

**ALJ REGIONAL HOLDINGS, INC.**

**244 Madison Avenue  
PMB #358  
New York, New York 10016**

**(212) 883-0083**

**Quarterly Report for the  
Period Ended  
June 30, 2015**

## ALJ REGIONAL HOLDINGS, INC.

### CAUTIONARY STATEMENT REGARDING FORWARD-LOOKING STATEMENTS

Statements in this Quarterly Report for the Period Ended June 30, 2015 (the "Report") regarding future financial performance, results and conditions and other statements that are not historical facts, including, among others, statements regarding demand for the services offered by each of Faneuil, Inc. ("Faneuil") and Floors-N-More, LLC, dba Carpets N' More ("Carpets"), the ability of Faneuil and Carpets to generate additional sales, manage their expenses and expand their respective businesses, the effect of any legal proceedings, the expectation that potential losses related to a fixed price project will be reimbursed by insurance companies or the general contractor, the ability of the Company's stockholder rights plan to protect its net operating losses, the Company not paying cash dividends in the foreseeable future, the Company's ability to continue to fund its operations and service its indebtedness, the adequacy of the Company's accrual for tax liabilities, management's projection of continued taxable income, and the Company's ability to offset future income against net operating loss carryovers, constitute forward-looking statements. The words "can," "could," "may," "will," "would," "plan," "future," "believes," "intends," "expects," "anticipates," "estimates," and similar expressions are also intended to identify forward-looking statements. These forward-looking statements are based on current expectations and are subject to risks and uncertainties. Actual results or events could differ materially from those set forth or implied by such forward-looking statements and related assumptions due to certain important factors, including, without limitation, the risks set forth under the caption "Risk Factors" below, which are incorporated herein by reference. The Company is also subject to general business risks, including its success in continuing to settle the Company's outstanding obligations from its prior business activities, results of tax audits, adverse state, federal or foreign legislation and regulation, changes in general economic factors, the Company's ability to attract and retain key employees, acts of war or global terrorism, and unexpected natural disasters. Any forward-looking statements included in this Report are made as of the date hereof, based on information available to the Company as of the date hereof, and the Company assumes no obligation to update any forward-looking statements.

## TABLE OF CONTENTS

	<u>Page</u>
<b>ITEM 1. EXACT NAME OF THE ISSUER AND THE ADDRESS OF ITS PRINCIPAL EXECUTIVE OFFICES .....</b>	<b>3</b>
<b>ITEM 2. SHARES OUTSTANDING.....</b>	<b>3</b>
<b>ITEM 3. INTERIM FINANCIAL STATEMENTS.....</b>	<b>4</b>
<b>CONDENSED CONSOLIDATED BALANCE SHEETS (UNAUDITED) .....</b>	<b>5</b>
<b>CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED) .....</b>	<b>7</b>
<b>CONDENSED CONSOLIDATED STATEMENT OF EQUITY (UNAUDITED) .....</b>	<b>8</b>
<b>CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED).....</b>	<b>9</b>
<b>NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED).....</b>	<b>10</b>
<b>ITEM 4. MANAGEMENT’S DISCUSSION AND ANALYSIS OR PLAN OF OPERATION.....</b>	<b>37</b>
<b>ITEM 5. LEGAL PROCEEDINGS .....</b>	<b>37</b>
<b>ITEM 6. DEFAULTS UPON SENIOR SECURITIES.....</b>	<b>37</b>
<b>ITEM 7. OTHER INFORMATION .....</b>	<b>37</b>
<b>ITEM 8. EXHIBITS.....</b>	<b>51</b>
<b>ITEM 9. CERTIFICATION OF CHIEF EXECUTIVE OFFICER AND CHIEF FINANCIAL OFFICER .....</b>	<b>53</b>

**ITEM 1. EXACT NAME OF THE ISSUER AND THE ADDRESS OF ITS PRINCIPAL EXECUTIVE OFFICES**

ALJ Regional Holdings, Inc. (“ALJ” or the “Company”) has its principal mailing address at:

244 Madison Avenue, PMB #358  
New York, NY 10016  
Phone: (212) 883-0083

References to the “Company,” “we,” “us” and “our” are to the consolidated operations of ALJ, including the operations of its subsidiaries, except to the extent the context is intended to refer only to ALJ.

The Company maintains a website at [www.aljregionalholdings.com](http://www.aljregionalholdings.com).

The Company’s investor relations contact is T. Robert Christ, the CFO of the Company. Mr. Christ can be reached at (888) 486-7775.

The Company’s transfer agent is American Stock Transfer & Trust Company, LLC, whose address and phone number are as follows:

American Stock Transfer & Trust Company, LLC  
Operations Center  
6201 15th Avenue  
Brooklyn, NY 11219  
(718) 921-8293

**ITEM 2. SHARES OUTSTANDING**

The Company has only has one class of outstanding stock, the details of which are disclosed in the table below.

	Common Stock Period End Date		
	June 30, 2015	September 30, 2014	September 30, 2013
<b>Number of Shares Authorized</b>	100,000,000	100,000,000	100,000,000
<b>Number of Shares Outstanding</b>	32,863,666	31,278,660	26,744,913

As of June 30, 2015, there were 147 holders of record of the Company’s common stock.

On July 10, 2015, Anna Van Buren, the Chief Executive Officer of Faneuil, and Tarsha Leherr, the Vice President of Operations of Faneuil, exchanged their 32,857 and 3,286 shares of common stock of Faneuil, respectively, for 1,500,000 shares and 150,000 shares of common stock of ALJ, respectively, using an exchange ratio of 45.65 shares of ALJ common stock for each share of Faneuil common stock.

On July 10, 2015, Steve Chesin, the Chief Executive Officer of Carpets, exchanged his 750,000 Class B Preferred Units with a preference amount equal to \$750,000, 75,000 Common Units and 40,000 Equity Award Units of Carpets for 150,000 shares of common stock of ALJ.

On July 10, 2015, Marc Reisch, the Chairman of Phoenix purchased 400,000 shares of common stock of ALJ in a private placement for an aggregate consideration of \$1,520,000.

As a result, the pro forma common shares of ALJ outstanding as of August 15, 2015 were 35,113,666.

**ITEM 3. INTERIM FINANCIAL STATEMENTS**

**ALJ REGIONAL HOLDINGS, INC.  
CONDENSED CONSOLIDATED BALANCE SHEETS (UNAUDITED)**

	<u>June 30, 2015</u>	<u>September 30, 2014</u>
<b>ASSETS</b>		
<b>Current assets:</b>		
Cash and cash equivalents	\$ 7,070,940	\$ 10,078,301
Accounts receivable, less allowance for doubtful accounts of \$2,134,247 at June 30, 2015 and \$1,615,964 at September 30, 2014	25,654,637	25,441,827
Inventory	2,828,897	1,999,028
Prepaid expenses and other current assets	6,366,856	5,680,490
Deferred taxes	-	-
Total current assets	\$ 41,921,330	\$ 43,199,646
Property, plant and equipment	27,221,576	19,687,285
Less accumulated depreciation and amortization	(13,945,697)	(10,626,241)
Property, plant and equipment, net	13,275,879	9,061,044
<b>Other assets:</b>		
Goodwill	22,283,308	22,283,308
Intangible assets, net of amortization	15,198,454	16,779,458
Other assets	119,279	183,513
Investment in Bellator	102,077	102,077
Deferred loan costs, net	155,474	215,072
Deferred tax asset	5,446,581	5,446,581
Total other assets	43,305,173	45,010,009
<b>Total assets</b>	<b>\$ 98,502,382</b>	<b>\$ 97,270,699</b>

(continued on following page)

**ALJ REGIONAL HOLDINGS, INC.**  
**CONDENSED CONSOLIDATED BALANCE SHEETS (UNAUDITED)**

(continued)

	June 30, 2015	September 30, 2014
<b>LIABILITIES AND STOCKHOLDERS' EQUITY</b>		
<b>Current liabilities:</b>		
Accounts payable	\$ 4,169,278	\$ 5,852,612
Accrued expenses	7,068,466	8,480,239
Income taxes payable	203,325	251,206
Current portion of notes payable	3,800,000	4,656,789
Current portion of deferred revenue	491,110	2,294,667
Current portion of capital lease obligations	823,928	43,388
Current portion of workmen's compensation reserve	709,434	709,234
Customer deposits	1,419,463	437,921
Other liabilities	935,771	427,175
Liabilities related to discontinued operations	298,466	298,466
<b>Total current liabilities</b>	<b>\$ 19,919,241</b>	<b>\$ 23,451,697</b>
<b>Non-current liabilities:</b>		
Line of credit	2,332,958	-
Workmen's compensation reserve, less current portion	1,234,025	1,240,600
Unearned revenue	28,358	112,607
Notes payable, less current portion	12,350,000	16,400,000
Deferred revenue, less current portion	260,421	596,395
Deferred tax liability	5,446,581	5,446,581
Other liabilities	734,043	813,413
Capital lease obligations, less current portion	1,317,641	-
Non-controlling interest	1,585,833	1,381,959
<b>Total liabilities</b>	<b>\$ 45,209,101</b>	<b>\$ 49,443,252</b>
<b>Commitments and contingencies</b>		
<b>Stockholders' equity (deficiency):</b>		
Common stock, \$0.01 par value; authorized - 100,000,000 shares; 32,863,666 and 31,278,660 issued and outstanding at June 30, 2015 and September 30, 2014	328,626	312,786
Additional paid-in capital	267,109,096	267,917,729
Accumulated deficit	(214,115,413)	(219,586,160)
Treasury stock - 25,000 shares at June 30, 2015 and 138,627 shares at September 30, 2014, at cost	(29,028)	(816,908)
<b>Total stockholders' equity</b>	<b>53,293,281</b>	<b>47,827,447</b>
<b>Total liabilities and stockholders' equity</b>	<b>\$ 98,502,382</b>	<b>\$ 97,270,699</b>

See accompanying notes to condensed consolidated financial statements.

**ALJ REGIONAL HOLDINGS, INC.**  
**CONDENSED CONSOLIDATED STATEMENTS OF OPERATIONS (UNAUDITED)**

	Nine Months Ended June 30,		Three Months Ended June 30,	
	2015	2014	2015	2014
NET REVENUE	\$ 151,763,653	\$ 105,566,565	\$ 48,711,313	\$ 43,324,978
<b>COSTS AND EXPENSES</b>				
Cost of revenue	121,502,911	81,127,810	39,450,854	32,978,587
Selling, general and administrative	18,396,536	10,905,814	6,603,133	4,607,079
Depreciation and amortization	4,698,759	2,793,263	1,608,148	1,145,015
Total cost of operations	144,598,206	94,826,887	47,662,135	38,730,681
Income from operations	7,165,447	10,739,678	1,049,178	4,594,297
<b>OTHER INCOME (EXPENSE)</b>				
Interest and dividend income	10,546	14,484	7,567	3,252
Interest expense	(693,969)	(952,100)	(233,937)	(372,276)
Other expense	(121,370)	-	(31,370)	-
Total other income (expense)	(804,793)	(937,616)	(257,740)	(369,024)
<b>INCOME FROM OPERATIONS BEFORE INCOME TAXES AND NON-CONTROLLING INTEREST</b>				
	6,360,654	9,802,062	791,438	4,225,273
INCOME TAXES	(686,034)	(705,026)	(114,384)	(261,019)
<b>INCOME BEFORE NON-CONTROLLING INTEREST</b>				
	5,674,620	9,097,036	677,054	3,964,254
<b>NON-CONTROLLING INTEREST</b>				
	(203,873)	(310,142)	(27,982)	(126,892)
NET INCOME	5,470,747	8,786,894	649,072	3,837,362
<b>NET INCOME (LOSS) PER COMMON SHARE -</b>				
Basic	\$0.17	\$0.31	\$0.02	\$0.13
Dilutive	\$0.16	\$0.27	\$0.02	\$0.11
<b>WEIGHTED AVERAGE NUMBER OF COMMON SHARES OUTSTANDING</b>				
Basic	32,071,163	28,244,913	33,014,350	30,444,913
Dilutive	34,483,663	32,328,247	34,464,350	33,832,413

See accompanying notes to condensed consolidated financial statements.

**ALJ REGIONAL HOLDINGS, INC.**  
**CONDENSED CONSOLIDATED STATEMENT OF EQUITY (UNAUDITED)**  
**NINE MONTHS ENDED JUNE 30, 2015**

	Common Stock		Additional Paid-in Capital	Accumulated Deficit	Treasury Stock	Total
	Shares	Amount				
Balances at September 30, 2014	31,278,660	\$ 312,786	\$ 267,917,729	\$ (219,586,160)	\$(816,908)	\$47,827,447
Share-based compensation:			108,901			108,901
Exercise of options	2,041,000	20,400	820,600			841,000
Retirement of treasury stock	(455,994)	(4,560)	(1,738,134)		787,880	(954,814)
Net income				5,470,747		5,470,747
Balances at June 30, 2015	32,863,666	\$ 328,626	\$ 267,109,096	\$ (214,115,413)	\$ (29,028)	\$53,293,281

See accompanying notes to condensed consolidated financial statements.



**ALJ REGIONAL HOLDINGS, INC.**  
**CONDENSED CONSOLIDATED STATEMENTS OF CASH FLOWS (UNAUDITED)**

	Nine Months Ended June 30,	
	2015	2014
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Net income	\$ 5,470,747	\$ 8,786,894
Adjustments to reconcile net income to net cash provided by (used in) operating activities:		
Depreciation and amortization	4,698,760	2,013,581
Stock-based compensation	108,901	200,516
Provision for doubtful accounts	118,973	624,888
Amortization of deferred loan costs	59,598	-
Non-controlling interest	203,874	310,134
Loss on the sale of intangible assets	81,700	-
Changes in operating assets and liabilities:		
(Increase) decrease in -		
Accounts receivable, net	(331,783)	(4,897,554)
Net deferred taxes	-	-
Inventories	(829,869)	(1,360,941)
Other assets	64,234	(45,917)
Prepaid expenses and other receivables	(626,366)	211,033
Increase (decrease) in -		
Accounts payable	(1,683,334)	377,646
Accrued expenses	(1,411,773)	2,626,801
Workman's compensation reserve	(6,375)	394,785
Deferred revenue	(2,139,531)	363,333
Unearned revenue	(84,249)	(224,766)
Customer deposits	981,542	384,925
Other liabilities	429,226	110,885
Income taxes payable	(47,881)	705,025
<b>NET CASH (USED IN) PROVIDED BY OPERATING ACTIVITIES</b>	<b>5,056,394</b>	<b>10,581,268</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of Faneuil	-	(19,091,201)
Purchase of Carpets	-	(5,254,104)
Proceeds from the sale of intangible assets	60,000	-
Purchase of fixed assets	(7,534,291)	(2,669,353)
Proceeds from sale of non-controlling interest in Faneuil	-	-
<b>NET CASH USED IN INVESTING ACTIVITIES</b>	<b>(7,474,291)</b>	<b>(27,014,658)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Repayment on Faneuil's M&T note payable	(2,850,000)	-
Repayment on ALJ's M&T note payable	(2,000,000)	-
Proceeds from the sale of ALJ Stock	-	2,240,000
Proceeds from the sale of non-controlling interest in Faneuil	-	1,100,000
Repurchase of treasury stock	(954,814)	-
Proceeds from the issuance of M&T note payable to ALJ	-	2,000,000
Capital lease obligations	2,098,181	(263,448)
Repayment on Faneuil's Harland Clarke note payable	-	(2,760,058)
Repayment on Carpet's notes payable	(56,789)	-
Proceeds from exercise of stock options	841,000	-
Proceeds from Carpet's line of credit	2,332,958	-
<b>NET CASH PROVIDED BY (USED IN) FINANCING ACTIVITIES</b>	<b>(589,464)</b>	<b>2,316,494</b>
<b>NET CASH (USED IN) OPERATING, INVESTING AND FINANCING ACTIVITIES</b>	<b>(3,007,361)</b>	<b>(14,116,896)</b>
<b>CASH AND CASH EQUIVALENTS</b>		
Net (decrease)	(3,007,361)	(14,116,896)
Balance at beginning of period	10,078,301	27,825,326
Balance at end of period	7,070,940	13,708,430
<b>SUPPLEMENTAL CASH FLOW INFORMATION</b>		
Cash paid for -		
Interest	690,107	577,073
Taxes	1,002,149	-

On October 18, 2013, the Company issued 3,000,000 shares as partial consideration for the purchase of Faneuil.  
On June 30, 2015, the Company retired 455,994 shares of Treasury Stock.

See accompanying notes to condensed consolidated financial statements.

**ALJ REGIONAL HOLDINGS, INC.**  
**NOTES TO CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED)**  
**JUNE 30, 2015**

**1. Organization and Basis of Presentation**

**Basis of Presentation**

The accompanying consolidated financial statements include the accounts of ALJ Regional Holdings, Inc. (“ALJ” or the “Company”), and its direct and indirect wholly and majority-owned subsidiaries. The consolidated financial statements have been prepared in accordance with generally accepted accounting principles in the United States of America. All inter-company items and transactions have been eliminated in consolidation.

