APPENDIX 10

Barbados Appendix

(This deals with special matters applicable to TCL Shareholders whose TCL Shares are listed on the Barbados Stock Exchange)

**INTENTIONALLY OMMITTED** 

# **APPENDIX 11**

This Appendix is for the benefit of TCL Shareholders whose TCL Shares are listed on the Jamaica Stock Exchange. It forms part of the Offer Document and should be read with the Offer Documents. In the event of any conflict between this Appendix and the rest of the Offer Document as respects the Acceptance Procedures for TCL Shares listed on the Jamaica Stock Exchange, this Appendix shall prevail.

# Part 1 Important Dates and Times

Date of Announcement of the Offer
Opening Date & Time
First Date on which Acceptances become irrevocable
Announcement of Extension or No Extension
Offer Closing Time
Latest Date for Settlement

December 5, 2016 December 5, 2016 December 13, 2016 by 5.00p.m. December 31, 2016 by 2.00 p.m. January 10, 2017<sup>1</sup> January 24, 2017

If the Offer becomes or is declared unconditional, it will remain open for acceptance for not less than fourteen (14) days from the date on which it would otherwise have expired but if the Offer becomes or is declared unconditional on an expiry date and Sierra had given at least ten (10) days written notice that the Offer would not be open for acceptance beyond the expiry date, then this fourteen (14) day extension will not apply.

### Part 2

#### **Jamaican Regulatory Requirements**

The following information is included in this Offer by virtue of the Securities (Take-over and Mergers) Regulations, 1999 and the Rules of the Jamaica Stock Exchange and also to provide additional information to TCL Shareholders whose TCL Shares are listed on the Jamaica Stock Exchange.

Neither the Financial Services Commission (FSC") nor the Jamaica Stock Exchange ("JSE") assumes any responsibility for the correctness of any statement made, reports contained, or opinions expressed in, the Offer Document (including this Propsectus).

No person has been authorised to give any information or make any representation on behalf of Sierra not contained in this Offer Document and if given or made such information or representation must not be relied upon as having been authorised.

Forward-looking statements in this Appendix are based upon reasonable assumptions and beliefs honestly held by Sierra and must be considered within the context of the economic and political uncertainties inherent in the business world. Sierra does not give any warranty or make any representation that any forward-looking statement will, in fact, be realized or achieved. Forward-looking statements include statements as to the future plans or intentions of Sierra with respect to TCL.

THIS TRANSACTION HAS NOT BEEN APPROVED OR DISAPPROVED BY THE FSC NOR HAS THE FSC PASSED UPON THE ACCURACY, FAIRNESS OR MERITS OF THE OFFER.

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<sup>&</sup>lt;sup>1</sup> Times stated are Jamaica times of day.

(a) The persons listed under column 1 below own directly or indirectly the number of TCL Shares set opposite their respective names in columns 2 and 3 in the table below:

Column 1 Person		Column 2 Direct Ownership	Column 3 Indirect Ownership	
(i)	Sierra	147,994,188 <sup>2</sup>	None	
(ii)	Subsidiary, parent or affiliate of Sierra	None	None	
(iii)	Any Director of Sierra	None	None	
(iv)	Any officer of Sierra	None	None	
(v)	Any person or company holding directly or indirectly more than 10% of Sierra	None	None	

- (b) None of the person listed in the table above have directly or indirectly traded in TCL Shares during the last six (6) months preceding the date of this Offer.
- (c) The conditions attached to the Offer are set out in paragraphs 1.6, 2.4 and in Appendix 1 of this Offer Document. The Offer is also subject to the condition that the JSE shall have indicated, in principle, in writing its willingness to grant approval for the transfer of the TCL Shares arising from acceptances of this Offer to be effected by way of un-interrupted put-through (i.e. block transaction) across the JSE.
- (d) The obligation of Sierra to take up and pay for TCL Shares under the Offer is conditional upon *inter alia* acceptances being received in respect of not less than 10.6% of the outstanding and issued TCL Shares ("the Minimum Tender Threshold") such that the aggregate shareholding of Sierra (taking into account its existing holding of 39.5%) shall not be less than 50.1% of the outstanding and issued TCL Shares after completion of the Offer. Sierra reserves the right to waive the Minimum Tender Threshold and to extend the date on which the Offer can become unconditional.
- (e) The last day on which the Offer can become unconditional is the Closing Date. Note that if the Offer becomes unconditional on the Closing Date it shall be automatically extended by a further fourteen (14) days unless not less than ten (10) days before the Closing Date notice was given by or on behalf of Sierra that the Offer would not be extended beyond the Closing Date.
- (f) Particulars of the method and terms of payment of the cash consideration are stated in <u>Part 2 of this Appendix</u>.
- (g) Any TCL Shares deposited pursuant to the Offer may be withdrawn by or on behalf of accepting TCL Shareholders at any time before the expiration of seven (7) days from the opening date of the Offer. The Opening Date of the Offer is December 5, 2016 and accordingly acceptances will be irrevocably on and after December 13, 2016.
- (h) The financing required to complete the Offer will be provided by Cemex, S.A. B. de C.V. See "**Documents for Inspection**" below. The Offeror is therefore satisfied that the requisite funds will be available to carry out the Offer
- (i) The following is a summary showing the volume of trade and price range of TCL Shares in the six (6) months preceding the opening date of the Offer:

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<sup>&</sup>lt;sup>2</sup> Being approximately 39.5% of the issued ordinary share capital of Trinidad Cement Limited

Month	Traded Volume	Price Range (Low)	Price Range (High)	Offer Premium (Low)	Offer Premium (High)
June	Nil	N/ A	N/A	N/A	N/A
July	Nil	N/A	N/A	N/A	N/A
August	Nil	N/A	N/A	N/A	N/A
September	Nil	N/A	N/A	N/A	N/A
October	Nil	N/A	N/A	N/A	N/A
November	19,066	J\$15.00	J\$58.50	476%	47.69%

N/A means that no trading in TCL Shares occurred in the relevant month.

The foregoing information in this paragraph (i) is extracted from information available from the JSE and was not verified with, or by, Sierra. The Offer Price is TT\$ 4.50. At the prevailing rate of exchange that amount converts to approximately J\$86.40, disregarding any premium or fees which a commercial bank in Jamaica may charge for effecting the conversion of Trinidad and Tobago currency to Jamaica currency. As will be seen from the above table TCL Shares last traded on the Jamaica Stock Exchange at J\$58.50³ and, the effective converted offer price of J\$86.40, represents a premium of approximately 47.69% over that last trading price.

- (j) Sierra has not entered into nor has it proposed the entry into any agreement or arrangement with any of the following persons, namely: (i) any person holding 10% or more of the voting shares or voting rights of TCL or (ii) any officer or director of TCL or (iii) any person who, within the nine (9) month period before the Offer was made, held more than 10% of the voting shares or the voting rights in TCL. Note that as stated in paragraph 7.4 of this Offer Document Sierra's ultimate holding company, Cemex, has a Technical Services Agreement with TCL. See paragraph 7.4 and 7.5 for further details of this Agreement. If a TCL Director retires Sierra may offer such director a consultancy to maintain continuity in TCL. If such a person were to accept any offer of consultancy he would be paid consultancy fees. (See further paragraph (k) below.)
- (k) Sierra has no arrangement or plan to compensate any officer or director for loss of office or in connection with their retaining office or retiring from office if the Offer is successful. If the Offer is successful, Sierra intends to maintain the current Board of Directors of TCL. If any Member of the Board of Directors of TCL shall retire Sierra may consider engaging such Director as a consultant to assist in the continuity of TCL and TCL Group's operations. Any such arrangement which may be made in the future would be made, if the need arises, only in the best interest of TCL as a whole. If a TCL Director retires and is engaged by TCL as a consultant such person would be paid consultancy fees for his services.
- (I) Sierra is not aware of any material change in the financial position or prospects of TCL or its subsidiaries since December 31, 2015, being the date of TCL's last published audited financial

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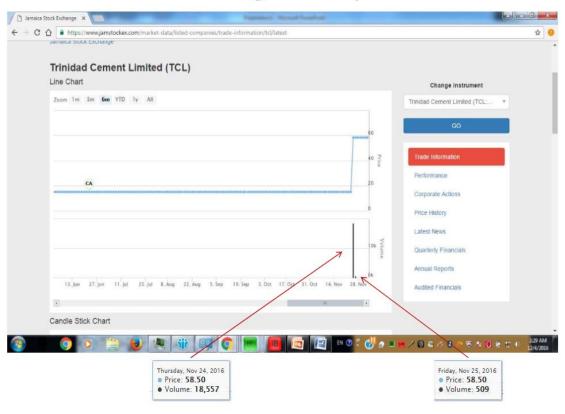
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<sup>&</sup>lt;sup>3</sup> This was as at December 2, 2016, the last trading day preceding the preparation of this Appendix.

