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Management's Discussion & Analysis

**FOR THE THREE MONTH ENDED
June 30, 2023**

Dated August 14, 2023

Titanium Transportation Group Inc.

Management's Discussion and Analysis for the second quarter ended June 30, 2023

GENERAL INFORMATION

The following is Titanium Transportation Group Inc.'s management discussion and analysis dated August 14, 2023 ("MD&A"), which provides a comparative overview of the Company's performance for the three month and six month periods ended June 30, 2023 with the corresponding three month and six month periods ended June 30, 2022, and it reviews the Company's financial position as at June 30, 2023. Throughout this MD&A, any reference to "Company", "we", "us", "our" or "Titanium" shall mean Titanium Transportation Group Inc. and all of its direct and indirect wholly-owned subsidiaries. This discussion should be read in conjunction with the Company's MD&A, audited consolidated financial statements and accompanying notes as at and for the year ended December 31, 2022 as well as the unaudited condensed consolidated interim financial statements of the Company for the second quarter ended June 30, 2023 ("consolidated interim financial statements").

The consolidated interim financial statements of the Company and extracts from those consolidated interim financial statements contained in this MD&A were prepared in accordance with International Financial Reporting Standards ("IFRS"). The consolidated interim financial statements comply with IAS 34, Interim Financial Reporting, and do not include all of the information required for annual financial statements. The Company's presentation currency is the Canadian dollar. All financial information presented has been rounded to the nearest thousand dollar, except per share amounts and where otherwise indicated. The Company's consolidated interim financial statements for the second quarter ended June 30, 2023 were approved by its Board of Directors on August 14, 2023. Readers are cautioned that certain information included herein is forward-looking and based upon assumptions and anticipated results that are subject to uncertainties. Should one or more of these uncertainties materialize or should the underlying assumption prove incorrect, actual results may vary significantly from those expected. See "Forward Looking Statements" and "Risks and Uncertainties".

Unless otherwise indicated, the information in this report is dated as of August 14, 2023. Additional information relating to the Company is available on SEDAR at www.sedar.com.

OVERVIEW

Titanium is an asset-based transportation and logistics company servicing Canada and the United States with terminals in Bolton, Bracebridge, Napanee, North Bay, Windsor, Belleville, Cornwall and Brantford, ON, with additional parking/switch yards in Brockville and Trenton, ON and freight brokerage offices in Windsor, ON, Montreal, QC, Charlotte, NC, Nashville, TN, Chicago, IL, Denver, CO, Atlanta, GA, Fayetteville, AR and Jacksonville, FL. The Company has over 1,000 customers across various industries, including large multinational corporations. The Company has approximately 1,000 power units, 3,300 trailers, and over 1,300 independent owner operators and full-time employees.

The Truck Transportation segment provides transport of general merchandise by long-haul, dedicated and local trucking services throughout Canada and the U.S. with a variety of trailer types, including dry vans and flatbeds that support both heated and multi-axle services. Through the use of a modern fleet, the Truck Transportation segment provides reliable and high quality service to various customers, attains a high asset utilization through its network of terminals and yards across Ontario, and creates a platform for revenue growth and cost efficiencies through the integration of acquisitions.

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The Logistics segment is a non-asset-based third-party logistics provider of ancillary transportation services, such as freight brokerage, North American and international freight forwarding, intermodal, special and expedited services. Through its network, the Logistics segment offers customers a variety of transportation services, including intermodal, international shipping, specialty services, and expedited services. The Logistics segment succeeds due to the extensive experience and expertise of the Company's dedicated personnel, up to date and innovative information technology and systems, as well as strong strategic relationships with third-party providers.

The Company's operational results are influenced by industry-wide economic factors and by capital allocation including operating and spending decisions. Industry-wide economic factors which impact operational results include freight demand, truck capacity, fuel prices, driver availability, overall economic conditions, exchange rates, government regulation and weather. The Company makes key decisions when allocating capital between its Truck Transportation and Logistics segments, hiring employees or contract for services of independent contractors and determining sustainable compensation structures, investing in new equipment and technology, and considering business acquisitions. Operating and spending decisions are made after the analysis of numerous important financial and operational metrics including EBITDA¹ and operating income, revenue generated per truck and per mile, empty miles, driver retention and fuel efficiency.

Q2 2023 Key Highlights

- ◆ Consolidated revenue for Q2 2023 was \$100.4 million, a 26.3% decrease over Q2 2022. The decrease was attributable to weaker transactional volumes and pricing due to softening market conditions.
- ◆ Operating income was \$5.0 million for Q2 2023, representing an 5.6% operating margin¹, compared to \$10.1 million and 8.7%, respectively, in Q2 2022. The decrease is consistent with softening market conditions.
- ◆ Truck Transportation segment revenue for Q2 2023 was \$49.3 million, representing a 15.9% decrease year over year. Operating income was \$2.2 million for an operating margin of 5.1%, compared to \$2.9 million and 6.0% respectively, in Q2 2022. Softening market conditions resulted in decrease in freight volumes and decreases in fuel prices contributed to lower fuel surcharge revenue.
- ◆ Logistics segment revenue was \$52.7 million for Q2 2023, a 33.0% decrease compared to \$78.6 million during the same period in 2022. Operating income was \$4.1 million, representing an 8.7% operating margin for the quarter - compared to \$8.4 million and 12.0%, respectively, in Q2 2022. Unfavourable market conditions in transactional freight demand continued to be the main factor for the decrease.
- ◆ Subsequent to quarter end, Titanium completed the acquisition of Crane Transport, Inc. ("Crane") in Oakwood, GA, which operates approximately 200 trucks and generates about US\$60 million revenue annually.
- ◆ Also, after the quarter end, the Logistics segment added a Jacksonville, FL location -- the Company's 7th U.S. Freight brokerage office.

Revenue by Industry

Manufactured Goods	29.4%
Food & Beverages	23.3%
Retail	11.2%
Services	7.9%
Metals & Mining	7.3%
Logistics/Trucking	6.3%
Automotive	6.0%
Recycling	4.2%
Other	4.4%

Based on Q2 2023 revenue

¹ Refer to "Results of Operations" on page 3 and "Non-IFRS Financial Measures" on page 13 for more information about operating income and EBITDA and for a reconciliation of operating income and EBITDA to net income.

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RESULTS OF OPERATIONS

Financial Highlights (unaudited)
(in '000 Canadian dollars)

	3 months ended	3 months ended	6 months ended	6 months ended
	June 30 2023	June 30 2022	June 30 2023	June 30 2022
Revenue	88,573	116,830	179,666	237,871
Fuel surcharge	11,806	19,353	27,035	34,299
	100,379	136,183	206,701	272,170
Operating expenses	88,354	119,848	182,099	241,918
EBITDA ⁽¹⁾	12,025	16,335	24,602	30,252
EBITDA margin ⁽¹⁾	13.6 %	14.0 %	13.7 %	12.7 %
Depreciation	6,701	5,877	13,668	11,321
Amortization of customer lists	327	327	655	654
Operating income ⁽¹⁾	4,997	10,131	10,279	18,277
Operating margin ⁽¹⁾	5.6 %	8.7 %	5.7 %	7.7 %
Gain on sale of property and equipment	(1,754)	(1,650)	(3,313)	(2,495)
Finance costs	1,898	1,013	3,556	1,931
Finance income	(195)	(42)	(303)	(93)
Foreign exchange loss (gain)	(771)	486	(522)	462
Transaction costs	1,080	-	1,080	-
Income tax expense	1,369	2,747	2,824	4,927
Net income and comprehensive income attributable to owners of the Company	3,370	7,577	6,957	13,545
Net income per share - basic	0.08	0.17	0.16	0.31
Net income per share - diluted	0.07	0.17	0.15	0.30

(1) Refer to "Non-IFRS Financial Measures".

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EXECUTIVE SUMMARY

While the North American economy faced headwinds during 1H2023, it was an opportunistic time for Titanium. The freight market softened, reflecting the impact of macro factors such as heightened interest rates, post-pandemic supply chain challenges, and inflationary pressures on input costs. Combined with an unexpected fall in fuel pricing, there was significant downward pressure on freight rates.

Nonetheless, Titanium's continued growth amid these unfavourable conditions highlighted the Company's resiliency, the competency of our employees and the impact of our strategic investments in technological solutions as we posted a profitable second quarter in an environment where many struggled just to stay in business. Shortly after the end of the quarter, we announced a key milestone for our business - the acquisition of Crane Transport, Inc. ("Crane") of Oakwood, GA. This marked our first asset-based acquisition in the United States. It was also the largest acquisition in our company's history and the third in the last three years.