As described in more detail under Note 3 below, on October 18, 2013, ALJ acquired substantially all of the capital stock of Faneuil from Harland Clarke Holdings Corp., a wholly owned subsidiary of MacAndrews & Forbes Holdings Inc. (“Harland Clarke”), pursuant to a stock purchase agreement, dated October 18, 2013, by and among ALJ, Anna Van Buren, Faneuil’s Chief Executive Officer, as an individual purchaser, and Harland Clarke. On July 10, 2015, ALJ exchanged 100% of the minority interest in Faneuil for common stock in ALJ. As a result, Faneuil is now a wholly owned subsidiary of ALJ. Faneuil is a leading provider of outsourcing and co-sourced services to both commercial and government entities in the healthcare, utility, toll and transportation industries.

Effective April 1, 2014, as further described in Note 4 below, ALJ acquired substantially all of the equity interests of Floors-N-More, LLC, dba, Carpets N’More (“Carpets”). On July 10, 2015, ALJ exchanged 100% of the minority interest in Carpets for common stock in ALJ. As a result, Carpets is now a wholly owned subsidiary of ALJ. Carpets is one of the largest floor covering retailers in Las Vegas and a provider of multiple products for the commercial, retail and home builder markets, including all types of flooring, countertops, cabinets, window coverings and garage/closet organizers, with five retail locations, as well as a stone and solid surface fabrication facility.

Effective August 9, 2015, as further described in Note 5 below, ALJ acquired all of the capital stock of Phoenix Color Corp. (“Phoenix”) from Visant Corporation (“Visant”). Phoenix is a leading manufacturer of book components, educational materials and related products producing value-added components, heavily illustrated books and specialty commercial products using a broad spectrum of materials and decorative technologies.

Therefore, the interim financial statements set forth below reflect the operations of ALJ for the period of October 1, 2013 through October 18, 2013, the consolidated operations of ALJ and Faneuil for the period of October 19, 2013 through March 31, 2014 and the consolidated operations of ALJ, Faneuil and Carpets for the period from April 1, 2014 through June 30, 2015. Since the acquisition of Phoenix occurred after June 30, 2015, ALJ did not include the results of operations of Phoenix in its consolidated financial statements for the period ending June 30, 2015. Beginning August 9, 2015, ALJ will include the results of operations of Phoenix in its consolidated financial statements.

The accompanying condensed consolidated financial statements are unaudited, but in the opinion of Company management, contain all adjustments, which include normal recurring accruals, necessary to present fairly the financial position at June 30, 2015 and September 30, 2014, the results of operations for the nine months ended June 30, 2015 and 2014, and the cash flows for the nine months ended June 30, 2015 and 2014.

Certain information and footnote disclosures normally included in financial statements that have been prepared in accordance with generally accepted accounting principles have been condensed or omitted, although management of the Company believes that the disclosures contained in these financial statements are adequate to make the information presented therein not misleading.

The Company has organized its business and corporate structure along the following business segments: Faneuil, Carpets and Phoenix. ALJ is being reported as corporate overhead.

### Liquidity and Capital Resources

For the nine months ended June 30, 2015, the Company recognized net income of \$5.5 million and generated positive cash flow from operating activities of \$5.1 million, offset by cash used in investing activities of \$7.5 million and financing activities of \$0.6 million. The Company had an accumulated deficit of \$214.1 million and stockholder's equity of \$53.3 million at June 30, 2015.

For the nine months ended June 30, 2014, the Company recognized net income of \$8.8 million and generated positive cash flow from operating activities of \$10.6 million and financing activities of \$2.3 million, partially offset by cash used from investing activities of \$27.0 million, primarily related to the use of cash in the purchase of Faneuil of \$19.1 million and in the purchase of Carpets of \$5.3 million. The Company had an accumulated deficit of \$226.4 million and stockholder's equity of \$41.5 million at June 30, 2014.

On July 11, 2015, ALJ entered into a stock purchase agreement with Visant to acquire 100% of the common stock of Phoenix. The transaction closed August 14, 2015, with effect to the acquisition as of August 9, 2015. The aggregate consideration for the acquisition, subject to certain closing adjustments, was \$88.6 million.

Effective August 14, 2015, ALJ entered into a financing agreement with Cerberus Business Finance, LLC ("Cerberus"), to borrow \$105 million in a term loan ("Cerberus Term Loan") and have available up to \$30 million in a revolver ("Cerberus/PNC Revolver"), of which \$2 million was drawn at the close of the stock purchase of Phoenix. The proceeds of these facilities were used together with cash on hand plus the proceeds from the sale of ALJ stock described below to fund the acquisition and refinance the outstanding obligations of ALJ, Faneuil and Carpets and to provide working capital facilities to all three of ALJ's subsidiaries and ALJ.

On July 10, 2015, Marc Reisch, the Chairman of Phoenix purchased 400,000 shares of common stock of ALJ in a private placement for an aggregate consideration of \$1,520,000.

On August 14, 2015, ALJ refinanced its outstanding borrowings and agreements with M&T Bank, including the Faneuil Term Loan for \$15.9 million, Carpets Revolver for \$2.2 million, ALJ Revolver for \$0.3 million and Faneuil Revolver for \$0, with Cerberus and PNC.

On July 10, 2015, Anna Van Buren, the Chief Executive Officer of Faneuil, and Tarsha Leherr, the Vice President of Operations of Faneuil, exchanged their 32,857 and 3,286 shares of common stock of Faneuil, respectively, for 1,500,000 shares and 150,000 shares of common stock of ALJ, respectively, using an exchange ratio of 45.65 shares of ALJ common stock for each share of Faneuil common stock. In addition, on July 10, 2015, Ms. Van Buren entered into an amended and restated employment agreement with Faneuil and waived her option to purchase 60,000 shares of Faneuil's common stock.

On July 10, 2015, Steve Chesin, the Chief Executive Officer of Carpets, exchanged his 750,000 Class B Preferred Units with a preference amount equal to \$750,000, 75,000 Common Units and 40,000 Equity Award Units of Carpets for 150,000 shares of common stock of ALJ.

As a result of these three exchanges and the purchase of Phoenix, ALJ now owns 100% of each of its subsidiaries.

Since October 1, 2014, ALJ has used \$954,814 to repurchase 235,383 shares of its common stock under its repurchase program.

ALJ believes that its current cash resources will be adequate to fund its operations through June 30, 2016. However, to the extent the Company's estimates are inaccurate or its assumptions are incorrect, the Company may not have sufficient cash resources to fund its operations. In such event, the Company may have to seek additional financing for the business.

A portion of our current borrowings, namely the Cerberus Term Loan and Cerberus/PNC Revolver (\$105 million and \$2.2 million as of the closing date of the Phoenix acquisition), and potential future borrowings, are and may continue to be at variable rates of interest, thus exposing us to interest rate risk. If interest rates increase, our debt service obligations on our variable rate indebtedness would increase even if the amount borrowed remained the same, resulting in a decrease in our net income. For example, if interest rates increased in the future by 100 basis points, based on our current borrowings as of August 14, 2015, we would incur approximately an additional \$1.1 million per annum in interest expense.

## **2. Nature of Operations and Summary of Significant Accounting Policies**

### **Nature of Operations**

ALJ is a holding company, whose primary assets as of June 30, 2015 were substantially all of the outstanding capital stock of Faneuil and Carpets. ALJ acquired Faneuil on October 18, 2013 and acquired Carpets effective April 1, 2014. Effective August 9, 2015, ALJ acquired all of the capital stock of Phoenix. As a result the Company has now organized its business and corporate structure along the following three business segments: Faneuil, Carpets and Phoenix.

Faneuil is a leading provider of call center services, back office operations, staffing services, and toll collection services to government and regulated commercial clients across the United States. The Company is headquartered in Hampton, Virginia.

Carpets is one of the largest floor covering retailers in Las Vegas and a provider of multiple products for the commercial, retail and home builder markets including all types of flooring, countertops, cabinets, window coverings and garage/closet organizers, with five retail locations, as well as a stone and solid surface fabrication facility.

Phoenix is a leading manufacturer of book components, educational materials and related products producing value-added components, heavily illustrated books and specialty commercial products using a broad spectrum of materials and decorative technologies. The Company is headquartered in Hagerstown, Maryland.

### **Cash and Cash Equivalents**

Cash and equivalents include all cash, demand deposits and money market accounts with original maturities of six months or less.

### **Accounts Receivable**

The Company grants credit to its customers generally in the form of short-term trade accounts receivable. Management evaluates the credit risk of its customers utilizing historical data and estimates of future performance.

Accounts receivable are stated at the amount management expects to collect from outstanding balances. When appropriate, management provides for probable uncollectible amounts through a provision for doubtful accounts and an adjustment to the valuation allowance. Management reviews and adjusts this allowance periodically based on the aging of accounts receivable balances, historical write-off experience, customer concentrations, customer creditworthiness and current industry and economic trends. Balances that are still outstanding after management has used reasonable collection efforts are written off through a charge to the valuation allowance and a credit to accounts receivable.

## Stock-Based Compensation

The Company recognizes compensation expense for its equity awards on a straight-line basis over the requisite service period of the award based on the estimated portion of the award that is expected to vest and applies estimated forfeiture rates based on analyses of historical data, including termination patterns and other factors. The Company uses the quoted closing market price of its common stock on the grant date to measure the fair value of restricted stock awards and the Black-Scholes option pricing model to measure the fair value of stock option awards. The expected volatility is based on historical volatilities of the Company's common stock over the most recent period commensurate with the estimated expected term of the awards. The expected term of an award is equal to the midpoint between the vesting date and the end of the contractual term of the award. The risk-free interest rate is based on the rate on U.S. Treasury securities with maturities consistent with the estimated expected term of the awards. The Company has not paid dividends and does not anticipate paying a cash dividend in the foreseeable future and, accordingly, uses an expected dividend yield of zero.

## Inventory

*Carpets.* Inventory, which consists of carpet, wood, vinyl, tile and granite is stated at the lower of cost or market. Cost is determined by using the first-in, first-out (FIFO) method of accounting for inventory, and market represents the lower of cost or estimated net realizable value. Faneuil does not maintain meaningful inventory.

## Property, Plant and Equipment

The Company records property, plant and equipment at cost less accumulated depreciation. Expenditures for maintenance and repairs are charged to expense as incurred. Expenditures for additions, improvements and replacements that extend the useful life of an asset are capitalized. Depreciation is provided on a straight-line basis over the estimated useful lives of such assets. The Company eliminates cost and accumulated depreciation applicable to assets retired or otherwise disposed of from the accounts and reflects any gain or loss on such disposition in operating results.

Depreciation is provided principally over the following useful lives:

Computer and office equipment	3–7 years
Computer software	3–6 years
Furniture and fixtures	7–10 years
Leasehold improvements	Lease term
Equipment under capital leases	Lease term
Equipment	5 years
Vehicles and commercial trucks	5 years

Assets under capital leases include computer equipment and software. Amortization of capital leases is included in depreciation expense in the consolidated statements of income.

## Customer Deposits

*Carpets.* In conjunction with certain of Carpets' residential sales contracts, some customers are required to remit 50% of the contract sales price as a deposit when a sales order is initiated. At any given time, the customer deposits account represents sales orders which span over several months. Upon completion of installation on any job, the Company recognizes the related deposit as revenue.

## Revenue Recognition

*Faneuil.* Revenues associated with outsourcing services are generally recognized by the Company during the period in which the services are rendered. Revenues from time and material contracts are recognized at the contracted rates as labor hours and direct expenses are incurred and charged to costs of revenue. Revenue for call center contracts is recognized at the time calls are received based on the contracted rate per call. Revenues are generally based on staff hours, call time, call volume or number of transactions processed, and are presented net of any allowance or discounts. Payments for development activities are recognized as revenue when earned, over the period of effort.

Revenues from non-refundable up-front payments attributable to contract implementation, though not tied to achieving a specific performance milestone, are recognized over the initial term of the contract. At-risk milestone payments, which are based on achieving a specific performance milestone, are recognized as revenue when the milestone is achieved and the related payment is due, provided there is no future service obligation associated with that milestone.

Deferred revenue represents amounts billed to the customer in excess of amounts earned. In situations where the Company receives payment in advance of the performance of services, such amounts are recorded as deferred revenue and recognized as revenue during the period in which the related services are performed.

Receipt of funding under grant agreements are evaluated for appropriate recognition as revenue, based on the specific terms of the related grant or agreement. Grant funding received in advance of compliance with the grant conditions is recorded as deferred revenue. The Company recognizes grant income once it has complied with the conditions attached to the grant received.

*Carpets.* The Company recognizes revenue and invoices customers upon completion of installation of product. The Company is not obligated to perform significant activities after installation is complete. Payments received by customers prior to installation are recorded as customer deposits. Sales taxes collected and remitted are recorded on a net basis.

### **Insurance Reserves**

*Faneuil.* The Company maintains general liability insurance coverage, which is subject to certain deductibles. The Company is self-insured for workers' compensation claims up to \$250,000 per incident, and maintains insurance coverage for costs above the specified limit. The Company is self-insured for health insurance claims up to \$150,000 per incident, and maintains insurance coverage for costs above the specified limit. Reserves have been provided for workers' compensation and health claims based upon insurance coverages, third party actuarial analysis and management's judgment.

### **Goodwill and Intangible Assets**

Goodwill represents the excess of the purchase price over the fair value of identifiable net assets acquired. Intangible assets are recorded at fair value as of the date acquired. Goodwill and other intangibles determined to have an indefinite life are not amortized, but are tested for impairment annually, or when events or changes in circumstances indicate that the assets might be impaired, such as a significant adverse change in the business climate. If impaired, the asset's carrying value is reduced to fair value.

Intangible assets that are deemed to have a finite life are amortized over their estimated useful life generally using straight-line or accelerated methods that are based on expected cash flows.

*Faneuil.* Amortization is provided principally over the following useful lives:

Customer relationships	12.5 years
Internal software	6 years
Trade name	15 years

*Carpets.* Amortization is provided principally over the following useful lives:

Customer relationships	15 years
Non-Compete	6 years
Contract backlog	1 year
Trade name	15 years

### **Loan Costs**

The Company amortized its loan costs from the origination date through the loan maturity date. The loan cost amortization expense was \$24,414, and \$0, for the nine months ended June 30, 2015 and 2014, respectively.

### **Income Taxes**

The Company uses the asset and liability method whereby deferred tax assets are recognized for deductible temporary differences and operating loss and tax-credit carryforwards, and deferred tax liabilities are recognized for taxable temporary differences. Temporary differences are the differences between the reported amount of assets and liabilities and their tax bases.

The Company's judgments relative to the current provision for income taxes take into account current tax laws, the Company's interpretation of current tax laws and possible outcomes of current and future audits conducted by tax authorities. The Company files income tax returns in the U.S. federal jurisdiction and various state jurisdictions and is subject to U.S. federal tax and state tax examinations for years ranging from 2006 to 2014. The Company's judgments relative to the value of deferred tax assets and liabilities take into account estimates of the amount of future taxable income. Actual operating results and the underlying amount of income in future years could render the Company's current estimates of recoverable net deferred taxes inaccurate. Any of the judgments mentioned above could cause the Company's actual income tax obligations to differ from its estimates, thus materially impacting the Company's financial position and results of operations.

If the Company takes a recognized tax position or has taken a recognized tax position on a tax return that more likely than not would be sustained upon examination by tax authorities, then the Company will recognize the potential asset or liability in the financial statements. A recognized tax position is then measured at the largest amount of benefit that is greater than fifty percent likely of being realized upon ultimate settlement. Management believes that the Company has appropriate support for the income tax positions taken and to be taken on its tax returns and that its accrual for tax liabilities are adequate for all open years on assessment of many factors including past experience and interpretation of tax law applied to the facts of each matter.

### **Use of Estimates and Assumptions**

The preparation of financial statements in conformity with accounting principles generally accepted in the United States requires management to make estimates and assumptions that affect the amounts reported in the financial statements and accompanying notes, including the collectability of receivables and the realizability of assets such as fixed assets, goodwill, other intangible assets and deferred taxes. Actual results could differ from such estimates.

### **Concentrations**

The Company maintains its cash balances with a number of financial institutions. The balances are insured by the Federal Deposit Insurance Corporation (FDIC) up to \$250,000. At times these balances are in excess of the FDIC insured balances.



*Faneuil.* For the nine months ended June 30, 2015, the Company had three customers associated with five contracts that accounted for approximately 32.2%, 14.3%, and 13.5% of net revenue, of which approximately \$5.1 million, \$2.0 million, and \$1.9 million were included in accounts receivable at June 30, 2015. For the nine months ended June 30, 2014, the Company had one customer that accounted for approximately 38.0% of net sales, of which approximately \$4.1 million was included in accounts receivable at June 30, 2014.

