



Source: Stella-Jones Inc.

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## STELLA-JONES REPORTS SECOND QUARTER RESULTS

- Sales of \$344.8 million, up 22.7% from \$280.9 million last year
- Solid organic sales growth in core railway tie and utility pole product categories
- Net income up 9.1% to \$28.8 million, compared to \$26.4 million last year
- Diluted EPS of \$0.42 versus \$0.38 a year ago

**Montreal, Quebec – August 8, 2014** - Stella-Jones Inc. (TSX: SJ) (“Stella-Jones” or the “Company”) today announced financial results for its second quarter ended June 30, 2014.

“Solid industry demand for Stella-Jones’ core products and the contribution from recent acquisitions led to a strong sales growth in the second quarter of 2014. As railway tie and utility pole replacement programs continue to gain momentum, our proven ability to respond to product and service requirements enables us to further penetrate our markets. As anticipated, higher costs for untreated railway ties had a negative effect on profitability. However, strong sales growth and our continued focus on optimizing our plant network resulted in a year-over-year increase in net income,” said Brian McManus, President and Chief Executive Officer.

| Financial highlights<br>(in thousands of Canadian dollars, except per share data) | Quarters ended June 30, |         | Six months ended June 30, |         |
|---|-------------------------|---------|---------------------------|---------|
|   | 2014                    | 2013    | 2014                      | 2013    |
| Sales   | <b>344,796</b>          | 280,894 | <b>602,294</b>            | 503,474 |
| Operating income  | <b>41,617</b>           | 40,959  | <b>76,352</b>             | 70,630  |
| Net income for the period   | <b>28,821</b>           | 26,426  | <b>51,339</b>             | 45,183  |
| Per share - basic (\$)  | <b>0.42</b>             | 0.38    | <b>0.75</b>               | 0.66    |
| Per share - diluted (\$)  | <b>0.42</b>             | 0.38    | <b>0.74</b>               | 0.65    |
| Weighted average shares outstanding (basic, in ‘000s)                             | <b>68,773</b>           | 68,680  | <b>68,755</b>             | 68,677  |

Effective January 1, 2014, the Company’s sales of non-pole-quality logs are reported as revenue in the consolidated statement of income in a new product category and are no longer credited to cost of sales. Comparative figures have been restated to comply with the current year’s presentation.

### SECOND QUARTER RESULTS

Sales reached \$344.8 million, up 22.7% from \$280.9 million in the same period last year. The operating assets acquired from The Pacific Wood Preserving Companies® (“PWP”) on November 15, 2013 and from Boatright Railroad Products, Inc. (“Boatright”) on May 22, 2014 contributed sales of \$12.0 million and \$3.7 million, respectively. The conversion effect from fluctuations in the value of the Canadian dollar, Stella-Jones’ reporting currency, versus the U.S. dollar, increased the value of U.S.-dollar denominated sales by about \$18.0 million when compared with the previous year. Excluding these factors, sales increased approximately \$30.2 million, or 10.8%.

Railway tie sales amounted to \$141.5 million, up 18.1% from \$119.8 million a year earlier. Excluding sales from the PWP and Boatright assets, as well as the conversion effect, railway tie sales rose approximately \$7.7 million, or 6.4%, reflecting solid market demand from replacement programs. Sales of utility poles reached \$121.6

million, up from \$95.1 million last year. Excluding sales from the PWP assets and the conversion effect, utility pole sales increased \$14.0 million, or 14.7%, as a result of larger customer orders for distribution and transmission poles stemming from increased demand from replacement programs and certain special projects. Sales in the residential lumber category totalled \$49.4 million, versus \$41.3 million a year ago, mainly reflecting solid demand in Western Canada and the United States. Industrial product sales reached \$25.1 million, up from \$17.0 million last year due to the contribution of the PWP and Boatright assets as well as increased sales of rail-related products. Finally, non-pole-quality log sales amounted to \$7.2 million, versus \$7.7 million a year ago, as a result of the timing of timber harvesting.

Operating income stood at \$41.6 million, or 12.1% of sales, versus \$41.0 million, or 14.6% of sales, last year. The decrease as a percentage of sales is mainly due to higher year-over-year costs for untreated railway ties, partially offset by greater efficiencies throughout the Company's plant network. Results for the second quarter of 2014 also include a \$1.6 million write-off of certain property, plant and equipment in the United States and acquisition-related costs of \$616,000 in connection with the Boatright transaction.

Net income for the second quarter of 2014 increased 9.1% to \$28.8 million or \$0.42 per share, fully diluted, compared with \$26.4 million or \$0.38 per share, fully diluted, in the second quarter of 2013.

### **SIX-MONTH RESULTS**

For the six-month period ended June 30, 2014, sales amounted to \$602.3 million, versus \$503.5 million for the same period in 2013. Acquisitions accounted for total sales of \$28.9 million, while the conversion effect from fluctuations in the value of the Canadian dollar versus the U.S. dollar had a positive year-over-year impact of \$34.3 million on the value of U.S. dollar denominated sales. Excluding these factors, sales increased approximately \$35.7 million, or 7.1%.

Operating income was \$76.4 million, or 12.7% of sales, up from \$70.6 million, or 14.0% of sales, last year. Net income reached \$51.3 million, or \$0.74 per share, fully diluted, compared with \$45.2 million, or \$0.65 per share, fully diluted, a year ago.

