

VALMONT INDUSTRIES INC

Form 10-Q

October 30, 2015

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UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
Washington, D.C. 20549

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Form 10-Q

(Mark One)

QUARTERLY REPORT UNDER SECTION 13 OR 15(d) OF THE SECURITIES  
EXCHANGE ACT OF 1934

For the quarterly period ended September 26, 2015

or

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES  
EXCHANGE ACT OF 1934

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission file number 1-31429

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Valmont Industries, Inc.

(Exact name of registrant as specified in its charter)

|   |   |
|---|---|
| Delaware  | 47-0351813                              |
| (State or Other Jurisdiction of<br>Incorporation or Organization) | (I.R.S. Employer<br>Identification No.) |

|  |            |
|--|------------|
| One Valmont Plaza,<br>Omaha, Nebraska    | 68154-5215 |
| (Address of Principal Executive Offices) | (Zip Code) |

(402) 963-1000

(Registrant's telephone number, including area code)

(Former name, former address and former fiscal year, if changed since last report)

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Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Sections 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes  No   
Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files). Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definitions of "large accelerated filer," "accelerated filer," and "smaller reporting company" in Rule 12b-2 of the Exchange Act.

|   |  |  |  |
|---|--|--|--|
| Large accelerated filer <input checked="" type="checkbox"/> | Accelerated filer <input type="checkbox"/> | Non accelerated filer <input type="checkbox"/> | Smaller reporting company <input type="checkbox"/> |
| (Do not check if a smaller reporting company)               |  |  |  |

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes  No

23,038,856

Outstanding shares of common stock as of October 19, 2015

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VALMONT INDUSTRIES, INC.

INDEX TO FORM 10-Q

|   | Page No. |
|---|----------|
| PART I. FINANCIAL INFORMATION   |          |
| <u>Item 1.</u> <u>Financial Statements:</u>   |          |
| <u>Condensed Consolidated Statements of Earnings for the thirteen</u> and thirty-nine weeks ended September 26, 2015 and September 27, 2014             | 3        |
| <u>Condensed Consolidated Statements of Comprehensive Income for the thirteen</u> and thirty-nine weeks ended September 26, 2015 and September 27, 2014 | 4        |
| Condensed Consolidated Balance Sheets as of September 26, 2015 and December 27, 2014  | 5        |
| Condensed Consolidated Statements of Cash Flows for the thirty-nine weeks ended September 26, 2015 and September 27, 2014                               | 6        |
| Condensed Consolidated Statements of Shareholders' Equity for the thirty-nine weeks ended September 26, 2015 and September 27, 2014                     | 7        |
| <u>Notes to Condensed Consolidated Financial Statements</u>   | 8        |
| Item 2. <u>Management's Discussion and Analysis of Financial Condition and Results of Operations</u>  | 35       |
| Item 3. <u>Quantitative and Qualitative Disclosures About Market Risk</u>   | 45       |
| Item 4. <u>Controls and Procedures</u>  | 45       |
| PART II. OTHER INFORMATION  |          |
| Item 2. Unregistered Sales of Equity Securities and Use of Proceeds   | 46       |
| Item 6. <u>Exhibits</u>   | 46       |
| <u>Signatures</u>   | 47       |

VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
PART I. FINANCIAL INFORMATION  
CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS  
(Dollars in thousands, except per share amounts)  
(Unaudited)

|   | Thirteen Weeks Ended |               | Thirty-nine Weeks Ended |               |
|---|----------------------|---------------|-------------------------|---------------|
|   | September 26,        | September 27, | September 26,           | September 27, |
|   | 2015                 | 2014          | 2015                    | 2014          |
| Product sales   | \$560,518            | \$686,508     | \$1,776,194             | \$2,134,395   |
| Services sales  | 72,057               | 79,160        | 208,902                 | 225,612       |
| Net sales   | 632,575              | 765,668       | 1,985,096               | 2,360,007     |
| Product cost of sales   | 427,688              | 515,217       | 1,348,402               | 1,586,127     |
| Services cost of sales  | 48,136               | 50,951        | 144,941                 | 146,921       |
| Total cost of sales   | 475,824              | 566,168       | 1,493,343               | 1,733,048     |
| Gross profit  | 156,751              | 199,500       | 491,753                 | 626,959       |
| Selling, general and administrative expenses  | 104,539              | 111,697       | 327,858                 | 335,532       |
| Impairment of goodwill and intangible assets  | 15,200               | —             | 15,200                  | —             |
| Operating income  | 37,012               | 87,803        | 148,695                 | 291,427       |
| Other income (expenses):  |                      |               |                         |               |
| Interest expense  | (11,120)             | (8,716)       | (33,480)                | (25,217)      |
| Interest income   | 905                  | 1,477         | 2,395                   | 4,793         |
| Costs associated with refinancing of debt   | —                    | (38,705)      | —                       | (38,705)      |
| Other   | (1,230)              | (2,344)       | (242)                   | (6,253)       |
|   | (11,445)             | (48,288)      | (31,327)                | (65,382)      |
| Earnings before income taxes  | 25,567               | 39,515        | 117,368                 | 226,045       |
| Income tax expense (benefit):   |                      |               |                         |               |
| Current   | 6,746                | 23,290        | 37,656                  | 82,345        |
| Deferred  | 5,272                | (9,064)       | 5,217                   | (4,034)       |
|   | 12,018               | 14,226        | 42,873                  | 78,311        |
| Earnings before equity in earnings of nonconsolidated subsidiaries                    | 13,549               | 25,289        | 74,495                  | 147,734       |
| Equity in earnings of nonconsolidated subsidiaries                                    | —                    | (4)           | —                       | (34)          |
| Net earnings  | 13,549               | 25,285        | 74,495                  | 147,700       |
| Less: Earnings attributable to noncontrolling interests                               | (1,483)              | (1,726)       | (3,817)                 | (4,185)       |
| Net earnings attributable to Valmont Industries, Inc.                                 | \$12,066             | \$23,559      | \$70,678                | \$143,515     |
| Earnings per share:   |                      |               |                         |               |
| Basic   | \$0.52               | \$0.93        | \$3.02                  | \$5.48        |
| Diluted   | \$0.52               | \$0.92        | \$3.00                  | \$5.43        |
| Cash dividends declared per share   | \$0.375              | \$0.375       | \$1.125                 | \$1.000       |
| Weighted average number of shares of common stock outstanding - Basic (000 omitted)   | 23,057               | 25,287        | 23,420                  | 26,208        |
| Weighted average number of shares of common stock outstanding - Diluted (000 omitted) | 23,170               | 25,513        | 23,534                  | 26,439        |

See accompanying notes to condensed consolidated financial statements.

VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
 CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

(Dollars in thousands)

(Unaudited)

|  | Thirteen Weeks Ended |               | Thirty-nine Weeks Ended |               |
|--|----------------------|---------------|-------------------------|---------------|
|  | September 26,        | September 27, | September 26,           | September 27, |
|  | 2015                 | 2014          | 2015                    | 2014          |
| Net earnings   | \$13,549             | \$25,285      | \$74,495                | \$147,700     |
| Other comprehensive income (loss), net of tax:                       |                      |               |                         |               |
| Foreign currency translation adjustments:                            |                      |               |                         |               |
| Unrealized translation gain (loss)                                   | (53,518 )            | (59,001 )     | (93,368 )               | (33,495 )     |
| Unrealized gain/(loss) on cash flow hedge:                           |                      |               |                         |               |
| Amortization cost included in interest expense                       | 18                   | 383           | 55                      | 450           |
| Realized (gain) loss included in net earnings during the period      | (439 )               | 983           | (439 )                  | 983           |
| Gain on cash flow hedges   | 110                  | 4,837         | 1,155                   | 4,837         |
| Actuarial gain (loss) in defined benefit pension plan                | —                    | 1,116         | —                       | 269           |
| Other comprehensive income (loss)                                    | (53,829 )            | (51,682 )     | (92,597 )               | (26,956 )     |
| Comprehensive income (loss)  | (40,280 )            | (26,397 )     | (18,102 )               | 120,744       |
| Comprehensive loss (income) attributable to noncontrolling interests | 847                  | 89            | 206                     | (1,615 )      |
| Comprehensive income (loss) attributable to Valmont Industries, Inc. | \$(39,433 )          | \$(26,308 )   | \$(17,896 )             | \$119,129     |

See accompanying notes to condensed consolidated financial statements.

VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
 CONDENSED CONSOLIDATED BALANCE SHEETS  
 (Dollars in thousands, except shares and per share amounts)  
 (Unaudited)

|  | September 26,<br>2015 | December 27,<br>2014 |
|--|-----------------------|----------------------|
| <b>ASSETS</b>  |                       |                      |
| Current assets:  |                       |                      |
| Cash and cash equivalents  | \$312,851             | \$371,579            |
| Receivables, net   | 501,403               | 536,918              |
| Inventories  | 368,290               | 359,522              |
| Prepaid expenses   | 52,208                | 56,912               |
| Refundable and deferred income taxes   | 44,736                | 68,010               |
| Total current assets   | 1,279,488             | 1,392,941            |
| Property, plant and equipment, at cost   | 1,083,211             | 1,139,569            |
| Less accumulated depreciation and amortization                                     | 539,976               | 533,116              |
| Net property, plant and equipment  | 543,235               | 606,453              |
| Goodwill   | 362,683               | 385,111              |
| Other intangible assets, net   | 175,157               | 202,004              |
| Other assets   | 129,138               | 143,159              |
| Total assets   | \$2,489,701           | \$2,729,668          |
| <b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>  |                       |                      |
| Current liabilities:   |                       |                      |
| Current installments of long-term debt   | \$1,099               | \$1,181              |
| Notes payable to banks   | 1,496                 | 13,952               |
| Accounts payable   | 186,581               | 196,565              |
| Accrued employee compensation and benefits   | 70,249                | 87,950               |
| Accrued expenses   | 104,779               | 88,480               |
| Dividends payable  | 8,649                 | 9,086                |
| Total current liabilities  | 372,853               | 397,214              |
| Deferred income taxes  | 66,200                | 71,797               |
| Long-term debt, excluding current installments                                     | 764,823               | 766,654              |
| Defined benefit pension liability  | 129,600               | 150,124              |
| Deferred compensation  | 48,637                | 47,932               |
| Other noncurrent liabilities   | 41,811                | 45,542               |
| Shareholders' equity:  |                       |                      |
| Preferred stock of \$1 par value -<br>Authorized 500,000 shares; none issued       | —                     | —                    |
| Common stock of \$1 par value -<br>Authorized 75,000,000 shares; 27,900,000 issued | 27,900                | 27,900               |
| Retained earnings  | 1,767,621             | 1,718,662            |
| Accumulated other comprehensive income (loss)                                      | (223,007 )            | (134,433 )           |
| Treasury stock   | (552,780 )            | (410,296 )           |
| Total Valmont Industries, Inc. shareholders' equity                                | 1,019,734             | 1,201,833            |
| Noncontrolling interest in consolidated subsidiaries                               | 46,043                | 48,572               |
| Total shareholders' equity   | 1,065,777             | 1,250,405            |
| Total liabilities and shareholders' equity   | \$2,489,701           | \$2,729,668          |
| See accompanying notes to condensed consolidated financial statements.             |                       |                      |



VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS  
(Dollars in thousands)  
(Unaudited)

|  | Thirty-nine Weeks Ended |                       |
|--|-------------------------|-----------------------|
|  | September 26,<br>2015   | September 27,<br>2014 |
| Cash flows from operating activities:                                    |                         |                       |
| Net earnings   | \$74,495                | \$147,700             |
| Adjustments to reconcile net earnings to net cash flows from operations: |                         |                       |
| Depreciation and amortization  | 70,859                  | 64,460                |
| Noncash loss on trading securities                                       | 5,020                   | 4,859                 |
| Impairment of assets - restructuring activities                          | 12,659                  | —                     |
| Impairment of goodwill & intangible assets                               | 15,200                  | —                     |
| Non-cash debt refinancing costs  | —                       | (2,478)               |
| Stock-based compensation   | 5,667                   | 5,444                 |
| Change in fair value of contingent consideration                         | —                       | 4,300                 |
| Defined benefit pension plan expense (benefit)                           | (460)                   | ) 2,003               |
| Contribution to defined benefit pension plan                             | (15,735)                | ) (18,245)            |
| Gain on sale of property, plant and equipment                            | 1,263                   | 58                    |
| Equity in earnings in nonconsolidated subsidiaries                       | —                       | 34                    |
| Deferred income taxes  | 5,217                   | (4,034)               |
| Changes in assets and liabilities (net of acquisitions):                 |                         |                       |
| Receivables  | 5,551                   | (19,951)              |
| Inventories  | (25,447)                | ) (4,152)             |
| Prepaid expenses   | 5,275                   | (19,182)              |
| Accounts payable   | 832                     | (21,082)              |
| Accrued expenses   | 7,368                   | (27,926)              |
| Other noncurrent liabilities   | 887                     | (6,409)               |
| Income taxes refundable  | 14,171                  | (22,702)              |
| Net cash flows from operating activities                                 | 182,822                 | 82,697                |
| Cash flows from investing activities:                                    |                         |                       |
| Purchase of property, plant and equipment                                | (34,447)                | ) (63,412)            |
| Proceeds from sale of assets   | 3,256                   | 2,107                 |
| Acquisitions, net of cash acquired                                       | —                       | (137,438)             |
| Other, net   | 5,980                   | 2,992                 |
| Net cash flows from investing activities                                 | (25,211)                | ) (195,751)           |
| Cash flows from financing activities:                                    |                         |                       |
| Net borrowings under short-term agreements                               | (12,322)                | ) (1,065)             |
| Proceeds from long-term borrowings                                       | 37,000                  | 652,540               |
| Principal payments on long-term borrowings                               | (37,878)                | ) (357,059)           |
| Settlement of financial derivatives                                      | —                       | 4,837                 |
| Dividends paid   | (26,708)                | ) (23,357)            |
| Dividends to noncontrolling interest                                     | (2,323)                 | ) (1,340)             |
| Debt issuance costs  | —                       | (5,464)               |
| Purchase of treasury shares  | (148,220)               | ) (316,296)           |
| Proceeds from exercises under stock plans                                | 10,902                  | 12,824                |
| Excess tax benefits from stock option exercises                          | 1,458                   | 3,916                 |
| Purchase of common treasury shares—stock plan exercises                  | (12,135)                | ) (12,739)            |



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|  |           |            |   |
|--|-----------|------------|---|
| Net cash flows from financing activities                     | (190,226  | ) (43,203  | ) |
| Effect of exchange rate changes on cash and cash equivalents | (26,113   | ) (5,231   | ) |
| Net change in cash and cash equivalents                      | (58,728   | ) (161,488 | ) |
| Cash and cash equivalents—beginning of year                  | 371,579   | 613,706    |   |
| Cash and cash equivalents—end of period                      | \$312,851 | \$452,218  |   |

See accompanying notes to condensed consolidated financial statements.