For the nine months ended June 30, 2015, the Company had eight contracts in which each contract independently contributed to more than 5% of total revenue. In the aggregate these contracts accounted for \$96.3 million, or 80.7% of total revenue. Three of these contracts independently contributed to more than 10% of revenue, at 18.6%, 14.3%, and 13.5% for each contract.

For the nine months ended June 30, 2014, the Company had seven contracts in which each contract independently contributed to more than 5% of total revenue. In the aggregate these contracts accounted for \$83.2 million, or 80.8% of total revenue. Two of these contracts independently contributed to more than 10% of revenue, at 23.6% and 16.7% for each contract.

For the three months ended June 30, 2015, the Company had nine contracts that each independently contributed more than 5% of total revenue. In the aggregate these contracts accounted for \$30.9 million, or 85.4% of total revenue. Three of these contracts independently contributed more than 10% of revenue, at 20.4%, 12.1%, and 10.3% of revenue respectively.

For the three months ended March 31, 2015, the Company had eight contracts that each independently contributed more than 5% of total revenue. In the aggregate these contracts accounted for \$35.1 million, or 83.0% of total revenue. Three of these contracts independently contributed more than 10% of revenue, at 20.4%, 17.3%, and 13.2% of revenue respectively.

For the three months ended June 30, 2014, the Company had seven contracts that each independently contributed more than 5% of total revenue. In the aggregate these contracts accounted for \$27.8 million, or 79.6% of total revenue. Two of these contracts independently contributed more than 10% of revenue, at 21.9% and 17.7% of revenue respectively.

*Carpets.* For the nine months ended June 30, 2015, the Company had four customers that accounted for approximately 27.8%, 23.3%, 6.4% and 5.3% of net revenue, of which approximately \$0.7 million, \$1.0 million, \$0.5 million and \$0.5 million, respectively, were included in accounts receivable at June 30, 2015.

For the nine months ended June 30, 2015, the Company had three suppliers that accounted for approximately 18.4%, 16.4% and 15.2% of inventory purchases, of which approximately \$0.7 million, \$1.0 million and \$0.3 million, respectively, were included in accounts payable at June 30, 2015.

### **Earnings Per Share**

Basic net income or loss per share is computed by dividing net income or loss by the weighted average number of shares of common stock outstanding for the period. Nonvested shares of restricted stock are not included in the computation of basic net income per share until vested. Diluted net income per share includes the potential dilution that could occur if securities or other contracts to issue common stock were exercised or converted into common stock. Diluted net income per share also includes the dilutive effect of nonvested shares of restricted stock.

The following table summarizes the basic and diluted weighted average shares for the three and nine months ended June 30, 2015 and 2014:

	Three Months Ended June 30,		Nine Months Ended June 30,	
	2015	2014	2015	2014
Weighted average shares outstanding, basic	33,014,350	30,444,913	32,071,163	28,244,913
Dilutive effect of:				
Options to purchase common stock	1,450,000	3,387,500	2,412,500	3,383,334
Weighted average shares outstanding, diluted	34,464,350	33,832,413	34,483,663	32,328,427

### 3. Acquisition of Faneuil

On October 18, 2013, ALJ acquired substantially all of the capital stock of Faneuil from Harland Clarke pursuant to a stock purchase agreement, dated October 18, 2013, by and among ALJ, Anna Van Buren, Faneuil's Chief Executive Officer, as an individual purchaser, and Harland Clarke. ALJ and Ms. Van Buren collectively acquired all of the capital stock of Faneuil from Harland Clarke for aggregate consideration of \$53.0 million, consisting of \$25.0 million in cash, a contribution of \$500,000 in cash for working capital purposes, 3,000,000 shares of ALJ common stock valued at \$2,500,000 and the Harland Clarke Note for \$25.0 million. ALJ acquired 96.43% of Faneuil's outstanding capital stock and the remaining 3.57% was acquired by Ms. Van Buren. Following the closing of ALJ's acquisition of Faneuil on October 18, 2013, ALJ sold 3,286 shares of Faneuil's common stock to Tarsha Leherr, Faneuil's Vice President of Operations. As a result, ALJ held substantially all of the capital stock of Faneuil, and Ms. Van Buren and Ms. Leherr held a minority interest in Faneuil. On July 10, 2015, Ms. Van Buren and Ms. Leherr exchanged 32,857 and 3,286 shares of Faneuil's common stock, respectively, for 1,500,000 shares and 150,000 shares of common stock of ALJ, respectively. As a result, as of July 10, 2015, ALJ owned 100% of the outstanding stock in Faneuil.

A Voting and Investor Rights Agreement was signed on October 18, 2013, by and among ALJ, Harland Clarke, Faneuil, Ms. Van Buren and Mr. Ravich, in his capacity as a stockholder of ALJ, which provides: (i) Harland Clarke certain rights to nominate a director to ALJ's Board, (ii) that Mr. Ravich shall vote his shares of ALJ common stock in favor of such nominee, (iii) certain rights of first refusal, co-sale and piggyback registration with respect to ALJ's shares of common stock held by Harland Clarke, and (iv) certain information rights with respect to Faneuil. Additionally, a Separation Agreement was signed on October 18, 2013, by and among ALJ, Harland Clarke, Faneuil and Scantron Corporation ("Scantron"), which agreement unwound certain affiliate arrangements between Faneuil, on the one hand, and Harland Clarke and Scantron, on the other hand, and provides for certain transition services to be provided by Scantron to Faneuil.

In connection with the acquisition of Faneuil, ALJ's Board was expanded from five to seven members. Ms. Van Buren was appointed to the Board as a Class III director. In addition, Michael Borofsky, a representative of Harland Clarke, was appointed to the Board as a Class III director.

### 4. Acquisition of Carpets

Effective April 1, 2014, ALJ acquired all of the equity interests of Floors N' More, dba Carpets N' More ("Carpets") pursuant to a purchase and sale agreement, dated April 14, 2014, by and among ALJ, the seller and Carpets. ALJ paid \$5.25 million in cash to the seller for all of the equity interests in Carpets. Concurrent with the closing, ALJ invested \$240,000 in Carpets for a total ownership percentage of 100.00% (basic) or 93.19% (fully diluted) and Mr. Chesin, the Chief Executive Officer of Carpets, received an ownership percentage of 0.00% (basic) or 6.81% (fully diluted) of Carpets by way of the issuance of 40,000 Equity Award Units, 10,000 which vested on each of June 30, 2015, 2016 and 2017. On July 1, 2014, each of the Limited Liability Company Operating Agreement and the Members' Agreement of

Carpets were amended and restated to provide Mr. Chesin with an allocation of 750,000 Class B Preferred Units and 75,000 Common Units. On July 10, 2015, Mr. Chesin exchanged his 750,000 Class B Preferred Units with a preference amount equal to \$750,000, 75,000 Common Units and 40,000 Equity Award Units of Carpets for 150,000 shares of common stock of ALJ. As a result, as of July 10, 2015, ALJ owned 100% of the equity interests in Carpets.

## 5. Acquisition of Phoenix

Effective August 9, 2015, ALJ acquired all of the capital stock of Phoenix Color Corp. (“Phoenix”) pursuant to a stock purchase agreement, dated July 11, 2015, from Visant Corporation (“Visant”). ALJ paid \$88.6 million in cash to Visant for all of the capital stock in Phoenix, subject to certain adjustments at closing.

In connection with the closing of the acquisition of Phoenix Color, Mr. Marc Reisch became the Chairman of Phoenix, and is becoming a Class I Director of ALJ.

## 6. Discontinued Operations

As of June 30, 2015 and September 30, 2014, the Company maintained an estimated accrual of liabilities associated with discontinued operations of \$298,000, remaining from its previously discontinued businesses. The accrued liabilities consist primarily of severance, lease payments, tax payments and other costs related to the operations of the previously discontinued businesses.

## 7. Accounts Receivable

Accounts receivable at June 30, 2015 and September 30, 2014 consisted of the following:

	<b>June 30, 2015</b>	<b>September 30, 2014</b>
	<b>Unaudited</b>	
Accounts receivable	\$ 24,474,535	\$ 24,518,566
Unbilled receivables	2,914,349	2,539,225
Escrow receivables	400,000	
Less: Allowance for doubtful accounts	<u>(2,134,247)</u>	<u>(1,615,964)</u>
Total	\$ 25,654,637	\$ 25,441,827

## 8. Property, Plant and Equipment

Property, plant and equipment at June 30, 2015 and September 30, 2014 consisted of the following:

	<b>June 30, 2015</b>	<b>September 30, 2014</b>
	<b>Unaudited</b>	
Computer and office equipment	\$ 9,166,780	\$ 6,869,347
Computer software	9,206,825	6,749,582
Furniture and fixtures	3,420,044	2,446,621
Leasehold improvements	4,920,235	3,093,982
Warehouse equipment	178,061	139,078
Construction in progress	315,870	380,077
Automobiles	13,761	8,598
Total	27,221,576	19,687,285
Less: Accumulated depreciation and amortization	<u>(13,945,697)</u>	<u>(10,626,241)</u>
	\$ 13,275,879	\$ 9,061,044

Depreciation expense was \$3,319,455 for the nine months ended June 30, 2015.

## 9. Intangible Assets

Intangible assets at June 30, 2015 and September 30, 2014 consisted of the following:

	<b>June 30, 2015</b>	<b>September 30, 2014</b>
	<b>Unaudited</b>	
Customer relationships	\$ 13,570,000	\$ 13,570,000
Trade name	2,020,000	2,020,000
Internal software	580,014	580,014
Non-compete agreements	1,810,000	2,020,000
Contract backlog	80,000	80,000
Total	<u>18,060,014</u>	<u>18,270,014</u>
Less: Accumulated amortization	<u>(2,861,560)</u>	<u>(1,490,556)</u>
	<u>\$ 15,198,454</u>	<u>\$ 16,779,458</u>

Amortization expense was \$1,379,304 for the nine months ended June 30, 2015.

~~Estimated future amortization expenses is~~ Estimated future amortization expenses are as follows:

For the twelve months ending:

2016	\$ 1,679,591
2017	1,679,591
2018	1,679,591
2019	1,512,341
2020	1,316,002
Thereafter	<u>7,331,338</u>
	<u>\$ 15,198,454</u>

## 10. Goodwill

Goodwill at June 30, 2015 and September 30, 2014 consisted of the following:

	<b>June 30, 2015</b>	<b>September 30, 2014</b>
	<b>Unaudited</b>	
Trained and assembled workforce	\$ 11,400,000	\$ 11,400,000
Residual goodwill	10,883,308	10,883,308
Total	<u>\$ 22,283,308</u>	<u>\$ 22,283,308</u>

## 11. Business Segment Information

As of June 30, 2015, the Company had organized its business along two reportable segments together with a corporate group for certain support services. The Company's operations are aligned on the basis of products, services and industry. Management measures and evaluates the reportable segments based on operating income. The current segments and their principal activities consist of the following:

- Faneuil is a leading provider of outsourcing and co-sourced services to both commercial and government entities in the healthcare, utility, toll and transportation industries.
- Carpets is one of the largest floor covering retailers in Las Vegas and a provider of multiple products for the commercial, retail and home builder markets, including all types of flooring, countertops, cabinets, window coverings and garage/closet organizers, with five retail locations, as well as a stone and solid surface fabrication facility.

As discussed in Note 2, the Company made business segment changes effective April 1, 2014. For future reporting periods, the Company will provide business segment information for the results of operations. The results of operations for the three months ended June 30, 2015 and 2014 are as follows:

	Three Months Ended June 30, 2015		Three Months Ended June 30, 2014	
Net revenue				
Faneuil	36,231,027	74%	34,999,228	81%
Carpets	12,480,286	26%	8,325,750	19%
Consolidated	48,711,313	100%	43,324,978	100%
Cost of revenue				
Faneuil	28,992,051	80%	26,676,250	76%
Carpets	10,458,803	84%	6,302,337	76%
Consolidated	39,450,854	81%	32,978,587	76%
Gross profit				
Faneuil	7,238,976	20%	8,322,978	24%
Carpets	2,021,483	16%	2,023,413	24%
Consolidated	9,260,459	19%	10,346,391	24%
Selling, general and administrative				
Faneuil	4,369,751	12%	3,068,408	9%
Carpets	1,970,731	16%	1,358,804	16%
Consolidated	6,340,482	13%	4,427,212	10%
Depreciation and amortization				
Faneuil	1,401,296	4%	1,043,777	3%
Carpets	206,852	2%	101,238	1%
Consolidated	1,608,148	3%	1,145,015	3%
Segment operating profit				
Faneuil	1,467,929	4%	4,210,793	12%
Carpets	(156,100)	(1%)	563,371	7%
Consolidated	1,311,829	3%	4,774,163	11%
Parent company expenses	262,651	1%	179,867	0%
Operating income	1,049,178	2%	4,594,297	11%
Non-cash stock-based compensation	36,300	0%	36,299	0%
Consolidated adjusted EBITDA*	2,693,627	6%	5,775,611	13%

\* Consolidated adjusted EBITDA means net income plus depreciation and amortization, non-cash stock based compensation, net interest expense, other income (loss), and income tax (expense) benefit. Consolidated adjusted EBITDA is not calculated in accordance with GAAP and should not be considered as an alternative to net income/(loss), operating income or any other performance measures derived in accordance with GAAP or to cash flows from operating, investing or financing activities as an indicator of cash flows or as a measure of liquidity. This non-GAAP measure is provided as a supplement to financial results prepared in accordance with GAAP because management believes that it is a useful performance measure and management uses it for reviewing financial results and for budgeting and planning purposes. EBITDA measures are not calculated in the same manner by all companies and, accordingly, may not be an appropriate measure for comparison. A reconciliation of Consolidated adjusted EBITDA to operating income, the most directly comparable GAAP measure, can be obtained by subtracting depreciation and amortization and non-cash stock based compensation from Consolidated adjusted EBITDA.

The results of operations for the nine months ended June 30, 2015 and 2014 are as follows:

	Nine Months Ended June 30, 2015		Nine Months Ended June 30, 2014	
Net Revenue				
Faneuil	119,326,928	79%	97,240,815	92%
Carpets	32,436,725	21%	8,325,750	8%
Consolidated	151,763,653	100%	105,566,565	100%
Cost of revenue				
Faneuil	94,261,078	79%	74,825,473	77%
Carpets	27,241,833	84%	6,302,337	76%
Consolidated	121,502,911	80%	81,127,810	77%
Gross profit				
Faneuil	25,065,850	21%	22,415,342	23%
Carpets	5,194,892	16%	2,023,413	24%
Consolidated	30,260,742	20%	24,438,755	23%
Selling, general and administrative				
Faneuil	12,525,891	10%	8,883,187	9%
Carpets	5,048,410	16%	1,358,804	16%
Consolidated	17,574,301	12%	10,241,991	10%
Depreciation and amortization				
Faneuil	4,108,172	3%	2,692,025	3%
Carpets	590,587	2%	101,238	1%
Consolidated	4,698,759	3%	2,793,263	3%
Segment operating profit				
Faneuil	8,431,787	7%	10,840,130	11%
Carpets	(444,105)	(1%)	563,371	7%
Consolidated	7,987,682	5%	11,403,501	11%
Parent company expenses	822,235	1%	663,824	1%
Operating income	7,165,447	5%	10,739,677	10%
Non-cash stock-based compensation	108,901	0%	200,516	0%
Consolidated adjusted EBITDA*	11,973,107	8%	13,733,456	13%
Total assets				
Faneuil	80,001,616		76,454,424	
Carpets	13,390,558		12,014,998	
ALJ	5,110,208		1,970,459	
Consolidated	98,502,382		90,439,881	
Total liabilities				
Faneuil	34,901,429		39,857,829	
Carpets	8,220,048		4,996,653	
ALJ	2,087,624		4,109,560	
Consolidated	45,209,101		48,964,042	

\* Consolidated adjusted EBITDA means net income plus depreciation and amortization, non-cash stock based compensation, net interest expense, other income (loss), and income tax (expense) benefit. Consolidated adjusted EBITDA is not calculated in accordance with GAAP and should not be considered as an alternative to net income/(loss), operating income or any other performance measures derived in accordance with GAAP or to cash flows from operating, investing or financing activities as an indicator of cash flows or as a measure of liquidity. This non-GAAP measure is provided as a supplement to financial results prepared in accordance with GAAP because management believes that it is a useful performance measure and management uses it for reviewing financial results and for budgeting and planning purposes. EBITDA measures are not calculated in the same manner by all companies and, accordingly, may not be an appropriate measure for comparison. A reconciliation of Consolidated adjusted EBITDA to operating income, the most directly comparable GAAP measure, can be obtained by subtracting depreciation and amortization and non-cash stock based compensation from Consolidated adjusted EBITDA.