### **FINANCIAL POSITION**

As at June 30, 2014, the Company's long-term debt, including the current portion, stood at \$456.8 million compared with \$407.0 million three months earlier. The variation essentially reflects working capital requirements and the acquisition of Boatright. To partially finance this acquisition, the Company's committed revolving credit facility was increased from \$400.0 million to \$450.0 million. As at June 30, 2014, an amount of \$391.7 million had been drawn against this facility. As a result of this higher debt, Stella-Jones' total debt to total capitalization ratio was 0.43:1 as at June 30, 2014, versus 0.40:1 three months earlier.

### **QUARTERLY DIVIDEND OF \$0.07 PER SHARE**

On August 7, 2014, the Board of Directors declared a quarterly dividend of \$0.07 per common share payable on September 26, 2014 to shareholders of record at the close of business on September 2, 2014.

### **OUTLOOK**

"We expect healthy demand for our core products for the remainder of the year driven by a better economy and sound fundamentals in our main sectors of activity. With regards to higher cost for untreated railway ties, margins will be impacted in the short term, until we are able to adjust selling prices as per provisions in most of Stella-Jones' multi-year contracts. Further profitability improvements will also be driven by sustained initiatives to optimize efficiency across our expanded North American network following recent acquisitions," concluded Mr. McManus.

### **CONFERENCE CALL**

Stella-Jones will hold a conference call to discuss these results on August 8, 2014, at 10:00 AM Eastern Time. Interested parties can join the call by dialing 647-427-7450 (Toronto or overseas) or 1-888-231-8191 (elsewhere in North America). Parties unable to call in at this time may access a tape recording of the meeting by calling

1-855-859-2056 and entering the passcode 76047811. This tape recording will be available on Friday, August 8, 2014 as of 1:30 PM Eastern Time until 11:59 PM Eastern Time on Friday, August 15, 2014.

### **NON-IFRS FINANCIAL MEASURE**

Operating income is a financial measure not prescribed by IFRS and is not likely to be comparable to similar measures presented by other issuers. Management considers this non-IFRS measure to be useful information to assist knowledgeable investors regarding the Company's financial condition and results of operations as it provides an additional measure of its performance.

### **ABOUT STELLA-JONES**

Stella-Jones Inc. (TSX: SJ) is a leading producer and marketer of pressure treated wood products. The Company supplies North America's railroad operators with railway ties and timbers, and the continent's electrical utilities and telecommunication companies with utility poles. Stella-Jones also provides residential lumber to retailers and wholesalers for outdoor applications, as well as industrial products for construction and marine applications. The Company's common shares are listed on the Toronto Stock Exchange.

Except for historical information provided herein, this press release may contain information and statements of a forward-looking nature concerning the future performance of the Company. These statements are based on suppositions and uncertainties as well as on management's best possible evaluation of future events. Such factors may include, without excluding other considerations, fluctuations in quarterly results, evolution in customer demand for the Company's products and services, the impact of price pressures exerted by competitors, the ability of the Company to raise the capital required for acquisitions, and general market trends or economic changes. As a result, readers are advised that actual results may differ from expected results.

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#### **EXCHANGE LISTINGS**

The Toronto Stock Exchange  
Stock Symbol: SJ

#### **TRANSFER AGENT AND REGISTRAR**

Computershare Investor Services Inc.

#### **INVESTOR RELATIONS**

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## **NOTICE**

The condensed interim unaudited consolidated financial statements of Stella-Jones Inc. for the second quarter ended June 30, 2014 have not been reviewed by the Company's external auditors.

(Signed)

Éric Vachon  
Senior Vice-President and Chief Financial Officer

Montréal, Québec  
August 7, 2014

# **Stella-Jones Inc.**

Condensed Interim Consolidated Financial Statements  
(Unaudited)  
**June 30, 2014 and 2013**

**Stella-Jones Inc.**  
Interim Consolidated Statements of Financial Position  
(Unaudited)

(expressed in thousands of Canadian dollars)

|   | Note | As at<br>June 30,<br>2014<br>\$ | As at<br>December 31,<br>2013<br>\$ |
|---|------|---------------------------------|-------------------------------------|
| <b>Assets</b>   |      |                                 |                                     |
| <b>Current assets</b>   |      |                                 |                                     |
| Cash  | 3    | -                               | 3,191                               |
| Restricted cash   | 3    | 21,340                          | -                                   |
| Accounts receivable   |      | 159,610                         | 107,987                             |
| Inventories   |      | 474,367                         | 458,616                             |
| Prepaid expenses  |      | 12,074                          | 12,102                              |
| Income taxes receivable                                       |      | 4,362                           | -                                   |
|   |      | 671,753                         | 581,896                             |
| <b>Non-current assets</b>                                     |      |                                 |                                     |
| Property, plant and equipment                                 |      | 257,343                         | 234,234                             |
| Intangible assets   |      | 110,737                         | 93,988                              |
| Goodwill  |      | 180,358                         | 156,208                             |
| Derivative financial instruments                              | 6    | 1,372                           | 2,119                               |
| Other assets  |      | 1,950                           | 3,478                               |
|   |      | 1,223,513                       | 1,071,923                           |
| <b>Liabilities and Shareholders' Equity</b>                   |      |                                 |                                     |
| <b>Current liabilities</b>                                    |      |                                 |                                     |
| Accounts payable and accrued liabilities                      |      | 81,289                          | 58,054                              |
| Income taxes payable  |      | -                               | 1,007                               |
| Current portion of long-term debt                             | 4    | 5,133                           | 2,732                               |
| Current portion of provisions and other long-term liabilities |      | 5,623                           | 3,060                               |
|   |      | 92,045                          | 64,853                              |
| <b>Non-current liabilities</b>                                |      |                                 |                                     |
| Long-term debt  | 4    | 451,653                         | 370,159                             |
| Deferred income taxes   |      | 43,767                          | 46,200                              |
| Provisions and other long-term liabilities                    |      | 19,266                          | 13,671                              |
| Employee future benefits                                      |      | 2,678                           | 3,724                               |
| Derivative financial instruments                              | 6    | 1,162                           | 1,133                               |
|   |      | 610,571                         | 499,740                             |
| <b>Shareholders' equity</b>                                   |      |                                 |                                     |
| Capital stock   | 5    | 212,483                         | 211,162                             |
| Contributed surplus   |      | 1,160                           | 1,353                               |
| Retained earnings   |      | 386,493                         | 345,532                             |
| Accumulated other comprehensive gain                          |      | 12,806                          | 14,136                              |
|   |      | 612,942                         | 572,183                             |
|   |      | 1,223,513                       | 1,071,923                           |

