

# Newfoundland Capital Corporation Limited

## Second Quarter 2014

Period Ended June 30 (unaudited)



Dartmouth, N.S. – August 13, 2014, Newfoundland Capital Corporation Limited (“Company”) today announces its financial results for the second quarter ending June 30, 2014.

### Highlights

- **Revenue** for the second quarter of \$42.3 million was \$6.9 million or 19% higher than last year. Year-to-date revenue of \$70.8 million was \$6.6 million or 10% higher than 2013. The growth was due to incremental revenue generated by the recently acquired stations in Toronto, Ontario and Vancouver, British Columbia.
- **Earnings before interest, taxes, depreciation and amortization (“EBITDA”<sup>(1)</sup>)** of \$12.2 million in the second quarter were \$2.0 million or 19% higher than last year and year-to-date EBITDA of \$16.7 million was \$1.3 million or 9% higher than 2013. The increase in EBITDA was due to the recently acquired stations.
- **Profit for the period** of \$7.5 million was \$1.6 million or 26% higher than the same quarter last year due to the acquisition and \$0.8 million of realized gains from the sale of marketable securities. Year-to-date profit of \$4.3 million was \$3.7 million or 46% lower than the same period in 2013. The Company incurred acquisition-related costs of \$8.8 million related to the Toronto and Vancouver business acquisition. Offsetting these one-time costs, the Company benefited from \$2.3 million of unrealized and realized gains this year.
- **The Board of Directors declared a dividend** of \$0.06 per share on each of the Company’s Class A Subordinate Voting Shares and Class B Common Shares on August 13, 2014, payable on October 3, 2014 to all shareholders of record as at September 19, 2014.

### Significant events

- During the second quarter, the Company successfully integrated the operations of the two radio stations acquired in Toronto, Ontario and the three radio stations acquired in Vancouver, British Columbia.
- Subsequent to quarter end, the Company completed the acquisition of CHNI-FM in Saint John, New Brunswick for \$0.8 million cash consideration.

“The integration of the Toronto and Vancouver stations went as expected and has generated accretive results from day one. In our other markets, revenue growth has been more of a challenge this year, particularly with national advertising revenue declining compared to the same periods in 2013”, commented Rob Steele, President and Chief Executive Officer. “Our primary focus in the coming months is to grow revenue and to reduce discretionary spending so that EBITDA results continue to be strong.”

### Financial Highlights – Second Quarter

(thousands of dollars except share information)

|  | 2014      | 2013    |
|--|-----------|---------|
| Revenue  | \$ 42,298 | 35,434  |
| EBITDA <sup>(1)</sup>  | 12,162    | 10,210  |
| Profit for the period  | 7,541     | 5,972   |
| Earnings per share – basic                                   | 0.27      | 0.21    |
| Earnings per share – diluted                                 | 0.26      | 0.20    |
| Share price, NCC.A (closing)                                 | 8.50      | 8.75    |
| Weighted average number of shares outstanding (in thousands) | 28,155    | 28,902  |
| Total assets   | 362,526   | 235,900 |
| Long-term debt, including current portion                    | 150,962   | 49,000  |
| Shareholders’ equity   | 138,091   | 123,294 |

(1) Refer to page 10 “Non-IFRS Accounting Measure”.

## MANAGEMENT'S DISCUSSION AND ANALYSIS

*The purpose of the Management's Discussion and Analysis ("MD&A") is to provide readers with additional complementary information regarding the financial condition and results of operations for Newfoundland Capital Corporation Limited (the "Company") and should be read in conjunction with the unaudited condensed interim consolidated financial statements ("interim financial statements") and related notes for the periods ended June 30, 2014 and 2013 prepared in accordance with International Financial Reporting Standards ("IFRS"), as well as the annual audited consolidated financial statements and related notes prepared in accordance with IFRS and the MD&A contained in the Company's 2013 Annual Report. The Company's second quarter 2014 interim financial statements and the accompanying notes have been prepared in accordance with International Accounting Standard ("IAS") 34, "Interim Financial Reporting" as issued by the International Accounting Standards Board ("IASB") and using the accounting policies described therein. These interim financial statements include the accounts of the Company and other entities in which the Company controls in accordance with IAS 27 "Consolidated and Separate Financial Statements" and are reported in Canadian dollars. These documents along with the Company's Annual Information Form, its Management Proxy Circular dated March 3, 2014 and other public information are filed electronically with various securities commissions in Canada through the System for Electronic Document Analysis and Retrieval ("SEDAR") and can be accessed at [www.sedar.com](http://www.sedar.com). This information is also available on the Company's website at [www.ncc.ca](http://www.ncc.ca).*