## 12. Line of Credit and Notes Payable – Faneuil

### *Line of credit and term loan with M&T Bank*

On September 30, 2014, Faneuil refinanced its \$25.0 million Harland Clarke Note and its \$5 million Senior Credit Facility with M&T Bank (see below). Faneuil owed \$21.6 million inclusive of accrued interest remaining on the Harland Clarke Note, and at closing paid down \$2.6 million from cash on hand, leaving \$19.0 million, which was refinanced under a term loan (“Term Loan”) with M&T Bank. The \$19.0 million Term Loan amortizes over a period of 60 months at \$316,667 per month plus accrued interest at a rate of Libor plus 3.75%, declining to Libor plus 2.50% upon obtaining certain ratios. Faneuil also refinanced its \$5.0 million revolving senior credit facility (“Revolver”) with M&T Bank, which, as refinanced, has a two-year term and accrues interest at a rate of Libor plus 2.50%. On May 1, 2015, Faneuil modified its Revolver with M&T Bank to increase the amount available from \$5.0 million to \$10.0 million. The Term Loan and Revolver are guaranteed by Faneuil and secured by a lien on all of the corporate assets of Faneuil. Faneuil owed \$16.2 million and \$19.0 million on the Term Loan as of June 30, 2015 and September 30, 2014, respectively. As of June 30, 2015 and September 30, 2014, Faneuil did not owe anything on the Revolver.

See **Section 18 - Subsequent Events** for modifications made to the Term Loan and Revolver.

Future maturities for the next five fiscal years are as follows:

2016	\$	3,800,000
2017		3,800,000
2018		3,800,000
2019		3,800,000
2020		950,000
	\$	<u>16,150,000</u>

### *Historical Notes Payable*

On October 18, 2013, Faneuil entered into the initial credit facility agreement, providing for the asset-based \$5.0 million Revolver with M&T Bank. The Revolver was subject to customary conditions precedent as well as a borrowing base limitation. The Revolver accrued interest at Libor plus 2.5% and was secured by substantially all of Faneuil’s assets. The Revolver contained customary representations, warranties and covenants, including a financial covenant requiring the borrowers to maintain a certain debt service coverage ratio.

A Subordination and Intercreditor Agreement was also signed on October 18, 2013, by and among Faneuil and Harland Clarke Holdings Corp. (Harland Clarke), pursuant to which the Harland Clarke Note was subordinated to the Revolver. This agreement was terminated with the pay-off of the Harland Clarke Note on September 30, 2014. In conjunction with the acquisition of Faneuil, the \$25.0 million Harland Clarke Note was issued by Faneuil. The Harland Clarke Note provided for a two-year maturity with interest in the first year at five percent (5%) and interest in the second year at seven and one-half percent (7.5%). The Harland Clarke Note had mandatory payments of \$1,000,000 per quarter with an annual cash flow sweep based on a defined free cash calculation. Faneuil’s obligations under the Harland Clarke Note were secured by a pledge of the Faneuil stock held by ALJ, subject to certain limitations.

## 13. Line of Credit and Notes Payable – Carpets

### *Line of Credit*

On September 30, 2014, Carpets executed a \$3.0 million Senior Credit Facility with M&T Bank (“Carpets Revolver”). The Carpets Revolver carries a term of 24 months and accrues interest at a rate of Libor plus 4.00%. The Carpets Revolver is secured by a first lien on all corporate assets of Carpets and its subsidiaries. The Carpets Revolver is guaranteed by Faneuil and secured by a lien on all of the corporate

assets of Faneuil. Carpets owed \$2.3 million and \$0 under the Carpets Revolver as of June 30, 2015 and September 30, 2014, respectively.

See **Section 18 - Subsequent Events** for changes to the Carpets Revolver.

#### *Intercompany Note Payable*

In April 2014, Carpets issued ALJ a note (“Note Payable”) for the aggregate principal amount of \$1.0 million. Interest accrues at 4.0% on the available balance and is due in full on December 15, 2015. Carpets owed \$1.0 million under the Note Payable plus accrued interest of \$46,667 and \$16,500 as of June 30, 2015 and September 30, 2014, respectively. These amounts have been eliminated through an intercompany adjustment.

#### *Other Long-Term Agreements*

Carpets had other agreements that consist of amounts due to third party vendors and tax agencies. The amounts are unsecured and non-interest bearing. Carpets owed \$0 and \$56,789 under these agreements as of June 30, 2015 and September 30, 2014, respectively.

### **14. Note Payable – ALJ**

#### *M&T Note Payable and Line of Credit*

On May 1, 2015, ALJ executed a \$1.5 million senior credit facility with M&T Bank (“ALJ Revolver”). The ALJ Revolver carries a term of 17 months and accrues interest at a rate of Libor plus 3.75%. The ALJ Revolver is secured by a first lien on all corporate assets owned by ALJ. The ALJ Revolver is guaranteed by Faneuil and secured by a lien on all of the corporate assets of Faneuil. On May 1, 2015, ALJ retired the ALJ Term Loan with M&T Bank. ALJ used \$1.0 million of cash and \$533,000 under its ALJ Revolver to pay off all outstanding amounts owed under the term loan. The balance on the ALJ Revolver as of June 30, 2015 was \$0.

See **Section 18 - Subsequent Events**

#### *Historical Notes Payable*

#### *Libra Note Payable*

ALJ entered into a \$2.0 million promissory note payable with Libra Securities Holdings, LLC, a related party, on April 7, 2014, which was refinanced on September 30, 2014. The promissory note, which was approved by the disinterested directors on the board of directors of ALJ, carried a 5-year maturity with a balloon payment due April 2019 and a 10% annual interest rate.

On September 30, 2014, ALJ refinanced its note payable of \$2.0 million due to a related party with a \$2.0 million term loan with M&T Bank (“ALJ Term Loan”). The ALJ Term Loan amortized over a period of 30 months at \$66,667 per month plus accrued interest at a rate of Libor plus 3.75%. The ALJ Term Loan was secured by a first lien on all corporate assets owned by ALJ. The ALJ Term Loan was guaranteed by Faneuil and secured by a lien on all of the corporate assets of Faneuil. The ALJ Term Loan was refinanced with the ALJ Revolver on May 1, 2015.

### **15. Commitments and Contingencies**

The Company leases real estate, equipment, and vehicles under noncancelable operating leases. Future minimum payments under noncancelable operating leases with initial or remaining terms of one year or more are presented below:

#### For the twelve months ending:

2016	\$	4,001,440
2017		3,444,659
2018		2,256,169



2019	1,217,105
Thereafter	427,357
Total	\$ 11,346,730

During the nine months ended June 30, 2015, rental expense under operating leases was \$3,216,519.

The Company also leases equipment under noncancelable capital leases. Future minimum payments under noncancelable capital leases with initial or remaining terms of one year or more are presented below and are included in current and noncurrent other liabilities in the consolidated balance sheet:

July 1, 2015 to June 30, 2016	\$ 878,715
July 1, 2016 to June 30, 2017	878,715
July 1, 2017 to June 30, 2018	471,824
Total minimum payments required	2,229,254
Less executory (maintenance) costs	0
Net minimum lease payments	2,229,254
Less imputed interest at rates ranging from 0% to 5.22%	87,685
Present value of net minimum lease payments	\$ 2,141,569

During the nine months ended June 30, 2015, Carpets completed a fixed price job for a client and during the process it was deemed that some of the materials used in completing the work were faulty. As a preventative measure, Carpets and the general contractor repaired most of the work it had completed including a portion that may or may not have included faulty materials. The total amount of expenses incurred to repair the issues was \$509,000, of which management believes it is probable that at least \$229,058 will be reimbursed by insurance companies. As a result, Carpets has recognized a \$392,837 loss on this portion of the contract and has recorded a reserve of that amount in their financial statements as of June 30, 2015.

## 16. Income Taxes

Deferred tax assets and liabilities are included in the financial statements at currently enacted income tax rates applicable to the period in which the deferred tax assets or liabilities are expected to be realized or settled. As changes in tax laws or rates are enacted, deferred tax assets and liabilities are adjusted through the provision for income taxes.

The Company files income tax returns in the U.S. federal jurisdiction and various states. The Company is subject to tax examinations for periods post 2005 by federal, state and local tax authorities for various tax liabilities incurred by the parent entity and its subsidiaries, including any discontinued businesses. The amount of any tax assessments and penalties may be material and may negatively impact the Company's operations. Given the uncertainty in the amount and the difficulty in estimating the probability of the assessments arising from future tax examinations, the Company has not made any accruals for such tax contingencies.

In assessing the realization of deferred tax assets, the Company performed an analysis of the available evidence to determine whether it is more likely than not that some portion or all of the deferred tax assets can be realized. One factor considered is the ability of the Company to generate consistent future taxable income in the periods in which the temporary differences become deductible. The main component of the deferred tax assets is the net operating loss carry-forward. There has been significant positive evidence established by the Company to justify that only a partial valuation allowance is necessary. The Company has shown consistent profitability over the past six years. Management also projects continued taxable income. Management believes it will be able to recognize a portion of its NOLs over the coming years. A valuation allowance of \$54,760,149 has been established against the net deferred tax asset of \$54,760,149 as of June 30, 2015.

In general, the Company recognizes interest accrued related to unrecognized tax benefits in tax expense. The Company has not recognized or accrued any interest or penalties for the periods ended June 30, 2015 and September 30, 2014, respectively.

At June 30, 2015, the Company has net operating loss carry-forwards for federal income tax purposes of approximately \$164 million that expire from 2020 through 2028. The use of approximately \$36 million of these net operating losses in future years may be restricted under Section 382 of the Internal Revenue Code. The realization of the benefits of the net operating losses is dependent upon sufficient taxable income in future years. Lack of consistent future earnings, a change in ownership of the Company, or the application of the alternative minimum tax (“AMT”) rules could adversely affect the Company’s ability to utilize these net operating losses.

The income tax provision is computed by applying the following rates to taxable income before income taxes for the nine months ended June 30, 2015:

Tax at federal statutory rate	35.0%
Tax rate offset by our NOLs	(35.0%)
AMT rate on taxable income	2.0%
State income taxes	3.0%
Total	5.0%

## 17. Share-based Compensation and Stock Options

### ALJ

The Company determines the fair value of all stock-based compensation, including stock options and warrants, by using the Black-Scholes option-pricing model. In selling, general and administrative expenses for the nine months ended June 30, 2015 and 2014, the Company recognized share-based compensation expense of \$39,754 and \$46,852, respectively.

All share-based payments to employees are recognized in the financial statements as compensation expense based on the fair value on the date of grant. The Black-Scholes model requires input of certain assumptions, including volatility, expected term, risk-free interest rates, and dividend yield. The Company did not issue any stock options during the nine months ended June 30, 2015. The Company issued options to purchase 100,000 shares of common stock during the nine months ended June 30, 2014.

The summary of stock option activity for the nine months ended June 30, 2015 is as follows:

	Number of Options	Weighted Average Exercise Price per Share	Weighted Average Contractual Term
Balance outstanding as of September 30, 2014	3,475,000	\$0.65	3.9 years
Exercised	2,041,000	\$0.41	2.9 years
Balance outstanding as of June 30, 2015	1,434,000	\$0.98	5.2 years
Options vested as of June 30, 2015	1,384,000	\$0.96	5.1 years

In January 2015, Jess Ravich, the Company’s Executive Chairman, exercised a portion of his stock options to purchase 2,000,000 shares of common stock for \$800,000. His shares were fully vested and had a strike price of \$0.40 per share.

In May 2015, Hal Byer, a Director, net exercised a portion of his stock options to purchase 41,000 shares of common stock. These shares were repurchased by the Company and retired.

### Faneuil

On October 18, 2013, the board of directors of Faneuil adopted the Faneuil, Inc. 2013 Stock Incentive Plan (the “Plan”). The aggregate number of shares of Faneuil’s common stock which may be issued pursuant to awards under the Plan is 80,000 shares. Faneuil recognized share-based compensation expense of

\$69,147 and \$153,664 included in the selling, general and administrative expenses for the nine months ended June 30, 2015 and June 30, 2014, respectively.

On October 18, 2013, the board of directors of Faneuil granted an option to purchase 60,000 shares of Faneuil's common stock under the Plan to Ms. Van Buren, the chief executive officer of Faneuil. Such option vested with respect to one-third of the shares subject to the option on October 18, 2013, one-third of the shares subject to the option on October 18, 2014 and the remaining unvested shares would vest on October 18, 2015, conditioned on Ms. Van Buren's continuous service to Faneuil. Such option expired on October 18, 2023. On July 10, 2015, Ms. Van Buren's option was canceled.

See **Section 18 - Subsequent Events**

## **18. Subsequent Events**

On July 11, 2015, ALJ entered into a stock purchase agreement with Visant to acquire 100% of the common stock of Phoenix. The transaction closed on August 14, 2015 giving effect to the acquisition as of August 9, 2015. The aggregate consideration for the acquisition, subject to certain closing adjustments, was \$88.6 million.

Effective August 14, 2015, ALJ entered into a financing agreement with Cerberus Business Finance, LLC ("Cerberus"), to borrow \$105 million in a term loan ("Cerberus Term Loan") and have available up to \$30 million in a revolver ("Cerberus/PNC Revolver"), of which \$2.2 million was drawn at the close of the stock purchase of Phoenix. The proceeds of these facilities were used together with cash-on-hand plus the proceeds from the sale of ALJ stock described below to fund the acquisition and refinance the outstanding obligations of ALJ, Faneuil and Carpets and to provide working capital facilities to all three of ALJ's subsidiaries and ALJ.

On August 14, 2015, ALJ refinanced its outstanding borrowings and agreements with M&T Bank, including the Faneuil Term Loan for \$15.9 million, Carpets Revolver for \$2.2 million, ALJ Revolver for \$0.3 million and Faneuil Revolver for \$0, with Cerberus and PNC.

On July 10, 2015, Marc Reisch, the Chairman of Phoenix purchased 400,000 shares of common stock of ALJ in a private placement for an aggregate consideration of \$1,520,000. In connection with the closing of the acquisition of Phoenix Color, Mr. Reisch is joining the board of ALJ as a Class I Director.

On July 10, 2015, Anna Van Buren, the Chief Executive Officer of Faneuil, and Tarsha Leherr, the Vice President of Operations of Faneuil, exchanged their 32,857 and 3,286 shares of common stock of Faneuil, respectively, for 1,500,000 shares and 150,000 shares of common stock of ALJ, respectively, using an exchange ratio of 45.65 shares of ALJ common stock for each share of Faneuil common stock. In addition, on July 10, 2015, Ms. Van Buren entered into an amended and restated employment agreement with Faneuil and waived her option to purchase 60,000 shares of Faneuil's common stock.

On July 10, 2015, Steve Chesin, the Chief Executive Officer of Carpets, exchanged his 750,000 Class B Preferred Units with a preference amount equal to \$750,000, 75,000 Common Units and 40,000 Equity Award Units of Carpets for 150,000 shares of common stock of ALJ.

As a result of these three exchanges and the purchase of Phoenix, ALJ now owns 100% of each of its subsidiaries.

## **ITEM 4. MANAGEMENT'S DISCUSSION AND ANALYSIS OR PLAN OF OPERATION**

### **GENERAL OVERVIEW**

Commencing October 18, 2013, the Company has included the operations of Faneuil in its consolidated financial statements. Beginning April 1, 2014, the Company has included the results of operations of Carpets in its consolidated financial statements. The Company did not include the results of operations for Phoenix, since the acquisition was executed after June 30, 2015.

### **Critical Accounting Policies and Estimates**

The Company prepared its financial statements in accordance with accounting principles generally accepted in the United States. The preparation of these financial statements requires the use of estimates and assumptions that affect the reported amounts of assets and liabilities and the disclosure of contingent assets and liabilities at the date of the financial statements and the reported amount of revenues and expenses during the reporting period. Management periodically evaluates the estimates and judgments made. Management bases its estimates and judgments on historical experience and on various factors that are believed to be reasonable under the circumstances. Actual results may differ from these estimates as a result of different assumptions or conditions.

### **Revenue Recognition**

Revenues associated with outsourcing services are generally recognized by the Company during the period in which the services are rendered. Revenues from time and material contracts are recognized at the contracted rates as labor hours and direct expenses are incurred and charged to costs of revenue. Revenue for call center contracts is recognized at the time calls are received based on the contracted rate per call. Revenues are generally based on staff hours, call time, call volume, or number of transactions processed, and are presented net of any allowance or discounts. Payments for development activities are recognized as revenue when earned, over the period of effort.

Revenues from non-refundable up-front payments attributable to contract implementation, though not tied to achieving a specific performance milestone, are recognized over the initial term of the contract. At-risk milestone payments, which are based on achieving a specific performance milestone, are recognized as revenue when the milestone is achieved and the related payment is due, provided there is no future service obligation associated with that milestone.

### **Income Taxes**

The Company uses the asset and liability method whereby deferred tax assets are recognized for deductible temporary differences and operating loss and tax-credit carryforwards, and deferred tax liabilities are recognized for taxable temporary differences. Temporary differences are the differences between the reported amount of assets and liabilities and their tax bases.