- statements. In particular the Company has not declared or paid any dividends during the current financial year.
- (m) Paragraph 9 of the Offer Document sets out in the Sierra's plans if it acquires control of TCL. If that occurs all transaction between TCL and the Cemex Group will be undertaken on a strict arm's length basis to ensure the full protection of all shareholders in TCL.
  - Sierra has no current plan to make any post in TCL redundant or to otherwise re-trench or expand the TCL work force but in the interest of optimizing human resource talent the possibility exists that changes may be made to the management structure. Note also that changes in the outlook for TCL or other economic and other relevant factors impacting on the business may compel Sierra to modify its current plans.
- (n) Paragraph (e) of Part 3 of this Appendix sets out the documents required to be lodged with Sierra's Jamaican Receiving Agent (Jamaica Central Securities Depository Limited) for an acceptance of this Offer to be valid.
- (o) There is no intention, at the present time, to vary the total emoluments receivable by any director of Sierra as a result of the transaction contemplated herein. See however paragraphs (j) and (k) above.
- (p) There are no special arrangements relating to the Offer, between Sierra or any director, past director or shareholders of TCL or any party acting in concert with any of them. Neither Sierra nor any of its Affiliates has acquired any TCL Shares in the past twelve (12) months. See however paragraphs (j) and (k) above.
  - In this sub-paragraph, "special arrangement" includes any indemnity or option arrangement or undertaking, formal or informal, of whatever nature relating to TCL Shares or any securities convertible into rights to subscribe for, or options to acquire, TCL Shares which may be an inducement to deal or refrain from dealing in such shares or securities.
- (q) The Directors of the Offeror (whose names are set out in the Offer Document at paragraph 5.3 above) accept full responsibility for the information contained in this document. To the best of the knowledge and belief of such Directors (who have taken all reasonable care to ensure that such is the case) all such information is in accordance with the facts and the Directors are not aware of any fact the omission of which would make any statement in the Circular misleading. Where information in this Circular has been extracted from publicly available sources or obtained from a named source, the sole responsibility of the Directors of Sierra has been to ensure that such information has been accurately and correctly extracted from those sources and/or reproduced in the Circular in the proper form and context.
- (r) No director or officer of Sierra or any member of their immediate families owns, controls, or is interested in any TCL Shares.
- (s) There is no agreement arrangement or understanding whereby the beneficial ownership of any of the TCL Shares to be acquired by Sierra pursuant to the Offer will be transferred to any other person, save that Sierra reserves the right to transfer any such TCL Shares to any other member of the Cemex Group.
- (t) TCL owns directly and or indirectly 71.4% of the issued ordinary shares of Caribbean Cement Company Limited ("CCCL"). If the Offer is successful CCCL would become a part of the Cemex Group.

- (u) Both JCSD Trustee Services Limited and Sagicor Investments Limited, the latter being a licensed securities dealer, has given and not withdrawn their respective written consent to the issue of the Offer Document with the inclusion therein of references to them in this Appendix in the form and context in which they appear.
- (v) Deloitte has given and not withdrawn its written consent to the issue of the Offer Document with the inclusion therein of references to its Valuation Report in the form and context in which such references appear and to the Sierra making the Report available for inspection by TCL Shareholders.
- (w) JSE cess, on both sides of the transaction, and broker's fees shall be borne by Sierra.
- (x) The following trading chart depicts the trading history of TCL stock as shown in the table at paragraph (i) above:

# TCL Trading Activity in JSE



# PROCEDURE FOR ACCEPTANCE

### How to Tender Shares

- (a) To tender your TCL Shares for acceptance you must complete Box 1 on the <u>Form of Acceptance & Transfer</u> stating the number of TCL Shares that you wish to tender for acceptance. If you do not complete Box 1 it will be assumed that you are tendering all of your TCL Shares. If the number of TCL Shares inserted in Box 1 is greater than the number of TCL Shares registered in your name then it will be assumed that your intend to tender all of your TCL Shares.
- (b) Boxes 2 and 3 state how you wish the cheque in payment for your TCL Shares which are accepted to be delivered to you. Please select one by ticking the relevant Box. If you do not select Box 2 or Box 3 then your cheque will not be dispatched until valid instructions are provided.
- (c) Payment will be paid made in Jamaica currency based on the weighted average selling rate for Trinidad and Tobago dollar (TT\$) in exchange for Jamaica dollar((J\$) on the business date immediately preceding the settlement date. If you wish to be paid in TT\$ then you must tick Box 4.
- (d) You should sign the Form in the space indicated and insert in legible block letters your name below your signature and your address. If the Shares are registered in the names of more than one person then all registered shareholders should sign the Form. There is space on the Form for only two signatures but if there are additional shareholders then get a second Acceptance and Transfer Form and have the additional shareholder(s) sign that Form (without completing Boxes 1, 2 or 3) and staple that additional Form to the main Form on which Boxes 1, 2 or 3 have been completed.
- (e) The <u>Acceptance and Transfer Form</u> duly completed in all respects should then be returned, along with the share certificate(s) in respect of your TCL Shares, by post or by courier or by hand as soon as possible and in any event, so as to be received no later than 2.00 p.m. on January, 10, 2017 to:

JCSD Trustee Services Limited 40 Harbour Street Kingston Re: TCL Shares

If your TCL Shares are held in the Jamaica Central Securities Depository ("JCSD") then you will not need to send in a share certificate.

(f) If you are in doubt as to how to complete the **Form of Acceptance and Transfer**, please contact JCSD Trustee Services Limited, the Receiving Agent or any licensed securities dealer or licensed investment adviser. The contact persons at JCSD Trustee Services Limited are:

Contact Person Telephone numbers e-mail

Robin Levy (876) 976-3271 robinl@jamstockex.com

Michelle Sidar (876) 976-3271 michelle.sidar@jamstockex.com

Acceptance should be dispatched as soon as possible but in any event so as to arrive not later than 4:30 p.m. on January 4, 2016.

# Over-tendering

(f) All TCL Shares tendered from Trinidad, Barbados and Jamaica will be aggregated. If the total number of TCL Shares tendered when added to the 39.5% holding which Sierra already holds in TCL would cause Sierra's aggregate holding to exceed 74.9% ("the Acceptance Threshold") then acceptances across all tendering TCL shareholders will be scaled *down pro rata* (disregarding fractions according to the number of TCL Shares deposited by each tendering TCL Shareholder) so as to limit Sierra's acceptance level to ensure that its aggregate holding, after completion, will not exceed the Acceptance Threshold. If by reason of the forgoing Sierra takes up less than the number of TCL Shares tendered then a share certificate for the un-accepted TCL Shares will be sent to you at your current address shown in the TCL Register of Members or, if your TCL Shares are held in the Jamaica Central Securities Depository, your account in the Depository will be up-dated accordingly and written confirmation will be sent to you by JCSD Trustees Services Limited stating the number of TCL Shares which the Depository will continue to hold in your name.

# If you have lost your Share Certificate

(g) If your share certificate(s) and or other document of title is/are not readily available or is/are lost or destroyed and you wish to tender your TCL Shares then you should nevertheless complete, sign and return the **Acceptance and Transfer Form** in the manner stated above. You may then send a separate note or make a notation on the Acceptance and Transfer Form that your share certificate is missing or lost. Your tender will be processed in the normal way but you will not be paid for your TCL Shares which are accepted unless and until you find and deliver the share certificate as stated in paragraph (e) above or you sign a form of Indemnity for Lost Certificate provided by JCSD Trustees Services Limited. The form of Indemnity for Lost Certificate can be obtained from JCSD Trustee Services or from the Jamaican Sponsoring broker

# Risk of Post and Courier Delivery

(h) All documents sent through the post or by courier to JCSD Trustees Services will be at your risk.

## Offeror's Reservation

(i) The Offeror reserves the right to accept and to treat tenders as valid even though not complete in all respects or not accompanied by the relevant share certificate(s) and/or other documents.

#### Settlement

(j) If the Offer becomes or is declared unconditional in all respects, cheques drawn on a local bank for the cash amount due to you will be dispatched to tendering TCL Shareholders within 2 Business Days after the accepted TCL Shares are transferred to the Offeror on the Jamaica Stock Exchange and, in any event, within 14 days of the close of the Offer; subject to the Jamaica Stock Exchange granting approval for the Shares to be "block transferred across the Exchange to Sierra within such 14 day period. Tendering TCL Shareholders can make special arrangements with JCSD Trustees Services Limited for their payment to be sent instead by wire transfer to their bank account or their account with any securities dealers. If the Offer is withdrawn or is not declared un-conditional before the Expiry Time then all documents tendered in response to the Offer will be returned to the Accepting Shareholders.