*The Board of Directors, upon recommendation of the Audit and Governance Committee, approved the content of this MD&A on August 13, 2014. Disclosure contained in this document is current to this date, unless otherwise stated.*

## CAUTIONARY STATEMENT ON FORWARD-LOOKING INFORMATION

*Management's Discussion and Analysis of financial condition and results of operations contains forward-looking statements and forward-looking information within the meaning of Canadian provincial securities laws. These forward-looking statements are based on current expectations. The use of terminology such as "expect", "intend", "anticipate", "believe", "may", "will", "should", "would", "plan" and other similar terminology relate to, but are not limited to, objectives, goals, plans, strategies, intentions, outlook and estimates. By their very nature, these statements involve inherent risks and uncertainties, many of which are beyond the Company's control, which could cause actual results to differ materially from those expressed in such forward-looking statements. As a result, there is no guarantee that any forward-looking statements will materialize and readers are cautioned not to place undue reliance on these statements. Assumptions, expectations and estimates made in the preparation of forward-looking statements and risks that could cause our actual results to differ materially from our current expectations are discussed in detail in the Risks and Opportunities section of this MD&A. Unless otherwise required by applicable securities laws, the Company disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.*

## CORPORATE PROFILE

Newfoundland Capital Corporation Limited owns and operates Newcap Radio, which is one of Canada's leading radio broadcasters with 95 licences across Canada. The Company reaches millions of listeners each week through a variety of formats and is a recognized industry leader in radio programming, sales and networking. It is Canada's largest pure-play radio company, employing approximately 1,000 of the best radio professionals across the country. The Company's portfolio of radio assets includes 80 FM and 15 AM licences which can be heard throughout Canada. Most of our stations are globally accessible via the internet and various mobile device applications, allowing listeners the flexibility to tune in to our stations at anytime from anywhere. The shares of the Company trade on the Toronto Stock Exchange under the symbols NCC.A and NCC.B.

## STRATEGY AND OBJECTIVES

The Company's long-term strategy is to maximize returns on existing operations and add new licences through business and licence acquisitions and through the Canadian Radio-television and Telecommunications Commission ("CRTC") licence application process.

The Company's day-to-day operating objective is to grow its existing operations by increasing advertising revenue and remaining focused on controlling discretionary costs to drive EBITDA margins. Management will be focusing on the integration of the operations acquired in Toronto and Vancouver. The Company will continue to explore acquisition and expansion opportunities that fit the Company's acquisition objectives and it will make applications to the CRTC for new licences. The Company's commitment to its talented employees, its customers, its listeners and to the communities it serves remains critical to its success.

## CORPORATE DEVELOPMENTS

The following is a review of the key corporate developments which should be considered when reviewing the “Consolidated Financial Review” section. The results of the acquired or launched stations have been included in the interim financial statements since the respective acquisition and launch dates.

### 2014 Developments:

- January – received CRTC approval for a new FM licence in Fox Creek, Alberta (a repeater of CFXW-FM Whitecourt, Alberta).
- February – received CRTC approval for a new FM licence in Hinton, AB.
- March – acquired five radio stations located in Toronto, Ontario and Vancouver, British Columbia for cash consideration of \$111.9 million.
- July – completed the acquisition of CHNI-FM in Saint John, New Brunswick for cash consideration of \$0.8 million.

### 2013 Developments:

- January – completed the acquisition of CKCH-FM, The Eagle, in Sydney, Nova Scotia.
- January – received CRTC approval to convert the Port Au Choix, Newfoundland and Labrador AM station to FM. It was launched in April 2013.
- March – re-branded CFRK-FM in Fredericton as The New Hot 92.3.
- April – received CRTC approval to convert the Wainwright, Alberta AM station to FM. This was launched in September 2013.
- April – launched 95.9 Sun FM in Miramichi, New Brunswick with a Top 40 format.
- May – received CRTC approval for a new FM licence in Wabasca, Alberta (a repeater of CHSL-FM in Slave Lake, Alberta) and a new FM licence to serve Clarendville, Newfoundland and Labrador. The new FM in Wabasca was launched in October 2013 while the new FM in Clarendville will be launched in 2014.
- June – launched the Company’s second FM in Fredericton, New Brunswick. Up! 93.1 features a Classic Hits format.
- December – finalized the sale of CHFT-FM in Fort McMurray, Alberta for cash proceeds of \$5.0 million.