Crane, located in the Southeast U.S.'s, "freight alley" specializes in Full Truckload interstate freight transportation services. The acquisition expands our service offerings to current and new U.S. customers and complements our existing freight brokerage services. Although operating in a different geographic region than Titanium, Crane largely serves the same industries which allows us to draw on the expertise of our team. With approximately 200 trucks in its fleet, generating about US\$60 million annually in revenue, we expect Crane to be a vital piece as we build a solid foothold for our U.S. expansion. We were pleased to close such a large-scale acquisition amidst the current economic environment without the need to raise capital. This clearly demonstrates our vigilant capital deployment strategy. In the near-term, our focus will be on integrating and driving synergies from Crane. However, we will continue to seek other accretive opportunities.

On a segmented basis, our Truck Transportation segment was impacted by economic conditions, largely as expected and consistent with the experience of the industry as a whole. Volumes for the quarter were down about 9% year over year and freight pricing was also down nearly 8%, with a decrease in fuel surcharges the main contributing factor. Crude oil prices have softened since 2022 which served to reduce fleet operating costs, in turn offsetting the reduction in revenue. Other operating cost mitigation initiatives were also effective at reducing direct operating costs such as fleet maintenance and repair expenditures. Notwithstanding the prolonged, soft economic environment, the segment remained profitable and well-positioned to integrate Crane into the Titanium operations which will likely take approximately 12 months. As is usually the case following an acquisition, we expect profitability to shrink temporarily as we work on optimizing Crane's operations and integrating our technological platforms.

The logistics segment followed mostly the same situation as it did in Q1 2023. Volumes were down by about 4% while transactional pricing pressure accounted for much of the 33% decrease in revenue year-over-year. EBITDA margin maintained its differential from Q1 2023 when compared to the same quarter in 2022, at 8.7% from 12.0%. We continued our efforts to maintain profitability as we navigate a highly elastic market. We also announced a strategic brokerage location in Jacksonville, FL shortly after the quarter-end, which we expect will commence operations in the first quarter of 2024. Titanium is always building the next platform to continued growth. We strongly believe that opening new asset-light, freight brokerage offices in conjunction with our Crane acquisition is the strategically correct response to the current economic landscape.

Titanium is built on a strong foundation of people and technology. Our unwavering commitment to delivering long-term, sustainable growth to our shareholders allowed us to execute on both the Crane acquisition and our Jacksonville operation - both of which will drive long-term growth. However, given the current economic outlook and the resulting continued downward pressure on freight pricing, we have revised our guidance to \$450 million to \$470 million in consolidated revenue and an EBITDA margin of 10.5% to 12.5%. The guidance includes partial year financials from Crane.

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Selected Segmented Financial Information (unaudited)

(in '000 Canadian dollars)

	3 months ended	3 months ended	6 months ended	6 months ended
	June 30 2023	June 30 2022	June 30 2023	June 30 2022
Truck Transportation				
Revenue	42,631	47,827	85,471	90,435
Fuel surcharge	6,639	10,788	15,360	17,520
	49,270	58,615	100,831	107,955
Operating expenses				
Carriers and independent contractors	14,897	17,648	30,255	32,514
Vehicle operating	11,534	17,911	25,444	33,284
Wages and casual labour	12,534	12,392	24,550	24,296
Other operating	1,307	1,695	2,903	3,197
	40,272	49,646	83,152	93,291
EBITDA ⁽¹⁾	8,998	8,969	17,679	14,664
EBITDA margin ⁽¹⁾	21.1 %	18.8 %	20.7 %	16.2 %
Depreciation	6,516	5,757	13,316	11,082
Amortization of customer lists	327	327	655	654
Operating income (loss) ⁽¹⁾	2,155	2,885	3,708	2,928
Operating margin ⁽¹⁾	5.1 %	6.0 %	4.3 %	3.2 %
Gain on sale of property and equipment	(1,754)	(1,650)	(3,313)	(2,495)
Finance costs	1,622	929	3,023	1,755
Finance income	(75)	(42)	(151)	(93)
Transaction costs	1,080	-	1,080	-
Income tax expense	475	1,066	1,086	1,123
Net income	807	2,582	1,983	2,638

(1) Refer to "Non-IFRS Financial Measures".

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Selected Segmented Financial Information (unaudited), continued

(in '000 Canadian dollars)

	3 months ended	3 months ended	6 months ended	6 months ended
	June 30 2023	June 30 2022	June 30 2023	June 30 2022
Logistics				
Revenue	47,502	70,059	97,243	149,763
Fuel surcharge	5,167	8,565	11,675	16,778
	52,669	78,624	108,918	166,541
Operating expenses				
Carriers and independent contractors	42,628	62,871	88,123	134,952
Wages and casual labour	5,021	6,015	10,174	11,704
Other operating	904	1,314	1,901	2,308
	48,553	70,200	100,198	148,964
EBITDA/ Operating income ⁽¹⁾	4,116	8,424	8,720	17,577
EBITDA/ Operating margin ⁽¹⁾	8.7 %	12.0 %	9.0 %	11.7 %
Depreciation	185	120	352	239
Finance costs	276	83	533	176
Income tax expense	932	2,077	2,009	4,429
Net income	2,723	6,144	5,826	12,733

(1) Refer to "Non-IFRS Financial Measures".

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Revenue (unaudited)
(in '000 Canadian dollars)

	3 months ended	3 months ended	6 months ended	6 months ended
	June 30 2023	June 30 2022	June 30 2023	June 30 2022
Truck Transportation				
Revenue	42,631	47,827	85,471	90,435
Fuel surcharge	6,639	10,788	15,360	17,520
	<u>49,270</u>	<u>58,615</u>	<u>100,831</u>	<u>107,955</u>
Logistics				
Revenue	47,502	70,059	97,243	149,763
Fuel surcharge	5,167	8,565	11,675	16,778
	<u>52,669</u>	<u>78,624</u>	<u>108,918</u>	<u>166,541</u>

For the three month and six month periods ended June 30, 2023, the Company's consolidated revenues decreased by \$35.8 million and \$65.5 million, or 26.3% and 24.1%, respectively, when compared to the same periods ended June 30, 2022. Soft market conditions resulted in volume decreases in the Truck Transportation segment and pricing decreases in the Logistics segment.

Truck Transportation segment revenue decreased \$9.3 million or 15.9% during the quarter, compared to the same quarter in 2022, and \$7.1 million, or 6.6%, for the six month-period ended June 30, 2023 compared to 2022. Freight volumes decreased by 9.0% year over year. In addition, fuel surcharge revenue fell, reflecting the decrease in price of diesel fuel.

Logistics segment revenue decreased \$26.0 million or 33.0%, for the three-month period ended June 30, 2023 and \$57.6, million, or 34.6%, for the six month period ended June 30, 2023, when compared to 2022, also consistent, the dampening of market demand. Overall, volume was down 4% while pricing reductions accounted for the remainder of the decrease.

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Operating Expenses and Income (unaudited) (in '000 Canadian dollars)

	3 months ended	3 months ended	6 months ended	6 months ended
	June 30 2023	June 30 2022	June 30 2023	June 30 2022
Truck Transportation				
Revenue	49,270	58,615	100,831	107,955
Operating expenses	40,272	49,646	83,152	93,291
EBITDA ⁽¹⁾	8,998	8,969	17,679	14,664
EBITDA margin ⁽¹⁾	21.1 %	18.8 %	20.7 %	16.2 %
Depreciation and amortization	6,843	6,084	13,971	11,736
Operating income ⁽¹⁾	2,155	2,885	3,708	2,928
Operating margin ⁽¹⁾	5.1 %	6.0 %	4.3 %	3.2 %
Logistics				
Revenue	52,669	78,624	108,918	166,541
Operating expenses	48,553	70,200	100,198	148,964
EBITDA/ Operating income ⁽¹⁾	4,116	8,424	8,720	17,577
EBITDA/ Operating margin ⁽¹⁾	8.7 %	12.0 %	9.0 %	11.7 %
Corporate				
Operating expenses	1,088	1,057	1,799	1,991

(1) Refer to "Non-IFRS Financial Measures".

For the Truck Transportation segment, operating expenses decreased by \$9.4 million, or 18.9%, for the three-month period ended June 30, 2023 and by \$10.1 million, or 10.9%, for the six month period ended June 30, 2023, compared to the same periods in 2022 -- largely reflecting the decrease in volumes. For the three and six month periods ended June 30, 2023, the segment operating margin was 5.1% and 4.3%, compared to a margin of 6.0% and 3.2%, respectively, for the same periods in 2022. Titanium implemented cost control measures to mitigate inflationary increases in operating costs.