The Company's judgments relative to the current provision for income taxes take into account current tax laws, the Company's interpretation of current tax laws and possible outcomes of current and future audits conducted by tax authorities. The Company files income tax returns in the U.S. federal jurisdiction and various state jurisdictions and is subject to U.S. federal tax and state tax examinations for years ranging from 2006 to 2014. The Company's judgments relative to the value of deferred tax assets and liabilities take into account estimates of the amount of future taxable income. Actual operating results and the underlying amount of income in future years could render the Company's current estimates of recoverable net deferred taxes inaccurate. Any of the judgments mentioned above could cause the Company's actual income tax obligations to differ from its estimates, thus materially impacting the Company's financial position and results of operations.

If the Company takes a recognized tax position or has taken a recognized tax position on a tax return that more likely than not would be sustained upon examination by tax authorities, then the Company will

recognize the potential asset or liability in the financial statements. A recognized tax position is then measured at the largest amount of benefit that is greater than fifty percent likely of being realized upon ultimate settlement. Management believes that the Company has appropriate support for the income tax positions taken and to be taken on its tax returns and that its accrual for tax liabilities are adequate for all open years based on an assessment of many factors, including past experience and interpretation of tax law applied to the facts of each matter.

## Results of Operations for the Three Months Ended June 30, 2015 and 2014

The following table sets forth selected unaudited consolidated statements of operations data for each of the periods indicated on an actual basis and as a percentage of total net revenue for the respective periods. The consolidated statements of operations include Faneuil for both periods and Carpets for the three months ended June 30, 2015.

	<u>Three months ended</u> <u>June 30, 2015</u>		<u>Three months ended</u> <u>June 30, 2014</u>	
Net revenue	\$ 48,711,313	100%	\$ 43,324,978	100%
Cost of revenue	39,450,854	81%	32,978,587	76%
Gross profit	9,260,459	19%	10,346,391	24%
Selling, general and administrative	6,603,133	14%	4,607,079	11%
Depreciation and amortization	1,608,148	3%	1,145,015	3%
Income from operations	1,049,178	2%	4,594,297	11%
Dividend and interest income	7,567	0%	3,252	0%
Interest expense	(233,937)	0%	(372,276)	(1%)
Other expense	(31,370)	0%	-	-
Net income before income taxes and non-controlling interest	791,438	2%	4,225,273	10%
Income taxes	(114,384)	0%	(261,019)	1%
Net income before non-controlling interest	677,054	1%	3,964,254	9%
Non-controlling interest	(27,982)	0%	(126,892)	0%
Net income	649,072	1%	3,837,362	9%

The following table sets forth selected unaudited statements of operations data for the three months ended June 30, 2015 and 2014, respectively, on a segment by segment and consolidated basis.

	<u>Three months ended</u> <u>June 30, 2015</u>		<u>Three months ended</u> <u>June 30, 2014</u>	
Net revenue				
Faneuil	\$ 36,231,027		\$ 34,999,227	
Carpets	12,480,286		8,325,750	
Consolidated net revenue	48,711,313		43,324,977	
Cost of revenue				
Faneuil	28,992,051		26,676,250	
Carpets	10,458,803		6,302,337	
Consolidated cost of revenue	39,450,854		32,978,587	
Gross profit				
Faneuil	7,238,976		8,322,977	
Carpets	2,021,483		2,023,413	
Consolidated gross profit	9,260,459		10,346,390	
Selling, general and administrative				
Faneuil	4,369,751		3,068,408	
Carpets	1,970,731		1,358,804	
ALJ	262,651		179,867	
Consolidated selling, general and administrative	6,603,133		4,607,079	
Depreciation and amortization				
Faneuil	1,401,296		1,043,777	
Carpets	206,852		101,238	
Consolidated depreciation and amortization	1,608,148		1,145,015	

### Net Revenue

Net revenue for the Faneuil segment for the three months ended June 30, 2015 was \$36.2 million, an increase of \$1.2 million, or 3.4%, over net revenue of \$35.0 million for the three months ended June 30, 2014. The increase in net revenue was attributable to \$4.4 million related to two new contracts and revenue from existing customers during the period, primarily within the healthcare vertical, partially offset by a

reduction in one-time implementation revenue of \$1.8 million within the healthcare vertical and a reduction in revenue of \$1.4 million from a customer contract that concluded in early 2015. When implementing new contracts, Faneuil experiences one-time contract implementation revenue that is not repeated in subsequent years.

Net revenue for the periods was generated from six verticals with the following contribution levels:

	Three months ended June 30, 2015	Three months ended June 30, 2014
Manual toll collection	26.1%	28.7%
Electronic toll collection	30.7%	25.9%
Healthcare	24.4%	24.2%
Government/municipal	6.4%	10.4%
Utilities	10.7%	9.2%
Commercial	1.7%	1.6%

Net revenue for the Carpets segment for the three months ended June 30, 2015 was \$12.5 million, an increase of \$4.2 million, or 49.9%, over net revenue of \$8.3 million for the three months ended June 30, 2014. The increase in net revenue was attributable to \$2.2 million of revenue related to sales of new cabinet products and \$2.0 million in additional sales to two of our builder clients. Within the past 12 months Carpets began selling cabinets as part of its core offering. Net revenue for the periods was generated from three divisions with the following contribution levels:

	Three months ended June 30, 2015	Three months ended June 30, 2014
Residential	71.5%	68.3%
Commercial	17.5%	20.0%
Retail	11.0%	11.7%

### **Cost of Revenue**

Cost of revenue for the Faneuil segment for the three months ended June 30, 2015 was \$29.0 million, an increase of \$2.3 million, or 8.6%, over cost of revenue of \$26.7 million for the three months ended June 30, 2014. The increase in cost of revenue was attributable to the operational impact of \$3.4 million in new and expanded customer contracts during the period, partially offset by a \$0.2 million decrease in one-time implementation cost of revenue within the healthcare vertical, and a reduction in cost of revenue of \$0.9 million for a customer contract that concluded in early 2015.

Cost of revenue for the Carpets segment for the three months ended June 30, 2015 was \$10.5 million, an increase of \$4.2 million, or 66.0%, over cost of revenue of \$6.3 million for the three months ended June 30, 2014. The increase in cost of revenue was attributable to an increase in costs associated with higher revenue of \$3.2 million and an increase in overhead costs including supervision and materials of \$0.5 million.

### **Gross Profit**

Gross profit for the Faneuil segment for the three months ended June 30, 2015 was \$7.2 million, a decrease of \$1.1 million, or 13.3%, over gross profit of \$8.3 million for the three months ended June 30, 2014. The decrease in gross profit was attributable to a \$1.0 million increase in gross profit from new and expanded customer contracts during the period, offset by a \$1.6 million decrease in gross profit from one-time implementation revenues within the healthcare vertical, and a \$0.5 million decrease in gross profit from a customer contract that concluded in early 2015. Gross profit for the Faneuil segment as a percentage of revenue for the three months ended June 30, 2015 was 20%, a decrease of 4% over gross profit as a

percentage of revenue of 24% for the three months ended June 30, 2014. The decrease in gross profit as a percentage of revenue was primarily attributable to higher gross profit earned on set up fees associated within the health care sector for the three months ended June 30, 2014, which did not recur for the three months ended June 30, 2015.

Gross profit for the Carpets segment for the three months ended June 30, 2015 was \$2.0 million, which was similar to gross profit for the three months ended June 30, 2014 of \$2.0 million. Despite the increase in revenue, the Company experienced higher cost of sales during the period. Gross profit for the Carpets segment as a percentage of revenue for the three months ended June 30, 2015 was 16%, a decrease of 8% over gross profit as a percentage of revenue of 24% for the three months ended June 30, 2014. The decrease was primarily attributable to an increase in overhead costs including supervision and materials.

### **Selling, General and Administrative Expenses**

Selling, general and administrative expenses for the Faneuil segment for the three months ended June 30, 2015 were \$4.4 million, an increase of \$1.3 million, or 42.4% over selling, general and administrative expenses of \$3.1 million for the three months ended June 30, 2014. The increase in selling, general and administrative expenses was primarily related to \$1.3 million in new and expanded customer contracts during the period. The net increases of \$1.3 million were primarily attributable to an increase of \$0.6 million in facility expenses, \$0.5 million in professional/consulting services, and \$0.2 million in communication expenses.

Selling, general and administrative expenses for the Carpets segment for the three months ended June 30, 2015 were \$2.0 million, an increase of \$0.6 million, or 45.0% over selling, general and administrative expenses of \$1.4 million for the three months ended June 30, 2014. The increase was primarily attributable to \$0.4 million in salaries related to increases in headcount.

Selling, general and administrative expenses for the ALJ for the three months ended June 30, 2015 were \$0.3 million, an increase of \$0.1 million, or 46.0% over selling, general and administrative expenses of \$0.2 million for the three months ended June 30, 2014. The increase was primarily attributable to higher professional fees.

### **Depreciation and Amortization Expenses**

Depreciation and amortization expenses for the Faneuil segment for the three months ended June 30, 2015 were \$1.4 million, an increase of \$0.4 million, or 34.3%, over depreciation and amortization expenses of \$1.0 million for the three months ended June 30, 2014. The increase was primarily attributable to \$0.4 million related to new and expanded contracts.

Depreciation and amortization expenses for the Carpets segment for the three months ended June 30, 2015 were \$0.2 million, an increase of \$0.1 million, or 104.3%, over depreciation and amortization expenses of \$0.1 million for the three months ended June 30, 2014. The increase was primarily attributable to higher amortization expense related to the build out of Carpets new retail showrooms.



## Results of Operations for the Nine Months Ended June 30, 2015 and 2014

The following table sets forth selected unaudited consolidated statements of operations data for each of the periods indicated on an actual basis and as a percentage of total net revenue for the respective periods. The consolidated statements of operations include Faneuil for the period of October 18, 2013 through June 30, 2014 and for the nine months ended June 30, 2015, and Carpets for the nine months ended June 30, 2015 only.

	<u>Nine months ended</u> <u>June 30, 2015</u>		<u>Nine months ended</u> <u>June 30, 2014</u>	
Net revenue	\$ 151,763,653	100%	\$ 105,566,565	100%
Cost of revenue	121,502,911	80%	81,127,810	77%
Gross Profit	30,260,742	20%	24,438,755	23%
Selling, general and administrative	18,396,536	12%	10,905,814	10%
Depreciation and amortization	4,698,759	3%	2,793,263	3%
Income from operations	7,165,447	5%	10,739,678	10%
Dividend and interest income	10,546	0%	14,484	0%
Interest expense	(693,969)	0%	(952,100)	(1%)
Other expense	(121,370)	0%	-	-
Net income before income taxes and non-controlling interest	6,360,654	4%	9,802,062	9%
Income taxes	(686,034)	0%	(705,026)	(1%)
Net income before non-controlling interest	5,674,620	4%	9,097,036	9%
Non-controlling interest	(203,873)	0%	(310,142)	0%
Net income	5,470,747	4%	8,786,894	8%

The following table sets forth selected unaudited statements of operations data for the nine months ended June 30, 2015 and 2014, respectively, on a segment by segment and consolidated basis.

	<u>Nine months ended</u> <u>June 30, 2015</u>		<u>Nine months ended</u> <u>June 30, 2014</u>	
Net revenue				
Faneuil	\$ 119,326,928		\$ 97,240,815	
Carpets	32,436,725		8,325,750	
Consolidated net revenue	151,763,653		105,566,565	
Cost of revenue				
Faneuil	94,261,078		74,825,473	
Carpets	27,241,833		6,302,337	
Consolidated cost of revenue	121,502,911		81,127,810	
Gross profit				
Faneuil	25,065,850		22,415,342	
Carpets	5,194,892		2,023,413	
Consolidated gross profit	30,260,742		24,438,755	
Selling, general and administrative				
Faneuil	12,525,891		8,883,187	
Carpets	5,048,410		1,358,804	
ALJ	822,235		663,824	
Consolidated selling, general and administrative	18,396,536		10,905,815	
Depreciation and amortization				
Faneuil	4,108,172		2,692,025	
Carpets	590,587		101,238	
Consolidated depreciation and amortization	4,698,759		2,793,263	

### Net Revenue

Net revenue for the Faneuil segment for the nine months ended June 30, 2015 was \$119.3 million, an increase of \$22.1 million, or 22.7%, over net revenue of \$97.2 million for the nine months ended June 30, 2014. The increase in net revenue was attributable to \$21.1 million in new and expanded contracts,

primarily within the healthcare vertical, and \$5.8 million due to an additional 18 days of Faneuil's operating results being included in the later period, partially offset by a decrease in one-time implementation revenues within the healthcare vertical of \$2.3 million, and a reduction in revenue of \$2.5 million from a customer contract that concluded in early 2015. When implementing new contracts, Faneuil experiences one-time contract implementation revenue that is not repeated in subsequent years.

Net revenue for the periods was generated from six verticals with the following contribution levels:

	Nine months ended June 30, 2015	Nine months ended June 30, 2014
Manual toll collection	24.0%	30.5%
Electronic toll collection	27.0%	25.9%
Healthcare	31.8%	22.0%
Government/municipal	6.7%	11.0%
Utilities	8.5%	8.8%
Commercial	2.0%	1.8%

Net revenue for the Carpets segment for the nine months ended June 30, 2015 was \$32.4 million, an increase of \$24.1 million, over net revenue of \$8.3 million for the nine months ended June 30, 2014. The increase in net revenue was primarily attributable to an additional 6 months of Carpet's operating results being included in the later period due to the date Carpets was acquired by ALJ.

Net revenue for the periods was generated from three divisions with the following contribution levels:

	Nine months ended June 30, 2015	Nine months ended June 30, 2014
Residential	71.2%	70.8%
Commercial	17.8%	18.0%
Retail	11.0%	11.2%

### Cost of Revenue

Cost of revenue for the Faneuil segment for the nine months ended June 30, 2015 was \$94.3 million, an increase of \$19.4 million, or 25.9%, over cost of revenue of \$74.8 million for the nine months ended June 30, 2014. The increase in cost of revenue was attributable to the operational impact of \$16.6 million in new and expanded customer contracts and \$4.8 million from the additional 18 days of operating results included in the nine months ended June 30, 2015; partially offset by a \$0.1 million decrease in one-time implementation cost of revenue within the healthcare vertical and a reduction in cost of revenue of \$1.9 million from a customer contract that concluded in early 2015.

Cost of revenue for the Carpets segment for the nine months ended June 30, 2015 was \$27.2 million, an increase of \$20.9 million, over cost of revenue of \$6.3 million for the nine months ended June 30, 2014. The increase in cost of revenue was primarily attributable to an additional 6 months of Carpet's operating results being included in the later period due to the date Carpets was acquired by ALJ, \$0.4 million associated with a reserve taken against potential losses on a contract and \$0.3 million in reserves against inventory.

### Gross Profit

Gross profit for the Faneuil segment for the nine months ended June 30, 2015 was \$25.1 million, an increase of \$2.7 million, or 12.0%, over gross profit of \$22.4 million for the nine months ended June 30, 2014. The increase in gross profit was attributable to \$5.5 million in new and expanded customer contracts during the period, partially offset by a \$2.2 million decrease in gross profit from one-time implementation revenue within the healthcare vertical, and a \$0.6 million decrease in gross profit from a customer contract

that concluded in early 2015. Gross profit for the Faneuil segment as a percentage of revenue for the nine months ended June 30, 2015 was 21%, a decrease of 2% compared to gross profit as a percentage of revenue of 23% for the nine months ended June 30, 2014. The decrease was primarily attributable to the gross profit realized on the one-time implementation revenue generated for the nine months ended June 30, 2014.

Gross profit for the Carpets segment for the nine months ended June 30, 2015 was \$5.2 million, an increase of \$3.2 million, over gross profit of \$2.0 million for the nine months ended June 30, 2014. The increase in gross profit was primarily attributable to an additional 6 months of Carpet's operating results being included in the later period due to the date Carpets was acquired by ALJ. Gross profit for the Carpets segment as a percentage of revenue for the nine months ended June 30, 2015 was 16%, a decrease of 8% compared to gross profit as a percentage of revenue of 24% for the nine months ended June 30, 2014. The decrease was primarily attributable to higher overhead expenses including supervision and materials and the reserve against potential losses for a contract and inventory.

### **Selling, General and Administrative Expenses**

Selling, general and administrative expenses for the Faneuil segment for the nine months ended June 30, 2015 were \$12.5 million, an increase of \$3.6 million, or 41.0% over selling, general and administrative expenses of \$8.9 million for the nine months ended June 30, 2014. The increase was primarily attributable to \$3.6 million in new and expanded customer contracts during the period. The net increases of \$3.6 million were primarily attributable to an increase of \$1.6 million in facility expenses, \$0.7 million in professional/consulting services, \$0.5 million in communications expenses, \$0.5 million in licenses and fees and \$0.2 million in marketing.

Selling, general and administrative expenses for the Carpets segment for the nine months ended June 30, 2015 were \$5.0 million, an increase of \$3.7 million over selling, general and administrative expenses of \$1.4 million for the nine months ended June 30, 2014. The increase in selling, general and administrative was primarily attributable to an additional 6 months of Carpet's operating results being included in the later period due to the date Carpets was acquired by ALJ and increases in headcount.