## CONSOLIDATED FINANCIAL REVIEW

In 2013, the Company disposed of its net assets in Fort McMurray, Alberta. The results from this discontinued operation have been excluded from the 2013 figures.

### Consolidated Financial Results of Operation

| <i>(thousands of Canadian dollars, except percentages and per share data)</i> | <u>Three months ended June 30</u> |          |        | <u>Six months ended June 30</u> |          |        |
|---|-----------------------------------|----------|--------|---------------------------------|----------|--------|
|   | <b>2014</b>                       | 2013     | Growth | <b>2014</b>                     | 2013     | Growth |
| <b>Revenue</b>  | \$ <b>42,298</b>                  | 35,434   | 19%    | <b>70,761</b>                   | 64,200   | 10%    |
| Operating expenses  | <b>(30,136)</b>                   | (25,224) | 19%    | <b>(54,062)</b>                 | (48,814) | 11%    |
| <b>EBITDA<sup>(1)</sup></b>   | <b>12,162</b>                     | 10,210   | 19%    | <b>16,699</b>                   | 15,386   | 9%     |
| Depreciation, amortization and accretion of other liabilities                 | <b>(1,414)</b>                    | (1,093)  | 29%    | <b>(2,495)</b>                  | (2,162)  | 15%    |
| Interest expense  | <b>(1,840)</b>                    | (74)     | —      | <b>(2,721)</b>                  | (1,060)  | 157%   |
| Other income (expense)  | <b>1,015</b>                      | (592)    | —      | <b>(5,905)</b>                  | (501)    | —      |
| <b>Profit before provision for income taxes</b>                               | <b>9,923</b>                      | 8,451    | 17%    | <b>5,578</b>                    | 11,663   | (52%)  |
| Provision for income taxes  | <b>(2,382)</b>                    | (2,524)  | (6%)   | <b>(1,241)</b>                  | (3,614)  | (66%)  |
| Profit from continuing operations   | <b>7,541</b>                      | 5,927    | 27%    | <b>4,337</b>                    | 8,049    | (46%)  |
| Profit from discontinued operations   | —                                 | 45       | —      | —                               | 18       | —      |
| <b>Profit for the period</b>  | \$ <b>7,541</b>                   | 5,972    | 26%    | <b>4,337</b>                    | 8,067    | (46%)  |
| <b>Earnings per share from continuing operations</b>                          |                                   |          |        |                                 |          |        |
| – Basic   | <b>0.27</b>                       | 0.21     | —      | <b>0.15</b>                     | 0.28     | —      |
| – Diluted   | <b>0.26</b>                       | 0.20     | —      | <b>0.15</b>                     | 0.27     | —      |
| <b>Earnings per share</b>   |                                   |          |        |                                 |          |        |
| – Basic   | <b>0.27</b>                       | 0.21     | —      | <b>0.15</b>                     | 0.28     | —      |
| – Diluted   | <b>0.26</b>                       | 0.20     | —      | <b>0.15</b>                     | 0.27     | —      |

(1) EBITDA – Earnings before interest, taxes, depreciation and amortization – refer to page 10 “Non-IFRS Accounting Measure”

A detailed discussion on revenue, operating expenses and EBITDA is provided in the section entitled “Financial Review by Segment”.

### **Revenue**

In the second quarter, consolidated revenue of \$42.3 million was \$6.9 million or 19% higher than the same period last year; for the six month period ended June 30, 2014 revenue of \$70.8 million was \$6.6 million or 10% higher than 2013. This improvement came exclusively from incremental revenue growth in the broadcasting segment due to the acquisition of stations in Toronto and Vancouver.

### **Operating expenses**

In the second quarter, consolidated operating expenses of \$30.1 million were \$4.9 million or 19% higher than the same period last year and year-to-date operating expenses of \$54.1 million were \$5.2 million or 11% higher than 2013. The increase in operating expenses was attributable to incremental operating costs related to the stations acquired in the broadcasting segment.