For the Logistics segment, operating expenses decreased by \$21.6 million or 30.8% for the three-month period ended June 30, 2023 and increased by \$48.8 million or 32.7% for the six-month period ended June 30, 2023, compared to the same periods in 2022. The decrease in operating expenses reflects the change in market conditions, which put substantial downward pressure on transactional freight rates. Operating income and operating margins declined by \$4.3 million or 51.1% for the three month period ended June 30, 2023 and by \$8.9 million or 50.4% for the six-month period ended June 30, 2023. The decrease is in line with the drop in segment revenue.

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SUMMARY OF QUARTERLY RESULTS

(in '000 Canadian dollars)

The following table sets out quarterly financial information for the Company's eight most recently completed quarters:

	Q2'23	Q1'23	Q4'22	Q3'22	Q2'22	Q1'22	Q4'21	Q3'21
Revenue	100,379	106,322	110,849	113,356	136,183	135,987	111,283	101,688
EBITDA ⁽¹⁾	12,025	12,576	14,912	15,524	16,335	13,917	8,783	7,239
EBITDA margin ⁽¹⁾	13.6 %	13.8 %	15.9 %	16.0 %	14.0 %	11.5 %	8.7 %	7.8 %
Operating income ⁽¹⁾	4,997	5,282	6,619	8,267	10,131	8,146	2,942	1,709
Operating margin ⁽¹⁾	5.6 %	5.8 %	7.1 %	8.5 %	8.7 %	6.7 %	2.9 %	1.8 %
Net income and comprehensive income attributable to the owners of the Company	3,370	3,588	4,800	6,537	7,577	5,969	1,573	1,354
Per share - basic	0.08	0.08	0.11	0.15	0.17	0.14	0.04	0.03
Per share - diluted	0.07	0.08	0.11	0.14	0.17	0.13	0.04	0.03

(1) Refer to "Non-IFRS Financial Measures".

Changes from quarter to quarter are mainly a reflection of seasonality of operations, changes in industry conditions and acquisitions. Historically, the Company experiences weaker demand in the first quarter, moderate demand in the third and fourth quarters and stronger demand in the second quarter. After the initial economic slowdown during to the COVID-19 pandemic, consumer activity gradually began to resume as health restrictions started to ease in 2021. However, the supply chain struggled to keep pace with the higher levels of aggregate demand. This, combined with monetary measures introduced during the pandemic and the geopolitical impacts of Russia's invasion of Ukraine, were reflected in significant inflationary pressures in the North American and global economies. Operating costs rapidly increased starting in Q2 2021 and continued through to Q4 2022. Fuel prices rose, with global political unrest adding to market uncertainty, which put further upward pressure on operating costs. The pressure from increased operating costs, combined with tight capacity, created the conditions for upward adjustment in freight rates.

Interest rates rose steadily in 2022 as central banks moved to stem inflation. Demand and production in China deteriorated during the lockdowns associated with the country's zero-COVID policy. In turn, the favourable freight demand level that had existed up to that point, began to soften in the second half of 2022. The potential exists for a global recession that could lead to further softening of market conditions for the remainder of the year.

In addition, there has historically been an increase in revenue and a decrease in margins in quarters following an acquisition. Revenues have often decreased, stabilized, and then increased while EBITDA margins have increased in quarters after a business acquisition. For example, following the acquisition of ITS in 2021, the Truck Transportation segment EBITDA was significantly impacted by integration costs to bring the acquired fleet up to Titanium standards. Acquired revenue also followed historical trend as we rebranded the fleet under the Titanium banner. Margins and EBITDA steadily recovered since Q4 2021, where virtually all integration of the acquisition had completed. In contrast, the BSC acquisition did not demonstrate the same impact to the Truck Transportation segment as the integration was absorbed by the improvements in margin as a result of favourable market conditions. We expect Crane to demonstrate similar pattern as ITS.

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LIQUIDITY AND CAPITAL RESOURCES

(in '000 Canadian dollars)

	June 30 2023	December 31 2022
Working capital (deficit) ⁽¹⁾	36,476	31,469
Total assets	302,156	281,142
Net debt ⁽²⁾	82,678	91,288
Shareholders' equity	102,946	98,220
Net debt to equity ratio ⁽³⁾	<u>0.80</u>	<u>0.93</u>

(1) Working capital (deficit) is defined as current assets less current liabilities.

(2) Net debt is defined as bank indebtedness, acquisition loan, loans payable and finance lease liabilities, net of cash, short term deposits and finance lease receivables, both current and long-term portions.

(3) Net debt to equity ratio is defined as net debt divided by shareholders' equity.

The Company's working capital position further improved as at June 30, 2023 compared to December 31, 2022. We continued our successful capital management strategy and further enhanced the Company's net debt to equity position in addition to our successful realization of synergies from our recent acquisitions. As a result, we maintained positive working capital in the quarter despite financing long-term assets with bank indebtedness. On a quarter-over-quarter basis, net debt-to-equity ratio further decreased from 1.03 to 0.80.

Subsequent to the quarter ended June 30, 2023, the Company acquired all the outstanding shares of Crane on July 31, 2023 for consideration of approximately \$69.8 million, consisting of \$44.8 million in cash and \$25.0 million in assumed debt and vendor takeback loan. Titanium also purchased all real estate related to Crane's operations that includes the head office terminal in Georgia and the satellite terminal in Alabama for \$7.9 million.

In terms of rolling stock expenditures, we have committed \$23.0 million towards the purchase of 25 new power units and 250 trailers over the next year. Of this amount, \$5.1 million will be allocated to the purchase of 25 new power units to expand our current fleet. In addition, we expect to realize proceeds from the sale of excess aged equipment of approximately \$2.5 million. Our rolling stock replacement policy is to replace trucks after 6 years, van trailers after 10 years and flatbed trailers after 15 years. We believe there is sufficient financing available to fund planned capital expenditures in the future and to provide for further organic and inorganic growth of the business.

The following table sets out the Company's contractual obligations, excluding future interest payments:

(in '000 Canadian dollars)

	Total	1 Year	2 Years	3 Years	4 Years	5 Years	After 5 Years
Loans	109,905	24,814	24,841	25,215	21,147	10,355	3,533
Finance leases	20,238	4,084	3,638	2,365	2,151	1,974	6,026
	<u>130,143</u>	<u>28,898</u>	<u>28,479</u>	<u>27,580</u>	<u>23,298</u>	<u>12,329</u>	<u>9,559</u>

Titanium actively seeks debt refinancing, when possible, especially for debt acquired through business acquisitions, to the extent that penalties for early retirement of debt are not significant and lower cost financing is available. We believe the Company's operating cash flows are sufficient to fund daily operating activities and meet regular debt repayment obligations.

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The portion of the Company's bank credit facilities which was unused as of June 30, 2023 include approximately \$46.3 million under the revolving demand operating facility, \$12.5 million under a finance lease loan facility and \$9.5 million under an acquisition loan facility. In addition, the Company has \$20.2 million available in finance leasing and loan facilities through other institutions.

The Company's credit facility and finance leasing agreements require Titanium to maintain three covenants on a quarterly basis. These covenants are measured on a consolidated rolling twelve-month basis. We were in compliance with all covenants as of June 30, 2023 and we believe the Company will be in compliance with all required covenants for the next twelve months. The first covenant requires the Company's debt-to-tangible net worth ratio to be less than 3.5. Debt to tangible net worth is a ratio of total liabilities plus future minimum lease payments on non-realty operating leases to shareholder's equity less goodwill, customer lists and deferred tax assets. The second covenant requires the Company's debt service coverage ratio to be greater than 1.15. Debt service coverage is a ratio of net income before interest income and expenses, gains on sale of equipment, depreciation, amortization and non-cash items, less unfinanced capital expenditures, plus proceeds of sale of equipment, to contractually required principal and interest payments made over the prior twelve months. The third covenant requires the Company's fixed charge coverage ratio to be greater than 1.00. Fixed charge coverage is a ratio of net income before interest income and expenses, gains on sale of equipment, to contractually required principal and interest payments made over the prior twelve months.

The Company must calculate its covenants by adjusting its net income and debt to treat realty leases as an operating lease rather than a finance lease.

Common Shares

The Company offers a share purchase plan (the "Plan"), which allows all employees and independent contractors, but excluding insiders of the Company, to contribute up to 5% of their compensation to a maximum of \$9,600 per year towards the purchase of Titanium common shares. Contributions are matched at a rate of 100% by the Company and shares are issued from treasury in order to fund the Plan. In the case of employees, matched shares are subject to a three year vesting period. In the case of independent contractors, matched shares are issued after three years of service. The maximum number of shares approved for issuance under the Plan is reviewed by the board of directors annually. Of the shares issued to date, 524,800 have not yet vested.

On December 23, 2022, the Company renewed its normal course issuer bid, allowing the Company to purchase up to 2,242,765 of its common shares (the "NCIB"), representing 5% of its issued and outstanding common shares.