The accompanying notes are an integral part of these interim consolidated financial statements.

# Stella-Jones Inc.

## Interim Consolidated Statements of Change in Shareholders' Equity

(Unaudited)

For the six-month periods ended June 30, 2014 and 2013

(expressed in thousands of Canadian dollars)

|   | <u>Accumulated other comprehensive gain</u> |                        |                      |  |   |   |         | Total<br>shareholders'<br>equity |
|---|---|------------------------|----------------------|--|---|---|---------|----------------------------------|
|   | Capital<br>stock                            | Contributed<br>surplus | Retained<br>earnings | Foreign<br>currency<br>translation<br>adjustment | Translation of<br>long-term<br>debt<br>designated<br>as net<br>investment<br>hedges | Unrealized<br>gains on<br>cash flow<br>hedges | Total   |                                  |
|   | \$  | \$                     | \$                   | \$   | \$  | \$  | \$      | \$                               |
| <b>Balance – January 1, 2014</b>                      | 211,162                                     | 1,353                  | 345,532              | 29,214   | (15,844)  | 766   | 14,136  | 572,183                          |
| <b>Comprehensive income (loss)</b>                    |   |                        |                      |  |   |   |         |                                  |
| Net income for the period                             | -   | -                      | 51,339               | -  | -   | -   | -       | 51,339                           |
| Other comprehensive loss                              | -   | -                      | (750)                | (6)  | (749)   | (575)   | (1,330) | (2,080)                          |
| <b>Comprehensive income (loss) for<br/>the period</b> | -   | -                      | 50,589               | (6)  | (749)   | (575)   | (1,330) | 49,259                           |
| Dividends on common shares                            | -   | -                      | (9,628)              | -  | -   | -   | -       | (9,628)                          |
| Exercise of stock options                             | 869   | (248)                  | -                    | -  | -   | -   | -       | 621                              |
| Employee share purchase plans                         | 452   | -                      | -                    | -  | -   | -   | -       | 452                              |
| Stock-based compensation                              | -   | 55                     | -                    | -  | -   | -   | -       | 55                               |
|   | 1,321                                       | (193)                  | (9,628)              | -  | -   | -   | -       | (8,500)                          |
| <b>Balance – June 30, 2014</b>                        | 212,483                                     | 1,160                  | 386,493              | 29,208   | (16,593)  | 191   | 12,806  | 612,942                          |

The accompanying notes are an integral part of these interim consolidated financial statements.

# Stella-Jones Inc.

## Interim Consolidated Statements of Change in Shareholders' Equity...continued

(Unaudited)

For the six-month periods ended June 30, 2014 and 2013

(expressed in thousands of Canadian dollars)

|   | <u>Accumulated other comprehensive gain</u> |                        |                      |  |   |  |         | Total<br>shareholders'<br>equity |
|---|---|------------------------|----------------------|--|---|--|---------|----------------------------------|
|   | Capital<br>stock                            | Contributed<br>surplus | Retained<br>earnings | Foreign<br>currency<br>translation<br>adjustment | Translation of<br>long-term<br>debt<br>designated<br>as net<br>investment<br>hedges | Unrealized<br>gains (losses)<br>on cash flow<br>hedges | Total   |                                  |
|   | \$  | \$                     | \$                   | \$   | \$  | \$   | \$      | \$                               |
| <b>Balance – January 1, 2013</b>                      | 210,636                                     | 1,229                  | 264,211              | (8,950)  | 2,777   | (1,152)  | (7,325) | 468,751                          |
| <b>Comprehensive income (loss)</b>                    |   |                        |                      |  |   |  |         |                                  |
| Net income for the period                             | -   | -                      | 45,183               | -  | -   | -  | -       | 45,183                           |
| Other comprehensive income (loss)                     | -   | -                      | 1,987                | 30,681   | (14,899)  | 2,295  | 18,077  | 20,064                           |
| <b>Comprehensive income (loss) for<br/>the period</b> | -   | -                      | 47,170               | 30,681   | (14,899)  | 2,295  | 18,077  | 65,247                           |
| Dividends on common shares                            | -   | -                      | (6,868)              | -  | -   | -  | -       | (6,868)                          |
| Employee share purchase plans                         | 257   | -                      | -                    | -  | -   | -  | -       | 257                              |
| Stock-based compensation                              | -   | 50                     | -                    | -  | -   | -  | -       | 50                               |
|   | 257   | 50                     | (6,868)              | -  | -   | -  | -       | (6,561)                          |
| <b>Balance – June 30, 2013</b>                        | 210,893                                     | 1,279                  | 304,513              | 21,731   | (12,122)  | 1,143  | 10,752  | 527,437                          |

The accompanying notes are an integral part of these interim consolidated financial statements.