6

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VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
CONDENSED CONSOLIDATED STATEMENTS OF SHAREHOLDERS' EQUITY

(Dollars in thousands)

(Unaudited)

|  | Common stock | Additional paid-in capital | Retained earnings | Accumulated other comprehensive income (loss) | Treasury stock | Noncontrolling interest in consolidated subsidiaries | Total shareholders' equity |
|--|--------------|----------------------------|-------------------|---|----------------|--|----------------------------|
| Balance at December 28, 2013                           | \$27,900     | \$—                        | \$1,562,670       | \$ (47,685 )                                  | \$ (20,860 )   | \$ 22,821  | \$ 1,544,846               |
| Net earnings   | —            | —                          | 143,515           | —   | —              | 4,185  | 147,700                    |
| Other comprehensive income (loss)                      | —            | —                          | —                 | (24,386 )                                     | —              | (2,570 )   | (26,956 )                  |
| Cash dividends declared                                | —            | —                          | (25,950 )         | —   | —              | —  | (25,950 )                  |
| Dividends to noncontrolling interests                  | —            | —                          | —                 | —   | —              | (1,340 )   | (1,340 )                   |
| Acquisition of AgSense                                 | —            | —                          | —                 | —   | —              | 16,333   | 16,333                     |
| Acquisition of DS SM                                   | —            | —                          | —                 | —   | —              | 9,232  | 9,232                      |
| Addition of noncontrolling interest                    | —            | —                          | —                 | —   | —              | 404  | 404                        |
| Purchase of treasury shares; 2,126,392 shares acquired | —            | —                          | —                 | —   | (316,296 )     | —  | (316,296 )                 |
| Stock plan exercises; 83,431 shares acquired           | —            | —                          | —                 | —   | (12,739 )      | —  | (12,739 )                  |
| Stock options exercised; 171,508 shares issued         | —            | (9,360 )                   | 7,301             | —   | 14,883         | —  | 12,824                     |
| Tax benefit from stock option exercises                | —            | 3,916                      | —                 | —   | —              | —  | 3,916                      |
| Stock option expense                                   | —            | 3,767                      | —                 | —   | —              | —  | 3,767                      |
| Stock awards; 8,247 shares issued                      | —            | 1,677                      | —                 | —   | 1,268          | —  | 2,945                      |
| Balance at September 27, 2014                          | \$27,900     | \$—                        | \$1,687,536       | \$ (72,071 )                                  | \$ (333,744)   | \$ 49,065  | \$ 1,358,686               |
| Balance at December 27, 2014                           | \$27,900     | \$—                        | \$1,718,662       | \$ (134,433 )                                 | \$ (410,296)   | \$ 48,572  | \$ 1,250,405               |
| Net earnings   | —            | —                          | 70,678            | —   | —              | 3,817  | 74,495                     |
| Other comprehensive income (loss)                      | —            | —                          | —                 | (88,574 )                                     | —              | (4,023 )   | (92,597 )                  |
| Cash dividends declared                                | —            | —                          | (26,249 )         | —   | —              | —  | (26,249 )                  |
| Dividends to noncontrolling interests                  | —            | —                          | —                 | —   | —              | (2,323 )   | (2,323 )                   |
| Purchase of treasury shares; 1,236,771 shares acquired | —            | —                          | —                 | —   | (148,220 )     | —  | (148,220 )                 |
| Stock plan exercises; 98,367 shares acquired           | —            | —                          | —                 | —   | (12,135 )      | —  | (12,135 )                  |
| Stock options exercised; 138,657 shares issued         | —            | (11,078)                   | 4,530             | —   | 17,450         | —  | 10,902                     |
|  | —            | 1,458                      | —                 | —   | —              | —  | 1,458                      |

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|   |          |       |             |               |             |           |              |
|---|----------|-------|-------------|---------------|-------------|-----------|--------------|
| Tax benefit from stock option exercises |          |       |             |               |             |           |              |
| Stock option expense                    | —        | 3,936 | —           | —             | —           | —         | 3,936        |
| Stock awards; 5,943 shares issued       | —        | 5,684 | —           | —             | 421         | —         | 6,105        |
| Balance at September 26, 2015           | \$27,900 | \$—   | \$1,767,621 | \$ (223,007 ) | \$(552,780) | \$ 46,043 | \$ 1,065,777 |

See accompanying notes to condensed consolidated financial statements.

VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
 NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
 (Dollars in thousands, except per share amounts)  
 (Unaudited)

(1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Condensed Consolidated Financial Statements

The Condensed Consolidated Balance Sheet as of September 26, 2015, the Condensed Consolidated Statements of Earnings and Comprehensive Income for the thirteen and thirty-nine weeks ended September 26, 2015 and September 27, 2014, and the Condensed Consolidated Statements of Cash Flows and Shareholders' Equity for the thirty-nine week period then ended have been prepared by the Company, without audit. In the opinion of management, all necessary adjustments (which include normal recurring adjustments) have been made to present fairly the financial statements as of September 26, 2015 and for all periods presented.

Certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States of America have been condensed or omitted. These Condensed Consolidated Financial Statements should be read in conjunction with the financial statements and notes thereto included in the Company's Annual Report on Form 10-K for the fiscal year ended December 27, 2014. The accounting policies and methods of computation followed in these interim financial statements are the same as those followed in the financial statements for the year ended December 27, 2014. The results of operations for the period ended September 26, 2015 are not necessarily indicative of the operating results for the full year.

Inventories

Approximately 38% and 44% of inventory is valued at the lower of cost, determined on the last-in, first-out (LIFO) method, or market as of September 26, 2015 and December 27, 2014, respectively. All other inventory is valued at the lower of cost, determined on the first-in, first-out (FIFO) method or market. Finished goods and manufactured goods inventories include the costs of acquired raw materials and related factory labor and overhead charges required to convert raw materials to manufactured and finished goods. The excess of replacement cost of inventories over the LIFO value is approximately \$37,068 and \$47,178 at September 26, 2015 and December 27, 2014, respectively.

Inventories consisted of the following:

|                                       | September 26,<br>2015 | December 27,<br>2014 |
|---------------------------------------|-----------------------|----------------------|
| Raw materials and purchased parts     | \$181,618             | \$179,093            |
| Work-in-process                       | 28,934                | 27,835               |
| Finished goods and manufactured goods | 194,806               | 199,772              |
| Subtotal                              | 405,358               | 406,700              |
| Less: LIFO reserve                    | 37,068                | 47,178               |
|                                       | \$368,290             | \$359,522            |

VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
 NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
 (Dollars in thousands, except per share amounts)  
 (Unaudited)

## (1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

## Income Taxes

Earnings before income taxes and equity in earnings of nonconsolidated subsidiaries for the thirteen and thirty-nine weeks ended September 26, 2015 and September 27, 2014, were as follows:

|               | Thirteen Weeks Ended |          | Thirty-nine Weeks Ended |           |
|---------------|----------------------|----------|-------------------------|-----------|
|               | 2015                 | 2014     | 2015                    | 2014      |
| United States | \$26,343             | \$4,844  | \$92,625                | \$141,635 |
| Foreign       | (776 )               | 34,671   | 24,743                  | 84,410    |
|               | \$25,567             | \$39,515 | \$117,368               | \$226,045 |

## Pension Benefits

The Company incurs expenses in connection with the Delta Pension Plan ("DPP"). The DPP was acquired as part of the Delta plc acquisition in fiscal 2010 and has no members that are active employees. In order to measure expense and the related benefit obligation, various assumptions are made including discount rates used to value the obligation, expected return on plan assets used to fund these expenses and estimated future inflation rates. These assumptions are based on historical experience as well as current facts and circumstances. An actuarial analysis is used to measure the expense and liability associated with pension benefits.

The components of the net periodic pension (benefit) expense for the thirteen and thirty-nine weeks ended September 26, 2015 and September 27, 2014 were as follows:

|                                 | Thirteen Weeks Ended |          | Thirty-nine Weeks Ended |           |
|---------------------------------|----------------------|----------|-------------------------|-----------|
|                                 | 2015                 | 2014     | 2015                    | 2014      |
| Net periodic (benefit) expense: |                      |          |                         |           |
| Interest cost                   | \$6,186              | \$7,274  | \$18,486                | \$21,783  |
| Expected return on plan assets  | (6,341 )             | (6,605 ) | (18,946 )               | (19,780 ) |
| Net periodic (benefit) expense  | \$(155 )             | \$669    | \$(460 )                | \$2,003   |

## Stock Plans

The Company maintains stock based compensation plans approved by the shareholders, which provide that the Human Resource Committee of the Board of Directors may grant incentive stock options, nonqualified stock options, stock appreciation rights, non-vested stock awards and bonuses of common stock. At September 26, 2015, 1,223,563 shares of common stock remained available for issuance under the plans. Shares and options issued and available are subject to changes in capitalization.

Under the plans, the exercise price of each option equals the closing market price at the date of the grant. Options vest beginning on the first anniversary of the grant in equal amounts over three to six years or on the fifth anniversary of the grant.

VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
 NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
 (Dollars in thousands, except per share amounts)  
 (Unaudited)

(1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Expiration of grants is from six to ten years from the date of grant. The Company's compensation expense (included in selling, general and administrative expenses) and associated income tax benefits related to stock options for the thirteen and thirty-nine weeks ended September 26, 2015 and September 27, 2014, respectively, were as follows:

|                           | Thirteen Weeks |          | Thirty-nine Weeks |          |
|---------------------------|----------------|----------|-------------------|----------|
|                           | Ended          | Ended    | Ended             | Ended    |
|                           | 2015           | 2014     | 2015              | 2014     |
| Compensation expense      | \$ 1,283       | \$ 1,242 | \$ 3,936          | \$ 3,767 |
| Income tax benefits       | 494            | 478      | 1,515             | 1,450    |
| Equity Method Investments |                |          |                   |          |

The Company has equity method investments in non-consolidated subsidiaries, which are recorded within "Other assets" on the Condensed Consolidated Balance Sheet.

Fair Value

The Company applies the provisions of Accounting Standards Codification 820, Fair Value Measurements ("ASC 820") which defines fair value, establishes a framework for measuring fair value, and expands disclosures about fair value measurements. The provisions of ASC 820 apply to other accounting pronouncements that require or permit fair value measurements. As defined in ASC 820, fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

ASC 820 establishes a three level hierarchy for fair value measurements based upon the transparency of inputs to the valuation of an asset or liability as of the measurement date. Inputs refer broadly to the assumptions that market participants would use in pricing the asset or liability, including assumptions about risk. Financial assets and liabilities carried at fair value will be classified and disclosed in one of the following three categories:

Level 1: Quoted market prices in active markets for identical assets or liabilities.

Level 2: Observable market based inputs or unobservable inputs that are corroborated by market data.

Level 3: Unobservable inputs that are not corroborated by market data.

The categorization within the valuation hierarchy is based upon the lowest level of input that is significant to the fair value measurement.

Following is a description of the valuation methodologies used for assets and liabilities measured at fair value.

Trading Securities: The assets and liabilities recorded for the investments held in the Valmont Deferred Compensation Plan of \$38,005 (\$36,439 at December 27, 2014) represent mutual funds, invested in debt and equity securities, classified as trading securities in accordance with Accounting Standards Codification 320, Accounting for Certain Investments in Debt and Equity Securities, considering the employee's ability to change investment allocation of their deferred compensation at any time.

VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
 NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
 (Dollars in thousands, except per share amounts)  
 (Unaudited)

## (1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

The Company's ownership of shares in Delta EMD Pty. Ltd. (JSE:DTA) is also classified as trading securities. During first quarter of 2015, the Company received a special dividend of \$5,010 from Delta EMD Pty. Ltd and the market price of the shares were proportionately decreased accordingly. The shares are valued at \$4,370 and \$9,034 as of September 26, 2015 and December 27, 2014, respectively, which is the estimated fair value. Quoted market prices are available for these securities in an active market and therefore categorized as a Level 1 input.

|                      | Carrying Value<br>September 26,<br>2015 | Fair Value Measurement Using:   |  |   |
|----------------------|---|---|--|---|
|                      |   | Quoted Prices in<br>Active Markets<br>for Identical<br>Assets (Level 1) | Significant<br>Observable<br>Inputs<br>(Level 2) | Other<br>Significant<br>Unobservable<br>Inputs<br>(Level 3) |
| Assets:              |   |   |  |   |
| Trading Securities   | \$42,375                                | \$42,375  | \$—  | \$—   |
|                      | Carrying Value<br>December 27,<br>2014  | Fair Value Measurement Using:   |  |   |
|                      |   | Quoted Prices in<br>Active Markets<br>for Identical<br>Assets (Level 1) | Significant<br>Observable<br>Inputs<br>(Level 2) | Other<br>Significant<br>Unobservable<br>Inputs<br>(Level 3) |
| Assets:              |   |   |  |   |
| Trading Securities   | \$45,473                                | \$45,473  | \$—  | \$—   |
| Comprehensive Income |   |   |  |   |

Comprehensive income includes net earnings, currency translation adjustments, certain derivative-related activity and changes in net actuarial gains/losses from a pension plan. Results of operations for foreign subsidiaries are translated using the average exchange rates during the period. Assets and liabilities are translated at the exchange rates in effect on the balance sheet dates. Accumulated other comprehensive income (loss) consisted of the following at September 26, 2015 and December 27, 2014:

|  | Foreign<br>Currency<br>Translation<br>Adjustments | Unrealized<br>Gain on Cash<br>Flow Hedge | Defined<br>Benefit<br>Pension Plan | Accumulated<br>Other<br>Comprehensive<br>Income |
|--|---|--|------------------------------------|---|
| Balance at December 27, 2014               | \$ (99,618 )                                      | \$ 3,879                                 | \$ (38,694 )                       | \$ (134,433 )                                   |
| Current-period comprehensive income (loss) | (89,345 )   | 771                                      | —                                  | (88,574 )                                       |
| Balance at September 26, 2015              | \$ (188,963 )                                     | \$ 4,650                                 | \$ (38,694 )                       | \$ (223,007 )                                   |
| Subsequent Events                          |   |  |                                    |   |

On September 30, 2015, the Company purchased 100% of the outstanding shares of American Galvanizing for \$13.2 million in cash, net of assumed liabilities. American Galvanizing operates a galvanizing operation in Folsom, New Jersey. American Galvanizing's annual sales are approximately \$8.5 million and it will be included in the Coatings Segment. The acquisition, which was funded by cash held by the Company, was completed to extend the Company's presence in the northeast United States.

VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(Dollars in thousands, except per share amounts)  
(Unaudited)

(1) SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (Continued)

Recently Issued Accounting Pronouncements

In May 2014, the Financial Accounting Standards Board ("FASB") issued Accounting Standards Update ("ASU") 2014-9, Revenue from Contracts with Customers (Topic 606), which supersedes the revenue recognition requirements in Accounting Standards Codification ("ASC") 605, Revenue Recognition. The new revenue recognition standard requires entities to recognize the amount of revenue to which it expects to be entitled for the transfer of promised goods or services to customers. ASU 2014-9 is effective for interim and annual reporting periods beginning after December 15, 2017 and is to be applied retrospectively. The Company is currently evaluating the effect that adopting this new accounting guidance will have on its consolidated results of operations and financial position.

In July 2015, the FASB issued ASU 2015-11, "Simplifying the Measurement of Inventory." Under this ASU, inventory will be measured at the "lower of cost and net realizable value" and options that currently exist for "market value" will be eliminated. The ASU defines net realizable value as the "estimated selling prices in the ordinary course of business, less reasonably predictable costs of completion, disposal, and transportation." No other changes were made to the current guidance on inventory measurement. ASU 2015-11 is effective for interim and annual periods beginning after December 15, 2016. Early application is permitted and should be applied prospectively. Management is evaluating the provisions of this statement, including which period to adopt, and has not determined what impact the adoption of ASU 2015-11 will have on the Company's financial position or results of operations.

(2) ACQUISITIONS

On March 3, 2014, the Company purchased 90% of the outstanding shares of DS SM A/S, which was renamed Valmont SM. Valmont SM is a manufacturer of heavy complex steel structures for a diverse range of industries including wind energy, offshore oil and gas, and electricity transmission. Valmont SM operates two manufacturing locations in Denmark and its operations are reported in the Engineered Infrastructure Products Segment. The purchase price paid for the business at closing (net of \$56 cash acquired) was \$120,483, including the payoff of an intercompany note payable by Valmont SM to its prior affiliates. The purchase is subject to an earn-out clause that is contingent on meeting future operational metrics for which no liability has been established based on expectations. The earn-out clause expires on December 31, 2016. The acquisition, which was funded by cash held by the Company, was completed to participate in markets for wind energy, oil and gas exploration, power transmission and other related infrastructure projects and to increase the Company's geographic footprint in Europe. The Company also funded a portion of the acquisition with an intercompany note payable. The excess purchase price over the fair value of assets resulted in goodwill, which is not deductible for tax purposes.



VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
 NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
 (Dollars in thousands, except per share amounts)  
 (Unaudited)

## (2) ACQUISITIONS (Continued)

The following table summarizes the fair values of the assets acquired and liabilities assumed as of the date of acquisition, which was finalized in the fourth quarter of 2014.

|   | At March 3, 2014 |
|---|------------------|
| Current assets                          | \$73,421         |
| Property, plant and equipment           | 85,638           |
| Intangible assets                       | 30,340           |
| Goodwill                                | 16,803           |
| Total fair value of assets acquired     | \$206,202        |
| Current liabilities                     | 47,754           |
| Deferred income taxes                   | 19,715           |
| Intercompany note payable               | 37,448           |
| Long-term debt                          | 8,941            |
| Total fair value of liabilities assumed | 113,858          |
| Non-controlling interests               | 9,309            |
| Net assets acquired                     | \$83,035         |

Based on the fair value assessments, the Company allocated \$30,340 of the purchase price to acquired intangible assets. The following table summarizes the major classes of Valmont SM's acquired intangible assets and the respective weighted average amortization periods:

|                         | Amount    | Weighted<br>Average<br>Amortization<br>Period (Years) |
|-------------------------|-----------|---|
| Trade Names             | \$ 11,470 | Indefinite  |
| Backlog                 | 3,145     | 1.5   |
| Customer Relationships  | 15,725    | 12.0  |
| Total Intangible Assets | \$ 30,340 |   |

On October 6, 2014, the Company acquired Shakespeare Composite Structures (Shakespeare) for \$48,272 in cash, plus assumed liabilities. Shakespeare is a manufacturer of fiberglass reinforced composite structures and products with two manufacturing facilities in South Carolina. Shakespeare's annual sales are approximately \$55,000 and its operations are included in the Engineered Infrastructure Products segment. The acquisition of Shakespeare was completed to expand our product offering of composite structure solutions. The fair value measurement process and purchase price allocation for Shakespeare were finalized in the third quarter of 2015.

VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(Dollars in thousands, except per share amounts)  
(Unaudited)

## (2) ACQUISITIONS (Continued)

The following table summarizes the fair values of the assets acquired and liabilities assumed as of the date of the Shakespeare acquisition (goodwill is deductible for tax purposes):

|                                     | At October 6, 2014 |
|-------------------------------------|--------------------|
| Current assets                      | \$12,532           |
| Property, plant and equipment       | 10,694             |
| Intangible assets                   | 13,500             |
| Goodwill                            | 15,416             |
| Total fair value of assets acquired | \$52,142           |
| Current liabilities                 | 3,870              |
| Net assets acquired                 | \$48,272           |

Based on the fair value assessments, the Company allocated \$13,500 of the purchase price to acquired intangible assets. The following table summarizes the major classes of Shakespeare acquired intangible assets and the respective weighted-average amortization periods:

|                         | Amount   | Weighted<br>Average<br>Amortization<br>Period (Years) |
|-------------------------|----------|---|
| Trade Names             | \$4,000  | Indefinite  |
| Customer Relationships  | 9,500    | 12.0  |
| Total Intangible Assets | \$13,500 |   |

On August 25, 2014, the Company acquired 51% of AgSense, LLC (AgSense) for \$17 million in cash. AgSense operates in South Dakota and is the creator of global WagNet network which provides growers with a more complete view of their entire farming operation by tying irrigation decision making to field, crop and weather conditions. In the measurement of fair values of assets acquired and liabilities assumed, goodwill of \$17,193 and \$16,083 of customer relationships, trade name and other intangible assets were recorded. A portion of the goodwill is deductible for tax purposes. AgSense is included in the Irrigation Segment. The fair value measurement process and purchase price allocation for AgSense were finalized in the second quarter of 2015.

The Company's Condensed Consolidated Statement of Earnings for the thirteen and thirteen-nine weeks ended September 26, 2015 included net sales of \$45,201 and \$131,396 and net earnings of \$2,333 and \$7,266 resulting from the Valmont SM, AgSense, and Shakespeare acquisitions. The pro forma effect of these acquisitions on the third quarter and first three quarters of the 2014 Statement of Earnings was as follows:

|                            | Thirteen Weeks Ended<br>September 27, 2014 | Thirty-nine Weeks<br>Ended September 27,<br>2014 |
|----------------------------|--|--|
| Net sales                  | \$780,478                                  | \$2,438,811                                      |
| Net earnings               | \$24,002                                   | \$147,443  |
| Earnings per share—diluted | \$0.94                                     | \$5.58   |

VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(Dollars in thousands, except per share amounts)  
(Unaudited)

## (3) RESTRUCTURING ACTIVITIES

In April 2015, the Company's Board of Directors authorized a broad restructuring plan (the "Plan") of up to \$60 million to respond to the market environment in certain businesses. We anticipate the Company will recognize the following pre-tax expenses in conjunction with the initial restructuring activities from the Plan announced in 2015:

|  | EIP      | Utility | Coatings | Irrigation | Other/<br>Corporate | TOTAL    |
|--|----------|---------|----------|------------|---------------------|----------|
| Severance  | \$3,850  | \$1,638 | \$429    | \$245      | \$75                | \$6,237  |
| Other cash restructuring expenses                  | 1,612    | 1,895   | 178      | 100        | —                   | 3,785    |
| Asset impairments/net loss on disposals            | 2,573    | 788     | 4,699    | —          | —                   | 8,060    |
| Total cost of sales                                | 8,035    | 4,321   | 5,306    | 345        | 75                  | 18,082   |
| Severance  | 4,335    | 404     | —        | 629        | 1,250               | 6,618    |
| Other cash restructuring expenses                  | —        | 328     | 270      | —          | —                   | 598      |
| Asset impairments/net loss on disposals            | 2,080    | —       | —        | 130        | 3,700               | 5,910    |
| Total selling, general and administrative expenses | 6,415    | 732     | 270      | 759        | 4,950               | 13,126   |
| Consolidated total                                 | \$14,450 | \$5,053 | \$5,576  | \$1,104    | \$5,025             | \$31,208 |

The Company is currently evaluating additional potential restructuring activities estimated at \$8 million of asset impairments and \$5 million of cash expenses. The following is a summary of the segments affected by these additional potential restructuring activities under current evaluation and the estimated pre-tax expense:

|  | EIP     | Other/<br>Corporate | TOTAL    |
|--|---------|---------------------|----------|
| Severance  | \$2,000 | \$250               | \$2,250  |
| Other cash restructuring expenses                  | 700     | 250                 | 950      |
| Asset impairments/net loss on disposals            | 3,800   | 500                 | 4,300    |
| Total cost of sales                                | 6,500   | 1,000               | 7,500    |
| Severance  | 500     | 1,150               | 1,650    |
| Asset impairments/net loss on disposals            | 600     | 3,500               | 4,100    |
| Total selling, general and administrative expenses | 1,100   | 4,650               | 5,750    |
| Consolidated total                                 | \$7,600 | \$5,650             | \$13,250 |

VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(Dollars in thousands, except per share amounts)  
(Unaudited)

## (3) RESTRUCTURING ACTIVITIES (Continued)

During the third quarter of fiscal 2015, the Company recognized the following pre-tax restructuring expenses:

|  | EIP     | Utility | Coatings | Irrigation | Other/<br>Corporate | TOTAL   |
|--|---------|---------|----------|------------|---------------------|---------|
| Severance  | \$1,819 | \$204   | \$120    | \$—        | \$—                 | \$2,143 |
| Other cash restructuring expenses                  | 354     | 674     | 138      | —          | —                   | 1,166   |
| Asset impairments/net loss on disposals            | 910     | 43      | 548      | —          | —                   | 1,501   |
| Total cost of sales                                | 3,083   | 921     | 806      | —          | —                   | 4,810   |
| Severance  | 1,485   | —       | —        | 52         | 400                 | 1,937   |
| Other cash restructuring expenses                  | —       | 238     | —        | —          | —                   | 238     |
| Asset impairments/net loss on disposals            | —       | —       | —        | —          | 1,815               | 1,815   |
| Total selling, general and administrative expenses | 1,485   | 238     | —        | 52         | 2,215               | 3,990   |
| Consolidated total                                 | \$4,568 | \$1,159 | \$806    | \$52       | \$2,215             | \$8,800 |

In the first three quarters of 2015, the Company recognized the following pre-tax restructuring expenses:

|  | EIP     | Utility | Coatings | Irrigation | Other/<br>Corporate | TOTAL    |
|--|---------|---------|----------|------------|---------------------|----------|
| Severance  | \$2,814 | \$1,813 | \$429    | \$—        | \$73                | \$5,129  |
| Other cash restructuring expenses                  | 399     | 820     | 178      | —          | —                   | 1,397    |
| Asset impairments/net loss on disposals            | 1,707   | 338     | 4,699    | —          | —                   | 6,744    |
| Total cost of sales                                | 4,920   | 2,971   | 5,306    | —          | 73                  | 13,270   |
| Severance  | 2,835   | 405     | —        | 271        | 640                 | 4,151    |
| Other cash restructuring expenses                  | —       | 238     | 270      | —          | —                   | 508      |
| Asset impairments/net loss on disposals            | 2,080   | —       | —        | 130        | 3,705               | 5,915    |
| Total selling, general and administrative expenses | 4,915   | 643     | 270      | 401        | 4,345               | 10,574   |
| Consolidated total                                 | \$9,835 | \$3,614 | \$5,576  | \$401      | \$4,418             | \$23,844 |

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Liabilities recorded for the restructuring Plan and changes therein for the first three quarters of fiscal 2015 were as follows:

|                                   | Balance at<br>December<br>27, 2014 | Recognized<br>Restructuring<br>Expense | Costs Paid or<br>Otherwise<br>Settled | Balance at<br>September<br>26, 2015 |
|-----------------------------------|------------------------------------|--|---------------------------------------|-------------------------------------|
| Severance                         | \$—                                | \$9,280                                | \$(5,501)                             | \$3,779                             |
| Other cash restructuring expenses | —                                  | 1,904                                  | (1,664)                               | 240                                 |
| Total                             | \$—                                | \$11,184                               | \$(7,165)                             | \$4,019                             |

16

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VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
 NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
 (Dollars in thousands, except per share amounts)  
 (Unaudited)

(4) GOODWILL AND INTANGIBLE ASSETS

Amortized Intangible Assets

The components of amortized intangible assets at September 26, 2015 and December 27, 2014 were as follows:

|                                  | September 26, 2015    |                          |                       |
|----------------------------------|-----------------------|--------------------------|-----------------------|
|                                  | Gross Carrying Amount | Accumulated Amortization | Weighted Average Life |
| Customer Relationships           | \$202,199             | \$98,523                 | 13 years              |
| Proprietary Software & Database  | 3,534                 | 2,929                    | 8 years               |
| Patents & Proprietary Technology | 12,659                | 9,211                    | 8 years               |
| Other                            | 3,833                 | 3,764                    | 3 years               |
|                                  | \$222,225             | \$114,427                |                       |
|                                  | December 27, 2014     |                          |                       |
|                                  | Gross Carrying Amount | Accumulated Amortization | Weighted Average Life |
| Customer Relationships           | \$207,509             | \$88,538                 | 13 years              |
| Proprietary Software & Database  | 3,769                 | 2,977                    | 8 years               |
| Patents & Proprietary Technology | 12,394                | 8,537                    | 8 years               |
| Other                            | 4,355                 | 2,998                    | 3 years               |
|                                  | \$228,027             | \$103,050                |                       |

Amortization expense for intangible assets for the thirteen and thirty-nine weeks ended September 26, 2015 and September 27, 2014, respectively was as follows:

|                         |          |
|-------------------------|----------|
| Thirteen Weeks Ended    |          |
| 2015                    | 2014     |
| \$4,507                 | \$4,702  |
| Thirty-nine Weeks Ended |          |
| 2015                    | 2014     |
| \$14,157                | \$13,439 |

Estimated annual amortization expense related to finite lived intangible assets is as follows:

|      |                                |
|------|--------------------------------|
|      | Estimated Amortization Expense |
| 2015 | \$18,154                       |
| 2016 | 15,944                         |
| 2017 | 15,898                         |
| 2018 | 14,261                         |
| 2019 | 13,434                         |

VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
 NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
 (Dollars in thousands, except per share amounts)  
 (Unaudited)

(4) GOODWILL AND INTANGIBLE ASSETS (Continued)

The useful lives assigned to finite lived intangible assets included consideration of factors such as the Company's past and expected experience related to customer retention rates, the remaining legal or contractual life of the underlying arrangement that resulted in the recognition of the intangible asset and the Company's expected use of the intangible asset.

Non-amortized intangible assets

Intangible assets with indefinite lives are not amortized. The carrying values of trade names at September 26, 2015 and December 27, 2014 were as follows:

|                                | September 26,<br>2015 | December 27,<br>2014 | Year<br>Acquired |
|--------------------------------|-----------------------|----------------------|------------------|
| Webforge                       | \$11,477              | \$16,801             | 2010             |
| Valmont SM                     | 9,284                 | 10,818               | 2014             |
| Newmark                        | 11,111                | 11,111               | 2004             |
| Ingal EPS/Ingal Civil Products | 8,668                 | 8,867                | 2010             |
| Donhad                         | 6,539                 | 6,689                | 2010             |
| Shakespeare                    | 4,000                 | 4,000                | 2014             |
| Industrial Galvanizers         | 2,713                 | 3,889                | 2010             |
| Other                          | 13,567                | 14,852               |                  |
|                                | \$67,359              | \$77,027             |                  |

In its determination of these intangible assets as indefinite lived, the Company considered such factors as its expected future use of the intangible asset, legal, regulatory, technological and competitive factors that may impact the useful life or value of the intangible asset and the expected costs to maintain the value of the intangible asset. The Company expects that these intangible assets will maintain their value indefinitely. Accordingly, these assets are not amortized.

The Company's trade names were tested for impairment in the third quarter of 2015. The values of the trade names were determined using the relief-from-royalty method. Based on this evaluation, the Company recorded a \$5,000 impairment of the Webforge trade name (in EIP segment) and a \$1,100 impairment of the Industrial Galvanizing trade name (in Coatings segment) during 2015. No other trade names were determined to be impaired. The Webforge product line's net sales decreased in 2015 as investment in oil and gas exploration within Australia and Southeast Asia declined.

Goodwill

The carrying amount of goodwill by segment as of September 26, 2015 and December 27, 2014 was as follows:

|                               | Engineered<br>Infrastructure<br>Products<br>Segment | Utility<br>Support<br>Structures<br>Segment | Coatings<br>Segment | Irrigation<br>Segment | Other    | Total     |
|-------------------------------|---|---|---------------------|-----------------------|----------|-----------|
| Balance at December 27, 2014  | \$197,074   | \$75,404                                    | \$74,862            | \$19,536              | \$18,235 | \$385,111 |
| Impairment                    | —   | —   | (9,100 )            | —                     | —        | (9,100 )  |
| Foreign currency translation  | (8,840 )  | —   | (2,145 )            | (196 )                | (410 )   | (11,591 ) |
| Divestiture of business       | (1,737 )  | —   | —                   | —                     | —        | (1,737 )  |
| Balance at September 26, 2015 | \$186,497   | \$75,404                                    | \$63,617            | \$19,340              | \$17,825 | \$362,683 |





VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
 NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
 (Dollars in thousands, except per share amounts)  
 (Unaudited)

(4) GOODWILL AND INTANGIBLE ASSETS

During the second quarter of 2015, the Company divested of a small business in its EIP segment. The goodwill allocated to that business was \$1,737 and was required to be written off based on the selling price of the divested business.

The Company's annual impairment test of goodwill was performed during the third quarter of 2015, using the discounted cash flow method. The APAC Coatings reporting unit failed step one in that the estimated fair value was lower than the carrying value. As a result, the Company recorded a preliminary \$9,100 impairment of goodwill on the APAC Coatings reporting unit. The Company will complete step two of the impairment analysis during the fourth quarter as it finalizes the estimated fair values of the property, plant, and equipment for this reporting unit. The goodwill impairment was a result of difficulties in the Australian market over the last couple of years, including a general slowdown in manufacturing.

The Company determined that its goodwill for all other reporting units was not impaired, as the valuation of the reporting units exceeded their respective carrying values. The Company's Access Systems reporting unit, which has approximately \$70 million in goodwill, is the reporting unit with the smallest cushion between estimated fair value over carrying value. A number of restructuring activities undertaken in 2015 are expected to improve the profitability of this reporting unit. If the net sales for this reporting unit further declines in 2016 and its profitability does not improve in 2016, the Company will have to perform an impairment test as of an interim date. The Company continues to monitor changes in the global economy that could impact future operating results of its reporting units. If such conditions arise, the Company will test a given reporting unit for impairment prior to the annual test.

(5) CASH FLOW SUPPLEMENTARY INFORMATION

The Company considers all highly liquid temporary cash investments purchased with an original maturity of three months or less at the time of purchase to be cash equivalents. Cash payments for interest and income taxes (net of refunds) for the thirty-nine weeks ended September 26, 2015 and September 27, 2014 were as follows:

|              | 2015     | 2014     |
|--------------|----------|----------|
| Interest     | \$23,447 | \$23,199 |
| Income taxes | 21,517   | 94,493   |

On May 13, 2014, the Company announced a new capital allocation philosophy which increased the dividend by 50% and covered a share repurchase program of up to \$500 million of the Company's outstanding common stock to be acquired from time to time over twelve months at prevailing market prices, through open market or privately-negotiated transactions. On February 24, 2015, the Board of Directors authorized an additional purchase of up to \$250 million of the Company's outstanding common stock with no stated expiration date. As of September 26, 2015, the Company has acquired 3,947,920 shares for approximately \$543.3 million under the share repurchase programs.

VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
 NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
 (Dollars in thousands, except per share amounts)  
 (Unaudited)

## (6) EARNINGS PER SHARE

The following table provides a reconciliation between Basic and Diluted earnings per share (EPS):

|   | Basic EPS | Dilutive<br>Effect of<br>Stock<br>Options | Diluted<br>EPS |
|---|-----------|---|----------------|
| Thirteen weeks ended September 26, 2015:              |           |   |                |
| Net earnings attributable to Valmont Industries, Inc. | \$12,066  | \$—                                       | \$12,066       |
| Shares outstanding                                    | 23,057    | 113                                       | 23,170         |
| Per share amount                                      | \$0.52    | \$—                                       | \$0.52         |
| Thirteen weeks ended September 27, 2014:              |           |   |                |
| Net earnings attributable to Valmont Industries, Inc. | \$23,559  | \$—                                       | \$23,559       |
| Shares outstanding                                    | 25,287    | 226                                       | 25,513         |
| Per share amount                                      | \$0.93    | \$(0.01 )                                 | \$0.92         |
| Thirty-nine weeks ended September 26, 2015:           |           |   |                |
| Net earnings attributable to Valmont Industries, Inc. | \$70,678  | \$—                                       | \$70,678       |
| Shares outstanding                                    | 23,420    | 114                                       | 23,534         |
| Per share amount                                      | \$3.02    | \$(0.02 )                                 | \$3.00         |
| Thirty-nine weeks ended September 27, 2014:           |           |   |                |
| Net earnings attributable to Valmont Industries, Inc. | \$143,515 | \$—                                       | \$143,515      |
| Shares outstanding                                    | 26,208    | 231                                       | 26,439         |
| Per share amount                                      | \$5.48    | \$(0.05 )                                 | \$5.43         |

Earnings per share are computed independently for each of the quarters. Therefore, the sum of the quarterly earnings per share may not equal the total for the year primarily due to the share buyback program that began in the second quarter of 2014.

At September 26, 2015 and September 27, 2014, there were 433,401 and 273,170 outstanding stock options with exercise prices exceeding the market price of common stock that were excluded from the computation of diluted earnings per share, respectively.

VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(Dollars in thousands, except per share amounts)  
(Unaudited)

(7) BUSINESS SEGMENTS

The Company has four reportable segments based on its management structure. Each segment is global in nature with a manager responsible for segment operational performance and the allocation of capital within the segment. Net corporate expense is net of certain service related expenses that are allocated to business units generally on the basis of employee headcounts and sales dollars.

Reportable segments are as follows:

**ENGINEERED INFRASTRUCTURE PRODUCTS:** This segment consists of the manufacture of engineered metal structures and components for the global lighting and traffic, wireless communication, wind energy, offshore oil and gas, roadway safety and access systems applications;

**UTILITY SUPPORT STRUCTURES:** This segment consists of the manufacture of engineered steel and concrete structures for the global utility industry;

**COATINGS:** This segment consists of galvanizing, anodizing and powder coating services on a global basis; and

**IRRIGATION:** This segment consists of the manufacture of agricultural irrigation equipment and related parts and services for the global agricultural industry.

In addition to these four reportable segments, the Company has other businesses and activities that individually are not more than 10% of consolidated sales. These include the manufacture of forged steel grinding media for the mining industry, tubular products for industrial customers, and the distribution of industrial fasteners and are reported in the "Other" category.

The accounting policies of the reportable segments are the same as those described in Note 1. The Company evaluates the performance of its business segments based upon operating income and invested capital. The Company does not allocate interest expense, non-operating income and deductions, or income taxes to its business segments.

VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(Dollars in thousands, except per share amounts)  
(Unaudited)

## (7) BUSINESS SEGMENTS (Continued)

## Summary by Business

|   | Thirteen Weeks Ended |                    | Thirty-nine Weeks Ended |                    |
|---|----------------------|--------------------|-------------------------|--------------------|
|   | September 26, 2015   | September 27, 2014 | September 26, 2015      | September 27, 2014 |
| <b>SALES:</b>                               |                      |                    |                         |                    |
| Engineered Infrastructure Products segment: |                      |                    |                         |                    |
| Lighting, Traffic, and Roadway Products     | \$ 147,425           | \$ 158,977         | \$ 447,380              | \$ 462,707         |
| Communication Products                      | 51,940               | 45,952             | 130,431                 | 119,456            |
| Offshore Structures                         | 26,813               | 41,284             | 74,796                  | 105,805            |
| Access Systems                              | 33,691               | 48,686             | 106,724                 | 139,745            |
| Engineered Infrastructure Products segment  | 259,869              | 294,899            | 759,331                 | 827,713            |
| Utility Support Structures segment:         |                      |                    |                         |                    |
| Steel                                       | 135,997              | 156,112            | 433,695                 | 527,123            |
| Concrete                                    | 28,687               | 25,073             | 70,259                  | 81,819             |
| Utility Support Structures segment          | 164,684              | 181,185            | 503,954                 | 608,942            |
| Coatings segment                            | 76,200               | 86,735             | 226,654                 | 254,063            |
| Irrigation segment                          | 112,205              | 174,288            | 420,502                 | 606,938            |
| Other                                       | 42,285               | 60,838             | 146,547                 | 181,226            |
| Total                                       | 655,243              | 797,945            | 2,056,988               | 2,478,882          |
| <b>INTERSEGMENT SALES:</b>                  |                      |                    |                         |                    |
| Engineered Infrastructure Products segment  | 6,931                | 10,696             | 18,057                  | 48,427             |
| Utility Support Structures segment          | 287                  | 626                | 849                     | 2,146              |
| Coatings segment                            | 11,428               | 13,166             | 36,153                  | 42,889             |
| Irrigation segment                          | 6                    | 1                  | 18                      | 14                 |
| Other                                       | 4,016                | 7,788              | 16,815                  | 25,399             |
| Total                                       | 22,668               | 32,277             | 71,892                  | 118,875            |
| <b>NET SALES:</b>                           |                      |                    |                         |                    |
| Engineered Infrastructure Products segment  | 252,938              | 284,203            | 741,274                 | 779,286            |
| Utility Support Structures segment          | 164,397              | 180,559            | 503,105                 | 606,796            |
| Coatings segment                            | 64,772               | 73,569             | 190,501                 | 211,174            |
| Irrigation segment                          | 112,199              | 174,287            | 420,484                 | 606,924            |
| Other                                       | 38,269               | 53,050             | 129,732                 | 155,827            |
| Total                                       | \$ 632,575           | \$ 765,668         | \$ 1,985,096            | \$ 2,360,007       |
| <b>OPERATING INCOME:</b>                    |                      |                    |                         |                    |
| Engineered Infrastructure Products segment  | \$ 14,154            | \$ 33,200          | \$ 43,560               | \$ 75,534          |
| Utility Support Structures segment          | 14,505               | 16,975             | 40,261                  | 76,107             |
| Coatings segment                            | 3,145                | 17,554             | 22,006                  | 47,260             |
| Irrigation segment                          | 10,539               | 26,888             | 60,655                  | 111,507            |
| Other                                       | 3,886                | 6,211              | 16,757                  | 23,104             |
| Corporate                                   | (9,217 )             | (13,025 )          | (34,544 )               | (42,085 )          |
| Total                                       | \$ 37,012            | \$ 87,803          | \$ 148,695              | \$ 291,427         |



VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
 NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

(Dollars in thousands, except per share amounts)  
 (Unaudited)

(8) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION

The Company has three tranches of senior unsecured notes. All of the senior notes are guaranteed, jointly, severally, fully and unconditionally by certain of the Company's current and future direct and indirect domestic and foreign subsidiaries (collectively the "Guarantors"), excluding its other current domestic and foreign subsidiaries which do not guarantee the debt (collectively referred to as the "Non-Guarantors"). All Guarantors are 100% owned by the parent company.

In the fourth quarter of 2014, a subsidiary of the Company was removed as a guarantor of our revolving credit facility, and consequently was removed as a guarantor of the notes. All prior year consolidated financial information has been recast to reflect the current guarantor structure. Consolidated financial information for the Company ("Parent"), the Guarantor subsidiaries and the Non-Guarantor subsidiaries is as follows:

CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS

For the Thirteen weeks ended September 26, 2015

|   | Parent     | Guarantors | Non-Guarantors | Eliminations | Total      |
|---|------------|------------|----------------|--------------|------------|
| Net sales   | \$ 249,121 | \$ 114,766 | \$ 321,726     | \$ (53,038 ) | \$ 632,575 |
| Cost of sales   | 191,143    | 82,848     | 255,424        | (53,591 )    | 475,824    |
| Gross profit  | 57,978     | 31,918     | 66,302         | 553          | 156,751    |
| Selling, general and administrative expenses  | 44,432     | 11,154     | 48,953         | —            | 104,539    |
| Impairment of goodwill and intangible assets  | —          | —          | 15,200         | —            | 15,200     |
| Operating income  | 13,546     | 20,764     | 2,149          | 553          | 37,012     |
| Other income (expense):   |            |            |                |              |            |
| Interest expense  | (10,822 )  | —          | (298 )         | —            | (11,120 )  |
| Interest income   | (9 )       | 2          | 912            | —            | 905        |
| Other   | (2,123 )   | 31         | 862            | —            | (1,230 )   |
|   | (12,954 )  | 33         | 1,476          | —            | (11,445 )  |
| Earnings before income taxes and equity in earnings of nonconsolidated subsidiaries | 592        | 20,797     | 3,625          | 553          | 25,567     |
| Income tax expense (benefit):   |            |            |                |              |            |
| Current   | (9,059 )   | 8,423      | 7,226          | 156          | 6,746      |
| Deferred  | 7,909      | (478 )     | (2,159 )       | —            | 5,272      |
|   | (1,150 )   | 7,945      | 5,067          | 156          | 12,018     |
| Earnings before equity in earnings of nonconsolidated subsidiaries                  | 1,742      | 12,852     | (1,442 )       | 397          | 13,549     |
| Equity in earnings of nonconsolidated subsidiaries                                  | 10,324     | 1,254      | —              | (11,578 )    | —          |
| Net earnings  | 12,066     | 14,106     | (1,442 )       | (11,181 )    | 13,549     |
| Less: Earnings attributable to noncontrolling interests                             | —          | —          | (1,483 )       | —            | (1,483 )   |
| Net earnings attributable to Valmont Industries, Inc                                | \$ 12,066  | \$ 14,106  | \$ (2,925 )    | \$ (11,181 ) | \$ 12,066  |

VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(Dollars in thousands, except per share amounts)  
(Unaudited)

(8) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)  
CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS  
For the Thirty-nine weeks ended September 26, 2015

|   | Parent     | Guarantors | Non-Guarantors | Eliminations  | Total        |
|---|------------|------------|----------------|---------------|--------------|
| Net sales   | \$ 889,408 | \$ 312,804 | \$ 946,517     | \$ (163,633 ) | \$ 1,985,096 |
| Cost of sales   | 673,789    | 235,893    | 747,075        | (163,414 )    | 1,493,343    |
| Gross profit  | 215,619    | 76,911     | 199,442        | (219 )        | 491,753      |
| Selling, general and administrative expenses  | 143,387    | 33,542     | 150,929        | —             | 327,858      |
| Impairment of goodwill and intangible assets  | —          | —          | 15,200         | —             | 15,200       |
| Operating income  | 72,232     | 43,369     | 33,313         | (219 )        | 148,695      |
| Other income (expense):   |            |            |                |               |              |
| Interest expense  | (32,548 )  | —          | (932 )         | —             | (33,480 )    |
| Interest income   | 4          | 6          | 2,385          | —             | 2,395        |
| Other   | (3,020 )   | 31         | 2,747          | —             | (242 )       |
|   | (35,564 )  | 37         | 4,200          | —             | (31,327 )    |
| Earnings before income taxes and equity in earnings of nonconsolidated subsidiaries | 36,668     | 43,406     | 37,513         | (219 )        | 117,368      |
| Income tax expense (benefit):   |            |            |                |               |              |
| Current   | (122 )     | 18,273     | 19,570         | (65 )         | 37,656       |
| Deferred  | 11,728     | (1,062 )   | (5,449 )       | —             | 5,217        |
|   | 11,606     | 17,211     | 14,121         | (65 )         | 42,873       |
| Earnings before equity in earnings of nonconsolidated subsidiaries                  | 25,062     | 26,195     | 23,392         | (154 )        | 74,495       |
| Equity in earnings of nonconsolidated subsidiaries                                  | 45,616     | 6,435      | —              | (52,051 )     | —            |
| Net earnings  | 70,678     | 32,630     | 23,392         | (52,205 )     | 74,495       |
| Less: Earnings attributable to noncontrolling interests                             | —          | —          | (3,817 )       | —             | (3,817 )     |
| Net earnings attributable to Valmont Industries, Inc                                | \$ 70,678  | \$ 32,630  | \$ 19,575      | \$ (52,205 )  | \$ 70,678    |

VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(Dollars in thousands, except per share amounts)  
(Unaudited)

(8) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)  
CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS  
For the Thirteen weeks ended September 27, 2014

|   | Parent     | Guarantors | Non-<br>Guarantors | Eliminations | Total      |
|---|------------|------------|--------------------|--------------|------------|
| Net sales   | \$ 313,775 | \$ 120,016 | \$ 384,564         | \$ (52,687 ) | \$ 765,668 |
| Cost of sales   | 234,085    | 92,091     | 292,722            | (52,730 )    | 566,168    |
| Gross profit  | 79,690     | 27,925     | 91,842             | 43           | 199,500    |
| Selling, general and administrative expenses  | 48,560     | 12,145     | 50,992             | —            | 111,697    |
| Operating income  | 31,130     | 15,780     | 40,850             | 43           | 87,803     |
| Other income (expense):   |            |            |                    |              |            |
| Interest expense  | (8,061 )   | —          | (655 )             | —            | (8,716 )   |
| Interest income   | 2          | 60         | 1,415              | —            | 1,477      |
| Costs associated with refinancing of debt   | (38,705 )  | —          | —                  | —            | (38,705 )  |
| Other   | (196 )     | (149 )     | (1,999 )           | —            | (2,344 )   |
|   | (46,960 )  | (89 )      | (1,239 )           | —            | (48,288 )  |
| Earnings before income taxes and equity in earnings of nonconsolidated subsidiaries | (15,830 )  | 15,691     | 39,611             | 43           | 39,515     |
| Income tax expense (benefit):   |            |            |                    |              |            |
| Current   | 9,296      | 6,206      | 7,791              | (3 )         | 23,290     |
| Deferred  | (12,430 )  | (342 )     | 3,708              | —            | (9,064 )   |
|   | (3,134 )   | 5,864      | 11,499             | (3 )         | 14,226     |
| Earnings before equity in earnings of nonconsolidated subsidiaries                  | (12,696 )  | 9,827      | 28,112             | 46           | 25,289     |
| Equity in earnings of nonconsolidated subsidiaries                                  | 36,255     | 8,446      | —                  | (44,705 )    | (4 )       |
| Net earnings  | 23,559     | 18,273     | 28,112             | (44,659 )    | 25,285     |
| Less: Earnings attributable to noncontrolling interests                             | —          | —          | (1,726 )           | —            | (1,726 )   |
| Net earnings attributable to Valmont Industries, Inc                                | \$ 23,559  | \$ 18,273  | \$ 26,386          | \$ (44,659 ) | \$ 23,559  |



VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(Dollars in thousands, except per share amounts)  
(Unaudited)

## (8) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)

## CONDENSED CONSOLIDATED STATEMENTS OF EARNINGS

For the Thirty-nine weeks ended September 27, 2014

|   | Parent       | Guarantors | Non-Guarantors | Eliminations  | Total        |
|---|--------------|------------|----------------|---------------|--------------|
| Net sales   | \$ 1,069,059 | \$ 380,327 | \$ 1,072,560   | \$ (161,939 ) | \$ 2,360,007 |
| Cost of sales   | 785,898      | 283,443    | 826,120        | (162,413 )    | 1,733,048    |
| Gross profit  | 283,161      | 96,884     | 246,440        | 474           | 626,959      |
| Selling, general and administrative expenses  | 146,514      | 37,806     | 151,212        | —             | 335,532      |
| Operating income  | 136,647      | 59,078     | 95,228         | 474           | 291,427      |
| Other income (expense):   |              |            |                |               |              |
| Interest expense  | (23,427 )    | —          | (1,790 )       | —             | (25,217 )    |
| Interest income   | 28           | 356        | 4,409          | —             | 4,793        |
| Costs associated with refinancing of debt   | (38,705 )    | —          | —              | —             | (38,705 )    |
| Other   | 1,625        | (501 )     | (7,377 )       | —             | (6,253 )     |
|   | (60,479 )    | (145 )     | (4,758 )       | —             | (65,382 )    |
| Earnings before income taxes and equity in earnings of nonconsolidated subsidiaries | 76,168       | 58,933     | 90,470         | 474           | 226,045      |
| Income tax expense (benefit):   |              |            |                |               |              |
| Current   | 38,489       | 19,718     | 24,009         | 129           | 82,345       |
| Deferred  | (6,601 )     | 1,325      | 1,242          | —             | (4,034 )     |
|   | 31,888       | 21,043     | 25,251         | 129           | 78,311       |
| Earnings before equity in earnings of nonconsolidated subsidiaries                  | 44,280       | 37,890     | 65,219         | 345           | 147,734      |
| Equity in earnings of nonconsolidated subsidiaries                                  | 99,235       | 17,469     | —              | (116,738 )    | (34 )        |
| Net earnings  | 143,515      | 55,359     | 65,219         | (116,393 )    | 147,700      |
| Less: Earnings attributable to noncontrolling interests                             | —            | —          | (4,185 )       | —             | (4,185 )     |
| Net earnings attributable to Valmont Industries, Inc                                | \$ 143,515   | \$ 55,359  | \$ 61,034      | \$ (116,393 ) | \$ 143,515   |

VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(Dollars in thousands, except per share amounts)  
(Unaudited)

(8) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)  
CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME  
For the Thirteen weeks ended September 26, 2015

|  | Parent      | Guarantors | Non-<br>Guarantors | Eliminations | Total       |
|--|-------------|------------|--------------------|--------------|-------------|
| Net earnings   | \$12,066    | \$14,106   | \$(1,442 )         | \$(11,181 )  | \$13,549    |
| Other comprehensive income (loss), net of tax:                       |             |            |                    |              |             |
| Foreign currency translation adjustments:                            |             |            |                    |              |             |
| Unrealized translation gain (loss)                                   | —           | (6,168 )   | (47,350 )          | —            | (53,518 )   |
| Unrealized loss on cash flow hedge:                                  |             |            |                    |              |             |
| Amortization cost included in interest expense                       | 18          | —          | —                  | —            | 18          |
| Realized (gain) loss included in net earnings during the period      | —           | —          | (439 )             | —            | (439 )      |
| Gain on cash flow hedges   | (33 )       | —          | 143                | —            | 110         |
| Equity in other comprehensive income                                 | (51,484 )   | —          | —                  | 51,484       | —           |
| Other comprehensive income (loss)                                    | (51,499 )   | (6,168 )   | (47,646 )          | 51,484       | (53,829 )   |
| Comprehensive income (loss)  | (39,433 )   | 7,938      | (49,088 )          | 40,303       | (40,280 )   |
| Comprehensive income attributable to noncontrolling interests        | —           | —          | 847                | —            | 847         |
| Comprehensive income (loss) attributable to Valmont Industries, Inc. | \$(39,433 ) | \$7,938    | \$(48,241 )        | \$40,303     | \$(39,433 ) |

VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(Dollars in thousands, except per share amounts)  
(Unaudited)

(8) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)  
CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME  
For the Thirty-nine weeks ended September 26, 2015

|  | Parent      | Guarantors | Non-<br>Guarantors | Eliminations | Total       |
|--|-------------|------------|--------------------|--------------|-------------|
| Net earnings   | \$70,678    | \$32,630   | \$23,392           | \$ (52,205 ) | \$74,495    |
| Other comprehensive income (loss), net of tax:                       |             |            |                    |              |             |
| Foreign currency translation adjustments:                            |             |            |                    |              |             |
| Unrealized translation gain (loss)                                   | —           | (14,980 )  | (78,388 )          | —            | (93,368 )   |
| Unrealized loss on cash flow hedge:                                  |             |            |                    |              |             |
| Amortization cost included in interest expense                       | 55          | —          | —                  | —            | 55          |
| Realized loss included in net earnings during the period             | —           | —          | (439 )             | —            | (439 )      |
| Gain on cash flow hedges   | (242 )      | —          | 1,397              | —            | 1,155       |
| Equity in other comprehensive income                                 | (88,387 )   | —          | —                  | 88,387       | —           |
| Other comprehensive income (loss)                                    | (88,574 )   | (14,980 )  | (77,430 )          | 88,387       | (92,597 )   |
| Comprehensive income (loss)  | (17,896 )   | 17,650     | (54,038 )          | 36,182       | (18,102 )   |
| Comprehensive income attributable to noncontrolling interests        | —           | —          | 206                | —            | 206         |
| Comprehensive income (loss) attributable to Valmont Industries, Inc. | \$(17,896 ) | \$17,650   | \$(53,832 )        | \$ 36,182    | \$(17,896 ) |

VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(Dollars in thousands, except per share amounts)  
(Unaudited)

(8) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)  
CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME  
For the Thirteen weeks ended September 27, 2014

|  | Parent      | Guarantors  | Non-Guarantors | Eliminations | Total       |
|--|-------------|-------------|----------------|--------------|-------------|
| Net earnings   | \$23,559    | \$18,273    | \$28,112       | \$ (44,659 ) | \$25,285    |
| Other comprehensive income (loss), net of tax:                       |             |             |                |              |             |
| Foreign currency translation adjustments:                            |             |             |                |              |             |
| Unrealized translation gain (loss)                                   | —           | (53,168 )   | (5,833 )       | —            | (59,001 )   |
| Unrealized loss on cash flow hedge:                                  |             |             |                |              |             |
| Amortization cost included in interest expense                       | 100         | —           | 283            | —            | 383         |
| Realized loss included in net earnings during the period             | 983         | —           | —              | —            | 983         |
| Gain on cash flow hedges   | 4,837       | —           | —              | —            | 4,837       |
| Actuarial gain (loss) in defined benefit pension plan liability      | —           | —           | 1,116          | —            | 1,116       |
| Equity in other comprehensive income                                 | (55,787 )   | —           | —              | 55,787       | —           |
| Other comprehensive income (loss)                                    | (49,867 )   | (53,168 )   | (4,434 )       | 55,787       | (51,682 )   |
| Comprehensive income (loss)  | (26,308 )   | (34,895 )   | 23,678         | 11,128       | (26,397 )   |
| Comprehensive income attributable to noncontrolling interests        | —           | —           | 89             | —            | 89          |
| Comprehensive income (loss) attributable to Valmont Industries, Inc. | \$(26,308 ) | \$(34,895 ) | \$23,767       | \$ 11,128    | \$(26,308 ) |

VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(Dollars in thousands, except per share amounts)  
(Unaudited)

(8) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)  
CONDENSED CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME  
For the Thirty-nine weeks ended September 27, 2014

|   | Parent    | Guarantors | Non-<br>Guarantors | Eliminations  | Total     |
|---|-----------|------------|--------------------|---------------|-----------|
| Net earnings  | \$143,515 | \$55,359   | \$65,219           | \$ (116,393 ) | \$147,700 |
| Other comprehensive income (loss), net of tax:                  |           |            |                    |               |           |
| Foreign currency translation adjustments:                       |           |            |                    |               |           |
| Unrealized translation gain (loss)                              | —         | (52,105 )  | 18,610             | —             | (33,495 ) |
| Unrealized loss on cash flow hedge:                             |           |            |                    |               |           |
| Amortization cost included in interest expense                  | 300       | —          | 150                | —             | 450       |
| Realized loss included in net earnings during the period        | 983       | —          | —                  | —             | 983       |
| Gain on cash flow hedges  | 4,837     | —          | —                  | —             | 4,837     |
| Actuarial gain (loss) in defined benefit pension plan liability | —         | —          | 269                | —             | 269       |
| Equity in other comprehensive income                            | (30,506 ) | —          | —                  | 30,506        | —         |
| Other comprehensive income (loss)                               | (24,386 ) | (52,105 )  | 19,029             | 30,506        | (26,956 ) |
| Comprehensive income  | 119,129   | 3,254      | 84,248             | (85,887 )     | 120,744   |
| Comprehensive income attributable to noncontrolling interests   | —         | —          | (1,615 )           | —             | (1,615 )  |
| Comprehensive income attributable to Valmont Industries, Inc.   | \$119,129 | \$3,254    | \$82,633           | \$ (85,887 )  | \$119,129 |

VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(Dollars in thousands, except per share amounts)  
(Unaudited)

## (8) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)

CONDENSED CONSOLIDATED BALANCE SHEETS  
September 26, 2015

|  | Parent      | Guarantors  | Non-Guarantors | Eliminations  | Total       |
|--|-------------|-------------|----------------|---------------|-------------|
| <b>ASSETS</b>  |             |             |                |               |             |
| Current assets:                                      |             |             |                |               |             |
| Cash and cash equivalents                            | \$21,227    | \$1,641     | \$289,983      | \$—           | \$312,851   |
| Receivables, net                                     | 137,255     | 68,885      | 295,263        | —             | 501,403     |
| Inventories  | 144,751     | 46,820      | 179,894        | (3,175)       | 368,290     |
| Prepaid expenses                                     | 11,397      | 612         | 40,199         | —             | 52,208      |
| Refundable and deferred income taxes                 | 30,001      | 6,262       | 8,473          | —             | 44,736      |
| Total current assets                                 | 344,631     | 124,220     | 813,812        | (3,175)       | 1,279,488   |
| Property, plant and equipment, at cost               | 544,933     | 127,761     | 410,517        | —             | 1,083,211   |
| Less accumulated depreciation and amortization       | 330,102     | 69,069      | 140,805        | —             | 539,976     |
| Net property, plant and equipment                    | 214,831     | 58,692      | 269,712        | —             | 543,235     |
| Goodwill   | 20,108      | 107,542     | 235,033        | —             | 362,683     |
| Other intangible assets                              | 252         | 40,031      | 134,874        | —             | 175,157     |
| Investment in subsidiaries and intercompany accounts | 1,356,897   | 848,126     | 921,673        | (3,126,696)   | —           |
| Other assets   | 47,404      | 16          | 81,718         | —             | 129,138     |
| Total assets   | \$1,984,123 | \$1,178,627 | \$2,456,822    | \$(3,129,871) | \$2,489,701 |
| <b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>          |             |             |                |               |             |
| Current liabilities:                                 |             |             |                |               |             |
| Current installments of long-term debt               | \$215       | \$—         | \$884          | \$—           | \$1,099     |
| Notes payable to banks                               | —           | —           | 1,496          | —             | 1,496       |
| Accounts payable                                     | 64,931      | 14,213      | 107,437        | —             | 186,581     |
| Accrued employee compensation and benefits           | 30,576      | 5,151       | 34,522         | —             | 70,249      |
| Accrued expenses                                     | 44,031      | 6,145       | 54,603         | —             | 104,779     |
| Dividends payable                                    | 8,649       | —           | —              | —             | 8,649       |
| Total current liabilities                            | 148,402     | 25,509      | 198,942        | —             | 372,853     |
| Deferred income taxes                                | 8,220       | 27,994      | 29,986         | —             | 66,200      |
| Long-term debt, excluding current installments       | 759,033     | —           | 5,790          | —             | 764,823     |
| Defined benefit pension liability                    | —           | —           | 129,600        | —             | 129,600     |
| Deferred compensation                                | 43,485      | —           | 5,152          | —             | 48,637      |
| Other noncurrent liabilities                         | 5,249       | —           | 36,562         | —             | 41,811      |
| Shareholders' equity:                                |             |             |                |               |             |
| Common stock of \$1 par value                        | 27,900      | 457,950     | 648,682        | (1,106,632)   | 27,900      |
| Additional paid-in capital                           | —           | 159,414     | 1,107,536      | (1,266,950)   | —           |
| Retained earnings                                    | 1,767,621   | 571,936     | 416,341        | (988,277)     | 1,767,621   |
| Accumulated other comprehensive income (loss)        | (223,007)   | (64,176)    | (167,812)      | 231,988       | (223,007)   |
| Treasury stock                                       | (552,780)   | —           | —              | —             | (552,780)   |

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|  |             |             |             |               |             |
|--|-------------|-------------|-------------|---------------|-------------|
| Total Valmont Industries, Inc. shareholders' equity  | 1,019,734   | 1,125,124   | 2,004,747   | (3,129,871 )  | 1,019,734   |
| Noncontrolling interest in consolidated subsidiaries | —           | —           | 46,043      | —             | 46,043      |
| Total shareholders' equity                           | 1,019,734   | 1,125,124   | 2,050,790   | (3,129,871 )  | 1,065,777   |
| Total liabilities and shareholders' equity           | \$1,984,123 | \$1,178,627 | \$2,456,822 | \$(3,129,871) | \$2,489,701 |

31

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VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(Dollars in thousands, except per share amounts)  
(Unaudited)

(8) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)  
CONDENSED CONSOLIDATED BALANCE SHEETS  
December 27, 2014

|  | Parent      | Guarantors  | Non-Guarantors | Eliminations  | Total       |
|--|-------------|-------------|----------------|---------------|-------------|
| <b>ASSETS</b>  |             |             |                |               |             |
| Current assets:                                      |             |             |                |               |             |
| Cash and cash equivalents                            | \$69,869    | \$2,157     | \$299,553      | \$—           | \$371,579   |
| Receivables, net                                     | 158,316     | 68,414      | 310,188        | —             | 536,918     |
| Inventories  | 127,859     | 54,914      | 177,512        | (763)         | 359,522     |
| Prepaid expenses                                     | 7,087       | 502         | 49,323         | —             | 56,912      |
| Refundable and deferred income taxes                 | 53,307      | 6,194       | 8,509          | —             | 68,010      |
| Total current assets                                 | 416,438     | 132,181     | 845,085        | (763)         | 1,392,941   |
| Property, plant and equipment, at cost               | 556,658     | 124,182     | 458,729        | —             | 1,139,569   |
| Less accumulated depreciation and amortization       | 319,899     | 65,493      | 147,724        | —             | 533,116     |
| Net property, plant and equipment                    | 236,759     | 58,689      | 311,005        | —             | 606,453     |
| Goodwill   | 20,108      | 107,542     | 257,461        | —             | 385,111     |
| Other intangible assets                              | 292         | 43,644      | 158,068        | —             | 202,004     |
| Investment in subsidiaries and intercompany accounts | 1,446,989   | 825,236     | 887,055        | (3,159,280)   | —           |
| Other assets   | 46,587      | —           | 96,572         | —             | 143,159     |
| Total assets   | \$2,167,173 | \$1,167,292 | \$2,555,246    | \$(3,160,043) | \$2,729,668 |
| <b>LIABILITIES AND SHAREHOLDERS' EQUITY</b>          |             |             |                |               |             |
| Current liabilities:                                 |             |             |                |               |             |
| Current installments of long-term debt               | \$213       | \$—         | \$968          | \$—           | \$1,181     |
| Notes payable to banks                               | —           | —           | 13,952         | —             | 13,952      |
| Accounts payable                                     | 59,893      | 15,151      | 121,521        | —             | 196,565     |
| Accrued employee compensation and benefits           | 48,169      | 5,385       | 34,396         | —             | 87,950      |
| Accrued expenses                                     | 32,616      | 6,052       | 49,812         | —             | 88,480      |
| Dividends payable                                    | 9,086       | —           | —              | —             | 9,086       |
| Total current liabilities                            | 149,977     | 26,588      | 220,649        | —             | 397,214     |
| Deferred income taxes                                | 5,584       | 28,988      | 37,225         | —             | 71,797      |
| Long-term debt, excluding current installments       | 759,895     | —           | 6,759          | —             | 766,654     |
| Defined benefit pension liability                    | —           | —           | 150,124        | —             | 150,124     |
| Deferred compensation                                | 41,803      | —           | 6,129          | —             | 47,932      |
| Other noncurrent liabilities                         | 8,081       | —           | 37,461         | —             | 45,542      |
| Shareholders' equity:                                |             |             |                |               |             |
| Common stock of \$1 par value                        | 27,900      | 457,950     | 648,682        | (1,106,632)   | 27,900      |
| Additional paid-in capital                           | —           | 150,286     | 1,098,408      | (1,248,694)   | —           |
| Retained earnings                                    | 1,718,662   | 552,676     | 397,302        | (949,978)     | 1,718,662   |
| Accumulated other comprehensive income               | (134,433)   | (49,196)    | (96,065)       | 145,261       | (134,433)   |
| Treasury stock                                       | (410,296)   | —           | —              | —             | (410,296)   |
|  | 1,201,833   | 1,111,716   | 2,048,327      | (3,160,043)   | 1,201,833   |



|  |             |             |             |               |             |
|--|-------------|-------------|-------------|---------------|-------------|
| Total Valmont Industries, Inc. shareholders' equity  |             |             |             |               |             |
| Noncontrolling interest in consolidated subsidiaries | —           | —           | 48,572      | —             | 48,572      |
| Total shareholders' equity                           | 1,201,833   | 1,111,716   | 2,096,899   | (3,160,043 )  | 1,250,405   |
| Total liabilities and shareholders' equity           | \$2,167,173 | \$1,167,292 | \$2,555,246 | \$(3,160,043) | \$2,729,668 |

32

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VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(Dollars in thousands, except per share amounts)  
(Unaudited)