During the six month period ended June 30, 2023, the Company repurchased 475,045 (2022 - nil) common shares at a weighted average price of \$2.73 and a total purchase price of \$1.3 million. The excess of the purchase price paid over the carrying value of the shares repurchased, totaled \$0.5 million and was charged to retained earnings as a share repurchase premium.

As of August 14, 2023, there are 44,899,166 common shares of the Company outstanding. In addition, there are 2,858,700 stock options outstanding, of which 1,456,700 are exercisable.

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TRANSACTIONS WITH RELATED PARTIES

The Company provides truck transportation services to companies under common control. These companies include Vision Extrusions Group Limited, Vision Profile Extrusions Ltd. and Sunview Patio Doors Ltd. Aggregate revenues from these companies totaled \$8.6 million for the six month period ended June 30, 2023 (2022 - \$9.4 million).

These transactions are in the normal course of operations materially under the same commercial terms and conditions as transactions with unrelated companies and are measured at fair value.

FORWARD LOOKING STATEMENTS

This MD&A contains forward looking statements that reflect the Company's current expectations and projections about its future results. When used in this MD&A, forward looking statements can be identified by the use of words such as "may", or by such words as "will", "intend", "believe", "estimate", "consider", "expect", "anticipate", "objective" and similar expressions or variations of such words. Forward looking statements are, by their nature, not guarantees of the Company's future operational or financial performance and are subject to risks and uncertainties and other factors that could cause the Company's actual results, performance, prospects or opportunities to differ materially from those expressed in, or implied by, these forward looking statements. No representation or warranty is intended with respect to anticipated future results or that estimates or projections will be sustained.

Readers are cautioned not to place undue reliance on these forward looking statements, which are necessarily based on a number of estimates and assumptions that, while considered reasonable by management as of the date of this MD&A, are inherently subject to significant business, economic and competitive uncertainties and contingencies. The following factors could cause the Company's actual financial performance to differ materially from that expressed in any forward looking statement: highly competitive market conditions, the Company's ability to recruit, train and retain qualified drivers, the Company's ability to identify, successfully complete and integrate suitable acquisitions, fuel price variation and the Company's ability to recover these costs from its customers, foreign currency fluctuations, the impact of environmental standards and regulations, changes in Canadian and US government regulations applicable to the Company's operations, changes in key personnel, adverse weather conditions, accidents and litigation, the market for used equipment, changes in interest rates, changes in the cost of liability insurance coverage, downturns in general economic conditions affecting the Company and its customers and availability of financing on reasonable commercial terms. The Company expressly disclaims any obligation to update forward looking statements if circumstances or management's views or estimates change, except as otherwise required pursuant to applicable law.

From time to time, we will disclose our current annual run rate revenue and EBITDA. Although not intended as such, this may be interpreted as forward looking information. Run rates are presented in order to provide investors with insight into the current size of the Company and do not take into account expected future growth or changes in economic conditions. Historical figures may not be a good indicator of the Company's size, due to acquisitions and the time that it takes to fully realize synergies. We estimate we will deliver consolidated revenue between \$450 million to \$470 million and between EBITDA Margins of 10.5% to 12.5%.

Titanium Transportation Group Inc.

Management's Discussion and Analysis for the second quarter ended June 30, 2023

NON-IFRS FINANCIAL MEASURES

This MD&A includes the following financial measures that do not have any standardized meaning under IFRS and may not be comparable to similar measures employed by other companies:

"Earnings before interest, income taxes, depreciation and amortization" ("EBITDA") is calculated as net income before depreciation, amortization, asset impairments, gains or losses on the sale of equipment, finance income and costs, gains or losses on foreign exchange, income tax expense, transaction costs, accelerated customer list amortization and goodwill impairment.

"EBITDA margin" is calculated as EBITDA as a percentage of revenue before fuel surcharge.

"Operating income" is calculated as net income before asset impairments, gains or losses on the sale of equipment, finance income and costs, gains or losses on foreign exchange, income tax expense, transaction costs, accelerated customer list amortization and goodwill impairment.

"Operating margin" is calculated as operating earnings as a percentage of revenue before fuel surcharge.

"Adjusted net income" is calculated as net income before items that are not in the normal course of business, such as accelerated customer list amortization and goodwill impairment.

Management of the Company believes that these financial measures are useful for investors and other readers, when used in conjunction with other IFRS financial measures, as they are measures used internally by management to evaluate performance. However, these financial measures are intended to provide additional information and should not be considered in isolation or as a substitute for measures of financial performance prepared in accordance with IFRS.

RISKS AND UNCERTAINTIES

The Company's business is subject to a number of risk factors which are described in our most recently filed annual information form. Additional risks and uncertainties not presently known to us or that we currently consider immaterial also may impair our business and operations and cause the price of the common shares to decline. If any of the noted risks actually occur, our business may be harmed and the financial condition and results of operations may suffer significantly. In that event, the trading price of the common shares could decline, and shareholders may lose all or part of their investment.

Titanium Transportation Group Inc.

Management's Discussion and Analysis for the second quarter ended June 30, 2023

DISCLOSURE CONTROLS AND INTERNAL CONTROLS OVER FINANCIAL REPORTING

In compliance with the provisions of Canadian Securities Administrators' National Instrument 52-109, the President and Chief Executive Officer ("CEO"), and the Chief Financial Officer ("CFO") of the Company, have designed, or caused to be designed under their supervision, disclosure controls and procedures as well as internal controls over financial reporting in order to provide reasonable assurance over reliability of financial reporting and material information relating to the Company's annual financial statements and other reports filed and submitted under securities legislation.

It is the responsibility of management for the establishment and maintenance of adequate disclosure controls and procedures, as well as internal controls over financial reporting. Effective disclosure controls and internal controls ensures the Company's consolidated financial statements are presented fairly and free of material misstatements. In addition, management conducts an evaluation of the effective of its internal controls over financial report and disclosure controls and procedures as at June 30, 2023, under the supervision and with the participation of the CEO and CFO.

Based on the evaluation performed, the CEO and CFO concluded that internal controls over financial reporting, as well as disclosure controls and procedures, were effective as at June 30, 2023, to provide reasonable assurance over the Company's consolidated financial statements for external reporting purposes prepared under these controls. The control framework used to design the Company's internal controls over financial reporting is based on Internal Control - Integrated Framework (2013 framework) as issued by the Committee of Sponsoring Organizations of the Treadway Commission ("COSO").

Due to its inherent limitations, internal control over financial reporting and disclosure may not prevent or detect all misstatements. Further, the effectiveness of internal control is subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with policies or procedures may change.

There were no changes in the Company's internal control over financial reporting during the quarter ended June 30, 2023 that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

CHANGES IN ACCOUNTING POLICIES

The following new standards and amendments to standards are not yet effective for the year ended June 30, 2023 and have not been applied in preparing the consolidated interim financial statements:

IAS 1, Presentation of Financial Statements

The following new standards, interpretations and amendments to standards became effective for the period beginning January 1, 2023. The full description of each of these changes in accounting policies is available in our consolidated interim financial statements. The impact of the adoption of these standards is outlined below.

IAS 8, Accounting Policies, Changes in Accounting Estimates and Errors was amended in February 2021 through the publication of *Definition of Accounting Estimates (Amendments to IAS 8)* and became effective January 1, 2023. The full description of this change in accounting policy is available in our consolidated financial statements and did not have a material impact on our results.



Y E A R 2 0 2 3

**Unaudited Condensed Consolidated
Interim Financial Statements
FOR THE THREE MONTH PERIOD ENDED
June 30, 2023**

Titanium Transportation Group Inc.

Notice To Reader

Under National Instrument 51-102, Part 4, subsection 4.3(3)(a), if an auditor has not performed a review of the interim condensed consolidated financial statements, they must be accompanied by a notice to this effect. The accompanying unaudited interim condensed consolidated financial statements of Titanium Transportation Group Inc. have been prepared by, and are the responsibility of, management of Titanium Transportation Group Inc..

Titanium Transportation Group Inc.'s independent auditor has not audited, reviewed or otherwise attempted to verify the accuracy or completeness of the accompanying interim condensed consolidated financial statements. Readers are cautioned that these financial statements may not be appropriate for their intended purposes.

Titanium Transportation Group Inc.