**Stella-Jones Inc.**Interim Consolidated Statements of Income  
(Unaudited)

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

|  | <b>For the</b>                   |             | <b>For the</b>                 |             |
|--|----------------------------------|-------------|--------------------------------|-------------|
|  | <b>three-month periods ended</b> |             | <b>six-month periods ended</b> |             |
|  | <b>June 30,</b>                  |             | <b>June 30,</b>                |             |
| <b>Note</b>                              | <b>2014</b>                      | <b>2013</b> | <b>2014</b>                    | <b>2013</b> |
|  | <b>\$</b>                        | <b>\$</b>   | <b>\$</b>                      | <b>\$</b>   |
| <b>Sales</b>                             | 344,796                          | 280,894     | 602,294                        | 503,474     |
| <b>Expenses (income)</b>                 |                                  |             |                                |             |
| Cost of sales                            | 284,729                          | 223,115     | 491,960                        | 402,494     |
| Selling and administrative               | 17,800                           | 14,736      | 33,244                         | 28,191      |
| Other losses, net                        | 650                              | 2,084       | 738                            | 2,159       |
|  | 303,179                          | 239,935     | 525,942                        | 432,844     |
| <b>Operating income</b>                  | 41,617                           | 40,959      | 76,352                         | 70,630      |
| <b>Financial expenses</b>                | 3,347                            | 2,652       | 5,916                          | 5,383       |
| <b>Income before income taxes</b>        | 38,270                           | 38,307      | 70,436                         | 65,247      |
| <b>Provision for income taxes</b>        |                                  |             |                                |             |
| Current                                  | 11,687                           | 13,646      | 19,762                         | 19,643      |
| Deferred                                 | (2,238)                          | (1,765)     | (665)                          | 421         |
|  | 9,449                            | 11,881      | 19,097                         | 20,064      |
| <b>Net income for the period</b>         | 28,821                           | 26,426      | 51,339                         | 45,183      |
| <b>Basic earnings per common share</b>   | 5 0.42                           | 0.38        | 0.75                           | 0.66        |
| <b>Diluted earnings per common share</b> | 5 0.42                           | 0.38        | 0.74                           | 0.65        |

The accompanying notes are an integral part of these interim consolidated financial statements.

# Stella-Jones Inc.

## Interim Consolidated Statements of Comprehensive Income (Unaudited)

(expressed in thousands of Canadian dollars)

|  | For the<br>three-month periods ended<br>June 30, |            | For the<br>six-month periods ended<br>June 30, |            |
|--|--|------------|--|------------|
|  | 2014<br>\$                                       | 2013<br>\$ | 2014<br>\$                                     | 2013<br>\$ |
| <b>Net income for the period</b>   | 28,821   | 26,426     | 51,339   | 45,183     |
| <b>Other comprehensive income (loss)</b>   |  |            |  |            |
| <b>Items that may subsequently be reclassified to net income</b>   |  |            |  |            |
| Net change in gains (losses) on translation of financial statements of foreign operations  | (26,692)   | 19,568     | (6)  | 30,681     |
| Change in gains (losses) on translation of long-term debt designated as hedges of net investment in foreign operations                 | 11,562   | (9,208)    | (472)  | (14,634)   |
| Income taxes on change in gains (losses) on translation of long-term debt designated as hedges of net investment in foreign operations | 305  | (265)      | (277)  | (265)      |
| Change in gains (losses) on fair value of derivatives designated as cash flow hedges   | (834)  | 2,696      | (777)  | 3,200      |
| Income taxes on change in gains (losses) on fair value of derivatives designated as cash flow hedges                                   | 229  | (723)      | 202  | (905)      |
| <b>Items that will not subsequently be reclassified to net income</b>  |  |            |  |            |
| Change in actuarial gains (losses) on post-retirement benefit obligations  | (1,144)  | 2,786      | (1,144)  | 2,786      |
| Income taxes on change in actuarial gains (losses) on post-retirement benefit obligations  | 394  | (799)      | 394  | (799)      |
|  | (16,180)   | 14,055     | (2,080)  | 20,064     |
| <b>Comprehensive income</b>  | 12,641   | 40,481     | 49,259   | 65,247     |

The accompanying notes are an integral part of these interim consolidated financial statements.

