
Current portion of deferred income:				
Iapetos, Ltd		246,667		246,667
•				
Accounts payable, related parties:				2 505 044
Titan Cement, SA		2,384,260		2,707,811
Separation Technologies UK, Ltd	ф.	222,799	Φ	222,799
	\$	2,607,059	\$	2,930,610
A compad interest marghla related martias				
Accrued interest payable, related parties: Titan Global Finance, PLC	\$	10 214 566	Φ	6 1 / 2 7 9 1
Than Global Finance, PLC	Þ	10,214,566	Ф	6,143,781
Variable rate Euro denominated notes payable,				
related parties:				
Titan Global Finance, PLC	\$	53,433,025	\$	73,767,714
Variable rate US Dollar notes payable, related parties:	ф		Ф	105 000 000
Titan Global Finance, PLC	\$	_	\$	195,000,000
Fixed rate Euro denominated note payable,				
related parties:				
Titan Global Finance, PLC	\$	336,305,700	\$	137,910,000
,	·	, , ,		
Unamortized offering costs on borrowings:				
Titan Global Finance, PLC	\$	8,386,906	\$	4,926,861

# Notes to Consolidated Financial Statements

# **20.** Related Party Transactions (continued)

The components of related party activity for the years ended December 31, 2014 and 2013 are as follows:

	2014	2013
Sales – products and services for fly ash separation: Separation Technologies Canada, Ltd Separation Technologies UK, Ltd	\$ 274,996	\$ 199,325 56,538
Iapetos, Ltd	246,667	246,667
p	\$ 521,663	\$ 502,530
Cost of sales – purchased cement: Titan Cement, SA	\$ 24,600,625	\$ 20,535,658
General and administrative support services provided: Separation Technologies Canada, Ltd	\$ -	\$ 33,507
Interest expense on borrowings: Titan Global Finance, PLC	\$ 24,422,573	\$ 20,385,437
Line of credit commitment fees: Titan Global Finance, PLC	\$ 4,183,831	\$ 1,787,772
Amortization of debt issuance costs: Titan Global Finance, PLC	\$ 2,373,506	\$ 1,795,646

#### Notes to Consolidated Financial Statements

#### **20.** Related Party Transactions (continued)

#### **Key Management Compensation**

Key management compensation expenses, which include all payroll-related expenses for vice-president level positions and higher, for the years ended December 31, 2014 and 2013, are as follows:

	 2014	2013
Salaries and related payroll taxes	\$ 5,703,081	\$ 4,761,480
Short-term employee benefits	396,144	336,650
Retirement plan contributions	118,092	103,358
Long-term incentives, including share-based payments	761,648	621,830
Termination benefits	465,000	499,696
Other	316,477	36,741
Total key management compensation	\$ 7,760,442	\$ 6,359,755
Number of key management employees at December 31	19	17
December 31	19	1 /

#### **Restricted Stock Incentive Plan**

On May 29, 2007 Titan Cement approved the introduction of a three-year Restricted Stock Incentive Plan for certain executives of Titan Cement and its subsidiaries, including the Company. Under this plan, participants are granted options, the exercise of which is subject to the financial results of Titan Cement and the performance of its ordinary share, relative to peer companies and stock market indices. The options granted each year have a maturity period of three years and can be exercised after the completion of the three year period at an exercise price equal to the nominal value of the common stock of Titan Cement Company S.A., currently €4.00 per share. Each option must be exercised within the year vested. If the deadline is exceeded then those particular options will irrevocably lapse. All vesting is conditional on the employee's continued employment throughout the vesting period. The number of options vested will be determined as follows:

- One-third of options granted vest based on the financial results of the Company during the three year vesting period.
- One-third of options granted vest based on Titan Cement's stock performance relative to three Athens Stock Exchange indices during the three year vesting period.

### Notes to Consolidated Financial Statements

#### **20.** Related Party Transactions (continued)

 One-third of options granted vest based on Titan Cement's stock performance relative to a group of predefined international cement producing companies during the three year period.

On June 3, 2010, the Board extended the program for another three-year period.