Condensed Consolidated Interim Statements of Financial Position

(in '000 Canadian dollars)

(unaudited)

	June 30 2023	December 31 2022
Assets		
Current		
Cash	50,766	34,892
Short term deposits	7,000	-
Trade and other receivables (note 13)	55,218	71,209
Current taxes recoverable	43	15
Finance lease receivables (note 5, 12)	1,537	1,386
Prepaid expenses and deposits	3,364	3,419
	<u>117,928</u>	<u>110,921</u>
Finance lease receivables (note 5, 12)	4,039	2,751
Property and equipment (note 6)	147,409	131,586
Right of use assets (note 7)	23,128	25,683
Deferred tax assets	590	484
Customer lists (note 8)	4,727	5,382
Goodwill (note 8)	4,335	4,335
	<u>302,156</u>	<u>281,142</u>
Liabilities		
Current		
Bank indebtedness (note 9, 12)	11,002	11,078
Trade and other payables	40,994	37,114
Current taxes payable	558	4,975
Loans payable (note 9, 12)	24,814	21,309
Finance lease liabilities (note 9, 12)	4,084	4,976
	<u>81,452</u>	<u>79,452</u>
Acquisition loan (note 9, 12)	4,875	6,125
Loans payable (note 9, 12)	85,091	68,732
Finance lease liabilities (note 9, 12)	16,154	18,097
Deferred tax liabilities	11,638	10,516
	<u>199,210</u>	<u>182,922</u>
<i>Commitments and contingencies (note 15)</i>		
Shareholders' Equity		
Share capital (note 10)	50,771	51,005
Contributed surplus (note 11)	9,509	9,215
Retained earnings	42,666	38,000
	<u>102,946</u>	<u>98,220</u>
	<u>302,156</u>	<u>281,142</u>

On behalf of the Board

"Ted Daniel"

Director

"Bill Chyfetz"

Director

See accompanying notes

2.

Titanium Transportation Group Inc.

Condensed Consolidated Interim Statements of Comprehensive Income

Six months ended June 30, 2023 and 2022

(in '000 Canadian dollars, except for share amounts)

(unaudited)

	3 months ended June 30 2023	3 months ended June 30 2022	6 months ended June 30 2023	6 months ended June 30 2022
Revenue (note 13)	88,573	116,830	179,666	237,871
Fuel surcharge	11,806	19,353	27,035	34,299
	<u>100,379</u>	<u>136,183</u>	<u>206,701</u>	<u>272,170</u>
Operating expenses				
Carriers and independent contractors	55,965	79,463	115,329	165,140
Vehicle operating	11,534	17,911	25,444	33,284
Wages and casual labour (note 14)	18,196	19,001	35,763	37,026
Other operating	2,659	3,473	5,563	6,468
	<u>88,354</u>	<u>119,848</u>	<u>182,099</u>	<u>241,918</u>
Income before the following	<u>12,025</u>	<u>16,335</u>	<u>24,602</u>	<u>30,252</u>
Depreciation (note 6, 7)	6,701	5,877	13,668	11,321
Gain on sale of property and equipment	(1,754)	(1,650)	(3,313)	(2,495)
Finance costs (note 13)	1,898	1,013	3,556	1,931
Finance income	(195)	(42)	(303)	(93)
Foreign exchange loss (gain)	(771)	486	(522)	462
Amortization of customer lists (note 8)	327	327	655	654
Transaction costs (note 16)	1,080	-	1,080	-
	<u>7,286</u>	<u>6,011</u>	<u>14,821</u>	<u>11,780</u>
Income before income taxes	4,739	10,324	9,781	18,472
Income tax expense	1,369	2,747	2,824	4,927
Net income and comprehensive income attributable to owners of the Company	<u>3,370</u>	<u>7,577</u>	<u>6,957</u>	<u>13,545</u>
Earnings per share:				
Basic	0.08	0.17	0.16	0.31
Diluted	0.07	0.17	0.15	0.30
Weighted average number of shares outstanding (in number of shares):				
Basic (note 10)	44,562,076	44,157,015	44,571,970	43,898,227
Diluted (note 10)	45,701,771	45,085,847	45,840,974	44,829,122

Titanium Transportation Group Inc.

Condensed Consolidated Interim Statements of Changes in Equity

Six months ended June 30, 2023 and 2022

(in '000 Canadian dollars)

(unaudited)

	Share Capital	Contributed Surplus	Retained Earnings	Total
Balances at December 31, 2022	51,005	9,215	38,000	98,220
Share issuance (note 10)	428	-	-	428
Shares vested (note 10)	152	(152)	-	-
Share-based compensation expense (note 11, 14)	-	446	-	446
Share cancellation (note 10)	(814)	-	(485)	(1,299)
Dividends paid (note 10)	-	-	(1,806)	(1,806)
Net income and comprehensive income	-	-	6,957	6,957
Balances at June 30, 2023	50,771	9,509	42,666	102,946
Balances at December 31, 2021	48,204	8,812	16,698	73,714
Share issuance (note 10)	1,798	-	-	1,798
Shares vested (note 10)	153	(153)	-	-
Options exercised (note 10)	36	(13)	-	23
Share-based compensation expense (note 11, 14)	-	353	-	353
Dividends paid (note 10)	-	-	(1,782)	(1,782)
Net income and comprehensive income	-	-	13,545	13,545
Balances at June 30, 2022	50,191	8,999	28,461	87,651

Titanium Transportation Group Inc.

Condensed Consolidated Interim Statements of Cash Flows

(in '000 Canadian dollars)

(unaudited)

	3 months ended June 30 2023	3 months ended June 30 2022	6 months ended June 30 2023	6 months ended June 30 2022
Cash flows from operating activities				
Net income	3,370	7,577	6,957	13,545
Adjustments:				
Depreciation (note 6, 7)	6,701	5,877	13,668	11,321
Gain on sale of property and equipment	(1,754)	(1,650)	(3,313)	(2,495)
Finance costs	1,898	1,013	3,556	1,931
Finance income	(195)	(42)	(303)	(93)
Amortization of customer lists (note 8)	327	327	655	654
Share-based compensation expense (note 11)	236	140	446	353
Income tax expense	771	2,747	1,276	4,927
	<u>11,354</u>	<u>15,989</u>	<u>22,942</u>	<u>30,143</u>
Net change in non-cash operating working capital	8,823	9,473	20,187	364
	<u>20,177</u>	<u>25,462</u>	<u>43,129</u>	<u>30,507</u>
Interest paid	(1,890)	(1,033)	(3,538)	(1,965)
Interest received	195	42	303	93
Income taxes received (paid)	(437)	(3,229)	(6,513)	(4,452)
	<u>18,045</u>	<u>21,242</u>	<u>33,381</u>	<u>24,183</u>
Cash flows from investing activities				
Proceeds from finance lease receivables (note 12)	697	414	1,095	1,084
Proceeds from short term investments	8,000	-	8,000	-
Deposit to short term investments	-	-	(15,000)	-
Acquisition of property and equipment (note 6, 12)	(18,069)	(17,030)	(37,289)	(28,501)
Disposition of property and equipment (note 6, 12)	5,623	5,421	11,133	9,572
	<u>(3,749)</u>	<u>(11,195)</u>	<u>(32,061)</u>	<u>(17,845)</u>
Cash flows from financing activities				
Proceeds from bank indebtedness (note 12)	706	-	-	-
Repayment of bank indebtedness (note 12)	-	(12,319)	(546)	(14,190)
Repayment of acquisition loans (note 12)	(625)	(313)	(1,250)	(313)
Proceeds from loans payable (note 12)	17,127	16,904	34,113	28,254
Repayment of loans payable (note 12)	(5,513)	(4,689)	(12,336)	(8,908)
Proceeds from finance lease liabilities (note 12)	181	-	181	-
Repayment of finance lease liabilities (note 12)	(1,243)	(4,162)	(2,931)	(8,828)
Dividends paid (note 10)	(902)	(892)	(1,806)	(1,782)
Issuance of shares (note 10)	221	161	428	320
Share repurchase (note 10)	(1,114)	-	(1,299)	-
	<u>8,838</u>	<u>(5,310)</u>	<u>14,554</u>	<u>(5,447)</u>
Increase in cash	23,134	4,737	15,874	891
Cash, beginning	27,632	14,200	34,892	18,046
Cash, ending	<u>50,766</u>	<u>18,937</u>	<u>50,766</u>	<u>18,937</u>

Refer to note 12 for supplemental cash flow information.

Titanium Transportation Group Inc.

Notes to Condensed Consolidated Interim Financial Statements

Six months ended June 30, 2023 and 2022

(Tabular amounts in '000 Canadian dollars, unless otherwise noted)

(unaudited)

1. REPORTING ENTITY

Titanium Transportation Group Inc. (the "Company" or "Titanium") commenced operations as a transportation company on July 3, 2002. The Company is a truck-based carrier and logistics broker servicing all of North America with distribution terminals in Bolton, Bracebridge, Napanee, North Bay, Windsor, Belleville, Cornwall, and Brantford, ON, with additional parking/switch yards in Sudbury, Brockville and Trenton, ON and freight brokerage offices in Windsor, ON, Montreal, QC, Charlotte, NC, Nashville, TN, Chicago, IL, Denver, CO, Atlanta, GA, Fayetteville, AR and Jacksonville, FL. The registered head office of the Company is at 32 Simpson Rd, Bolton, Ontario, L7E 1G9. Titanium was incorporated on July 11, 1989 under the Canada Business Corporations Act.