**Stella-Jones Inc.**  
**Interim Consolidated Statements of Cash Flows**  
**(Unaudited)**  
**For the six-month periods ended June 30, 2014 and 2013**

(expressed in thousands of Canadian dollars)

|  | Note | 2014<br>\$      | 2013<br>\$      |
|--|------|-----------------|-----------------|
| <b>Cash flows provided by (used in)</b>                          |      |                 |                 |
| <b>Operating activities</b>                                      |      |                 |                 |
| Net income for the period  |      | 51,339          | 45,183          |
| Adjustments for  |      |                 |                 |
| Depreciation of property, plant and equipment                    |      | 4,629           | 3,883           |
| Amortization of intangible assets                                |      | 4,309           | 4,279           |
| Interest accretion   |      | 552             | 318             |
| Loss on disposal of property, plant and equipment                |      | 1,634           | 2,433           |
| Employee future benefits   |      | (222)           | 137             |
| Stock-based compensation   |      | 55              | 50              |
| Financial expenses   |      | 5,364           | 5,383           |
| Income taxes   |      | 19,762          | 19,643          |
| Deferred income taxes  |      | (665)           | 421             |
| Restricted stock units obligation                                |      | 2,122           | 786             |
| Other  |      | (36)            | (6)             |
|  |      | <u>88,843</u>   | <u>82,510</u>   |
| Changes in non-cash working capital components and others        |      |                 |                 |
| Accounts receivable  |      | (52,569)        | (47,407)        |
| Inventories  |      | (5,428)         | 5,401           |
| Prepaid expenses   |      | 58              | (524)           |
| Income taxes receivable  |      | (176)           | (499)           |
| Accounts payable and accrued liabilities                         |      | 4,264           | (10,146)        |
| Asset retirement obligations                                     |      | (99)            | 198             |
| Provisions and other long-term liabilities                       |      | 273             | (17)            |
|  |      | <u>(53,677)</u> | <u>(52,994)</u> |
| Interest paid  |      | (5,878)         | (5,764)         |
| Income taxes paid  |      | (25,118)        | (8,738)         |
|  |      | <u>4,170</u>    | <u>15,014</u>   |
| <b>Financing activities</b>                                      |      |                 |                 |
| Decrease in bank indebtedness                                    |      | -               | (14,000)        |
| Increase in long-term debt                                       |      | 72,283          | 12,030          |
| Repayment of long-term debt                                      |      | (1,275)         | (5,701)         |
| Non-competes payable   |      | (642)           | (687)           |
| Dividend on common shares  |      | (9,628)         | (6,868)         |
| Proceeds from issuance of common shares                          |      | 1,073           | 257             |
|  |      | <u>61,811</u>   | <u>(14,969)</u> |
| <b>Investing activities</b>                                      |      |                 |                 |
| Decrease (increase) in other assets                              |      | (479)           | 383             |
| Increase in restricted cash                                      | 3    | (21,830)        | -               |
| Business acquisition   | 3    | (39,221)        | (2,764)         |
| Increase in intangible assets                                    |      | (224)           | (223)           |
| Purchase of property, plant and equipment                        |      | (7,781)         | (11,729)        |
| Proceeds from disposal of property, plant and equipment          |      | 363             | 288             |
|  |      | <u>(69,172)</u> | <u>(14,045)</u> |
| <b>Net change in cash and cash equivalents during the period</b> |      | <u>(3,191)</u>  | <u>(14,000)</u> |
| <b>Cash and cash equivalents – Beginning of period</b>           |      | 3,191           | 14,000          |
| <b>Cash and cash equivalents – End of period</b>                 |      | <u>-</u>        | <u>-</u>        |

The accompanying notes are an integral part of these interim consolidated financial statements.

# Stella-Jones Inc.

## Notes to Interim Consolidated Financial Statements

(Unaudited)

June 30, 2014 and 2013

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(amounts expressed in thousands of Canadian dollars, except as otherwise indicated)

### 1 Description of the business

Stella-Jones Inc. (the "Company") is a leading producer and marketer of pressure treated wood products. The Company supplies North America's railroad operators with railway ties and timbers, and the continent's electrical utilities and telecommunication companies with utility poles. Stella-Jones Inc. also provides residential lumber and customized services to retailers and wholesalers for outdoor applications, as well as industrial products which include marine and foundation pilings, construction timbers, wood for bridges and coal tar based products. The Company has treating and pole peeling facilities across Canada and the United States and sells its products primarily in these two countries. The Company's headquarters are located at 3100 de la Côte-Vertu Blvd., in Saint-Laurent, Quebec, Canada. The Company is incorporated under the *Canada Business Corporations Act*, and its common shares are listed on the Toronto Stock Exchange ("TSX") under the stock symbol SJ.

### 2 Significant accounting policies

#### Basis of presentation

The Company's condensed interim consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB") and Chartered Professional Accountants Canada Handbook Part I, applicable to the preparation of interim financial statements, including IAS 34, *Interim Financial Reporting*.

These condensed interim consolidated financial statements were approved by the Board of Directors on August 7, 2014.

The same accounting policies, methods of computation and presentation have been followed in the preparation of these condensed interim consolidated financial statements as were applied in the annual consolidated financial statements for the year ended December 31, 2013, except as described below in the *Changes in accounting policies* section.

These condensed interim consolidated financial statements should be read in conjunction with the Company's annual consolidated financial statements for the year ended December 31, 2013, which have been prepared in accordance with IFRS as issued by the IASB.

# Stella-Jones Inc.

## Notes to Interim Consolidated Financial Statements

(Unaudited)

June 30, 2014 and 2013

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(amounts expressed in thousands of Canadian dollars, except as otherwise indicated)

### Principles of consolidation

The condensed interim consolidated financial statements include the accounts of the Company and its wholly owned subsidiaries. The Company owns 100% of the equity interest of its subsidiaries.