The fair value of the options granted under the Plan was determined using the Monte Carlo valuation model for 2010 through 2013. No grants were issued in 2013. Key assumptions for each year's grants are as follows:

_	2014	2012	2011	2010
Key assumptions at date				
of grant:				
Stock price	<b>€</b> 25.32	<b>€</b> 14.72	<b>€</b> 17.88	<b>€</b> 15.90
Exercise price at date				
of grant	<b>€10.00</b>	<b>€</b> 4.00	<b>€</b> 4.00	<b>€</b> 4.00
Dividend yield	0.38%	0.72%	2.74%	2.68%
Volatility	47.20%	37.40%	43.98%	39.42%
Risk-free rate	0.08%	0.32%	2.81%	2.25%
Option life	3 years	3 years	3 years	3 years
Fair value price	<b>€7.39</b>	<b>€</b> 3.05	<b>€</b> 6.86	€5.36

The expected volatility reflects the assumption that the historical volatility is indicative of future trends, which may not necessarily be the actual outcome.

For the years ended December 31, 2014 and 2013, \$152,017 and \$275,733 respectively, related to this program has been recorded as general and administrative expense in the accompanying consolidated statement of comprehensive loss.

#### Notes to Consolidated Financial Statements

#### **20.** Related Party Transactions (continued)

Information related to stock options granted under this plan to employees of the Company during the years ended December 31, 2014 and 2013, follows:

	2014		2013	
Shares under option, January 1	\$	139,800 \$	230,400	
Granted		34,000	_	
Exercised		(36,906)	(15,720)	
Expired/cancelled		(35,244)	(74,880)	
Shares under option, December 31		101,650	139,800	
Options exercisable, December 31		<del>-</del>	_	

The stock price of Titan Cement common shares was €19.17 and €19.80 at December 31, 2014 and 2013, respectively.

#### 21. Commitments and Contingencies

### Litigation

Management is aware of certain asserted claims that have arisen in the ordinary course of business. Management believes that the Company and its subsidiaries have meritorious defenses against these claims but has a policy to provide for costs associated with settling or litigating such claims whenever such costs are determined to be probable and reasonably estimable.

#### Pennsuco Silo Roof Collapse

The roof of a concrete silo collapsed at the Company's Pennsuco Cement Plant on August 17, 2012, resulting in the fatality of one employee. The Company's internal investigation has indicated that the collapse occurred due to a latent construction defect when the silo was built approximately 30 years prior by a contractor when the facility was owned by a company unrelated to Titan America and its Florida subsidiary, Titan Florida LLC (formerly Tarmac America LLC). However, the U.S. Department of Labor, Mine Safety and Health Administration (MSHA) issued an investigation report, finding that the accident was also due to management's failure to correct silo defects and correspondingly issued two Notices of Violation with penalties totaling \$108,000. The Company has taken exception to the report in a letter to MSHA, arguing these latent construction and design defects were not detectable prior to the accident.

#### Notes to Consolidated Financial Statements

### 21. Commitments and Contingencies (continued)

In addition, the deceased's estate commenced an action against multiple parties who have performed construction and/or maintenance work on the silo in the past several years. The deceased's estate also amended their complaint in order to bring a direct action also against Titan Florida LLC as a defendant in a wrongful death claim, notwithstanding a Florida workers' compensation statute providing employer tort immunity except in certain very narrow exceptions. The estate's attorney is attempting to show that the circumstances fall within those exceptions through continuing discovery, however, it is premature to give an opinion as to the outcome with respect to any actions by the deceased's estate due to Titan Florida's defense rights relating to such tort immunity.

#### **Environmental Remediation**

The Company is subject to certain environmental regulations and normal business operations may cause conditions requiring remedial action. Management has provided for all known, probable and estimable costs related to such occurrences.

#### **Purchase Commitments**

The Company has contracted to purchase raw materials and manufacturing supplies as part of its ongoing operations as follows:

Titan Florida Aggregates Purchase Commitment

In 2004, the Company entered into a supply agreement with a third party for the purchase of construction aggregates in Florida. The supply agreement contained various provisions including minimum annual volume guarantees and, in certain circumstances, prepayment obligations.

Subsequent amendments modified the original agreement and a 2012 amendment replaced the annual volume guarantees with an overall purchase commitment of approximately 12.1 million tons over a 20 year term commencing November 1, 2012. Provisions of the amended agreement include a 0.5 million ton minimum annual volume and a maximum annual volume of no more than 2.4 million tons. In addition, the 2012 amendment eliminated all future prepayment obligations.

In 2013 and 2014, the Company accepted delivery of approximately 0.6 million tons and 0.9 million tons of construction aggregates from the supplier, respectively. The remaining commitment under the supply agreement is approximately 10.6 million tons at December 31, 2014.