### **EBITDA**

In the second quarter, consolidated EBITDA of \$12.2 million was \$2.0 million or 19% higher than the same period last year and year-to-date EBITDA of \$16.7 million was \$1.3 million or 9% higher than 2013. The increase in EBITDA was attributable to higher revenue in the broadcasting segment.

### **Depreciation, amortization and accretion of other liabilities**

In the second quarter and year-to-date, depreciation, amortization and accretion expense was higher than 2013 due to a higher depreciable asset base and because of the accretion arising on the Toronto and Vancouver Canadian Content Development (“CCD”) commitments. Accretion of other liabilities arises from discounting CCD commitments to reflect the fair value of the obligations. The expense decreases as CCD obligations are drawn down.

### **Interest expense**

Interest expense in the second quarter and year-to-date was higher than the same periods last year because of the additional debt required to finance the Toronto and Vancouver acquisition and the fact that the Company’s effective interest rate has increased by approximately 1.5% due to the higher debt level.

### **Other income (expense)**

*Other income (expense)* generally consists of gains and losses, realized and unrealized, on the Company’s marketable securities and items that are not indicative of the Company’s core operating results, and not used in the evaluation of the consolidated Company’s performance such as acquisition-related costs and impairment charges. In the second quarter, the Company recognized mark-to-market unrealized gains of \$0.1 million compared to losses of \$0.4 million last year. For the six months ended June 30, 2014, the mark-to-market unrealized gains were \$1.5 million compared to losses of \$0.2 million in 2013. In addition to the unrealized gains, in the second quarter of 2014 and year-to-date, realized gains resulting from the sale of certain marketable securities were \$0.8 million; there were no realized gains in 2013.

Because of the Toronto and Vancouver business combination, the Company incurred acquisition-related costs of \$8.8 million; the bulk of which related to \$6.2 million of CCD commitments required to complete the acquisition (payable over seven years). In 2013, \$0.2 million of acquisition-related costs were recorded due to the acquisition in Sydney. Refer to note 4 in the interim financial statements for additional details on the acquisition-related costs and note 11(a) for details on portfolio gains.

### **Provision for income taxes**

In the second quarter, the effective tax rate was 24% and the year-to-date rate was 22% which were lower than the statutory tax rate of 31% mainly because the tax on realized and unrealized gains is calculated using a lower rate.

### **Profit for the period**

Profit for the second quarter of \$7.5 million was \$1.6 million or 26% higher than the same quarter last year due to the acquisition and \$0.8 million of realized gains from the sale of marketable securities. Year-to-date profit of \$4.3 million was \$3.7 million or 46% lower than the same period in 2013. The Company incurred acquisition-related costs of \$8.8 million related to the Toronto and Vancouver business acquisition. Offsetting these one-time costs, the Company benefited from \$2.3 million of unrealized and realized gains this year.

### **Other comprehensive income (“OCI”)**

OCI includes the net change in the fair value of the Company’s cash flow hedge and actuarial gains and losses arising on the Company’s defined benefit pension plans. The after-tax gain included in OCI in the second quarter of 2014 was \$nil (2013 – \$0.2 million) while the year-to-date after-tax loss was less than \$0.1 million (2013 – gain of \$0.4 million).

## **FINANCIAL REVIEW BY SEGMENT**

Consolidated financial figures include the results of operation of the Company’s two separately reported segments – Broadcasting and Corporate and Other. The Company provides information about segment revenue, segment EBITDA and operating profit because these financial measures are used by its key decision makers in making operating decisions and evaluating performance. For additional information about the Company’s segmented information, see note 14 of the Company’s interim financial statements.

## Broadcasting Segment

The broadcasting segment derives its revenue from the sale of broadcast advertising from its licences across the country. Advertising revenue can vary based on market and economic conditions, the audience share of a radio station, the quality of programming and the effectiveness of a company's team of sales professionals.

Cash-generating units ("CGU's") within the broadcasting segment are managed and evaluated based on their revenue and EBITDA. The following summarizes the key operating results of the broadcasting segment. The results from discontinued operations have been excluded from the 2013 figures.