The significant subsidiaries are as follows:

| <b>Subsidiary</b>                                    | <b>Parent</b>                         | <b>Country of incorporation</b> |
|--|---------------------------------------|---------------------------------|
| Guelph Utility Pole Company Ltd.                     | Stella-Jones Inc.                     | Canada                          |
| 4552822 Canada Inc.                                  | Stella-Jones Inc.                     | Canada                          |
| 4552831 Canada Inc.                                  | Stella-Jones Inc.                     | Canada                          |
| Stella-Jones Canada Inc.                             | Stella-Jones Inc.                     | Canada                          |
| Stella-Jones U.S. Holding Corporation ("SJ Holding") | Stella-Jones Inc.                     | United States                   |
| Stella-Jones U.S. Finance Corporation                | Stella-Jones U.S. Holding Corporation | United States                   |
| Stella-Jones Corporation                             | Stella-Jones U.S. Holding Corporation | United States                   |
| McFarland Cascade Holdings, Inc.                     | Stella-Jones Corporation              | United States                   |
| Electric Mills Wood Preserving LLC                   | McFarland Cascade Holdings, Inc.      | United States                   |
| Cascade Pole and Lumber Company                      | McFarland Cascade Holdings, Inc.      | United States                   |
| McFarland Cascade Pole & Lumber Company              | McFarland Cascade Holdings, Inc.      | United States                   |
| Canadalux S.à.r.l.                                   | 4552822 Canada Inc.                   | Luxembourg                      |

On January 1, 2014, Stella-Jones Canada Inc., Selkirk Forest Products Company, MCP Acquisition Holdings Ltd., Kanaka Creek Pole Company Limited and Selkirk Timber Company merged and the surviving corporation was Stella-Jones Canada Inc. On the same date, Stella-Jones Inc. and I.P.B. – W.P.I. International Inc. merged and the surviving corporation was Stella-Jones Inc.

### Changes in accounting policies

The Company has increasingly been ensuring its own pole sourcing and, as a result, non-pole-quality log sales have become more significant to the consolidated operations. Accordingly, the Company believes it is more representative to treat the sale of non-pole-quality logs as a joint product of its pole harvesting efforts and no longer as a by-product. Therefore, effective January 1, 2014, sales of non-pole-quality logs will be presented in revenues in the consolidated statement of income and are no longer credited to cost of sales. The comparative figures have been restated to comply with the current year's presentation. The amount of non-pole-quality logs recognized as revenue for the six-month period ended June 30, 2014 was \$15,495 (\$13,270 for 2013) and \$7,196 for the three-month period (\$7,729 for 2013).

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The Company has also adopted the following revised standard, along with any consequential amendments, effective January 1, 2014. This change was made in accordance with the applicable transitional provisions.

***IAS 32 - Financial Instruments: Presentation***

The IAS 32 amendments clarify some of the requirements for offsetting financial assets and financial liabilities in the statement of financial position.

The current offsetting model in IAS 32 requires an equity to offset a financial asset and financial liability only when the entity currently has a legally enforceable right of set-off and intends either to settle on a net basis or to realize the asset and settle the liability simultaneously.

The amendments clarify that the right of set-off must be available immediately and legally enforceable for all counterparties in the normal course of business, as well as in the event of default, insolvency or bankruptcy.

The adoption of this revised standard had no significant impact on the Company's consolidated financial statements.

### **3 Business acquisition**

- a) On May 22, 2014, the Company completed, through its wholly-owned U.S. subsidiaries, the acquisition of substantially all of the operating assets employed in the wood treating facilities of Boatright Railroad Products, Inc. ("Boatright") located in Montevallo and Clanton, Alabama. These facilities manufacture, sell and distribute creosote and borate-treated crossties as well as switch ties, tie plugs and bridge timbers to the railroad industry and was acquired for synergistic reasons.

Total cash outlay associated with the acquisition was approximately \$37,000 (US\$33,898), excluding acquisition costs of approximately \$616 (US\$563), recognized in the interim consolidated statement of income under selling and administrative expenses.

The following fair value determination of the assets acquired and liabilities assumed is preliminary and is based on Management's best estimates and information known at the time of preparing these interim consolidated financial statements. This fair value determination is expected to be completed within 12 months of the acquisition date and consequently, significant changes could occur mainly with respect to intangible assets, goodwill and deferred income taxes.

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The following is a summary of the assets acquired, the liabilities assumed and the consideration transferred at fair value as at the acquisition date. The original transaction was made in U.S. dollars and converted into Canadian dollars as at the acquisition date.

|   |                          |
|---|--------------------------|
| <b>Assets acquired</b>  | <b>\$</b>                |
| Inventories   | 9,718                    |
| Property, plant and equipment   | 22,370                   |
| Customer relationships  | 19,232                   |
| Customer backlog  | 1,473                    |
| Goodwill  | 24,234                   |
| Deferred income tax assets  | <u>1,534</u>             |
|   | 78,561                   |
| <br><b>Liabilities assumed</b>  |                          |
| Accounts payable and accrued liabilities                              | 160                      |
| Site remediation provision  | <u>6,145</u>             |
| <br><b>Total net assets acquired and liabilities assumed</b>          | <br><u><u>72,256</u></u> |
| <br><b>Consideration transferred</b>                                  |                          |
| Cash  | 37,000                   |
| Unsecured promissory note   | 13,426                   |
| Consideration payable for the purchase of the Montevallo plant assets | <u>21,830</u>            |
| <br><b>Consideration transferred</b>                                  | <br><u><u>72,256</u></u> |

The Company's valuation of intangible assets has identified customer relationships and customer backlog. The assigned useful lives are 20 years for customer relationships and 6 months for customer backlog. Significant assumptions used in the determination of intangible assets, as defined by Management, include year-over-year sales growth, discount rate and operating income before depreciation and amortization margin. Goodwill is amortized and deductible for U.S. tax purposes, and represents the future economic value associated with the increased distribution network, acquired workforce and synergies with the Company's operations. For impairment test purposes, goodwill is allocated to cash generating units, which are defined as either plants specialized in the treatment of utility poles or plants specialized in the treatment of railway ties. In the case of the Boatright acquisition, goodwill is allocated to plants specialized in the treatment of railway ties.