(8) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)  
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS  
For the Thirty-nine Weeks Ended September 26, 2015

|  | Parent     | Guarantors | Non-Guarantors | Eliminations | Total      |
|--|------------|------------|----------------|--------------|------------|
| Cash flows from operating activities:                                    |            |            |                |              |            |
| Net earnings   | \$70,678   | \$32,630   | \$23,392       | \$ (52,205 ) | \$74,495   |
| Adjustments to reconcile net earnings to net cash flows from operations: |            |            |                |              |            |
| Depreciation and amortization  | 22,373     | 9,372      | 39,114         | —            | 70,859     |
| Noncash loss on trading securities                                       | —          | —          | 5,020          | —            | 5,020      |
| Impairment of assets - restructuring activities                          | 4,092      | 258        | 8,309          | —            | 12,659     |
| Impairment of Goodwill & Intangibles                                     | —          | —          | 15,200         | —            | 15,200     |
| Stock-based compensation   | 9,620      | —          | (3,953 )       | —            | 5,667      |
| Defined benefit pension plan expense                                     | —          | —          | (460 )         | —            | (460 )     |
| Contribution to defined benefit pension plan                             | —          | —          | (15,735 )      | —            | (15,735 )  |
| Gain on sale of property, plant and equipment                            | 333        | 267        | 663            | —            | 1,263      |
| Equity in earnings in nonconsolidated subsidiaries                       | (45,616 )  | (6,435 )   | —              | 52,051       | —          |
| Deferred income taxes  | 11,728     | (1,062 )   | (5,449 )       | —            | 5,217      |
| Changes in assets and liabilities (net of acquisitions):                 |            |            |                |              |            |
| Receivables  | 21,061     | (471 )     | (15,039 )      | —            | 5,551      |
| Inventories  | (16,893 )  | 8,094      | (16,648 )      | —            | (25,447 )  |
| Prepaid expenses   | 840        | (110 )     | 4,545          | —            | 5,275      |
| Accounts payable   | 5,038      | (938 )     | (3,268 )       | —            | 832        |
| Accrued expenses   | (5,758 )   | (140 )     | 13,266         | —            | 7,368      |
| Other noncurrent liabilities   | (2,716 )   | —          | 3,603          | —            | 887        |
| Income taxes payable (refundable)  | 14,216     | (14 )      | (31 )          | —            | 14,171     |
| Net cash flows from operating activities                                 | 88,996     | 41,451     | 52,529         | (154 )       | 182,822    |
| Cash flows from investing activities:                                    |            |            |                |              |            |
| Purchase of property, plant and equipment                                | (9,547 )   | (6,065 )   | (18,835 )      | —            | (34,447 )  |
| Proceeds from sale of assets   | 1,508      | 36         | 1,712          | —            | 3,256      |
| Other, net   | 45,326     | (35,859 )  | (3,641 )       | 154          | 5,980      |
| Net cash flows from investing activities                                 | 37,287     | (41,888 )  | (20,764 )      | 154          | (25,211 )  |
| Cash flows from financing activities:                                    |            |            |                |              |            |
| Net borrowings under short-term agreements                               | —          | —          | (12,322 )      | —            | (12,322 )  |
| Proceeds from long-term borrowings                                       | 37,000     | —          | —              | —            | 37,000     |
| Principal payments on long-term borrowings                               | (37,222 )  | —          | (656 )         | —            | (37,878 )  |
| Dividends paid   | (26,708 )  | —          | —              | —            | (26,708 )  |
| Dividends to noncontrolling interest                                     | —          | —          | (2,323 )       | —            | (2,323 )   |
| Proceeds from exercises under stock plans                                | 10,902     | —          | —              | —            | 10,902     |
| Excess tax benefits from stock option exercises                          | 1,458      | —          | —              | —            | 1,458      |
| Purchase of treasury shares  | (148,220 ) | —          | —              | —            | (148,220 ) |
|  | (12,135 )  | —          | —              | —            | (12,135 )  |

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Purchase of common treasury shares - stock plan exercises

|  |            |         |           |     |            |
|--|------------|---------|-----------|-----|------------|
| Net cash flows from financing activities                     | (174,925 ) | —       | (15,301 ) | —   | (190,226 ) |
| Effect of exchange rate changes on cash and cash equivalents | —          | (79 )   | (26,034 ) | —   | (26,113 )  |
| Net change in cash and cash equivalents                      | (48,642 )  | (516 )  | (9,570 )  | —   | (58,728 )  |
| Cash and cash equivalents—beginning of year                  | 69,869     | 2,157   | 299,553   | —   | 371,579    |
| Cash and cash equivalents—end of period                      | \$21,227   | \$1,641 | \$289,983 | \$— | \$312,851  |

33

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VALMONT INDUSTRIES, INC. AND SUBSIDIARIES  
NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS  
(Dollars in thousands, except per share amounts)  
(Unaudited)

(8) GUARANTOR/NON-GUARANTOR FINANCIAL INFORMATION (Continued)  
CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS  
For the Thirty-nine Weeks Ended September 27, 2014

|  | Parent     | Guarantors | Non-Guarantors | Eliminations | Total      |
|--|------------|------------|----------------|--------------|------------|
| Cash flows from operating activities:                                    |            |            |                |              |            |
| Net earnings   | \$143,515  | \$55,359   | \$65,219       | \$(116,393 ) | \$147,700  |
| Adjustments to reconcile net earnings to net cash flows from operations: |            |            |                |              |            |
| Depreciation and amortization  | 17,094     | 9,804      | 37,562         | —            | 64,460     |
| Loss on investment   | —          | —          | 4,859          | —            | 4,859      |
| Non-cash debt refinancing costs  | (2,478 )   | —          | —              | —            | (2,478 )   |
| Stock-based compensation   | 5,444      | —          | —              | —            | 5,444      |
| Change in fair value of contingent consideration                         | —          | —          | 4,300          | —            | 4,300      |
| Defined benefit pension plan expense                                     | —          | —          | 2,003          | —            | 2,003      |
| Contribution to defined benefit pension plan                             | —          | —          | (18,245 )      | —            | (18,245 )  |
| Gain on sale of property, plant and equipment                            | 37         | (30 )      | 51             | —            | 58         |
| Equity in earnings in nonconsolidated subsidiaries                       | (99,235 )  | (17,469 )  | —              | 116,738      | 34         |
| Deferred income taxes  | (6,601 )   | 1,325      | 1,242          | —            | (4,034 )   |
| Changes in assets and liabilities (net of acquisitions):                 |            |            |                |              |            |
| Receivables  | (18,901 )  | 29,838     | (30,888 )      | —            | (19,951 )  |
| Inventories  | 2,914      | 5,036      | (12,102 )      | —            | (4,152 )   |
| Prepaid expenses   | (2,213 )   | 173        | (17,142 )      | —            | (19,182 )  |
| Accounts payable   | (2,788 )   | (3,643 )   | (14,651 )      | —            | (21,082 )  |
| Accrued expenses   | (18,654 )  | (9,296 )   | 24             | —            | (27,926 )  |
| Other noncurrent liabilities   | 2,061      | —          | (8,470 )       | —            | (6,409 )   |
| Income taxes payable (refundable)  | (16,149 )  | (225 )     | (6,328 )       | —            | (22,702 )  |
| Net cash flows from operating activities                                 | 4,046      | 70,872     | 7,434          | 345          | 82,697     |
| Cash flows from investing activities:                                    |            |            |                |              |            |
| Purchase of property, plant and equipment                                | (35,925 )  | (1,972 )   | (25,515 )      | —            | (63,412 )  |
| Proceeds from sale of assets   | 8          | 127        | 1,972          | —            | 2,107      |
| Acquisitions, net of cash acquired                                       | —          | —          | (137,438 )     | —            | (137,438 ) |
| Other, net   | 36,954     | (53,129 )  | 19,512         | (345 )       | 2,992      |
| Net cash flows from investing activities                                 | 1,037      | (54,974 )  | (141,469 )     | (345 )       | (195,751 ) |
| Cash flows from financing activities:                                    |            |            |                |              |            |
| Net borrowings under short-term agreements                               | —          | —          | (1,065 )       | —            | (1,065 )   |
| Proceeds from long-term borrowings                                       | 652,540    | —          | —              | —            | 652,540    |
| Principal payments on long-term borrowings                               | (356,994 ) | —          | (65 )          | —            | (357,059 ) |
| Settlement of financial derivative                                       | 4,837      | —          | —              | —            | 4,837      |
| Dividends paid   | (23,357 )  | —          | —              | —            | (23,357 )  |
| Intercompany dividends   | 116,995    | (44,000 )  | (72,995 )      | —            | —          |
| Dividends to noncontrolling interest                                     | —          | —          | (1,340 )       | —            | (1,340 )   |
| Debt issuance costs  | (5,464 )   | —          | —              | —            | (5,464 )   |

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|  |            |           |            |     |            |
|--|------------|-----------|------------|-----|------------|
| Intercompany capital contribution                            | (143,000 ) | —         | 143,000    | —   | —          |
| Proceeds from exercises under stock plans                    | 12,824     | —         | —          | —   | 12,824     |
| Excess tax benefits from stock option exercises              | 3,916      | —         | —          | —   | 3,916      |
| Purchase of treasury shares                                  | (316,296 ) | —         | —          | —   | (316,296 ) |
| Purchase of common treasury shares - stock plan exercises    | (12,739 )  | —         | —          | —   | (12,739 )  |
| Net cash flows from financing activities                     | (66,738 )  | (44,000 ) | 67,535     | —   | (43,203 )  |
| Effect of exchange rate changes on cash and cash equivalents | —          | (36 )     | (5,195 )   | —   | (5,231 )   |
| Net change in cash and cash equivalents                      | (61,655 )  | (28,138 ) | (71,695 )  | —   | (161,488 ) |
| Cash and cash equivalents—beginning of year                  | 215,576    | 29,797    | 368,333    | —   | 613,706    |
| Cash and cash equivalents—end of period                      | \$ 153,921 | \$ 1,659  | \$ 296,638 | \$— | \$ 452,218 |

34

Item 2. Management's Discussion and Analysis of Financial Condition and Results of Operations

Management's discussion and analysis contains forward looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward looking statements are based on assumptions that management has made in light of experience in the industries in which the Company operates, as well as management's perceptions of historical trends, current conditions, expected future developments and other factors believed to be appropriate under the circumstances. These statements are not guarantees of performance or results. They involve risks, uncertainties (some of which are beyond the Company's control) and assumptions. Management believes that these forward looking statements are based on reasonable assumptions. Many factors could affect the Company's actual financial results and cause them to differ materially from those anticipated in the forward looking statements. These factors include, among other things, risk factors described from time to time in the Company's reports to the Securities and Exchange Commission, as well as future economic and market circumstances, industry conditions, company performance and financial results, operating efficiencies, availability and price of raw materials, availability and market acceptance of new products, product pricing, domestic and international competitive environments, and actions and policy changes of domestic and foreign governments.

This discussion should be read in conjunction with the financial statements and notes thereto, and the management's discussion and analysis included in the Company's Annual Report on Form 10-K for the fiscal year ended December 27, 2014. Segment sales in the table below are presented net of intersegment sales.

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Results of Operations

Dollars in millions, except per share amounts

|   | Thirteen Weeks Ended |                    |                 | Thirty-nine Weeks Ended |                    |                 |
|---|----------------------|--------------------|-----------------|-------------------------|--------------------|-----------------|
|   | September 26, 2015   | September 27, 2014 | % Incr. (Decr.) | September 26, 2015      | September 27, 2014 | % Incr. (Decr.) |
| <b>Consolidated</b>                       |                      |                    |                 |                         |                    |                 |
| Net sales                                 | \$632.6              | \$ 765.7           | (17.4 )%        | \$1,985.1               | \$2,360.0          | (15.9 )%        |
| Gross profit                              | 156.8                | 199.5              | (21.4 )%        | 491.8                   | 627.0              | (21.6 )%        |
| as a percent of sales                     | 24.8                 | % 26.1             | %               | 24.8                    | % 26.6             | %               |
| SG&A expense*                             | 119.8                | 111.7              | 7.3 %           | 343.1                   | 335.5              | 2.3 %           |
| as a percent of sales                     | 18.9                 | % 14.6             | %               | 17.3                    | % 14.2             | %               |
| Operating income                          | 37.0                 | 87.8               | (57.9 )%        | 148.7                   | 291.4              | (49.0 )%        |
| as a percent of sales                     | 5.8                  | % 11.5             | %               | 7.5                     | % 12.3             | %               |
| Net interest expense                      | 10.2                 | 7.2                | 41.7 %          | 31.1                    | 20.4               | 52.5 %          |
| Refinancing costs                         | —                    | 38.7               | NM              | —                       | 38.7               | NM              |
| Effective tax rate                        | 47.0                 | % 36.0             | %               | 36.5                    | % 34.6             | %               |
| Net earnings                              | \$12.1               | \$ 23.6            | (48.7 )%        | \$70.7                  | \$143.5            | (50.7 )%        |
| Diluted earnings per share                | \$0.52               | \$ 0.92            | (43.5 )%        | \$3.00                  | \$5.43             | (44.8 )%        |
| <b>Engineered Infrastructure Products</b> |                      |                    |                 |                         |                    |                 |
| Net sales                                 | 253.0                | 284.2              | (11.0 )%        | 741.3                   | 779.3              | (4.9 )%         |
| Gross profit                              | 62.1                 | 76.9               | (19.2 )%        | 180.6                   | 205.3              | (12.0 )%        |
| SG&A expense*                             | 48.0                 | 43.7               | 9.8 %           | 137.1                   | 129.8              | 5.6 %           |
| Operating income                          | 14.1                 | 33.2               | (57.5 )%        | 43.5                    | 75.5               | (42.4 )%        |
| <b>Utility Support Structures</b>         |                      |                    |                 |                         |                    |                 |
| Net sales                                 | \$164.4              | \$ 180.6           | (9.0 )%         | \$503.1                 | \$606.8            | (17.1 )%        |
| Gross profit                              | 34.4                 | 36.5               | (5.8 )%         | 99.6                    | 134.5              | (25.9 )%        |
| SG&A expense                              | 19.8                 | 19.5               | 1.5 %           | 59.3                    | 58.4               | 1.5 %           |
| Operating income                          | 14.6                 | 17.0               | (14.1 )%        | 40.3                    | 76.1               | (47.0 )%        |
| <b>Coatings</b>                           |                      |                    |                 |                         |                    |                 |
| Net sales                                 | \$64.8               | \$ 73.6            | (12.0 )%        | \$190.5                 | \$211.2            | (9.8 )%         |
| Gross profit                              | 21.9                 | 26.7               | (18.0 )%        | 58.7                    | 75.3               | (22.0 )%        |
| SG&A expense*                             | 18.8                 | 9.1                | 106.6 %         | 36.7                    | 28.0               | 31.1 %          |
| Operating income                          | 3.1                  | 17.6               | (82.4 )%        | 22.0                    | 47.3               | (53.5 )%        |
| <b>Irrigation</b>                         |                      |                    |                 |                         |                    |                 |
| Net sales                                 | \$112.2              | \$ 174.3           | (35.6 )%        | \$420.5                 | \$606.9            | (30.7 )%        |
| Gross profit                              | 30.4                 | 49.1               | (38.1 )%        | 123.4                   | 176.7              | (30.2 )%        |
| SG&A expense                              | 19.9                 | 22.3               | (10.8 )%        | 62.8                    | 65.2               | (3.7 )%         |
| Operating income                          | 10.5                 | 26.8               | (60.8 )%        | 60.6                    | 111.5              | (45.7 )%        |
| <b>Other</b>                              |                      |                    |                 |                         |                    |                 |
| Net sales                                 | \$38.2               | \$ 53.0            | (27.9 )%        | \$129.7                 | \$155.8            | (16.8 )%        |
| Gross profit                              | 8.0                  | 10.3               | (22.3 )%        | 29.4                    | 35.0               | (16.0 )%        |
| SG&A expense                              | 4.1                  | 4.1                | — %             | 12.6                    | 11.9               | 5.9 %           |
| Operating income                          | 3.9                  | 6.2                | (37.1 )%        | 16.8                    | 23.1               | (27.3 )%        |
| <b>Net corporate expense</b>              |                      |                    |                 |                         |                    |                 |
| Gross profit                              | \$—                  | \$ —               | NM              | \$0.1                   | \$0.2              | 50.0 %          |
| SG&A expense                              | 9.2                  | 13.0               | (29.2 )%        | 34.6                    | 42.3               | (18.2 )%        |
| Operating loss                            | (9.2 )               | (13.0 )            | 29.2 %          | (34.5 )                 | (42.1 )            | 18.1 %          |

NM=Not meaningful

\* Goodwill & intangible asset impairment charges are included within the SG&A expense.