### Broadcasting Financial Results of Operations

| <i>(thousands of Canadian dollars, except percentages)</i> | Three months ended June 30 |          |        |         | Six months ended June 30 |          |        |         |
|--|----------------------------|----------|--------|---------|--------------------------|----------|--------|---------|
|  | 2014                       | 2013     | Growth |         | 2014                     | 2013     | Growth |         |
|  |                            |          | Total  | Organic |                          |          | Total  | Organic |
| Revenue  | \$ 41,377                  | 34,529   | 20%    | (5%)    | 69,033                   | 62,527   | 10%    | (3%)    |
| Operating expenses   | (27,270)                   | (22,188) | 23%    | (2%)    | (48,192)                 | (42,971) | 12%    | (1%)    |
| EBITDA   | \$ 14,107                  | 12,341   | 14%    | (11%)   | 20,841                   | 19,556   | 7%     | (9%)    |
| EBITDA margin  | 34%                        | 36%      | (2%)   | (2%)    | 30%                      | 31%      | (1%)   | (1%)    |

#### Revenue

Broadcasting revenue in the second quarter of \$41.4 million was \$6.8 million or 20% better than the same period last year. Year-to-date broadcasting revenue of \$69.0 million was \$6.5 million or 10% higher than 2013. The growth was attributable to incremental revenue related to the Toronto and Vancouver stations which generated approximately \$8.5 million of revenue since the March 31, 2014 acquisition date. In the Company's other markets, growth (organic growth) was negative 5% in the quarter and negative 3% year-to-date. The industry organic growth rate for the six months ended June 30, 2014 was negative 2%.

The most significant reason for the decrease in organic revenue was the Company's under-performing national sales results. Excluding the revenue derived in Toronto and Vancouver, national advertising declined 14% in the second quarter and 12% year-to-date when compared to the same periods last year. Local sales were flat year over year.

#### Operating expenses

For the second quarter, broadcasting operating expenses were \$27.3 million, up \$5.1 million or 23% over the same period last year. Year-to-date broadcasting operating expenses of \$48.2 million were \$5.2 million or 12% higher than 2013. The increases were due to the incremental operating expenses related to the Toronto and Vancouver stations. The decreases year over year in organic expenses are a result of lower variable costs.

#### EBITDA

Second quarter broadcasting EBITDA of \$14.1 million was \$1.8 million or 14% higher than 2013 while year-to-date broadcasting EBITDA of \$20.8 million was \$1.3 million or 7% higher than last year due to the business acquisition.

## Corporate and Other Segment

The Corporate and Other segment derives its revenue from hotel operations. Corporate and Other expenses are related to head office functions and hotel operations.

### Corporate and Other Financial Results of Operation

| <i>(thousands of Canadian dollars, except percentages)</i> | Three months ended June 30 |         |        | Six months ended June 30 |         |        |
|--|----------------------------|---------|--------|--------------------------|---------|--------|
|  | 2014                       | 2013    | Growth | 2014                     | 2013    | Growth |
| Revenue  | \$ 921                     | 905     | 2%     | 1,728                    | 1,673   | 3%     |
| Operating expenses   | (2,866)                    | (3,036) | (6%)   | (5,870)                  | (5,843) | —      |
| EBITDA   | \$ (1,945)                 | (2,131) | 9%     | (4,142)                  | (4,170) | 1%     |

#### Revenue

Revenue was slightly higher in the second quarter and year-to-date because of higher revenue from the hotel operations.

#### Operating expenses

Second quarter operating expenses of \$2.9 million were \$0.2 million or 6% lower than the same period in 2013 while year-to-date operating expenses of \$5.9 million were on par with the same time last year.

## **EBITDA**

EBITDA improved over the same periods last year because of the higher revenue in combination with lower operating expenses.

## **SELECTED QUARTERLY FINANCIAL INFORMATION**

The Company's revenue and operating results vary, depending on the quarter. The first quarter is a period of lower retail spending and as a result, advertising revenue is lower. The fourth quarter tends to be a period of higher retail spending. In the second quarter of 2014, results from the Toronto and Vancouver stations increased revenue and profit. During the first quarter in 2014, the Company incurred acquisition-related costs arising from the Toronto and Vancouver business acquisition (refer to note 4 of the interim financial statements) which decreased profit. Profit in the fourth quarter of 2013 benefited from a \$3.8 million gain on disposal of the Fort McMurray net assets. Third quarter profit for 2013 was positively impacted by a reduction in provision for income taxes. Positively impacting the 2012 fourth quarter profit was the reversal of a previous broadcast licence impairment charge. The third quarter of 2012 was adversely impacted by impairment charges of \$7.5 million. The results from discontinued operations have been excluded from the comparative revenue figures.