The consideration payable of \$21,830 (US\$20,000), recorded under accounts payable and accrued liabilities in the interim consolidated statement of financial position, is the counterpart of a cash amount held

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in escrow pending the formal title transfer of the Montevallo plant assets, which shall occur concurrently with the issue, to the Company, of certain governmental permits relating to the facility. The balance held in escrow was recorded under restricted cash in the interim consolidated statement of financial position as at June 30, 2014.

The Company has financed the acquisition through a combination of its existing committed revolving credit facility, which was increased from \$400,000 to \$450,000 as at May 12, 2014, and an unsecured promissory note of \$15,466 (US\$14,169), bearing interest at 1.93% and repayable in 5 equal instalments over a 5-year period. The unsecured promissory note was fair-valued at \$13,426 (US\$12,301) using an interest rate of 7.0%.

In the period from May 22 to June 30, 2014, Montevallo and Clanton plant sales and income before income taxes amounted to \$3,737 and \$88, respectively. Pro forma information for the period ending June 30, 2014, had the Boatright acquisition occurred as of January 1, 2014, cannot be estimated as Management does not have all the required discrete financial information for the four first months of the year.

- b) On November 15, 2013 the Company completed, through its wholly-owned U.S. subsidiaries, the acquisition of substantially all of the operating assets employed in the businesses of Arizona Pacific Wood Preserving, Inc., Nevada Wood Preserving, Inc. and Pacific Wood Preserving of Oregon, Inc. (commonly referred to as The Pacific Wood Preserving Companies<sup>®</sup> ["PWP"]) conducted at their wood treating plants in Oregon, Nevada and Arizona and their wood concentration yard in Texas. These businesses consist of the manufacture of treated wood utility poles and railway ties, along with a variety of lumber related products and were acquired for synergistic reasons.

Total cash outlay associated with the acquisition was approximately \$51,071 (US\$48,886), excluding acquisition costs of approximately \$1,245 (US\$1,207), recognized in the interim consolidated statement of income under selling and administrative expenses.

The following fair value determination of the assets acquired and liabilities assumed is preliminary and is based on Management's best estimates and information known at the time of preparing these interim consolidated financial statements. This fair value determination is expected to be completed within 12 months of the acquisition date and consequently, significant changes could occur mainly with respect to intangible assets, goodwill and deferred income taxes. In the first 6 months of 2014, no significant adjustments were made to the preliminary fair value determination.



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(amounts expressed in thousands of Canadian dollars, except as otherwise indicated)

The following is a summary of the assets acquired, the liabilities assumed and the consideration transferred at fair value as at the acquisition date. The original transaction was made in U.S. dollars and converted into Canadian dollars as at the acquisition date.

|  |                   |
|--|-------------------|
| <b>Assets acquired</b>                                       | <b>\$</b>         |
| Non-cash working capital                                     | 25,663            |
| Property, plant and equipment                                | 19,591            |
| Customer relationships                                       | 4,712             |
| Customer backlog   | 146               |
| Goodwill   | 10,374            |
| Deferred income tax assets                                   | 89                |
|  | <u>60,575</u>     |
| <br><b>Liabilities assumed</b>                               |                   |
| Accounts payable and accrued liabilities                     | 1,249             |
| Site remediation provision                                   | 1,710             |
|  | <u>57,616</u>     |
| <br><b>Total net assets acquired and liabilities assumed</b> | <br><u>57,616</u> |
| <br><b>Consideration transferred</b>                         |                   |
| Cash   | 51,071            |
| Unsecured promissory note                                    | 6,545             |
|  | <u>57,616</u>     |
| <br><b>Consideration transferred</b>                         | <br><u>57,616</u> |

The Company's valuation of intangible assets has identified customer relationships and customer backlog. The assigned useful lives are 20 years for customer relationships and 4 months for customer backlog. Significant assumptions used in the determination of intangible assets, as defined by Management, include year-over-year sales growth, discount rate and operating income before depreciation and amortization margin. Goodwill is amortized and deductible for U.S. tax purposes, and represents the future economic value associated with the increased distribution network, acquired workforce and synergies with the Company's operations. For impairment test purposes, goodwill is allocated to cash generating units. In the case of the PWP acquisition, goodwill values of \$9,483 and \$891 are allocated to plants specialized in the treatment of utility poles and plants specialized in the treatment of railway ties, respectively.

The fair value of trade receivables, included in non-cash working capital, was \$8,737.

As at December 31, 2013, the Company had a consideration payable for the purchase of certain assets of the Nevada plant and an equivalent amount of \$3,191 (US\$3,000) was deposited in escrow and was

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## Notes to Interim Consolidated Financial Statements

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recorded under cash in the consolidated statement of financial position. On February 5, 2014, the consideration payable was settled.