### Return of Documents if Offer not completed

(k) If the offer is not completed; that is to say, if Sierra does not take up the TCL Shares tendered by TCL Shareholders then all documents tendered shall be returned, within fourteen (14) after the close of the Offer, through the post to the relevant shareholder tendering the Shares at the address shown in the tender or if no address is

specified then to the latest address of the relevant shareholder shown in TCL's Register of Members. If a shareholder instructs JCSD Trustees, in writing, to hold his document for "pick-up" then JCSD Trustee Services will instead hold the documents and will deliver them to the shareholder upon proof of identity and in return for a signed document receipt. If acceptance is for less than the number of TCL Shares tendered then the relevant share certificate will be split and the share certificate for the balance (i.e. the unaccepted Shares) will be returned to the relevant shareholder in a like manner as above.

In the case of TCL Shares which are held in un-certificated form in the Jamaica Central Securities Depository no balance certificate will be issued. Instead your account in the Depository will be debited with the Shares accepted by Sierra and a statement of account will be sent to you within 14 days after the close of the Offer showing the TCL Shares remaining in your account.

# Assistance & Help Desk

(I) Your securities dealer or bank or lawyer may be willing to provide assistance in completing and delivering the Form of Acceptance and Transfer.

### <u>Announcements</u>

(m) Further announcement or communication with TCL stockholders regarding the Offer will be made (i) subject to the approval of the JSE by publication on the JSE website; (ii) by publication on the website of Sagicor Investments Limited, the Sponsoring Broker or; (iii) by publication in one or more daily newspaper.

# Part 4

#### **DOCUMENTS FOR INSPECTION**

Copies of the following documents will be available for inspection during the hours of 9:00 a.m. to 5:00 p.m. on any Business Day (Saturday, Sunday and public holidays excepted) whilst the Offer remains open for acceptance at the office of:

Patterson, Mair, Hamilton Attorneys-at-law Temple Court 85 Hope Road Kingston 6 Jamaica

- (i) This Offer Document
- (ii) Copy of the constitutional document for Sierra;
- (iii) Certified English translation of the constitutional document for Sierra:
- (iv) Formal valuation of TCL by Deloitte Mexico;
- (v) Availability of Funds Letter from Cemex;
- (vi) TCL's audited financial statements for the last five years ended on December 31st 2015;
- (vii) CEMEX's audited financial statements for the last five years ended on December 31st 2015;
- (viii) Letter of Consent from Deloitte Mexico:

- (ix) Letter of Consent from JCSD Trustee Services Limited;
- (x) Letter of Consent from Sagicor Investment Limited, the Sponsoring Broker.
- (xi) The Annual Reports containing the audited financial statements for TCL for the past three (3) financial years can be viewed at the following web link:
  - (a) TCL 2015 Annual Report: http://www.tclgroup.com/docs/default-document-library/tcl-ar-2015-for-web.pdf The independent auditors report and consolidated financial statements are set out at pages 38 to 43 of the report
  - (b) TCL 2014 Annual Report: <a href="http://www.tclgroup.com/docs/default-document-library/tcl-ar-2014-for-web.pdf">http://www.tclgroup.com/docs/default-document-library/tcl-ar-2014-for-web.pdf</a> The independent auditors report and consolidated financial statements are set out at pages 35 to 40 of the report
  - (c) TCL 2013 Annual Report: http://www.tclgroup.com/docs/default-document-library/tcl-ar13.pdfThe independent auditors report and consolidated financial statements are set out at pages 33 to 39 of the report

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# **FORM OF ACCEPTANCE & TRANSFER**

(For use in respect of TCL Shares listed on the Jamaica Stock Exchange)

For use by shareholders of TRINIDAD CEMENT LIMITED ("TCL") who wish to accept the offer made by SIERRA TRADING ("Sierra") to purchase their registered ordinary stock units in TCL.

THIS DOCUMENT IS IMPORTANT AND REQUIRES YOUR IMMEDIATE ATTENTION. It should be read in conjunction with the accompanying Offer and Take-over Bid Circular dated December 5, 2016 ("the Offer Document"). If you are in doubt as to the action you should take, you are advised to consult a licensed securities dealer, licensed investment advisor, accountant, attorney-at-law or other independent professional advisor. Definitions set out in the Offer Document have the same meanings in this Form of Acceptance and Transfer.