#### Notes to Consolidated Financial Statements

#### 21. Commitments and Contingencies (continued)

Under the terms of the supply agreement, purchases are made at current market prices, subject to periodic adjustments. As of January 1, 2015, prices, excluding taxes and fees, are approximately \$11.50 per ton.

#### **Supply Commitments**

The Company does not currently have any significant contracted supply commitments.

#### 22. Concentration of Credit Risk

#### **Cash and Cash Equivalents**

The Company maintains demand deposits with financial institutions, the balances of which from time-to-time exceed the federally insured amount.

#### **Trade Receivables**

The Company grants credit to its customers, most of whom are in the construction business, resulting in a concentration of credit risk. However, management believes that trade receivables are well diversified with no single customer or group of customers comprising a significant portion of total trade receivables. Further, a significant portion of the trade receivables is collateralized by lien rights and payment bonds, thereby reducing potential credit risk to the Company. The Company estimates an allowance for doubtful accounts based on the creditworthiness of its customers, as well as general economic conditions. Consequently, any adverse change in these factors could affect the Company's estimate of its allowance for doubtful accounts.

# Notes to Consolidated Financial Statements

**23. Sales**The components of sales for the year ended December 31, 2014, are as follows:

	Less					
		<b>Total Sales</b>	I	nternal Sales	E	External Sales
Sales of cement	\$	249,030,671	\$	46,960,058	\$	202,070,613
Sales of construction aggregates		90,700,113	•	40,053,134		50,646,979
Sales of ready-mixed concrete		276,476,302		476,596		275,999,706
Sales of concrete block and related						
products		32,105,845		662		32,105,183
Sales of ash and related products		38,179,601		5,074,763		33,104,838
Transportation services		5,991,380		5,371,836		619,544
Net sales		692,483,912		97,937,049		594,546,863
Freight revenues		53,109,183		23,862,884		29,246,299
Total sales	\$	745,593,095	\$	121,799,933	\$	623,793,162

The components of sales for the year ended December 31, 2013, are as follows:

	 Less Total Sales Internal Sales Ext				External Sales
Sales of cement	\$ 209,973,976	\$	37,853,291	\$	172,120,685
Sales of construction aggregates	75,312,143		30,916,785		44,395,358
Sales of ready-mixed concrete	237,473,266		_		237,473,266
Sales of concrete block and related					
products	24,634,013		_		24,634,013
Sales of ash and related products	37,220,356		3,983,448		33,236,908
Transportation services	5,301,552		4,445,997		855,555
Net sales	 589,915,306		77,199,521		512,715,785
Freight revenues	47,915,597		21,674,564		26,241,033
Total sales	\$ 637,830,903	\$	98,874,085	\$	538,956,818

# Notes to Consolidated Financial Statements

### 24. Cost of Goods Sold, excluding Freight and Distribution Expenses

The components of cost of goods sold, excluding freight and distribution expenses, for the years ended December 31, 2014 and 2013, are as follows:

	2014	2013
Material and other variable costs	\$ 214,375,920	\$ 186,336,744
Payroll and employee related expenses	131,446,157	113,647,051
Depreciation and depletion	51,871,005	53,313,744
Repairs and maintenance	35,817,710	31,253,880
Utilities	24,947,085	20,831,514
Amortization of identifiable intangible assets	4,218,881	11,690,782
Taxes other than income taxes	10,597,925	9,994,718
Rent and lease expense	14,110,422	10,180,110
Travel, training, and other employee expense	2,070,052	1,943,835
Risk insurance	3,354,299	3,080,557
Inventory change	8,417,313	9,667,677
Amortization of deferred stripping costs	2,491,874	1,416,419
Other	5,365,956	7,860,288
Total cost of goods sold, excluding freight		
and distribution expenses	\$ 509,084,599	\$ 461,217,319

### 25. Distribution Expense

The components of distribution expense for the years ended December 31, 2014 and 2013, are as follows:

	2014		2013
Freight to distribution yards/terminals	\$	21,505,048 \$	20,506,974
Payroll and employee related expenses		2,737,077	2,373,948
Depreciation		1,378,031	1,467,071
Repairs and maintenance		392,220	402,690
Utilities		312,414	258,025
Other variable costs		1,129,732	1,356,637
Other fixed costs		1,079,107	440,180
Total distribution expense	\$	28,533,629 \$	26,805,525