## Overview

As discussed below, the Company's reported net earnings for the three and nine-months ended September 26, 2015 were impacted by the decrease in net sales (\$133.1 million and \$374.9 million, respectively), restructuring expense incurred (pre-tax \$8.8 million and \$23.8 million, respectively), and impairments of goodwill and intangible assets (pre-tax \$15.2 million, respectively, on a quarterly and year-to-date basis).

On a consolidated basis, the decrease in net sales in the third quarter and first three quarters of fiscal 2015, as compared with 2014, reflected lower sales in all reportable segments. The changes in net sales in the third quarter and first three quarters of fiscal 2015, as compared with fiscal 2014, were as follows:

|                      | Third quarter |         |         |          |            |         |
|----------------------|---------------|---------|---------|----------|------------|---------|
|                      | Total         | EIP     | Utility | Coatings | Irrigation | Other   |
| Sales - 2014         | \$765.7       | \$284.2 | \$180.6 | \$73.6   | \$174.3    | \$53.0  |
| Volume               | (77.4)        | (11.3)  | (4.4)   | (5.9)    | (49.9)     | (5.9)   |
| Pricing/mix          | (15.8)        | (5.2)   | (11.1)  | 3.7      | (1.1)      | (2.1)   |
| Acquisitions         | 17.7          | 15.3    | —       | —        | 2.4        | —       |
| Currency translation | (57.6)        | (30.0)  | (0.7)   | (6.6)    | (13.5)     | (6.8)   |
| Sales - 2015         | \$632.6       | \$253.0 | \$164.4 | \$64.8   | \$112.2    | \$38.2  |
|                      | Year-to-date  |         |         |          |            |         |
|                      | Total         | EIP     | Utility | Coatings | Irrigation | Other   |
| Sales - 2014         | \$2,360.0     | \$779.3 | \$606.8 | \$211.2  | \$606.9    | \$155.8 |
| Volume               | (242.4)       | (14.2)  | (43.3)  | (18.6)   | (160.6)    | (5.7)   |
| Pricing/mix          | (60.1)        | (8.4)   | (54.0)  | 12.1     | (4.4)      | (5.4)   |
| Acquisitions         | 71.4          | 60.3    | —       | —        | 11.1       | —       |
| Currency translation | (143.8)       | (75.7)  | (6.4)   | (14.2)   | (32.5)     | (15.0)  |
| Sales - 2015         | \$1,985.1     | \$741.3 | \$503.1 | \$190.5  | \$420.5    | \$129.7 |

Volume effects are estimated based on a physical production or sales measure. Since products we sell are not uniform in nature, pricing and mix relate to a combination of changes in sales prices and the attributes of the product sold.

Accordingly, pricing and mix changes do not necessarily directly result in operating income changes.

Acquisitions included DS SM A/S (renamed Valmont SM), AgSense LLC, and Shakespeare. We acquired Valmont SM in March 2014, AgSense in August 2014, and Shakespeare in October 2014. Shakespeare and Valmont SM are reported in the Engineered Infrastructure Products segment, and AgSense is reported in the Irrigation segment.

Average steel index prices for both hot rolled coil and plate decreased substantially in North America over the three and nine month periods ended September 26, 2015 compared to September 27, 2014. Decreases in sales pricing and volumes offset the increase in gross profit realized from the lower steel prices.

## Restructuring Plan

In April 2015, our Board of Directors authorized a broad restructuring plan (the "Plan") of up to \$60 million to respond to the market environment in certain of our businesses. During the first phase, we expect to incur pre-tax cash expenses of \$17 million and asset impairments of approximately \$14 million. These charges are expected to be incurred over the remainder of 2015. Approximately \$8.8 million of restructuring expense was recorded during the third quarter of 2015; \$4.8 million in cost of goods sold and \$4.0 million in selling, general, and administrative expense. The decrease in the third quarter and first three quarters of 2015 gross profit due to restructuring expense by segment is as follows:

|               |         |         |         |          |            |        |           |
|---------------|---------|---------|---------|----------|------------|--------|-----------|
| Gross Profit  | Total   | EIP     | Utility | Coatings | Irrigation | Other  | Corporate |
| Third quarter | \$(4.8  | )\$(3.1 | )\$(0.9 | )\$(0.8  | )\$—       | \$—    | \$—       |
| Year-to-date  | \$(13.3 | )\$(4.9 | )\$(3.0 | )\$(5.3  | )\$—       | \$(0.1 | )\$—      |

The decrease in the third quarter and first three quarters of 2015 operating income due to restructuring expense by segment is as follows:

|               |         |         |         |          |            |         |           |
|---------------|---------|---------|---------|----------|------------|---------|-----------|
|               | Total   | EIP     | Utility | Coatings | Irrigation | Other   | Corporate |
| Third quarter | \$(8.8  | )\$(4.6 | )\$(1.1 | )\$(0.8  | )\$(0.1    | )\$—    | \$(2.2    |
| Year-to-date  | \$(23.8 | )\$(9.8 | )\$(3.6 | )\$(5.6  | )\$(0.4    | )\$(0.1 | )\$(4.3   |

We are also evaluating other potential restructuring activities authorized under the Plan. In total, these restructuring items could result in asset impairments of approximately \$8 million and cash charges of \$5 million.

#### Goodwill and Trade Name Impairment

In the third quarter of 2015, the Company completed its annual impairment testing of its goodwill and trade names. The APAC Coatings reporting unit failed the step one impairment analysis in that the estimated fair value of the reporting unit was lower than its carrying value. As a result, the Company recorded a preliminary \$9.1 million goodwill impairment. The goodwill impairment was a result of difficulties in the Australian market over the last couple of years, including a general slowdown in manufacturing. The Company will complete the step two impairment analysis which requires estimations of the fair value of its plant, property, and equipment during the fourth quarter of 2015. The Company also recorded a \$1.1 million impairment of the Industrial Galvanizing trade name and a \$5.0 million impairment of the Webforge trade name during the third quarter of 2015. The Webforge product line's net sales decreased in 2015 as investment in oil and gas exploration within Australia and Southeast Asia declined.

The Company's Access Systems reporting unit, which has approximately \$70 million in goodwill, is the reporting unit with the smallest cushion between estimated fair value over carrying value. A number of restructuring activities undertaken in 2015 are expected to improve the profitability of this reporting unit. If the net sales for this reporting unit further declines in 2016 and its profitability does not improve in 2016, the Company will have to perform an impairment test as of an interim date.

#### Currency Translation

In the third quarter and first three quarters of fiscal 2015, we realized a decrease in operating profit, as compared with fiscal 2014, due to currency translation effects. On average, the U.S. dollar strengthened in particular against the Australian dollar, Brazilian Real, Euro, and South Africa Rand, resulting in less operating profit in U.S. dollar terms. The breakdown of this effect by segment was as follows:

|               |         |         |         |          |            |         |           |
|---------------|---------|---------|---------|----------|------------|---------|-----------|
|               | Total   | EIP     | Utility | Coatings | Irrigation | Other   | Corporate |
| Third quarter | \$(5.9  | )\$(2.8 | )\$0.1  | \$(0.7   | )\$(2.5    | )\$(0.3 | )\$0.3    |
| Year-to-date  | \$(13.6 | )\$(6.0 | )\$—    | \$(1.3   | )\$(6.0    | )\$(0.9 | )\$0.6    |

#### Gross Profit, SG&A, and Operating Income

The decrease in gross margin (gross profit as a percent of sales) in fiscal 2015, as compared with 2014, was due to a combination of lower sales prices, unfavorable sales mix, restructuring charges, and reduced sales volumes in 2015, as compared with 2014.



Selling, general and administrative (SG&A) spending in the third quarter and first three quarters of fiscal 2015, as compared with the same periods in 2014, increased mainly due to the following factors:

- the acquisition of Valmont SM, AgSense, and Shakespeare with expenses of \$3.4 million and \$12.3 million;
- expenses incurred related to the restructuring plan of \$4.0 million and \$10.6 million; and
- the impairment of goodwill and trade names of \$15.2 million recorded in the third quarter.

The above increases in SG&A were partially offset by the following:

- currency translation effects of \$7.0 million and \$17.7 million, respectively, due to the strengthening of the U.S. dollar primarily against the Australian dollar, Brazilian Real, Euro, and South African Rand;
- decreased employee incentive accruals and other compensation costs of \$4.6 million and \$10.3 million, due to lower operating results;
- lower expenses associated with the Delta Pension Plan of \$0.8 million and \$2.5 million; and
- reduced deferred compensation expenses of \$1.9 million and \$2.6 million, which was offset by the same amount of other expense.

The decrease in operating income on a reportable segment basis in 2015, as compared to 2014, was due to reduced operating performance in all segments. The decrease in operating income is primarily attributable to lower volumes and sales prices, restructuring expenses, impairment charges, and currency translation effects.

#### Net Interest Expense and Debt

Net interest expense increased in the third quarter and first three quarters of fiscal 2015, as compared with 2014, primarily due to additional long-term debt borrowed in the third quarter of 2014. In addition, interest income decreased due to less cash on hand due to the share buyback program.

The approximate \$38.7 million in costs associated with refinancing of debt recognized in 2014 is due to the Company's repurchasing through partial tender of \$199.8 million in aggregate principal amount of a portion of the 6.625% senior unsecured notes due 2020. This expense was comprised of the following:

- Cash prepayment expenses of approximately \$41.2 million; less
- Recognition of \$4.4 million of the proportionate unamortized premium originally recorded upon the issuance of the 2020 notes; plus
- Recognition of approximately \$2.0 million of expense comprised of the proportionate amount of the write-offs of unamortized loss on cash flow hedge and deferred financing costs.

#### Other Expense

The decrease in other expense in the third quarter and first three quarters of 2015, as compared with the same periods of 2014, was due to the difference in investment income from the Company's shares of Delta EMD which improved by \$0.9 million and \$4.9 million, respectively. In the first three quarters of 2014, we recorded a non-cash mark to market loss of \$4.9 million and in 2015, we received a \$5.0 million special dividend that was fully offset by a non-cash mark to market loss. An additional contributing factor was more favorable foreign currency transaction gains/losses due to currency exchange rate changes. These improvements were partially offset by reduced market performance of deferred compensation assets of \$1.9 million and \$2.6 million, respectively.

#### Income Tax Expense

Our effective income tax rate in the third quarter and first three quarters of fiscal 2015 of 47% and 36.5%, respectively, was higher when compared with the same periods in fiscal 2014 of 36% and 34.6%. The increase primarily relates to the APAC goodwill impairment recorded in third quarter of 2015 that is not deductible for tax purposes.

Earnings attributable to noncontrolling interest was relatively flat in the third quarter and first three quarters of fiscal 2015, as compared with the same periods in 2014.

## Cash Flows from Operations

Our cash flows provided by operations were approximately \$182.8 million in the first three quarters of fiscal 2015, as compared with \$82.7 million provided by operations in 2014. The increase in operating cash flow in the first three quarters of fiscal 2015 was the result of improved net working capital, partially offset by lower net earnings, compared with 2014.

## Engineered Infrastructure Products (EIP) segment

The decrease in net sales in the third quarter and first three quarters of fiscal 2015 as compared with 2014 was primarily due to unfavorable foreign currency translation effects of \$30.0 million and \$75.7 million, respectively, and lower sales volumes. These reductions were partially offset by the acquisitions of Valmont SM in March 2014 and Shakespeare in October 2014, which added sales in the third quarter and first three quarters of fiscal 2015 of \$15.3 million and \$60.3 million, respectively.

Global lighting, traffic, and roadway product sales in the third quarter and first three quarters of 2015 were lower compared to the same periods in fiscal 2014. In the third quarter and first three quarters of fiscal 2015, sales volumes in the U.S. were higher in the commercial steel and aluminum markets and lower in the transportation markets. The transportation market continues to be challenging, due in part to the lack of long-term U.S. federal highway funding legislation. Sales volumes in Canada decreased in the third quarter and first three quarters of 2015 as compared to 2014, due to lower volumes and unfavorable currency impacts. Sales in Europe were lower in the third quarter and first three quarters of fiscal 2015 compared to the same periods in fiscal 2014, due to unfavorable currency translation effects that were offset to an extent by higher volumes relating to a large project in the Middle East that ended in the second quarter. The domestic markets in general remain subdued in Europe. In the Asia Pacific region, sales were slightly lower in the third quarter and first three quarters of fiscal 2015, as compared to 2014, due to lower investment activity in both China and Australia. Highway safety product sales decreased slightly in the third quarter due to unfavorable foreign currency translation. For the first three quarters of 2015 compared to 2014, increased sales volume from improvement in highway project activity in Australia and New Zealand offset some of the unfavorable foreign currency translation.

Communication product line sales were slightly higher in the third quarter and first three quarters of fiscal 2015, as compared with the same periods in fiscal 2014. North America communication structure sales decreased, primarily due to one customer who significantly reduced its 4G wireless network build out in 2015 compared with 2014.

Communication component sales were higher in the third quarter and slightly higher for the first three quarters of 2015. In China, sales of wireless communication structures in the third quarter and first three quarters of fiscal 2015 increased over the same period in 2014 as the investment levels by the major wireless carriers have remained strong and we have increased our market share through better sales coverage.

Access systems product line sales decreased in the third quarter and first three quarters of 2015, as compared with 2014, primarily due to the negative impact of currency translation effects and lower volumes. The volume decrease was primarily related to the slowdown in mining sector investment in Australia, weaker market conditions in China, and fewer oil and gas related construction projects.

Offshore structures sales were down \$14.5 million and \$31.0 million in the third quarter and first three quarters of 2015, as compared to the same periods in 2014. These decreases are impacted by unfavorable currency translation effects of \$6.7 million and \$19.0 million in the third quarter and first three quarters of 2015 compared to the same periods in 2014, respectively, as well as reduced volumes partially offset by two additional months of sales in 2015. A delay in wind energy product introduction by our customers has resulted in some projects being postponed. An additional factor contributing to the sales decrease is the continuation of low oil prices that has resulted in the slowdown in the core energy markets served by our business.

Operating income for the segment in the third quarter and first three quarters of fiscal 2015 was lower, as compared with the same period of fiscal 2014, due to restructuring charges of \$4.6 million and \$9.8 million and unfavorable currency translation effects of \$2.8 million and \$6.0 million, respectively. The remainder of the decrease can be attributed to recording a \$5.0 million impairment charge on the trade name of our access systems (Webforge)

business, the reversal of the Locker earn-out liability in the third quarter of fiscal 2014 of approximately \$4.0 million, and lower volumes and sales mix across the segment. The increase in SG&A spending in the first three quarters of 2015 was due to the Shakespeare and Valmont SM acquisitions totaling \$2.4 million and \$9.1 million, respectively, and impairment and restructuring charges incurred in 2015. These increases were partially offset by currency translation effects.

40

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#### Utility Support Structures (Utility) segment

In the Utility segment, sales decreased in the third quarter and first three quarters of 2015, as compared with 2014, due to lower sales volume, a decrease in average selling prices, most notably for our steel products, and an unfavorable sales mix. Our mix of revenue from very large transmission projects in the third quarter and first three quarters of 2015 was unfavorable to same periods of 2014. A backlog including some very large transmission projects at year-end 2013 provided for the more favorable mix of large transmission projects revenue in first quarter of 2014. Declining steel prices during the first three quarters of 2015 and a competitive pricing environment also contributed to lower average selling prices in the third quarter of 2015 compared to 2014.

In North America, sales volumes in tons for steel utility structures were down in the first three quarters of 2015, as compared with 2014. Concrete sales volumes in tons increased during the third quarter of 2015, but are lower through the first nine months of 2015 as compared to 2014. The pricing environment in North America continues to be very competitive. In the third quarter and first three quarters of 2015, as compared to 2014, international utility structures sales increased slightly due to higher volumes in the Asia-Pacific and EMEA region, offset to an extent by currency translation effects.

SG&A expense was relatively flat in the third quarter and first three quarters of 2015, as compared with 2014, primarily due to lower employee compensation and sales commissions, offset by restructuring costs. Operating income in the third quarter and first three quarters of 2015, as compared with 2014, decreased due to lower volumes, sales margins, and reduced leverage of fixed costs. While we initiated a number of actions to improve our cost structure in this segment, including certain restructuring activities, the full effect will be realized as the restructuring plans become fully implemented.

#### Coatings segment

Coatings segment sales in North America decreased in the third quarter and first three quarters of 2015, as compared with 2014, due to lower sales volumes and currency translation effects related to the strengthening of the U.S. dollar against the Canadian dollar. Intercompany sales volumes in North America were down as well. Those decreases were partially offset by higher average selling prices in 2015 as compared to 2014. Coatings sales in Asia Pacific decreased primarily due to currency translation effects related to the strengthening of the U.S. dollar against the Australian dollar. Continued weak demand in Australia led to the lower volumes that were partially offset by price increases to recover higher costs of zinc. Sales in Asia were down slightly in the third quarter and first three quarters of 2015, primarily due to currency translation effects.