Trunkeast Investments Canada Limited ("Trunkeast") and the ultimate controlling shareholder is De Zen Investments Canada Limited is a significant shareholder of the Company.

The common shares of the Company trade on the Toronto Stock Exchange under the symbol "TTNM", and the OTCQX under the symbol "TTNMF".

The condensed consolidated interim financial statements include the accounts of the Company and all of its subsidiaries.

2. BASIS OF PRESENTATION

Basis of Consolidation

The condensed consolidated interim financial statements consolidate the accounts of the Company and all of its subsidiaries. Subsidiaries are entities over which the Company has the power to govern financial and operating policies. Subsidiaries are fully consolidated from the date on which control is obtained by the Company and are de-consolidated from the date control ceases. Fully consolidated means that all transactions with subsidiaries and any intercompany balances, gains or losses with subsidiaries have been eliminated on consolidation. The accounting policies have been applied consistently by all subsidiaries.

All of the Company's subsidiaries are wholly-owned, are domiciled in Canada and the United States, and are in the truck transportation or logistics industries.

The acquisition method of accounting is used to account for business combinations. The cost of an acquisition is measured at the fair value of the assets acquired, equity instruments issued and liabilities incurred or assumed at the date of exchange. Acquisition costs are expensed as incurred. The excess of the cost of the acquisition over the fair value of the acquisition's identifiable net assets is recorded as goodwill. If the acquisition cost is less than the fair value of the net assets acquired, the difference is recognized directly in the consolidated statements of comprehensive income. Contingent consideration is included in total consideration and is recognized at its fair value as at the acquisition date.

Titanium Transportation Group Inc.

Notes to Condensed Consolidated Interim Financial Statements

Six months ended June 30, 2023 and 2022

(Tabular amounts in '000 Canadian dollars, unless otherwise noted)

(unaudited)

2. BASIS OF PRESENTATION - continued

Statement of Compliance

These condensed consolidated interim financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") and with IAS 34, Interim Financial Reporting, as issued by the International Accounting Standards Board ("IASB"). These condensed consolidated interim financial statements do not include all of the information required for full annual financial statements and should be read in conjunction with the most recent annual consolidated financial statements of the Company, including the notes thereto, for the year ended December 31, 2022.

These condensed consolidated interim financial statements have been prepared by and are the sole responsibility of the Company's management.

These condensed consolidated interim financial statements were authorized for issue by the Board of Directors on August 14, 2023.

Basis of Measurement

These condensed consolidated interim financial statements have been prepared on a going concern basis using historical cost, except for assets and liabilities acquired in business combinations, which are measured at fair value at the acquisition date.

Functional and Presentation Currency

These condensed consolidated interim financial statements are presented in Canadian dollars ("CAD"), which is the functional currency of the Company and its wholly owned subsidiaries unless otherwise stated. All financial information presented has been rounded to the nearest thousands of dollar, except per share amounts and where otherwise indicated.

Items included in the condensed consolidated interim financial statements of all of the Company's subsidiaries are measured using the currency of the primary economic environment in which the subsidiary operates (the "functional currency"). The Company identified that all of their subsidiaries with the exception of one have a functional currency of the Canadian Dollar. Titanium American Logistics Inc. in the United States, a wholly owned subsidiary incorporated in fiscal 2019, was determined to have a functional currency of the United States Dollar ("USD").

Seasonality of Interim Operations

The activities of the Company are subject to seasonal demand for truck transportation. Historically, the Company has experienced weaker demand in the first quarter, moderate demand in the third and fourth quarters and stronger demand in the second quarter. In addition, harsher winter conditions generally result in lower fuel economy and increased repair costs. Furthermore, the timing of acquisitions and variations in industry conditions could have a considerable impact on quarterly results. Consequently, the results of operations for the interim period are not necessarily indicative of the results of operations for the full year.

Titanium Transportation Group Inc.

Notes to Condensed Consolidated Interim Financial Statements

Six months ended June 30, 2023 and 2022

(Tabular amounts in '000 Canadian dollars, unless otherwise noted)

(unaudited)

3. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies described in the Company's annual consolidated financial statements have been applied consistently to all periods presented in these condensed consolidated interim financial statements, unless otherwise indicated. The accounting policies have been applied consistently by all subsidiaries.

Use of Judgment

The preparation of these condensed consolidated interim financial statements in accordance with IFRS, requires management to make judgments that affect the application of accounting policies and the interpretation of accounting standards. Management periodically reviews its judgments and underlying assumptions with regards to the significant items outline below. Readers are cautioned that the foregoing list is not exhaustive and other items may also be affected by judgment.

- a) *Impairment of intangible assets* - Goodwill and intangible assets that have an indefinite life are not subject to amortization and are tested annually for impairment, or more frequently if events or changes in circumstances indicate that assets or the cash-generating unit ("CGU") might be impaired. Other assets are tested for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognized for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable is the higher of an asset's fair value less costs of disposal and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash inflows which are largely independent of the cash inflows from other assets or groups of assets (CGU). The Company must determine its CGU units grouping for the purpose of goodwill impairment testing. These CGU's consist of the Companies operating units: trucking and logistics.
- b) *Business combinations* – Tangible assets acquired as part of a business combination are valued based on management estimates of current market values, recent selling activity and third party valuations. Intangible assets are valued based on future discounted expected cash flows, customer attrition and workforce turnover. Discount rates are estimated based on industry averages, company size and capital structure.
- c) *Lease contracts* – Lease contracts with extensions, terminations or early buyout options are evaluated based on management judgement on whether it is reasonably certain that the option will be exercised. Management considers all relevant factors and economic incentives such as current market values of underlying asset, recent market renewals and third party valuations. In addition, management also evaluate relevant factors such as bank mortgage rate, interest rates and borrowing conditions when assessing the incremental borrowing rate to measure the lease liability.

Titanium Transportation Group Inc.

Notes to Condensed Consolidated Interim Financial Statements

Six months ended June 30, 2023 and 2022

(Tabular amounts in '000 Canadian dollars, unless otherwise noted)

(unaudited)

3. SIGNIFICANT ACCOUNTING POLICIES - continued

Use of Estimates and Assumptions

The preparation of condensed consolidated interim financial statements in accordance with IFRS, requires management to make estimates and assumptions which affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the condensed consolidated interim financial statements and the reported amounts of revenues and expenses for the period. Management makes estimates based on specific facts or circumstances as well as past experiences. Management periodically reviews its estimates and underlying assumptions with regards to the significant items outline below. Due to the inherent uncertainty involved with making such estimates, actual results could differ from those reported. As adjustments become necessary, they are reported in the condensed consolidated interim statement of comprehensive income in the period in which they become known. Readers are cautioned that the foregoing list is not exhaustive and other items may also be affected by estimates. Actual results could differ materially from these estimates, in which case the impact would be recognized in the consolidated financial statements in future periods.

- a) *Impairment of indefinite life intangible assets* – An impairment loss is recognized for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs of disposal and value in use. The determination of value in use requires the estimation and discounting of expected future cash flows which involves key estimates related to future growth rates, terminal growth rate, post-tax discount rate.
- b) *Impairment of trade and other receivables* – An allowance for lifetime expected credit losses is established based on a combined approach of specific account identification and the use of a provision matrix. Management regularly analyzes its approach and exposure to credit loss based on an analysis of all relevant current information as well as historical trends.
- c) *Depreciation and impairment of property and equipment and Right of Use Assets* – Estimates of useful lives for straight line depreciation are based on management's historical experience and are reviewed on an ongoing basis. Property and equipment, as well as Right-of-Use Assets, is assessed for impairment when events or changes in circumstances indicate that the Company may not be able to recover its carrying value.
- d) *Share-based payments* – Management estimates expected volatility, the expected life of the instrument and expected forfeitures when valuing share-based payments. Volatility is estimated based on historical trading data. The expected life of the instrument and expected forfeitures is based on past experience.
- e) *Provisions* – Estimates of expected settlements arising from matters involving litigation or accident claims are based on information provided by legal counsel or insurance professionals.
- f) *Income Taxes* – Deferred tax balances are estimated based on expected future tax rates and the probability of future taxable income needed to realize deferred tax assets. Expected future tax rates are based on currently enacted tax rates or pronounced changes. Future taxable income is based on past performance and future expected conditions.

Titanium Transportation Group Inc.