# Notes to Consolidated Financial Statements

### 26. Selling Expense

The components of selling expense for the years ended December 31, 2014 and 2013, are as follows:

	 2014	2013
Payroll and employee related expenses	\$ 9,956,370	\$ 8,739,978
Overhead (dues, advertising, professional fees, etc.)	3,001,742	2,541,520
Travel, entertainment, and other employee expense	1,547,565	1,459,088
Risk insurance and taxes other than income taxes	90,469	128,454
Depreciation	_	695
Total selling expense	\$ 14,596,146	\$ 12,869,735

### 27. General and Administrative Expense

The components of general and administrative expense for the years ended December 31, 2014 and 2013, are as follows:

		2014	2013
Payroll and employee related expenses	\$	34,741,854	\$ 28,183,890
Office costs	·	5,192,600	5,093,909
Professional fees		2,966,286	3,674,046
Travel, entertainment, and auto expenses		2,797,901	2,273,350
Depreciation		1,616,709	1,474,867
Amortization of identifiable intangible assets		63,750	85,000
Other		2,429,784	2,304,178
Total general and administrative expense	\$	49,808,884	\$ 43,089,240

# Notes to Consolidated Financial Statements

### 28. Other Operating Income (Expense)

The components of other operating income (expense) for the years ended December 31, 2014 and 2013, are as follows:

	 2014	2013
Rental income	\$ 204,938 \$	223,903
Import terminal wharfage and tonnage fees	(516,050)	(846,002)
Gain on contribution of assets to associate	6,538,114	_
Other	(120,760)	419,502
Total other operating income (expense), net	\$ 6,106,242 \$	(202,597)

# 29. Finance Cost

The components of finance cost for the years ended December 31, 2014 and 2013, are as follows:

		2014		2013
Interest expense on borrowings	\$	24,646,988	\$	20,466,508
Line of credit commitment fees	Ψ	4,889,428	Ψ	2,440,941
Amortization of debt issuance costs		2,408,179		1,818,103
Amortization of forward points on cash flow hedge		308,330		1,108,055
Net interest costs on pension and OPEB benefits		211,950		267,701
Accretion expense/interest on provisions		142,307		103,469
Other		128,098		223,684
Total finance cost	\$	32,735,280	\$	26,428,461

#### Notes to Consolidated Financial Statements

#### 30. Payroll and Related Expenses

The components of payroll and related expenses (also included in Notes 24 through 27) for the years ended December 31, 2014 and 2013, are as follows:

	2014	2013
Wages	\$ 58,141,059	\$ 52,824,161
Salaries	54,095,317	46,269,258
Payroll taxes and benefits	34,794,323	32,637,499
Outsourced and temporary labor	25,839,130	17,344,383
Other payroll expenses	6,011,629	3,869,566
Total payroll and related expenses	\$ 178,881,458	\$ 152,944,867
1 0		· · · · · · · · · · · · · · · · · · ·

Number of persons employed by the Company at December 31, 2014 and 2013 (unaudited):

	2014	2013
Full time	1,836	1,699
Part time	17	20
Total	1,853	1,719
Salary Hourly Total	618 1,235 1,853	595 1,124 1,719

#### 31. Other Non-operating Income (Expense)

Other non-operating income and expense pertains to the silo roof collapse at the Company's Pennsuco Cement Plant in August 2012, as described in Note 21. Expenses consist primarily of inventory losses, repair and maintenance of affected plant and equipment, and professional services including engineering and legal fees. The Company incurred \$34,665 and \$895,377 of other non-operating expenses in 2014 and 2013, respectively

As described in Note 1, the Company maintains insurance to cover property damage and business interruption costs above certain retained limits. In the case of the Pennsuco Cement Plant, the aggregate retained limit is \$1,000,000 per occurrence. While some of the costs incurred in excess of the deductible are covered by the Company's insurance policy, it is too early to estimate the total amount and timing of the recovery proceeds.

#### Notes to Consolidated Financial Statements

#### 31. Other Non-operating Income (Expense) (continued)

In 2014, the Company received \$2,000,000 of insurance proceeds as an advance payment against claimed amounts. Of this amount, \$1,250,000 is recorded within other non-operating income reflecting a recovery of the property damage related costs described above. The remaining \$750,000 of proceeds is recorded within cost of goods sold as a recovery of costs incurred to avert business interruption.