Stella-Jones has financed the acquisition through a combination of its existing committed revolving credit facility and an unsecured promissory note of \$7,281 (US\$6,969), bearing interest at 0.27% and repayable in 12 equal instalments over a 3-year period. The unsecured promissory note was fair-valued at \$6,545 (US\$6,265) using an interest rate of 7.0%.

### 4 Long-term debt

On May 12, 2014, the authorized amount under the Company's committed revolving credit facility was increased from \$400,000 to \$450,000. The Company and SJ Holding, as borrowers, obtained the increase from the syndicate of lenders substantially under the same conditions as the December 13, 2013 agreement.

### 5 Capital stock

The following table provides the number of common share outstanding for the periods ending June 30:

|  | 2014          | 2013          |
|--|---------------|---------------|
| Number of common shares outstanding – Beginning of period* | 68,697        | 68,674        |
| Stock option plan*   | 104           | -             |
| Employee share purchase plans*                             | 15            | 11            |
| Number of common shares outstanding – End of period*       | <u>68,816</u> | <u>68,685</u> |

\* Number of common shares is presented in thousands.

a) Capital stock consists of the following:

Authorized

An unlimited number of preferred shares issuable in series

An unlimited number of common shares

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(amounts expressed in thousands of Canadian dollars, except as otherwise indicated)

b) Earnings per share

The following table provides the reconciliation, as at June 30, between basic earnings per common share and diluted earnings per common share:

|  | For the<br>three-month periods ended<br>June 30, |                 | For the<br>six-month periods ended<br>June 30, |                 |
|--|--|-----------------|--|-----------------|
|  | 2014   | 2013            | 2014   | 2013            |
| <b>Net income applicable to common shares</b>                    | <u>\$28,821</u>                                  | <u>\$26,426</u> | <u>\$51,339</u>                                | <u>\$45,183</u> |
| Weighted average number of common<br>shares outstanding*         | 68,773   | 68,680          | 68,755   | 68,677          |
| Effect of dilutive stock options*                                | <u>331</u>                                       | <u>373</u>      | <u>327</u>                                     | <u>363</u>      |
| Weighted average number of diluted<br>common shares outstanding* | <u>69,104</u>                                    | <u>69,053</u>   | <u>69,082</u>                                  | <u>69,040</u>   |
| <b>Basic earnings per common share **</b>                        | <u>\$0.42</u>                                    | <u>\$0.38</u>   | <u>\$0.75</u>                                  | <u>\$0.66</u>   |
| <b>Diluted earnings per common share **</b>                      | <u>\$0.42</u>                                    | <u>\$0.38</u>   | <u>\$0.74</u>                                  | <u>\$0.65</u>   |

\* Number of shares is presented in thousands.

\*\* Basic and diluted earnings per common share are presented in dollars per share.

# Stella-Jones Inc.

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### 6 Fair value measurement and financial instruments

The following table provides information about assets and liabilities measured at fair value in the statement of financial position and categorized by level according to the significance of the inputs used in making the measurements:

|  | <u>As at June 30, 2014</u>                                   | <u>As at December 31, 2013</u>                               |
|--|--|--|
|  | <b>Significant other<br/>observable inputs<br/>(Level 2)</b> | <b>Significant other<br/>observable inputs<br/>(Level 2)</b> |
|  | <b>\$</b>  | <b>\$</b>  |
| <b>Recurring fair value measurements</b> |  |  |
| <b>Assets</b>                            |  |  |
| Derivatives - Interest rate swap         | 1,372  | 2,119  |
|  | <u>1,372</u>   | <u>2,119</u>   |
| <b>Liabilities</b>                       |  |  |
| Derivatives - Interest rate swap         | 1,162  | 1,133  |
|  | <u>1,162</u>   | <u>1,133</u>   |

The fair value of these financial instruments has been estimated using the discounted future cash flow method and has been classified as Level 2 in the fair value hierarchy as per IFRS 7, *Financial Instruments: Disclosures*, as it is based mainly on observable market data, namely government bond yields and interest rates. A description of each level of the hierarchy is as follows:

- Level 1: Quoted prices (unadjusted) in active markets for identical assets or liabilities.
- Level 2: Inputs other than quoted prices included within Level 1 that are observable for these assets or liabilities, either directly (i.e. as prices) or indirectly (i.e. derived from prices).
- Level 3: Inputs for the assets or liabilities that are not based on observable market data (unobservable inputs).

Financial instruments that are not measured at fair value on the statement of financial position are represented by cash, restricted cash and cash equivalents, accounts receivable, accounts payable and long-term debt. The fair values of cash equivalents, accounts receivable and accounts payable approximate their carrying values due to their short term nature. The long-term debt had a carrying value of \$456,786 (December 31, 2013 – \$372,891) and a fair value of \$456,940 (December 31, 2013 – \$373,231).

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#### **7 Seasonality**

The Company's operations follow a seasonal pattern, with utility pole, railway tie and industrial product shipments strongest in the second and third quarters to provide industrial end-users with product for their summer maintenance projects. Residential lumber sales follow the same seasonal pattern. Inventory levels of railway ties and utility poles are typically highest in the first quarter in advance of the summer shipping season. The first and fourth quarters usually generate similar sales.

#### **8 Segment information**

The Company operates within one business segment which is the production and sale of pressure treated wood and related services.

#### **9 Subsequent events**

On August 7, 2014, the Board of Directors declared a quarterly dividend of \$0.07 per common share payable on September 26, 2014 to shareholders of record at the close of business on September 2, 2014.