Notes to Condensed Consolidated Interim Financial Statements

Six months ended June 30, 2023 and 2022

(Tabular amounts in '000 Canadian dollars, unless otherwise noted)

(unaudited)

3. SIGNIFICANT ACCOUNTING POLICIES - continued

New Standards Adopted

IAS 12, Income Taxes, was amended in May 2021 which clarified the issues surrounding *Deferred Tax related to Assets and Liabilities arising from a Single Transaction* by IASB. The IASB specified that the initial recognition exemption does not apply to transactions in which equal amounts of deferred tax assets and liabilities arise on the initial recognition. The amendments are effective for annual reporting periods beginning on or after January 1, 2023. The adoption of this interpretation did not have a material impact on the condensed consolidated interim financial statements.

IAS 8, Accounting Policies, Changes in Accounting Estimates and Errors was amended in February 2021 through the publication of *Definition of Accounting Estimates (Amendments to IAS 8)* by the IASB to help distinguish between accounting policies and accounting estimates. The amendments changed the definition for accounting estimates, clarifying that they are monetary amounts in the financial statements that are subject to measurement uncertainty. The amendments also clarify the relationship between accounting policies and accounting estimates by specifying that a company develops an accounting estimate to achieve the objective set out by an accounting policy. The amendments are effective for annual reporting periods beginning on or after January 1, 2023. The adoption of this interpretation did not have a material impact on the condensed consolidated interim financial statements.

New Standards not yet adopted

IAS 1, Presentation of Financial Statements, was amended in January 2020. The IASB clarified the classification of liabilities as current or non-current by removing the requirement for a right to defer settlement or roll over of a liability for at least twelve months to be unconditional. Instead, such a right must exist at the end of the reporting period. The amendments are effective for annual reporting periods beginning on or after January 1, 2024. The Company has not early adopted these amendments.

Other accounting standards or amendments to existing accounting standards that have been issued, but have future effective dates, are either not applicable or are not expected to have a significant impact on the Company's condensed consolidated interim financial statements.

Titanium Transportation Group Inc.

Notes to Condensed Consolidated Interim Financial Statements

Six months ended June 30, 2023 and 2022

(Tabular amounts in '000 Canadian dollars, unless otherwise noted)

(unaudited)

4. OPERATING SEGMENTS

The Company's business activities are made up of two main segments: Truck Transportation and Logistics. The Truck Transportation segment represents the pickup and delivery of full loads across Canada and the United States using a van, flatbed or other specialized equipment. The Logistics segment represents the brokering of freight across North America. The Company's CEO reviews internal management reports for each operating segment on a monthly basis. Operating segment results that are reported include items directly attributable to each operating segment, as well as those that can be allocated on a reasonable basis. Unallocated items ("Corporate") are comprised mainly of expenses required to operate a publicly traded and multi-entity organization.

	Truck Transportation	Logistics	Corporate	Elimination	Total
Three months ended June 30, 2023					
Revenue - external	47,710	52,669	-	-	100,379
Revenue - internal	1,560	-	-	(1,560)	-
Total revenue	<u>49,270</u>	<u>52,669</u>	<u>-</u>	<u>(1,560)</u>	<u>100,379</u>
Depreciation	6,516	185	-	-	6,701
Finance costs	1,622	276	-	-	1,898
Finance income	(75)	-	(120)	-	(195)
Income (loss) before income taxes	1,282	3,655	(198)	-	4,739
Income taxes (recoveries)	475	932	(38)	-	1,369
Capital expenditures	<u>17,888</u>	<u>181</u>	<u>-</u>	<u>-</u>	<u>18,069</u>
Three months ended June 30, 2022					
Revenue - external	57,559	78,624	-	-	136,183
Revenue - internal	1,056	-	-	(1,056)	-
Total revenue	<u>58,615</u>	<u>78,624</u>	<u>-</u>	<u>(1,056)</u>	<u>136,183</u>
Depreciation	5,757	120	-	-	5,877
Finance costs	930	83	-	-	1,013
Finance income	(42)	-	-	-	(42)
Income (loss) before income taxes	3,647	8,221	(1,544)	-	10,324
Income taxes (recoveries)	1,066	2,077	(396)	-	2,747
Capital expenditures	<u>17,030</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>17,030</u>

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4. OPERATING SEGMENTS - continued

	Truck Transportation	Logistics	Corporate	Elimination	Total
Six months ended, June 30, 2023					
Revenue - external	97,783	108,918	-	-	206,701
Revenue - internal	3,048	-	-	(3,048)	-
Total revenue	100,831	108,918	-	(3,048)	206,701
Depreciation	13,316	352	-	-	13,668
Finance costs	3,023	533	-	-	3,556
Finance income	(151)	-	(152)	-	(303)
Income (loss) before income taxes	3,072	7,835	(1,126)	-	9,781
Income taxes (recoveries)	1,086	2,009	(271)	-	2,824
Capital expenditures	37,108	181	-	-	37,289
Six months ended, June 30, 2022					
Revenue - external	105,629	166,541	-	-	272,170
Revenue - internal	2,326	-	-	(2,326)	-
Total revenue	107,955	166,541	-	(2,326)	272,170
Depreciation	11,082	239	-	-	11,321
Finance costs	1,755	176	-	-	1,931
Finance income	(93)	-	-	-	(93)
Income (loss) before income taxes	3,762	17,163	(2,453)	-	18,472
Income taxes (recoveries)	1,123	4,429	(625)	-	4,927
Capital expenditures	28,986	-	-	-	28,986

Revenue is attributed to geographical locations based on the location of the origin of the service. All of the Company's assets are located in Canada.

	3 months ended June 30 2023	3 months ended June 30 2022	6 months ended June 30 2023	6 months ended June 30 2022
Canada	48,606	58,277	98,817	115,164
United States	51,773	77,906	107,884	157,006
	100,379	136,183	206,701	272,170

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5. FINANCE LEASE RECEIVABLES

During the six month period ended June 30, 2023, the Company entered into new finance leases totaling \$3.3 million which are receivable over 24 to 72 months with interest rates ranging from 4.25% to 8.00%.

6. PROPERTY AND EQUIPMENT

	Land, Buildings and Leaseholds	Furniture and Equipment	Rolling Stock	Total
Cost				
Balances, December 31, 2022	23,572	3,700	148,935	176,207
Other additions	91	65	37,286	37,442
Acquired through business combinations	-	-	-	-
Reacquisition - Rolling stock	-	-	592	592
Sale of rolling stock relating to finance lease receivables	-	-	(3,098)	(3,098)
Purchase of lease assets	-	-	-	-
Other disposals	-	-	(21,322)	(21,322)
Balances, June 30, 2023	23,663	3,765	162,393	189,821
Accumulated depreciation				
Balances, December 31, 2022	3,506	3,427	37,688	44,621
Depreciation	372	119	11,264	11,755
Sale of rolling stock relating to finance lease receivables	-	-	(150)	(150)
Other disposals	-	-	(13,814)	(13,814)
Balances, June 30, 2023	3,878	3,546	34,988	42,412
Net carrying amounts				
At December 31, 2022	20,066	273	111,247	131,586
At June 30, 2023	19,785	219	127,405	147,409

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7. RIGHT OF USE ASSETS

	Land and Buildings	Furniture and Equipment	Rolling Stock	Total
Cost				
Balances, December 31, 2022	19,293	1,532	13,950	34,775
Other additions	181	-	-	181
Other disposals	-	-	(1,468)	(1,468)
Balances, June 30, 2023	19,474	1,532	12,482	33,488
Accumulated depreciation				
Balances, December 31, 2022	4,266	1,532	3,294	9,092
Depreciation	1,113	-	800	1,913
Other disposals	-	-	(645)	(645)
Balances, June 30, 2023	5,379	1,532	3,449	10,360
Net carrying amounts				
At December 31, 2022	15,027	-	10,656	25,683
At June 30, 2023	14,095	-	9,033	23,128

8. GOODWILL AND INTANGIBLES

	Goodwill	Customer Lists	Total
Balances, December 31, 2022	4,335	5,382	9,717
Amortization	-	(655)	(655)
Balances, June 30, 2023	4,335	4,727	9,062

9. LONG-TERM DEBT

Terms and conditions of outstanding long-term debt are as follows:

	Effective Interest Rate	Year of Maturity	Carrying Amount
Bank indebtedness	PRIME+0.50%	N/A	11,002
Acquisition loan	PRIME+0.50%	2024	4,875
Loans payable	2.00% - 7.25%	2023-2031	109,905
Finance lease liabilities	0.99% - 10.32%	2023-2027	20,238
			146,020
Current portion			39,900
			106,120

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10. SHARE CAPITAL

Authorized

Unlimited number of common shares with no par value

	Common Shares #	Share Capital \$
Issued		
Balances, December 31, 2022	45,122,621	51,005
Shares issued as part of share purchase plan	308,651	580
Shares repurchase and cancelled	(475,045)	(814)
Balances, June 30, 2023	<u>44,956,227</u>	<u>50,771</u>

The Company offers a share purchase plan (the "Plan"), which allows all employees and independent contractors, but excluding insiders of the Company, to contribute up to 5% of their compensation to a maximum of \$9,600 per year towards the purchase of Titanium common shares. Contributions are matched at a rate of 100% by the Company and shares are issued from treasury in order to fund the Plan. In the case of employees, matched shares are subject to a three year vesting period. In the case of independent contractors, matched shares are issued after three years of service. The maximum number of shares approved for issuance under the Plan is reviewed by the Board of Directors annually. Of the shares issued to date, 524,800 (December 31, 2022 - 495,947) have not vested. During the three month and six month period ended June 30, 2023, the Company recognized an expense of \$0.1 million and \$0.3 million (2022 - \$0.1 million and \$0.2 million) relating to the Plan, with a corresponding increase to contributed surplus.