Selling, general and administrative expenses for ALJ for the nine months ended June 30, 2015 were \$0.8 million, an increase of \$0.2 million, or 23.9%, over selling, general and administrative expenses of \$0.7 million for the nine months ended June 30, 2014. The increase was primarily attributable to higher professional fees.

### **Depreciation and Amortization Expenses**

Depreciation and amortization expenses for the Faneuil segment for the nine months ended June 30, 2015 were \$4.1 million, an increase of \$1.4 million, or 52.6% over depreciation and amortization expenses of \$2.7 million for the nine months ended June 30, 2014. The increase was primarily attributable to \$1.4 million related to new and expanded contracts.

Depreciation and amortization expenses for the Carpet segment for the nine months ended June 30, 2015 were \$0.6 million, an increase of \$0.5 million, over depreciation and amortization expenses of \$0.1 million for the nine months ended June 30, 2014. The increase in depreciation and amortization was primarily attributable to an additional 6 months of Carpet's operating results being included in the later period due to the date Carpets was acquired by ALJ and the build out of two new retail stores.

### **Liquidity and Capital Resources – June 30, 2015**

For the nine months ended June 30, 2015, the Company recognized net income of \$5.5 million, generated positive cash flow from operating activities of \$5.1 million, offset by cash used in investing activities of \$7.5 million and investing activities of \$0.6 million. The Company had an accumulated deficit of \$214.1 million and stockholder's equity of \$53.3 million at June 30, 2015.

On July 11, 2015, ALJ entered into a stock purchase agreement with Visant to acquire 100% of the common stock of Phoenix, effective August 9, 2015. The aggregate consideration for the acquisition, subject to certain closing adjustments, was \$88.6 million.

On August 14, 2015, ALJ entered into a financing agreement with Cerberus Business Finance, LLC (“Cerberus”), to borrow \$105 million in a term loan (“Cerberus Term Loan”) and have available up to \$30 million in a revolver (“Cerberus/PNC Revolver”), of which \$2.2 million was drawn at the close of the stock purchase of Phoenix. The proceeds of these facilities were used together with cash on hand plus the proceeds from the sale of ALJ stock described below to fund the acquisition and refinance the outstanding obligations of ALJ, Faneuil and Carpets and to provide working capital facilities to all three of ALJ’s subsidiaries and ALJ.

On July 10, 2015, Marc Reisch, the Chairman of Phoenix purchased 400,000 shares of common stock of ALJ in a private placement for an aggregate consideration of \$1,520,000.

On August 14, 2015, ALJ refinanced its outstanding borrowings and agreements with M&T Bank, including the Faneuil Term Loan for \$15.9 million, Carpets Revolver for \$2.2 million, ALJ Revolver for \$0.3 million and Faneuil Revolver for \$0, with Cerberus and PNC.

On July 10, 2015, Anna Van Buren, the Chief Executive Officer of Faneuil, and Tarsha Leherr, the Vice President of Operations of Faneuil, exchanged their 32,857 and 3,286 shares of common stock of Faneuil, respectively, for 1,500,000 shares and 150,000 shares of common stock of ALJ, respectively, using an exchange ratio of 45.65 shares of ALJ common stock for each share of Faneuil common stock. In addition, on July 10, 2015, Ms. Van Buren entered into an amended and restated employment agreement with Faneuil and waived her option to purchase 60,000 shares of Faneuil’s common stock.

On July 10, 2015, Steve Chesin, the Chief Executive Officer of Carpets, exchanged his 750,000 Class B Preferred Units with a preference amount equal to \$750,000, 75,000 Common Units and 40,000 Equity Award Units of Carpets for 150,000 shares of common stock of ALJ.

As a result of these three exchanges and the purchase of Phoenix, ALJ now owns 100% of each of its subsidiaries.

Since October 1, 2014, ALJ has used \$954,814 to repurchase 235,383 shares of its common stock under its repurchase program at an average of \$4.04 per share

ALJ believes that its cash resources will be adequate to fund its operations through June 30, 2016. However, to the extent that the Company’s estimates are inaccurate or its assumptions are incorrect, the Company may not have sufficient cash resources to fund its operations. In such event, the Company may have to seek additional financing for the business.

### **Operating Activities**

During the nine months ended June 30, 2015, the Company generated \$5.1 million in operating activities, primarily attributable to \$5.5 million of net income, \$4.7 million of depreciation expense, partially offset by a decrease of \$2.1 million in deferred revenue, \$1.7 million in accounts payable, and \$1.4 million in accrued expenses.

### **Investing Activities**

For the nine months ended June 30, 2015, the Company used cash from investing activities of \$7.5 million related to the purchase of fixed assets, primarily associated with the build-out costs for new facilities to service the Faneuil contracts.

**Financing Activities**

For the nine months ended June 30, 2015, the Company used cash from financing activities of \$0.6 million, primarily related to \$2.9 million in repayments on the M&T Term Loan and \$2.0 million in repayments against the ALJ Line of Credit, partially offset by \$2.3 million in borrowings on the Carpets Line of Credit and \$2.1 million in net borrowings for capital lease obligations.

## Principal Commitments

At June 30, 2015, the Company's principal commitments consisted of the following obligations:

Contractual cash obligations	Payments Due by Twelve Month Periods Ending June 30, (in thousands)					
	Total	2016	2017	2018	2019	Thereafter
Faneuil - Note payable – M&T Bank	16,150	3,800	3,800	3,800	3,800	950
Faneuil – Revolver – M&T Bank	-	-	-	-	-	-
ALJ – Revolver – M&T Bank	-	-	-	-	-	-
Carpets – Revolver – M&T Bank	2,333	-	2,333	-	-	-
Carpets – Note payable – ST	-	-	-	-	-	-
Faneuil – Operating leases	9,590	3,445	2,956	1,917	867	405
Carpets – Operating leases	1,757	557	489	339	350	22
Faneuil – Capital lease obligations	2,142	824	824	494	-	-
Total contractual cash obligations	\$31,972	\$8,626	\$10,402	\$6,550	\$5,017	\$1,377

Faneuil has committed an additional \$1.6 million towards capital expansion projects to that will allow the company to accommodate prospective new customers.

## Off-Balance Sheet Arrangements

Faneuil entered into a \$1.0 million letter of credit with M&T Bank. The letter of credit reduces the total amount Faneuil can borrow against its line of credit with M&T Bank. As of June 30, 2015, Faneuil has an available line of credit balance of \$9.0 million. Additionally, Faneuil is expected to enter into an additional \$4.0 million letter of credit against the Revolver before the end of the year.

## ITEM 5. LEGAL PROCEEDINGS

The Company's subsidiaries are from time to time defendants in actions for matters arising out of normal business operations. The Company concluded as of June 30, 2015 that no legal proceedings then pending or threatened will have a material adverse effect on our business, consolidated financial position, results of operations or cash flows.

## ITEM 6. DEFAULTS UPON SENIOR SECURITIES

None.

## ITEM 7. OTHER INFORMATION

None.

## RISK FACTORS

The following risk factors and other information included in this Report should be carefully considered. The risks and uncertainties described below are not the only ones we face. Additional risks and uncertainties not presently known to us or that we currently deem immaterial also may impair our business operations. If any of the following risks actually occur, our business, financial condition and operating results could be significantly harmed.

## **Risks Related to Faneuil**

### **Economic downturns and reductions in government funding could have a negative effect on Faneuil's business.**

Demand for the services offered by Faneuil has been, and is expected to continue to be, subject to significant fluctuations due to a variety of factors beyond our control, including economic conditions. During economic downturns, the ability of both private and governmental entities to make expenditures may decline significantly. We cannot be certain that economic or political conditions will be generally favorable or that there will not be significant fluctuations adversely affecting Faneuil's industry as a whole, or key industry segments targeted by Faneuil. In addition, Faneuil's operations are, in part, dependent upon state government funding. Significant changes in the level of state government funding could have an unfavorable effect on Faneuil's business, financial position, results of operations and cash flows.

### **Faneuil's business involves many program-related and contract-related risks.**

Faneuil's business is subject to a variety of program-related risks, including changes in political and other circumstances, particularly since contracts for major programs are performed over extended periods of time. These risks include changes in personnel at government authorities, the failure of applicable government authorities to take necessary actions, opposition by third parties to particular programs and the failure by customers to obtain adequate financing for particular programs. Due to these factors, losses on a particular contract or contracts could occur, and Faneuil could experience significant changes in operating results on a quarterly or annual basis.

### **Delays in the government budget process or a government shutdown may adversely affect Faneuil's cash flows and operating results.**

Faneuil derives a significant portion of its revenue from state government contracts and programs. Any delay in the state government budget process or a state government shutdown may result in Faneuil's incurrence of substantial labor or other costs without reimbursement under customer contracts, or the delay or cancellation of key programs in which Faneuil is involved, which could materially adversely affect Faneuil's cash flows and operating results.

### **Faneuil faces intense competition. If Faneuil does not compete effectively, its business may suffer.**

Faneuil faces intense competition from numerous competitors. Faneuil's services as they relate to toll collection, customer contact centers and employee staffing compete primarily on the basis of quality, performance, innovation, technology, price, applications expertise, system and service flexibility and established customer service capabilities. Faneuil may not be able to compete effectively on all of these fronts or with all of its competitors. In addition, new competitors may emerge, and service offerings may be threatened by new technologies or market trends that reduce the value of the services Faneuil provides. To remain competitive, Faneuil must respond to new technologies and enhance its existing services, and we anticipate that it may have to adjust the pricing for its services to stay competitive on future responses to proposals.

### **Faneuil's dependence on one or a few contracts could adversely affect it.**

One or a few contracts have in the past, and may, in the future, contribute a significant portion of Faneuil's consolidated net revenue in one year, or over a period of several consecutive years. For the nine months ended June 30, 2015, the Company's Faneuil segment had eight contracts that each independently accounted for more than 5% of total net revenue. In the aggregate these contracts accounted for \$96.3 million, or 80.7% of total net revenue. Three of these contracts independently accounted for more than 10% of net revenue, at 18.6%, 14.3%, and 13.5%, respectively. Faneuil has long-standing relationships with many of its significant customers. However, because Faneuil's customers generally contract for specific projects or programs with a finite duration, Faneuil may lose these customers if funding for their respective programs are discontinued, or if their projects end and the contracts are not renewed or replaced.

The loss or reduction of, or failure to renew or replace, any significant contracts with any of these customers could materially reduce Faneuil's revenue and cash flows. Additionally, many of Faneuil's customers are government entities. In many situations, government entities can unilaterally terminate or modify Faneuil's existing contracts without cause and without penalty to the government agency. If Faneuil does not replace them with other customers or other programs, the loss of business from any one of such customers could have a material adverse effect on its business or results of operations.

**Faneuil's ability to recover capital investments in connection with its contracts is subject to risk.**

In order to attract and retain large outsourcing contracts, Faneuil sometimes makes significant capital investments to perform its services under the contract, such as purchases of information technology equipment and costs incurred to develop and implement software. The net book value of such assets, including a portion of Faneuil's intangible assets, could be impaired, and Faneuil's earnings and cash flow could be materially adversely affected in the event of the early termination of all or a part of such a contract, reduction in volumes and services thereunder for reasons including, but not limited to, a client's merger or acquisition, divestiture of assets or businesses, business failure or deterioration, or a client's exercise of contract termination rights.

**Faneuil's business could be adversely affected if Faneuil's clients are not satisfied with its services.**

Faneuil's business model depends in large part on its ability to attract new work from Faneuil's base of existing clients. Faneuil's business model also depends on relationships Faneuil develops with its clients with respect to understanding its clients' needs and delivering solutions that are tailored to those needs. If a client is not satisfied with the quality of work performed by Faneuil or a subcontractor or with the type of services or solutions delivered, Faneuil could incur additional costs to address the situation, the profitability of that work might be impaired and the client's dissatisfaction with Faneuil's services could damage its ability to obtain additional work from that client. Dissatisfied clients might seek to terminate existing contracts prior to their scheduled expiration date and could direct future business to Faneuil's competitors. In addition, negative publicity related to Faneuil's client relationships, regardless of its accuracy, may further damage Faneuil's business by affecting its ability to compete for new contracts with current and prospective clients.

**Faneuil's dependence on subcontractors and equipment manufacturers could adversely affect it.**

In some cases, Faneuil relies on and partners with third party subcontractors as well as third party equipment manufacturers to service its contracts. To the extent that Faneuil cannot engage subcontractors or acquire equipment or materials, Faneuil's ability to perform according to the terms of its contracts with its customers may be impaired. If the amount Faneuil is required to pay for subcontracted services or equipment exceeds the amount Faneuil has estimated in bidding for fixed prices or fixed unit price contracts, it could experience reduced profit or losses in the performance of these contracts with its customers. In addition, if a subcontractor or a manufacturer is unable to deliver its services, equipment or materials according to the negotiated terms for any reason, including the deterioration of its financial condition, Faneuil may be required to purchase the services, equipment or materials from another source at a higher price. This may reduce the expected profit or result in a loss on a customer contract for which the services, equipment or materials were needed.

**Faneuil's dependence on primary contractors could adversely affect its ability to secure new projects and derive a profit from its existing projects.**

In some cases, Faneuil partners as a subcontractor with third parties who are the primary contractor. In these cases, Faneuil is largely dependent on the judgments of the primary contractor in bidding for new projects and negotiating the primary contract, including establishing the scope of services and service levels to be provided. Furthermore, even if projects are secured, if the primary contractor is unable to deliver its services according to the negotiated terms of the primary contract for any reason, including the deterioration of its financial condition, the customer may terminate or modify the primary contract, which may reduce Faneuil's profit or cause losses in the performance of the contract.



**If Faneuil or a primary contractor guarantees to a customer the timely implementation or performance standards of a program, Faneuil could incur additional costs to meet its guaranteed obligations or liquidated damages if it fails to perform as agreed.**

In certain instances, Faneuil or its primary contractor guarantees a customer that it will implement a program by a scheduled date. At times, they also provide that the program will achieve or adhere to certain performance standards or key performance indicators. Although Faneuil provides input to primary contractors regarding the scope of services and service levels to be provided, it is possible that a primary contractor may make commitments without Faneuil's input or approval. If Faneuil or the primary contractor subsequently fails to implement the program as scheduled, or if the program subsequently fails to meet the guaranteed performance standards, Faneuil may be held responsible for costs to the client resulting from any delay in implementation, or the costs incurred by the program to achieve the performance standards. In most cases where Faneuil or the primary contractor fails to meet contractually defined performance standards, Faneuil may be subject to agreed-upon liquidated damages. To the extent that these events occur, the total costs for the program would exceed Faneuil's original estimates and it could experience reduced profits or in some cases a loss for that program.

**Adequate bonding is necessary for Faneuil to successfully win new work awards on some types of contracts.**

In line with industry practice, Faneuil is often required, primarily in its toll and transportation programs, to provide performance and surety bonds to customers in conjunction with its contracts. These bonds indemnify the customer should Faneuil fail to perform its obligations under the contract. If a bond is required for a particular program and Faneuil is unable to obtain an appropriate bond, Faneuil cannot pursue that program. The issuance of a bond is at the surety's sole discretion. Moreover, due to events that affect the insurance and bonding markets generally, bonding may be more difficult to obtain in the future or may only be available at significant additional costs. There can be no assurance that bonds will continue to be available on reasonable terms. Any inability to obtain adequate bonding and, as a result, to bid on new work could have a material adverse effect on Faneuil's business, financial condition, results of operations and cash flows.

**Interruption of Faneuil's data centers and customer call centers could have a materially adverse effect on Faneuil's business.**

In the event that Faneuil experiences a temporary or permanent interruption at one or more of Faneuil's data or customer call centers through natural disaster, casualty, operating malfunction, cyber-attack, sabotage or any other causes, Faneuil may be unable to provide the services it is contractually obligated to deliver. This could result in Faneuil being required to pay contractual damages to some clients or to allow some clients to terminate or renegotiate their contracts. Notwithstanding disaster recovery and business continuity plans and precautions instituted to protect Faneuil's clients and Faneuil from events that could interrupt delivery of services, there is no guarantee that such interruptions would not result in a prolonged interruption in Faneuil's ability to provide support services to its clients or that such precautions would adequately compensate Faneuil for any losses it may incur as a result of such interruptions.

**Any business disruptions due to political instability, armed hostilities, incidents of terrorism or natural disasters could adversely affect Faneuil's financial performance.**

If terrorist activity, armed conflict, political instability or natural disasters occur in the United States or other locations, such events may negatively affect Faneuil's operations, cause general economic conditions to deteriorate or cause demand for Faneuil's services, many of which depend on travel, to decline. A prolonged economic slowdown or recession could reduce the demand for Faneuil's services, and consequently, negatively affect Faneuil's future sales and profits. Any of these events could have a significant effect on Faneuil's business, financial condition or results of operations.