If you have sold your TCL Shares, please send this Form of Acceptance and Transfer along with the Offer Document to the purchaser or to the securities dealer or other agent through whom the sale was effected, for transmission to the purchaser.

#### **ACTION TO BE TAKEN TO ACCEPT THE OFFER**

Please read this form, complete in the box below the number of TCL Shares you wish to tender for sale and then sign at the foot of the Form and complete in block letters your full name and address below your signature(s) as indicated. If the box below is not completed it will be assumed that your tender is for all the TCL Shares registered in your name.

Box 1	
No. of TCL Shares	
Tendered	

#### TO: SIERRA TRADING

- 1. I/WE, being the registered holder(s) of the number of ordinary stock units in the capital of TCL specified above (herein "TCL Shares"), which are not subject to any lien, charge or encumbrances, hereby irrevocably tender for your acceptance such TCL Shares upon the terms and subject to the conditions set out in the Offer Document dated December 5. 2016 and I/we enclose the relevant share certificate(s) or depository statement issued by Jamaica Central Securities Depository Limited ("JCSD") or other document(s) of title in respect of such TCL Shares.
- 2. In the event of the offer becoming unconditional in accordance with the terms thereof my/our signature(s) to this form shall constitute my/our execution of an instrument of transfer of my/our said holding of TCL Shares to you and I/we will execute any further assurances, transfers, consents or other document that may be necessary in connection with such transfer.
- 3. Subject to the Offer becoming unconditional in accordance with the terms thereof I/we hereby authorise and request you to:

Please tick appropriate box

Box 2				
	send by post at my/our risk to me/us at the add otherwise in writing) a cheque in my/our favour		or as instructed	
Box 3				
	hold my/our cheque for collection at the office o	f your receiving agent, JCSD Trustees So	ervices Limited	
Box 4				
	effect payment to me in TT\$. (Note, if this box rate of exchange quoted by the Paying Bank for in over the counter transactions. The Paying B Agent will make payments to TCL Shareholders	r selling TT\$ in exchange for J\$ on the o Bank is the commercial bank through w	date of payment hich the Paying	
certificate(s)	the event that the offer does not become un or other document(s) of title and this form by p ys after the lapsing of the Offer.			
5. By accepting the Offer I/we shall be deemed to <u>represent and warrant</u> to Sierra that I/we (i) have legal authority to sell to Sierra my/our TCL Shares on the terms of the Offer; (ii) that my/our TCL Share deposited for sale pursuant to this Offer Document will be sold free of all liens, charges and other security interests or encumbrances and together with all rights attaching to them and that (iii) the sale by me/us will not violate any Jamaican law including but not limited to anti- money laundering laws and laws relating to the combating of the financing of terrorism and <u>to appoint</u> any director of Sierra as my/our attorney to sign and deliver any further or other instrument of transfer or other document required by the Jamaica Stock Exchange or by TCL or any other person (including any Governmental department or authority) to effect and complete the transfer of my/our TCL Shares to you or your nominee(s).				
	Dated this day of	, 20		
	First Holder	Second Holder		
Signed by: _				
Name:				
	ease complete in block letters)	(Please complete in block letters)		
Address:				
_				
JCSD A/C#	:			

#### Notes:

- (1) All joint holders must sign. A company must affix its seal and an authorised representative must sign. If there are more than two joint holders then the other joint holders should sign and complete section 5 of another Form of Acceptance and Transfer and staple both Forms together before returning them.
- (2) If you wish to accept the Offer, this form duly completed must be forwarded, together with the relevant certificate(s) or JCSD statement or other document(s) of tile for your TCL Shares to (i) JCSD Trustee Services Limited, 40 Harbour Street, Kingston or to (ii) any stockbroker in Jamaica so as to arrive as soon as possible and in any event not later than 2.00 p.m. on January 10, 2016 (or such later date, if any, as may be announced). An acceptance once lodged can be withdrawn at any time before the expiration of seven (7) days from the opening date of the Offer or at any anytime thereafter with the Offeror's consent.
- (3) If prior to receipt of this form you sold or otherwise disposed of part of your TCL Shares then you should call any of the following persons immediately:

 Kevin Donaldson
 1(876) 946 9490

 Kirk Brown
 1(876) 946 9490

(4) Instructions for cheques in settlement of the purchase consideration to be made payable or sent otherwise than to the registered shareholders or, in the case of joint account, to the first-named, will not be accepted.