In 2013, the Company received \$2,500,000 of insurance proceeds as an advance payment against claimed amounts. Of this amount, \$1,900,000 is recorded within other non-operating income reflecting a recovery of the property damage related costs described above. The remaining \$600,000 of proceeds is recorded within cost of goods sold as a recovery of costs incurred to avert business interruption.

#### 32. Investment in Associate

In December 2013, ST entered into an agreement with an unaffiliated third party to form a separate entity, Ash Venture LLC (Ash Venture or AV). The agreement and formation of Ash Venture was made in conjunction with the third party's separate contractual agreement with a Utility firm to manage ash byproducts generated from the Utility's coal-fired power plants. The initial ownership interests in Ash Venture are held solely by the third party, as majority member, at 67% and ST, as minority member, at 33%, collectively the "Members". As such, the Company's investment in the Ash Venture associate is being accounted for under the equity method of consolidation (see Note 1).

Ash Venture's primary operations are the beneficiation, marketing, and sales of fly ash generated by specified Utility plants. The products produced by AV are sold to third party concrete producers as well as certain ST affiliates – namely, Titan Virginia Ready-Mix, Mechanicsville Concrete, and S&W. To carry out the purpose of AV, the Members contributed certain assets to AV and the first day of commercial activity of AV was January 1, 2014.

Upon the January 2014 capital contribution to AV of cash, equipment, and certain identifiable intangible assets, the Company recognized a gain of \$ 6,538,114 (see Note 28).

During 2014, the Company purchased \$ 748,000 in ash products from AV, sold \$ 207,996 in technical support fees and equipment to AV, and provided \$ 1,662,665 in employee and administrative support services to AV. At December 31, 2014, the net amount owing the Company by AV was \$ 133,428.

#### Notes to Consolidated Financial Statements

#### **32.** Investment in Associate (continued)

Below is detail of the Company's investment in the AV associate:

	2014	
Beginning balance	\$	_
Investment in associate	6,930,73	3
Share of profit in associate	1,373,28	9
Distributions from associate, net	(1,749,00	0)
Total investment in associate	\$ 6,555,02	2

#### 33. Loss on Sale of Accounts Receivables and Related Costs, Net

On June 30, 2014, the Company entered into an accounts receivable (AR) sale agreement with an unrelated third party (the Special Purpose Entity or SPE) whereby trade AR, originated by certain of the Company's operating subsidiaries (the Originators), is aggregated, sold to the Company, and on-sold by the Company to the SPE in exchange for cash and an interest bearing note receivable. Under the terms of the agreement, the sale of AR is made on a continuing, fair value, non-recourse basis (as to collectability) at a discount representing the time value of money and risk of collectability, among other factors. The SPE will, however, have recourse against the Company for any: 1) voluntary adjustments (e.g., quality allowances, etc.) of customer obligations by the Company or the Originators; 2) corrections of product quantity, pricing (including nominal short-pay auto tolerances), or other billing errors made by the Company or the Originators subsequent to the date of invoice; and 3) customer offsets against receivables sold to the SPE (e.g., back charges; volume rebates).

The Originators retained ownership of certain receivables at the inception of the program which include, for example, finance charges on delinquent receivables and named counterparty obligations. Further, the Company will continue to act as "Servicer" of the AR sold to the SPE. As Servicer, the Company will provide credit administration, billing, collections, cash application, and data reporting services. The SPE will pay an arm's length fee to the Company for this service.

Upon the June 30, 2014, execution of the receivables sales agreement, the Company sold \$70,716,845 of account receivables for \$55,600,000 in cash and a \$14,056,093 note receivable. The Company recognized a loss of \$2,088,145, representing both the initial \$1,060,752 purchase discount as well as \$1,027,393 in legal and arrangement fees.

The note receivable and miscellaneous receivables due from the SPE at December 31, 2014, is \$13,689,045, net.

# Notes to Consolidated Financial Statements

# 33. Loss on Sale of Accounts Receivables and Related Costs, Net (continued)

During 2014, the Company incurred the following net expense related to the sale of receivables:

	2014
Loss on sale of accounts receivable	\$ 5,372,675
Professional fees	1,020,793
Liability management fee	360,914
Servicing fee	(2,555,713)
Accounting fees	(39,000)
Interest earned on notes receivable	(480,701)
Loss on sale of accounts receivable and related costs, net	\$ 3,678,968

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