**Faneuil is subject to uncertainties regarding healthcare reform that could materially and adversely affect our business.**

On March 23, 2010, President Obama signed the Affordable Care Act (the “Affordable Care Act”) into law, which has effected comprehensive health insurance reform, including the creation of health insurance exchanges, among other reforms. A portion of our healthcare business relates to providing services to health insurance exchanges in various states and we believe that there may be significant opportunities for growth in this area. However, as has been widely publicized, the roll out of the new health insurance exchanges has been fraught with challenges, including, without limitation, problems faced by consumers trying to purchase insurance through the federal government’s health insurance exchange website and various extensions on deadlines for consumers to select and pay premiums for their insurance. Given these challenges, there is uncertainty about continued developments with respect to healthcare reform. Significant changes to, or repeal of, the Affordable Care Act could materially and adversely affect our business.

**Faneuil’s business is subject to many regulatory requirements, and current or future regulation could significantly increase Faneuil’s cost of doing business.**

Faneuil’s business is subject to many laws and regulatory requirements in the United States, covering such matters as data privacy, consumer protection, health care requirements, labor relations, taxation, internal and disclosure control obligations, governmental affairs and immigration. For example, Faneuil is subject to state and federal laws and regulations regarding the protection of consumer information commonly referred to as “non-public personal information.” For instance, the collection of patient data through Faneuil’s call center services and medical device tracking services is subject to the Health Insurance Portability and Accountability Act of 1996, commonly known as HIPAA, which protects the privacy of patient data. These laws, regulations and agreements require Faneuil to develop and implement policies to protect non-public personal information and to disclose these policies to consumers before a customer relationship is established and periodically thereafter. These laws, regulations, and agreements limit Faneuil’s ability to use or disclose non-public personal information for other than the purposes originally intended. Many of these regulations, including those related to data privacy, are frequently changing and sometimes conflicts exist among the various jurisdictions in which Faneuil provides services. Violations of these laws and regulations could result in liability for damages, fines, criminal prosecution, unfavorable publicity and restrictions on Faneuil’s ability to operate. Faneuil’s failure to adhere to or successfully implement processes in response to changing regulatory requirements in this area could result in legal liability or impairment to Faneuil’s reputation in the marketplace, which could have a material adverse effect on Faneuil’s business, results of operations and financial condition. In addition, because a substantial portion of Faneuil’s operating costs consist of labor costs, changes in governmental regulations relating to wages, healthcare and healthcare reform and other benefits or employment taxes could have a material adverse effect on Faneuil’s business, results of operations or financial condition.

**Faneuil may incur material restructuring charges in the future.**

Faneuil continually evaluates ways to reduce Faneuil’s operating expenses through new restructuring opportunities, including more effective utilization of Faneuil’s assets, workforce and operating facilities. In addition, changing industry and market conditions may dictate strategic decisions to restructure some business units and discontinue others. As a result, there is a risk, which is increased during economic downturns, that Faneuil may incur material restructuring charges in the future.

**A failure to attract and retain necessary personnel, skilled management and qualified subcontractors may have an adverse impact on Faneuil’s business.**

Because Faneuil operates in intensely competitive markets, Faneuil’s success depends to a significant extent upon its ability to attract, retain and motivate highly skilled and qualified personnel and to subcontract with qualified, competent subcontractors. If Faneuil fails to attract, develop, motivate, retain and effectively utilize personnel with the desired levels of training or experience, or is unable to contract with qualified, competent subcontractors, Faneuil’s business, financial condition and results of operations

will be materially and adversely affected. Experienced and capable personnel remain in high demand, and there is continual competition for their talents. Additionally, in regard to the labor-intensive business of Faneuil, quality service depends on Faneuil's ability to retain employees and control personnel turnover. Any increase in the employee turnover rate could increase recruiting and training costs and could decrease operating effectiveness and productivity. Faneuil may not be able to continue to hire, train and retain a sufficient number of qualified personnel to adequately staff new client projects. Faneuil's business is driven in part by the personal relationships of Faneuil's senior management team and its success depends on the skills, experience and performance of members of Faneuil's senior management team. Despite executing an employment agreement with Faneuil's CEO, she or other members of the management team may discontinue service with Faneuil and Faneuil may not be able to find individuals to replace them at the same cost, or at all. Faneuil has not obtained "key person" insurance for any member of its senior management team. The loss or interruption of the services of any key employee or the loss of a key subcontractor relationship could have an adverse effect on Faneuil's business, financial condition, cash flow, results of operations and prospects.

### **Risks Related to Carpets**

**The floor covering industry is highly dependent on national and regional economic conditions, such as consumer confidence and income, corporate and individual spending, interest rate levels, availability of credit and demand for housing. A decline in residential or commercial construction activity or remodeling and refurbishment in Las Vegas could have a material adverse effect on our business.**

The floor covering industry is highly dependent on construction activity, including new construction, which is cyclical in nature and recently experienced a downturn. The downturn in the U.S. and global economies, along with the residential and commercial markets in such economies, particularly in Las Vegas, negatively impacted the floor covering industry and Carpets' business. Although the impact of a decline in new construction activity is typically accompanied by an increase in remodeling and replacement activity, these activities lagged during the downturn. Although these difficult economic conditions have improved, there may be additional downturns that could cause the industry to deteriorate in the future. A significant or prolonged decline in residential/commercial remodeling or new construction activity could have a material adverse effect on the Company's business and results of operations.

**Carpets faces intense competition in the floor covering industry that could decrease demand for its products or force it to lower prices, which could have a material adverse effect on our business.**

The floor covering industry is highly competitive. Carpets competes with a number of home improvement stores, building materials supply houses and lumber yards, specialty design stores, showrooms, discount stores, local, regional and national hardware stores, mail order firms, warehouse clubs, independent building supply stores and other retailers, as well as with installers. In addition, it faces growing competition from online and multichannel retailers as its customers increasingly use computers, tablets, smart phones and other mobile devices to shop online and compare prices and products in real time. Intense competitive pressures from one or more of our competitors or our inability to adapt effectively and quickly to a changing competitive landscape could affect its prices, its margins or demand for its products and services. If it is unable to timely and appropriately respond to these competitive pressures, including through maintaining competitive locations of stores, customer service, quality and price of merchandise and services, in-stock levels, and merchandise assortment and presentation, its market share and its financial performance could be adversely affected.

**Carpets may not timely identify or effectively respond to consumer needs, expectations or trends, which could adversely affect its relationship with customers, its reputation, demand for its products and services and its market share.**

Carpets operates in a market sector where demand is strongly influenced by rapidly changing customer preferences as to product design and features. Its success depends on its ability to anticipate and react to changing consumer demands in a timely manner. All of its products are subject to changing consumer

preferences that cannot be predicted with certainty. In addition, long lead times for certain of its products may make it hard for it to quickly respond to changes in consumer demands. Consumer preferences could shift rapidly to different types of products or away from the types of products Carpets carries altogether, and its future success depends, in part, on its ability to anticipate and respond to these changes. Failure to anticipate and respond in a timely manner to changing consumer preferences could lead to, among other things, lower sales and excess inventory levels, which could have a material adverse effect on its financial condition.

**Carpets relies on third-party suppliers for its products. If it fails to identify and develop relationships with a sufficient number of qualified suppliers, or if its suppliers experience financial difficulties, its ability to timely and efficiently access products that meet its standards could be adversely affected.**

Carpets sources, stocks and sells products from vendors, and its ability to reliably and efficiently fulfill their orders is critical to its business success. Its ability to continue to identify and develop relationships with qualified suppliers who can satisfy our standards for quality and the need to access products in a timely, efficient and cost-effective manner is a significant challenge. Carpets' ability to access products can also be adversely affected by political instability, the financial instability of suppliers, suppliers' noncompliance with applicable laws, trade restrictions, tariffs, currency exchange rates, supply disruptions, weather conditions, natural disasters, shipping or logistical interruptions or costs and other factors beyond its control. If these vendors fail or are unable to perform as expected and Carpets is unable to replace them quickly, its business could be adversely affected, at least temporarily, until it is able to do so, and potentially, in some cases, permanently.

**Failure to achieve and maintain a high level of product and service quality could damage Carpets' image with customers and negatively impact its sales, profitability, cash flows and financial condition.**

Product and service quality issues could result in a negative impact on customer confidence in Carpets and the Carpets brand image. As a result, Carpets' reputation as a retailer of high quality products and services could suffer and impact customer loyalty. Additionally, a decline in product and service quality could result in product recalls, product liability and warranty claims.

**If Carpets is unable to effectively manage its installation service business, we could suffer lost sales and be subject to fines, lawsuits and a damaged reputation.**

Carpets acts as a general contractor to provide installation services to its customers. As such, it is subject to regulatory requirements and risks applicable to general contractors, which include management of licensing, permitting and the quality of our installers. If Carpets fails to effectively manage these processes or provide proper oversight of these services, it could suffer lost sales, fines and lawsuits, as well as damage to its reputation, which could adversely affect its business.

**Carpets' business is dependent on estimating fixed price projects correctly and completing the installations within budget. We could suffer losses associated with installations on fixed price projects.**

Most of Carpets' business consists of fixed price projects that are bid for and contracted based on estimated costs. The estimating process includes budgeting for the appropriate amount of materials, labor and overhead. At times, this work can be substantial and as a result our ability to estimate costs correctly and our ability to complete the project within budget or satisfaction without material defect is essential. If Carpets is unable to estimate a project properly or unable to complete the project within budget or without material defect, it may suffer losses, which could adversely affect our reputation, business, and financial condition.

**Carpets' success depends upon its ability to attract, train and retain highly qualified associates while also controlling its labor costs.**

Carpets' customers expect a high level of customer service and product knowledge from its associates. To meet the needs and expectations of its customers, it must attract, train and retain a large number of highly qualified associates while at the same time controlling labor costs. Its ability to control labor costs is subject to numerous external factors, including prevailing wage rates and health and other insurance costs, as well as the impact of legislation or regulations governing labor relations or healthcare benefits. In addition, Carpets competes with other retail businesses for many of its associates in hourly positions, and it invests significant resources in training and motivating them to maintain a high level of job satisfaction. These positions have historically had high turnover rates, which can lead to increased training and retention costs. There is no assurance that it will be able to attract or retain highly qualified associates in the future.

**Risks Related to Phoenix**

As discussed under Item 3. "Interim Financial Statements—Explanatory Note" and Note 5 "Acquisition of Phoenix" and Note 18 "Subsequent Events" to our interim financial statements as of and for the periods ended June 30, 2015, effective August 14, 2015, ALJ acquired Phoenix from Visant. Phoenix is a manufacturer of book components, educational materials and related products.

**Phoenix faces intense competition in the publishing industry that could decrease demand for its products or force it to lower prices.**

The publishing industry is highly competitive. Phoenix competes directly or indirectly with a number of established book and book component manufacturers, trade and educational publishers and media, entertainment and internet companies. New distribution channels such as digital formats, the internet and online retailers and growing delivery platforms (*e.g.*, tablets and e-readers), combined with the concentration of retailer power, pose threats and provide opportunities to traditional consumer publishing models, potentially impacting both sales volumes and pricing. In addition, certain of Phoenix's book products are subject to price sensitivity or marketplace competition from other titles that may be more popular with consumers.

Competitive pressures or the inability to adapt effectively and quickly to a changing competitive landscape could affect Phoenix's prices, its margins or demand for its products and services. If Phoenix is unable to timely and appropriately respond to these competitive pressures, from existing or new competitors, its business could be adversely affected.

**Economic weakness and uncertainty, as well as the effects of these conditions on Phoenix's customers and suppliers, could reduce demand for or Phoenix's ability to provide its products and services.**

Economic conditions and, in particular, conditions in Phoenix's customers' and suppliers' businesses, could affect our business and results of operations. Phoenix has experienced and may continue to experience reduced demand for certain of its products and services. As a result of uncertainty about global economic conditions, including factors such as unemployment, bankruptcies, financial market volatility, sovereign debt issues, government budget deficits and other factors which continue to affect the global economy, Phoenix's customers and suppliers may experience further deterioration of their businesses, suffer cash flow shortages or file for bankruptcy. In turn, existing or potential customers may delay or decline to purchase Phoenix's products and related services, and Phoenix's suppliers and customers may not be able to fulfill their obligations to us in a timely fashion.

Phoenix's educational textbook cover and component business depends on continued government funding for educational spending, which impacts demand by our customers, and may be affected by changes in or continued restrictions on local, state and/or federal funding and school budgets. Customers may view the purchase of certain of Phoenix's products as discretionary. As a result, a reduction in consumer discretionary spending or disposable income and/or adverse trends in the general economy (and consumer perceptions of those trends) may affect Phoenix more significantly than other businesses in other industries.

In addition, customer difficulties could result in increases in bad debt write-offs and increases to Phoenix's allowance for doubtful accounts receivable. Further, Phoenix's suppliers may experience similar conditions as our customers, which may impact their viability and their ability to fulfill their obligations to us. Negative changes in these or related economic factors could materially adversely affect our business.

**A substantial decrease or interruption in business from Phoenix's significant customers could adversely affect its business.**

Phoenix has significant customer concentration. Customers in its cover and component business include the three major educational textbook publishers, Pearson, Houghton Mifflin Harcourt and McGraw-Hill. Any significant cancellation, deferral or reduction in the quantity or type of products sold to these principal customers or a significant number of smaller customers, including as a result of our failure to perform, the impact of economic weakness and challenges to their businesses, a change in buying habits, further industry consolidation or the impact of the shift to alternative methods of content delivery to customers, could have a material adverse effect on our business.

Many of Phoenix's customer sales arrangements are conducted by purchase order on an order-by-order basis or are terminable at will at the option of either party. A substantial decrease or interruption in business from Phoenix's significant customers could result in write-offs or in the loss of future business and could have a material adverse effect on our business.

**Fluctuations in the cost and availability of raw materials could increase Phoenix's cost of sales.**

Phoenix is dependent upon the availability of raw materials to produce its products. Phoenix primarily uses paper, ink and adhesives, and the price and availability of these raw materials are affected by numerous factors beyond Phoenix's control. These factors include:

- the level of consumer demand for these materials and downstream products containing or using these materials;
- the supply of these materials and the impact of industry consolidation;
- government regulation and taxes;
- market uncertainty;
- volatility in the capital and credit markets;
- environmental conditions and regulations; and
- political and global economic conditions.

Any material increase in the price of key raw materials could adversely impact our cost of sales or result in the loss of availability of such materials at reasonable prices. When these fluctuations result in significantly higher raw material costs, our operating results are adversely affected to the extent we are unable to pass on these increased costs to our customers or to the extent they materially affect customer buying habits. Significant fluctuations in prices for paper, ink and adhesives could therefore have a material adverse effect on our business.

**Phoenix is subject to seasonality in its business tied to the North American school year and the inherent seasonality of its customers' businesses.**

Phoenix experiences seasonal fluctuations in its net sales and cash flow from operations tied primarily to the North American school year. Net sales of textbook components are impacted seasonally by state and local schoolbook purchasing schedules, which commence in the spring and peak in the summer months preceding the start of the school year. Significant amounts of inventory are acquired by publishers prior to those periods in order to meet customer delivery requirements. Further, we also experience fluctuations in Phoenix's net sales and cash flow from operations due to sales of popular book titles.

This seasonality will require us to manage our working capital carefully over the course of the year. If we fail to manage our working capital effectively in response to seasonal fluctuations, we may be unable to offset the results from any such period with results from other periods, which could impair our ability to service our debt or other obligations. These seasonal fluctuations also require us to allocate our resources to manage Phoenix's manufacturing capacity, which often operates at full or near full capacity during peak seasonal demand periods. If we fail to monitor production and distribution accurately during these peak seasonal periods and are unable to satisfy our customers' delivery requirements, we may seek arrangements with third parties to produce and distribute our products, which would result in an increase in cost of sales. If we are unable to find alternative production arrangements on acceptable terms, or at all, our relationships with our customers may be jeopardized or our business may be otherwise materially and adversely affected.

**Any disruption at Phoenix's principal production facilities could adversely affect its results of operations.**

Phoenix is dependent on certain key production facilities. Any disruption of production capabilities due to unforeseen events, including mechanical failures, labor disturbances, weather or other force majeure events, at any of its principal facilities could adversely affect its business.

**Phoenix is subject to environmental obligations and liabilities that could impose substantial costs upon us.**

Phoenix's operations are subject to a variety of federal, state, local and foreign laws and regulations governing emissions to air, discharge to water, the generation, handling, storage, transportation, treatment and disposal of hazardous substances and other materials, and employee health and safety matters. As an owner and operator of real property and a generator of hazardous substances, Phoenix may be subject to environmental cleanup liability, regardless of fault, pursuant to the Comprehensive Environmental Response, Compensation and Liability Act or analogous state laws, as well as to claims for harm to health or property or for natural resource damages arising out of contamination or exposure to hazardous substances. Some of Phoenix's current or past operations have involved metalworking and plating, printing and other activities that have resulted in or could result in environmental conditions giving rise to liabilities.