SG&A expense increased in the third quarter and first three quarters of 2015, as compared to the same periods in 2014, primarily due to recording an impairment charge on the goodwill and trade name associated with the APAC Coatings reporting unit totaling \$10.2 million. Operating income was lower in the third quarter and first three quarters of 2015, as compared with 2014, due to restructuring costs primarily in Australia, impairment charges, lower sales volumes, unfavorable currency impacts, and reduced leverage of fixed costs in both Australia and North America. Additionally, a \$2.5 million gain was realized from the receipt of business interruption insurance proceeds in the third quarter of 2014 related to a 2013 fire at one of our North American facilities which was recorded against Service Costs of Sales in the Condensed Consolidated Statements of Earnings.

#### Irrigation segment

The decrease in Irrigation segment net sales in the third quarter and first three quarters of fiscal 2015, as compared with 2014, was mainly due to sales volume decreases in both North American and International markets. In fiscal 2015, net farm income in the United States is expected to decrease 36% from the levels of 2014, due in part to lower market prices for corn and soybeans. We believe this reduction contributed to lower demand for irrigation machines in North America in the third quarter and first three quarters of 2015, as compared with 2014. In addition, sales volume from storm damage in the United States was exceptionally high in the third quarter of 2014. In international markets, sales decreased in the first three quarters of 2015, as compared with 2014, primarily due to reduced volumes in Brazil, Eastern Europe, Australia, and the Middle East and unfavorable currency translation effects in Brazil and South Africa. Sales decreased in the third quarter of 2015 as compared to 2014, due primarily to reduced volumes and currency translation effects in Brazil and reduced volumes in Argentina and Australia.



SG&A was lower in the third quarter and first three quarters of fiscal 2015, as compared with 2014. This was due to currency translation reductions of \$1.1 million and \$2.5 million, respectively, and a general reduction in overall spending. This was offset by expenses for AgSense (acquired in August 2014) of \$1.0 million and \$3.1 million, respectively. Operating

41

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income for the segment declined in the third quarter and first three quarters of fiscal 2015 over 2014, due to sales volume decreases and associated operating deleverage of fixed operating costs, unfavorable currency impacts, and slightly lower pricing. These reductions were partially offset by the operating income of AgSense that was acquired in August 2014, lower average steel purchase prices, and reduced factory spending to adjust to the lower sales volumes.

Other

This unit includes the grinding media, industrial tubing, and industrial fasteners operations. The decrease in sales in the third quarter and first three quarters of fiscal 2015, as compared with 2014, was due in part to unfavorable currency translation of \$6.8 million and \$15.0 million, respectively. Grinding media volumes were slightly lower in the third quarter but higher in the first three quarters of 2015. Tubing sales in 2015 were lower due to a decline in steel prices and lower volumes. Industrial fasteners sales were down due to lower volumes in 2015. Operating income in the third quarter and first three quarters of fiscal 2015 was lower than the same periods in 2014, due primarily to lower tubing and industrial fasteners sales volumes and unfavorable currency translation.

Net corporate expense

Net corporate expense in the third quarter and first three quarters of fiscal 2015 decreased over the same periods in fiscal 2014. These decreases were mainly due to the following, which were offset partially by restructuring expenses of \$2.2 million and \$4.3 million, respectively:

- decreased employee incentive accruals of \$2.0 million and \$8.0 million, due to lower operating results;
- lower expenses associated with the Delta Pension Plan of \$0.8 million and \$2.5 million; and
- reduced deferred compensation expenses of \$1.9 million and \$2.6 million, which was offset by the same amount of other expense.

## Liquidity and Capital Resources

### Cash Flows

Working Capital and Operating Cash Flows-Net working capital was \$906.6 million at September 26, 2015, as compared with \$995.7 million at December 27, 2014. The decrease in net working capital in 2015 mainly resulted from decreased cash which was used in the share repurchase program and lower accounts receivable due to improved collections and lower sales. Cash flow provided by operations was \$182.8 million in the first three quarters of 2015, as compared with \$82.7 million in first three quarters of 2014. The increase in operating cash flow in 2015 was primarily the result of working capital improvements over 2014, offset to an extent by reduced net earnings. In addition, Valmont incurred cash prepayment expenses in 2014 related to its debt refinancing activities which was a use of operating cash flows.

Investing Cash Flows-Capital spending in the first three quarters of fiscal 2015 was \$34.4 million, as compared with \$63.4 million for the same period in 2014. Significant capital spending projects in 2015 and 2014 include certain investments in machinery and equipment across all businesses. We expect our capital spending for the 2015 fiscal year to be approximately \$50 million. The biggest contributor to lower investing cash outflows in 2015 as compared to 2014, was no acquisitions in the first three quarters of 2015 and \$137.4 million in the first three quarters of 2014 for the acquisition of Valmont SM and AgSense.

Financing Cash Flows-Our total interest bearing debt decreased slightly to \$767.4 million at September 26, 2015 from \$781.8 million at December 27, 2014. Financing cash flows changed from a use of approximately \$43.2 million in the first three quarters of fiscal 2014 to a use of approximately \$190.2 million in the first three quarters of fiscal 2015. The primary reason for the change was due to a combination of increasing our long-term borrowings in 2014, offset by purchasing \$168.1 million less treasury shares in 2015 over 2014 related to the share repurchase program.

### Financing and Capital

On May 13, 2014, we announced a new capital allocation philosophy which covered a share repurchase program. The Board of Directors authorized the purchase of up to \$500 million of the Company's outstanding common stock from time to time over twelve months at prevailing market prices, through open market or privately-negotiated transactions.

In



February 2015, the Board of Directors authorized an additional \$250 million of share purchase, without an expiration date. The share purchases will be funded from available working capital and short-term borrowings and will be made subject to market and economic conditions. We are not obligated to make any share repurchases under the share repurchase program and we may discontinue the share repurchase program at any time.

As of September 26, 2015, we have acquired approximately 3.9 million shares for approximately \$543.3 million under these share repurchase programs. As of October 19, 2015, the date as of which we report on the cover of this form 10-Q the number of outstanding shares of our common stock, we have acquired a total of approximately 4.0 million shares for approximately \$548.5 million under these share repurchase programs.

Our capital allocation philosophy announcement included our intention to manage our capital structure to maintain our investment grade debt rating. Our most recent rating were Baa3 by Moody's Investors Services, Inc. and BBB+ rating by Standard and Poor's Rating Services. We would be willing to allow our debt rating to fall to BBB - to finance a special acquisition or other opportunity. Otherwise, we expect to maintain a ratio of debt to invested capital which will support our current investment grade debt rating.

Our debt financing at September 26, 2015 is primarily long-term debt consisting of:

• \$250.2 million face value (\$254.9 million carrying value) of senior unsecured notes that bear interest at 6.625% per annum and are due in April 2020.

• \$250 million face value (\$248.9 million carrying value) of senior unsecured notes that bear interest at 5.00% per annum and are due in October 2044.

• \$250 million face value (\$246.7 million carrying value) of unsecured notes that bear interest at 5.25% per annum and are due in October 2054.

• We are allowed to repurchase the notes at specified prepayment premiums. All three tranches of these notes are guaranteed by certain of our subsidiaries.

At September 26, 2015 and December 27, 2014, we had no outstanding borrowings under our revolving credit agreement. The revolving credit agreement contains certain financial covenants that may limit our additional borrowing capability under the agreement. At September 26, 2015, we had the ability to borrow \$581.7 million under this facility, after consideration of standby letters of credit of \$18.3 million associated with certain insurance obligations and international sales commitments. We also maintain certain short-term bank lines of credit totaling \$108.6 million, \$95.5 million of which was unused at September 26, 2015.

Our senior unsecured notes and revolving credit agreement each contain cross-default provisions which permit the acceleration of our indebtedness to them if we default on other indebtedness that results in, or permits, the acceleration of such other indebtedness.

The debt agreements contain covenants that require us to maintain certain coverage ratios and may limit us with respect to certain business activities, including capital expenditures. The debt agreements allow us to add estimated EBITDA from acquired businesses for periods we did not own the acquired business. As such, when we acquire a new business, our calculations will be on an Adjusted EBITDA basis. For the periods below, no EBITDA from acquired businesses was included. Our key debt covenants are as follows:

• Interest-bearing debt is not to exceed 3.5X EBITDA of the prior four quarters; and

• EBITDA over the prior four quarters must be at least 2.5X our interest expense over the same period.

At September 26, 2015, we were in compliance with all covenants related to the debt agreements. The key covenant calculations at September 26, 2015 were as follows:

|                           |           |
|---------------------------|-----------|
| Interest-bearing debt     | \$767,418 |
| EBITDA-last four quarters | 311,374   |
| Leverage ratio            | 2.46      |

|                                     |           |
|-------------------------------------|-----------|
| EBITDA-last four quarters           | \$311,374 |
| Interest expense-last four quarters | 45,053    |
| Interest earned ratio               | 6.91      |

The calculation of EBITDA-last four quarters (September 28, 2014 through September 26, 2015) is as follows:

|   |            |
|---|------------|
| Net cash flows from operations                        | \$ 274,221 |
| Interest expense                                      | 45,053     |
| Income tax expense                                    | 59,455     |
| Impairment of assets                                  | (12,659 )  |
| Impairment of Goodwill & Intangibles                  | (15,200 )  |
| Loss on investment                                    | (3,955 )   |
| Acquisition earn-out release                          | 4,300      |
| Deferred income tax benefit                           | (14,502 )  |
| Noncontrolling interest                               | (4,974 )   |
| Equity in earnings of nonconsolidated subsidiaries    | 63         |
| Stock-based compensation                              | (6,953 )   |
| Pension plan expense                                  | (176 )     |
| Contribution to pension plan                          | 15,663     |
| Changes in assets and liabilities                     | (31,665 )  |
| Other   | 2,703      |
| EBITDA  | 311,374    |
| Net earnings attributable to Valmont Industries, Inc. | \$ 111,139 |
| Interest expense                                      | 45,053     |
| Income tax expense                                    | 59,455     |
| Depreciation and amortization expense                 | 95,727     |
| EBITDA  | 311,374    |

Our businesses are cyclical, but we have diversity in our markets, from a product, customer and a geographical standpoint. We have demonstrated the ability to effectively manage through business cycles and maintain liquidity. We have consistently generated operating cash flows in excess of our capital expenditures. Based on our available credit facilities, recent issuance of senior unsecured notes and our history of positive operational cash flows, we believe that we have adequate liquidity to meet our needs.

We have not made any provision for U.S. income taxes in our financial statements on approximately \$675.0 million of undistributed earnings of our foreign subsidiaries, as we intend to reinvest those earnings. Of our cash balances at September 26, 2015, approximately \$287.6 million is held in entities outside the United States with \$85.9 million specifically held within consolidated Delta Ltd., a wholly-owned subsidiary of the Company. Delta Ltd. sponsors a defined benefit pension plan and therefore, the Company is allowed to dividend out Delta Ltd.'s available cash only as long as that dividend does not negatively impact Delta Ltd.'s ability to meet its annual contribution requirements of the pension plan. We believe that the cash payments Delta Ltd. receives from its intercompany notes will provide sufficient funds to meet the pension funding requirements but additional analysis on pension funding requirements would have to be performed prior to the repatriation of the \$85.9 million of Delta Ltd.'s cash balances.

If we need to repatriate foreign cash balances to the United States to meet our cash needs, income taxes would be paid to the extent that those cash repatriations were undistributed earnings of our foreign subsidiaries. The income taxes that we would pay if cash were repatriated depends on the amounts to be repatriated and from which country. If all of our cash outside the United States were to be repatriated to the United States, we estimate that we would pay approximately \$22.4 million in income taxes to repatriate that cash.

#### Financial Obligations and Financial Commitments

There have been no material changes to our financial obligations and financial commitments as described on page 40 in our Form 10-K for the fiscal year ended December 27, 2014.

#### Off Balance Sheet Arrangements

There have been no changes in our off balance sheet arrangements as described on page 40 in our Form 10-K for the fiscal year ended December 27, 2014.

#### Critical Accounting Policies

There have been no changes in our critical accounting policies as described on pages 42-45 in our Form 10-K for the fiscal year ended December 27, 2014 during the quarter ended September 26, 2015.

#### Item 3. Quantitative and Qualitative Disclosures about Market Risk

Steel is a key material we use and over the last several years, prices for this commodity have been volatile. Our main strategy in managing this risk is a combination of fixed price purchase contracts with our vendors to reduce the volatility and sales price increases where possible. This commodity is most significant for our utility support structures segment where the cost of steel has been approximately 50% of the net sales on average. Assuming a similar sales mix, a hypothetical 20% change in the price of steel would have affected our net sales from our utility support structures by approximately \$43 million on a year-to-date basis ended September 26, 2015.

There were no other material changes in the company's market risk during the quarter ended September 26, 2015. For additional information, refer to the section "Risk Management" in our Form 10-K for the fiscal year ended December 27, 2014.

#### Item 4. Controls and Procedures

The Company carried out an evaluation under the supervision and with the participation of the Company's management, including the Company's Chief Executive Officer and Chief Financial Officer, of the effectiveness of the design and operation of the Company's disclosure controls and procedures pursuant to Securities Exchange Act Rule 13a-15. Based upon that evaluation, the Chief Executive Officer and Chief Financial Officer concluded that, as of the end of the period covered by this report, the Company's disclosure controls and procedures are effective to provide reasonable assurance that information required to be disclosed by the Company in the reports the Company files or submits under the Securities Exchange Act of 1934 is (1) accumulated and communicated to management, including the Company's Chief Executive Officer and Chief Financial Officer, to allow timely decisions regarding required disclosures and (2) recorded, processed, summarized and reported, within the time periods specified in the Commission's rules and forms.

No changes in the Company's internal control over financial reporting occurred during the quarter covered by this report that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

## PART II. OTHER INFORMATION

## Item 2. Unregistered Sales of Equity Securities and Use of Proceeds

## Issuer Purchases of Equity Securities

| Period                                | Total Number of Shares Purchased | Average Price paid per share | Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs | Approximate Dollar Value of Maximum Number of Shares that may yet be Purchased under the Program (1) |
|---------------------------------------|----------------------------------|------------------------------|--|--|
| June 28, 2015 to July 25, 2015        | 71,597                           | \$ 116.68                    | 71,597   | \$225,582,000  |
| July 26, 2015 to August 29, 2015      | 138,653                          | 109.24                       | 138,653  | 210,435,000  |
| August 30, 2015 to September 26, 2015 | 36,700                           | 100.83                       | 36,700   | 206,734,000  |
| Total                                 | 246,950                          | \$ 110.15                    | 246,950  | \$206,734,000  |

(1) On May 13, 2014, we announced a new capital allocation philosophy which covered both the quarterly dividend rate as well as a share repurchase program. Specifically, the Board of Directors authorized the purchase of up to \$500 million of the Company's outstanding common stock from time to time over twelve months at prevailing market prices, through open market or privately-negotiated transactions. On February 24, 2015, the Board of Directors authorized an additional purchase of up to \$250 million of the Company's outstanding common stock with no stated expiration date. As of September 26, 2015, we have acquired 3,947,920 shares for approximately \$543.3 million under this share repurchase program.

## Item 6. Exhibits

## (a) Exhibits

| Exhibit No. | Description  |
|-------------|--|
| 31.1        | Section 302 Certificate of Chief Executive Officer   |
| 31.2        | Section 302 Certificate of Chief Financial Officer   |
| 32.1        | Section 906 Certifications of Chief Executive Officer and Chief Financial Officer  |
| 101         | The following financial information from Valmont's Quarterly Report on Form 10-Q for the quarter ended September 26, 2015, formatted in XBRL (eXtensible Business Reporting Language): (i) the Condensed Consolidated Statements of Earnings, (ii) the Condensed Consolidated Statements of Comprehensive Income, (iii) the Condensed Consolidated Balance Sheets, (iv) the Condensed Consolidated Statements of Cash Flows, (v) the Condensed Consolidated Statements of Shareholders' Equity, (vi) Notes to Condensed Consolidated Financial Statements and (vii) document and entity information. |

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf and by the undersigned hereunto duly authorized.

VALMONT INDUSTRIES, INC.

(Registrant)

/s/ MARK C. JAKSICH

Mark C. Jaksich

Executive Vice President and Chief Financial Officer

Dated this 29th day of October, 2015.



Index of Exhibits

| Exhibit No. | Description  |
|-------------|--|
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