On December 23, 2022, the Company renewed its normal course issuer bid, allowing the Company to purchase up to 2,242,765 of its common shares (the "NCIB"), representing 5% of its issued and outstanding common shares.

During the six month period ended June 30, 2023, the Company repurchased 475,045 (2022 - nil) common shares at a weighted average price of \$2.73 and a total purchase price of \$1.3 million. The excess of the purchase price paid over the carrying value of the shares repurchased, totalled \$0.5 million and was charged to retained earnings as a share repurchase premium.

During the quarter ended June 30, 2023, dividends of \$0.9 million or \$0.02 per common share (2022 - \$0.9 million) were declared and paid by the Company to its shareholders.

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10. SHARE CAPITAL - continued

The weighted average number of common shares outstanding has been calculated as follows:

	3 months ended June 30 2023	3 months ended June 30 2022	6 months ended June 30 2023	6 months ended June 30 2022
Issued common shares, beginning	45,208,461	44,555,284	45,208,461	44,037,513
Effect of unvested common shares	(520,268)	(463,727)	(510,374)	(463,629)
Effect of issued common shares	75,268	65,458	111,406	324,343
Effect of repurchased common shares	(201,385)	-	(237,523)	-
Weighted average number of common shares	44,562,076	44,157,015	44,571,970	43,898,227
Dilutive effect of restricted common shares and stock options	1,139,695	928,832	1,269,004	930,895
Weighted average number of diluted common shares	45,701,771	45,085,847	45,840,974	44,829,122

11. CONTRIBUTED SURPLUS

Share-based compensation expense is comprised of the following:

	3 months ended June 30 2023	3 months ended June 30 2022	6 months ended June 30 2023	6 months ended June 30 2022
Share purchase plan	148	73	306	217
Stock options	88	67	140	136
	236	140	446	353

The Company offers a stock option plan for the benefit of certain of its directors, employees and consultants. The maximum number of shares which may be issued under this plan may not exceed 10% of the number of issued and outstanding shares of the Company. Each stock option entitles its holder to receive one common share upon exercise. The majority of options vest over a period of six years, with half vesting three years from issuance and the other half vesting six years from issuance. The following table summarizes the changes in outstanding stock options:

	Grant #	Exercise Price
Balances, December 31, 2022	2,207,600	1.99
Issued	664,400	2.25
Exercised	(3,300)	1.50
Forfeited	(10,000)	2.60
Balances, June 30, 2023	2,858,700	2.05

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11. CONTRIBUTED SURPLUS - continued

Of the total stock options issued during the period, 260,000 (2022 - 65,000) stock options were issued to key management personnel. The estimated fair value of stock options was calculated using the Black-Scholes option pricing model with the following assumptions: i) the expected life of each stock option is between 3.5 and 8.5 years; ii) the risk free rate is between 2.79% and 3.22%; iii) the dividend yield will be 3.48%; and iv) expected volatility is 56.11%. Volatility was determined using the Company's trading data from the first day of trading to the date of issuance. Variables used in the Black-Scholes option pricing model are based on highly subjective assumptions and any change in the assumptions can materially affect the fair value estimate.

The following table summarizes information about stock options outstanding as at June 30, 2023:

Exercise Price \$	Options Outstanding #	Weighted Average Remaining Life in years	Options Exercisable #
1.50	1,270,500	3.5	1,157,000
2.25	664,400	9.6	-
2.60	713,800	7.6	104,700
2.85	195,000	2.7	195,000
3.00	15,000	8.1	-
2.05	2,858,700	5.9	1,456,700

12. SUPPLEMENTAL CASH FLOW INFORMATION

a) A reconciliation of assets arising from investing activities is as follows:

	Cash Flows		Non-Cash Changes		Balance June 30 2023
	Balance Dec 31 2022		New Leases	Reacquired Leases	
Finance lease receivables	4,137	(1,095)	3,313	(779)	5,576

b) A reconciliation of liabilities arising from financing activities is as follows:

	Cash Flows		Non-Cash Changes		Balance June 30 2023
	Balance Dec 31 2022		New Leases /Loans	Foreign Exchange Movement	
Bank indebtedness	11,078	(546)	-	470	11,002
Acquisition loan	6,125	(1,250)	-	-	4,875
Loan payable	90,041	21,776	-	(1,912)	109,905
Finance lease liabilities	23,073	(2,750)	-	(85)	20,238
	130,317	17,230	-	(1,527)	146,020

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13. RELATED PARTY TRANSACTIONS AND BALANCES

During the period, Trunkeast held a significant portion of the shares of the Company and had de facto control. Neither Trunkeast nor the ultimate parent produce consolidated financial statements available for public use.

	3 months ended June 30 2023	3 months ended June 30 2022	6 months ended June 30 2023	6 months ended June 30 2022
Provided truck transportation services to Vision Extrusions Group Limited, Vision Profile Extrusions Ltd. and Sunview Patio Doors Ltd., companies under common control	4,794	5,431	8,645	9,414
	<u>4,794</u>	<u>5,431</u>	<u>8,645</u>	<u>9,414</u>

Included in trade and other receivables as at June 30, 2023 is a total of \$3.0 million (2022 - \$3.4 million) due from these related companies.

These transactions are in the normal course of operations materially under the same commercial terms and conditions as transactions with unrelated companies and are measured at fair value.

14. WAGES AND CASUAL LABOUR

Included in wages and casual labour are the following:

	3 months ended June 30 2023	3 months ended June 30 2022	6 months ended June 30 2023	6 months ended June 30 2022
Share-based compensation expense	236	140	446	353
Employee benefits	290	255	575	571
Key management personnel:				
Salaries and benefits	482	487	877	857
Share-based compensation expense	48	35	94	70

Board members and executive officers are deemed to be key management personnel.

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15. COMMITMENTS AND CONTINGENCIES

- a) As at June 30, 2023, the Company was committed to purchasing approximately \$23.0 million in rolling stock.
- b) The Company has a letter of credit outstanding for \$0.7 million in favour of Colonnade BridgePort ITF as a security deposit required under the lease for its Bolton head office.
- c) Subsequent to the quarter end, the Company has committed to renting additional office space. The future minimum lease payment for the lease is \$0.7 million for the duration of the lease.
- d) The Company is regularly subject to litigation in the normal course of business. In the opinion of management, the outcome of current pending claims, in aggregate, is not likely to be material to the financial condition or results of operations of the Company.

16. SUBSEQUENT EVENTS

Consistent with the Company's growth strategy to expand into the U.S. markets, Titanium acquired Crane Transport Inc. ("Crane") on July 31, 2023 for consideration of approximately \$69.8 million, consisting of \$44.8 million in cash, funded from the Company's available cash, and \$25.0 million in assumed debt and vendor takeback loan. Titanium also purchased all real estate related to Crane's operations that includes the head office terminal in Georgia and the satellite terminal in Alabama for considerations of \$7.9 million, which includes \$3.1 million in mortgage loan and \$0.8 million in assumed debt. Reflected in these financial statements are transaction costs of \$1.1 million related to this transaction.

As finalized financial statements for Crane as at and for period ended July 31, 2023 are not yet available and the company was so recently acquired, there is insufficient reliable information to provide an estimate of the fair value allocation among the net identifiable assets and liabilities associated with this acquisition, and therefore, such an allocation has not been disclosed. Similarly, there is insufficient information to determine the amount of goodwill acquired, if any, gross contractual amount of trade receivables acquired and the portion thereof that is uncollectible at the acquisition date.

17. COMPARATIVE FIGURES

Certain comparative figures have been reclassified to conform to the December 31, 2022 consolidated financial statements.