**Risks Related to our Businesses Generally and our Common Stock**

**Our ability to engage in some business transactions may be limited by the terms of our debt.**

Our financing documents contain affirmative and negative financial covenants restricting ALJ, Faneuil, Carpets and Phoenix. Specifically, our loan facilities include covenants restricting ALJ's, Faneuil's, Carpet's and Phoenix's ability to:

- incur additional debt;
- make certain capital expenditures;
- incur or permit liens to exist;
- enter into transactions with affiliates;
- guarantee the debt of other entities, including joint ventures;
- merge or consolidate or otherwise combine with another company; or
- transfer or sell our assets.

ALJ's, Faneuil's, Carpet's and Phoenix's respective abilities to borrow under our loan arrangements depend upon their respective abilities to comply with certain covenants and borrowing base requirements. Our and our subsidiaries' abilities to meet these covenants and requirements may be affected by events beyond our control and we or they may not meet these obligations. The failure of any of us or our subsidiaries to comply with these covenants and requirements could result in an event of default under our loan arrangements that, if not cured or waived, could terminate such party's ability to borrow further, permit acceleration of the relevant debt (and other indebtedness based on cross-default provisions) and permit foreclosure on any collateral granted as security under the loan arrangements. Further, our obligations to our lenders are secured by liens on our assets. Accordingly, any default under our loan

facilities could also result in a material adverse effect on us that may result in our lenders seeking to recover from ~~us~~ of us or against our assets. There can also be no assurance that the lenders will grant waivers on covenant violations, if they occur. Any such event of default would have a material adverse effect on us.

**We have substantial indebtedness.**

We currently have, and will likely continue to have, a substantial amount of indebtedness. Our indebtedness could, among other things, make it more difficult for us to satisfy our debt obligations, require us to use a large portion of our cash flow from operations to repay and service our debt or otherwise create liquidity problems, limit our flexibility to adjust to market conditions and place us at a competitive disadvantage. We expect to obtain the money to pay our expenses and pay the principal and interest on our indebtedness from cash flow from our operations and potentially from debt or equity offerings. Accordingly, our ability to meet our obligations depends on our future performance and capital raising activities, which will be affected by financial, business, economic and other factors, many of which are beyond our control. If our cash flow and capital resources prove inadequate to allow us to pay the principal and interest on our debt and meet our other obligations, we could face substantial liquidity problems and might be required to dispose of material assets or operations, restructure or refinance our debt, which we may be unable to do on acceptable terms, and forgo attractive business opportunities.

**Changes in interest rates may increase our interest expense.**

A portion of our current borrowings, namely the Cerberus Term Loan and Cerberus/PNC Revolver (\$105 million and \$2.0 million as of the closing date of the Phoenix acquisition), and potential future borrowings, are and may continue to be at variable rates of interest, thus exposing us to interest rate risk. If interest rates increase, our debt service obligations on our variable rate indebtedness would increase even if the amount borrowed remained the same, resulting in a decrease in our net income. For example, if interest rates increased in the future by 100 basis points, based on our current borrowings as of August 14, 2015, we would incur approximately an additional \$1.1 million per annum in interest expense.

**Account data breaches involving stored data or the misuse of such data could adversely affect our reputation, performance and financial condition.**

We provide services which involve the storage of non-public information. Cyber-attacks designed to gain access to sensitive information are constantly evolving, and high profile electronic security breaches leading to unauthorized releases of sensitive information have occurred recently at a number of major U.S. companies, including several large retailers, despite widespread recognition of the cyber-attack threat and improved data protection methods. Any breach of the systems on which sensitive data and account information are stored or archived and any misuse by our own employees, by employees of data archiving services or by other unauthorized users of such data could lead to damage to our reputation, claims against us and other potential increases in costs. If we are unsuccessful in defending any lawsuit involving such data security breaches or misuse, we may be forced to pay damages, which could materially and adversely affect our profitability and financial condition. In addition, damage to our reputation stemming from such breaches could adversely affect our future prospects. As the regulatory environment relating to companies' obligations to protect such sensitive data becomes stricter, a material failure on our part to comply with applicable regulations could subject us to fines or other regulatory sanctions.

**To service our indebtedness, we will require a significant amount of cash, and our ability to generate cash depends on many factors beyond our control.**

Our ability to make payments on our indebtedness and to fund any future capital expenditures, will depend on our ability to generate cash in the future. To a certain extent, this is subject to general economic, financial, competitive, legislative, regulatory and other factors that are beyond our control.

We cannot assure you that we will generate sufficient cash flow from operations, or that future borrowings will be available to us in amounts sufficient to enable us or them to pay any of our respective indebtedness,



or to fund our or their other liquidity needs. We cannot assure you that we will be able to refinance any of our indebtedness on commercially reasonable terms or at all, particularly given the current unstable state of credit markets.

**We may not be able to consummate additional acquisitions and dispositions on acceptable terms or at all. Furthermore, we may not be able to integrate acquisitions successfully and achieve anticipated synergies, or the acquisitions and dispositions we pursue could disrupt our business and harm our financial condition and operating results.**

As part of our business strategy, we may continue to pursue acquisitions and dispositions. Acquisitions and dispositions could involve a number of risks and present financial, managerial and operational challenges, including:

- adverse developments with respect to our results of operations as a result of an acquisition which may require us to incur charges and/or substantial debt or liabilities;
- disruption of our ongoing business and diversion of resources and management attention from existing businesses and strategic matters;
- difficulty with assimilation and integration of operations, technologies, products, personnel or financial or other systems;
- increased expenses, including compensation expenses resulting from newly hired employees and/or workforce integration and restructuring;
- disruption of relationships with current and new personnel, customers and suppliers;
- integration challenges related to implementing or improving internal controls, procedures and/or policies at a business that prior to the acquisition lacked the same level of controls, procedures and/or policies;
- the assumption of certain known and unknown liabilities of the acquired business;
- regulatory challenges or resulting delays; and
- potential disputes (including with respect to indemnification claims) with the buyers of disposed businesses or with the sellers of acquired businesses, technologies, services or products.

We may not be able to consummate acquisitions or dispositions on favorable terms or at all. Our ability to consummate acquisitions will be limited by our ability to identify appropriate acquisition candidates, to negotiate acceptable terms for purchase and our access to financial resources, including available cash and borrowing capacity. In addition, we could experience financial or other setbacks if we are unable to realize, or are delayed in realizing, the anticipated benefits resulting from an acquisition, if we incur greater than expected costs in achieving the anticipated benefits or if any business that we acquire or invest in encounters problems or liabilities which we were not aware of or were more extensive than believed.

**Our net operating loss carry-forwards could be substantially limited if we experience an “ownership change”, as defined in Section 382 of the Internal Revenue Code.**

Our ability to utilize net operating losses (“NOLs”) and built in losses under Section 382 of the Code and tax credit carry-forwards to offset our future taxable income and/or to recover previously paid taxes would be limited if we were to undergo an “ownership change” within the meaning of Section 382 of the Code.

Section 382 of the Code contains rules that limit the ability of a company that undergoes an “ownership change,” which is generally any change in ownership of more than 50% of its stock over a three-year period, to utilize its NOLs and certain built-in losses recognized in years after the ownership change. These rules generally operate by focusing on ownership changes among stockholders owning directly or indirectly 5% or more of the stock of a company and any change in ownership arising from a new issuance of stock by the company.

If we undergo an ownership change for purposes of Section 382 as a result of future transactions involving our common stock, including purchases or sales of stock between 5% stockholders, our ability to use our NOLs and to recognize certain built-in losses would be subject to the limitations of Section 382. Depending on the resulting limitation, a significant portion of our NOLs could expire before we would be able to use them. We had approximately \$164 million of (pre-tax) NOLs as of June 30, 2015. The NOLs begin to expire in 2020 and are available to be used at some level through 2025. Our inability to utilize our NOLs would have a negative impact on our financial position and results of operations.

We do not believe we have experienced an “ownership change” as defined by Section 382 in the last three years. However, whether a change in ownership occurs in the future is largely outside of our control, and there can be no assurance that such a change will not occur.

In May 2009, we announced that our Board adopted a shareholder rights plan (the “Rights Plan”) designed to preserve stockholder value and the value of certain tax assets primarily associated with NOLs and built-in losses under Section 382 of the Code. We also amended our certificate of incorporation to add certain restrictions on transfers of our stock that may result in an ownership change under Section 382.

**Our internal controls and procedures may be deficient.**

| Our internal controls and procedures, including the internal controls and procedures of our subsidiaries, may be subject to deficiencies or weaknesses. Remedying and monitoring internal controls and procedures distracts our management from its operations, planning, oversight and performance functions, which could harm our operating results. Additionally, any failure of our internal controls or procedures could harm our operating results or cause us to fail to meet our obligation to maintain adequate public information.

**Our common stock is illiquid and stockholders may be unable to sell their shares.**

Our common stock is currently quoted on the “Pink Sheets” under the symbol “ALJJ.PK.” There is currently only a limited market for our common stock and we can provide no assurance to investors that a more robust market will develop. If a broader market for our common stock does not develop, our stockholders may encounter difficulties selling their common stock from time to time.

**We cannot assure you that our common stock will become listed on any securities exchange.**

Although we may apply to list our common stock on NASDAQ, the American Stock Exchange or some other securities exchange in the future, we currently have no plans to do so. Even if we were to determine to pursue a listing, we also cannot assure you that we would be able to meet the initial listing standards, including the minimum per share price and minimum capitalization requirements, or that we would be able to maintain a listing of our common stock on either of those or any other trading venue. Until such time as we determine to list and qualify for listing on NASDAQ, the American Stock Exchange or another trading venue, our common stock will continue to be quoted on the Pink Sheets, which may make it more difficult for an investor to dispose of shares or obtain accurate quotations as to the market value of our common stock.

**Our stock is a penny stock and, as a result, our stockholders are more limited in their ability to sell their stock.**

The SEC has adopted rules that regulate broker-dealer practices in connection with the sale of penny stocks, or low-priced securities other than securities registered on certain exchanges, to persons other than established customers and institutional accredited investors. Because our securities constitute penny stocks within the meaning of the rules, the rules apply to us and our securities. For transactions covered by these rules, prior to effecting a transaction in a penny stock, a broker-dealer must, among other things: (a) make a special suitability determination for the purchaser; (b) deliver a standardized risk disclosure document to the customer; (c) receive written acknowledgement of the receipt of the disclosure statement; (d) provide to customers current bids and offers, including the number of shares to which such bid and offer prices apply;

(e) disclose to customers the broker-dealer and sales representation compensation; and (f) receive the purchaser's written consent to the transaction prior to the sale. These suitability requirements and disclosure requirements may have the effect of reducing the trading activity in the secondary market for our stock.

**The market price of our common stock is volatile.**

The market price of our common stock could fluctuate substantially in the future in response to a number of factors, including the following:

- our quarterly operating results or the operating results of other companies in our industry;
- changes in general conditions in the economy, the financial markets or our industry;
- announcements by our competitors of significant acquisitions; and
- increases in raw materials and other costs.

In addition, the stock market has experienced extreme price and volume fluctuations in recent years. This volatility has had a significant impact on the market prices of securities issued by many companies for reasons unrelated to their operating performance. These broad market fluctuations may materially adversely affect our stock price, regardless of our operating results.

**We do not currently plan to pay dividends to holders of our common stock.**

We do not currently anticipate paying cash dividends to the holders of our common stock. Accordingly, holders of our common stock must rely on price appreciation as the sole method to realize a gain on their investment. There can be no assurances that the price of our common stock will ever appreciate in value.

**The anti-takeover provisions of our stockholders rights plan may have the effect of delaying or preventing beneficial takeover bids by third parties.**

We have a stockholder rights plan designed to preserve the value of certain tax assets primarily associated with our NOLs and built in losses under Section 382. At June 30, 2015, the Company had approximately \$164 million in NOLs and the use of such losses to offset federal income tax would be limited if the Company experiences an "ownership change" under Section 382. This would occur if stockholders owning (or deemed under Section 382 to own) 5% or more of the Company's stock by value increase their collective ownership of the aggregate amount of the Company's stock by more than 50 percentage points over a defined period of time. The Rights Plan was adopted to reduce the likelihood of an "ownership change" occurring as defined by Section 382.

In connection with the Rights Plan, the Company declared a dividend of one preferred share purchase right for each share of its common stock outstanding as of the close of business on May 21, 2009. Pursuant to the Rights Plan, any stockholder or group that acquires beneficial ownership of 4.9 percent or more of the Company's outstanding stock (an "Acquiring Person") without the approval of the Company's Board would be subjected to significant dilution of its holdings. Any existing stockholder holding 4.9% or more of the Company's stock will not be considered an Acquiring Person unless such stockholder acquires additional stock of the Company; provided that existing stockholders actually known to the Company to hold 4.9% or more of its stock as of April 30, 2009 are permitted to purchase up to an additional 5% of the Company's stock without triggering the Rights Plan. In addition, in its discretion, the Board may exempt certain persons whose acquisition of securities is determined by the Board not to jeopardize the Company's deferred tax assets and may also exempt certain transactions. The Rights Plan will continue in effect until May 13, 2019, unless it is terminated or the preferred share purchase rights are redeemed earlier by the Board.

While the Rights Plan is intended to protect our NOLs and built-in losses under Section 382, it may also have the effect of delaying or preventing beneficial takeover bids by third parties.

**ITEM 8. EXHIBITS**

A list of exhibits required to be filed as part of this report is set forth in the Index to Exhibits, which immediately precedes such exhibits, and is incorporated herein by reference.

## EXHIBITS

<b>Exhibit No.</b>	<b>Description</b>
1	First Amendment to Restated Certificate of Incorporation of ALJ Regional Holdings, Inc. as filed with the Secretary of State of the State of Delaware on June 1, 2010 (incorporated by reference to Exhibit 1 to the Company's Quarterly Report for the quarter ended June 30, 2010 available at <a href="http://www.pinksheets.com">www.pinksheets.com</a> ).
2	Restated Certificate of Incorporation of ALJ Regional Holdings, Inc. as filed with the Secretary of State of the State of Delaware on June 16, 2009 (incorporated by reference to Exhibit 1 to the Company's Quarterly Report for the quarter ended June 30, 2009 available at <a href="http://www.pinksheets.com">www.pinksheets.com</a> ).
3	Certificate of Ownership and Merger of YouthStream Media Networks, Inc. as filed with the Secretary of State of the State of Delaware on October 23, 2006 (incorporated by reference to Exhibit 2 to the Company's Annual Report for the year ended September 30, 2006 available at <a href="http://www.pinksheets.com">www.pinksheets.com</a> ).
4	Restated Bylaws of ALJ Regional Holdings, Inc. (incorporated by reference to Exhibit 7 to the Company's Quarterly Report for the quarter ended March 31, 2009 available at <a href="http://www.pinksheets.com">www.pinksheets.com</a> ).
5	Rights Agreement dated May 13, 2009 by and between ALJ Regional Holdings, Inc. and American Stock Transfer and Trust Company, LLC (incorporated by reference to Annex B to the Company's Proxy Statement dated May 15, 2009 available at <a href="http://www.pinksheets.com">www.pinksheets.com</a> ).
6	Modification Agreement, dated May 1, 2015, to the Amended and Restated Loan and Security Agreement, dated September 30, 2014, by and among Faneuil, Inc., Faneuil Toll Operations LLC, ALJ Regional Holdings, Inc. and M&T Bank.
7	Modification Agreement, dated May 1, 2015, to the Loan and Security Agreement, dated September 30, 2014, by and among ALJ Regional Holdings, Inc., Faneuil, Inc. and M&T Bank.

**ITEM 9. CERTIFICATION OF CHIEF EXECUTIVE OFFICER AND CHIEF FINANCIAL OFFICER**

**Certification of the Chief Executive Officer**

I, Jess Ravich, hereby certify that:

1. I have reviewed this quarterly disclosure statement of ALJ Regional Holdings, Inc. for the fiscal quarter ended June 30, 2015;
2. Based on my knowledge, this disclosure statement does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this disclosure statement; and
3. Based on my knowledge, the financial statements and other financial information included or incorporated by reference in this disclosure statement, fairly present, in all material respects, the financial condition, results of operations and cash flows of ALJ Regional Holdings, Inc., as of, and for, the periods presented in this disclosure statement.

Date: August 14, 2015

/S/ Jess Ravich

Jess Ravich,  
Executive Chairman

**Certification of the Chief Financial Officer**

I, T. Robert Christ, hereby certify that:

1. I have reviewed this quarterly disclosure statement of ALJ Regional Holdings, Inc. for the fiscal quarter ended June 30, 2015;
2. Based on my knowledge, this disclosure statement does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this disclosure statement; and
3. Based on my knowledge, the financial statements and other financial information included or incorporated by reference in this disclosure statement, fairly present, in all material respects, the financial condition, results of operations and cash flows of ALJ Regional Holdings, Inc., as of, and for, the periods presented in this disclosure statement.

Date: August 14, 2015

/S/ T. Robert Christ

T. Robert Christ,  
Chief Financial Officer