| <i>(thousands of Canadian dollars<br/>except per share data)</i> | <b>2014</b>           |                       | <b>2013</b>           |                       |                       |                       | <b>2012</b>           |                       |
|--|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
|  | <b>2<sup>nd</sup></b> | <b>1<sup>st</sup></b> | <b>4<sup>th</sup></b> | <b>3<sup>rd</sup></b> | <b>2<sup>nd</sup></b> | <b>1<sup>st</sup></b> | <b>4<sup>th</sup></b> | <b>3<sup>rd</sup></b> |
| Revenue  | \$ <b>42,298</b>      | 28,463                | 35,649                | 32,749                | 35,434                | 28,765                | 35,099                | 33,250                |
| Profit (loss) for the period                                     | <b>7,541</b>          | (3,204)               | 10,295                | 8,656                 | 5,972                 | 2,095                 | 7,405                 | (1,061)               |
| Earnings (loss) per share  |                       |                       |                       |                       |                       |                       |                       |                       |
| – Basic  | <b>0.27</b>           | (0.11)                | 0.37                  | 0.30                  | 0.20                  | 0.07                  | 0.25                  | (0.04)                |
| – Diluted  | <b>0.26</b>           | (0.11)                | 0.35                  | 0.29                  | 0.19                  | 0.07                  | 0.24                  | (0.04)                |

### ***Selected cash flow information – six months ended June 30, 2014***

Cash flows from operating activities of \$6.1 million combined with net debt borrowings of \$108.9 million were used to finance the \$111.9 million business acquisition of broadcasting operations in Toronto and Vancouver, pay dividends totaling \$2.5 million and purchase property and equipment of \$2.8 million.

### ***Selected cash flow information – six months ended June 30, 2013***

Cash flows from operating activities of \$11.3 million were used to repurchase capital stock for \$4.3 million, purchase property and equipment for \$3.6 million, pay dividends of \$2.6 million and purchase broadcasting assets in Nova Scotia for \$2.0 million.

### ***Capital expenditures and capital budget***

The capital expenditures for 2014 are expected to total approximately \$9.5 million. The major planned expenditures include the capital costs associated with the acquired licences in Toronto, Vancouver and Saint John as well as general improvements and upgrades. The Company continuously upgrades its broadcast equipment to improve operating efficiencies.

## **FINANCIAL CONDITION**

### ***Total assets***

Assets of \$362.5 million were \$126.9 million higher than December 31, 2013 due to the Toronto and Vancouver acquisition.

### ***Liabilities, shareholders' equity and capital structure***

As at June 30, 2014, the Company had \$1.3 million of current bank indebtedness and \$151.0 million of long-term debt, of which \$11.3 million was current. The capital structure consisted of 38% equity (\$138.1 million) and 62% liabilities (\$224.4 million) at quarter end.

## **LIQUIDITY**

### ***Liquidity risk***

Liquidity risk is the risk that the Company is not able to meet its financial obligations as they become due or can do so only at excessive cost. The Company's growth is financed through a combination of the cash flows from operations and borrowings under the existing credit facility. One of management's primary goals is to maintain an optimal level of liquidity through the active management of the assets and liabilities as well as the cash flows. Management deems its liquidity risk to be low and this is explained in the paragraphs that follow.

### ***Credit facilities and covenants***

The Company has two syndicated credit facilities. The first one is a \$90.0 million revolving credit facility. This type of facility provides flexibility with no scheduled repayment terms. The Company also has a \$90.0 million non-revolving credit facility that was drawn on March 31, 2014 to finance the Toronto and Vancouver business acquisition. The facility is being amortized over eight years and is repayable in quarterly instalments of \$2.8 million. The first quarterly instalment will be made in September 2014. The maturity date for both credit facilities is March 2017.

The Company is subject to covenants on its credit facilities. The Company's bank covenants include certain maximum or minimum ratios such as total debt to EBITDA ratio, interest coverage and fixed charge coverage ratio. Other covenants include seeking prior approval for acquisitions or disposals in excess of a quantitative threshold. The Company was in compliance with the covenants throughout the quarter and at quarter end.

Cash flow from operations and funds available from the Company's \$90.0 million revolving credit facility have been the primary funding sources of working capital, capital expenditures, CCD payments, dividend payments, debt repayments, and other contractually required payments through the past several years.

#### ***Positive cash balances***

The Company does not maintain any significant positive cash balances; instead it uses the vast majority of its positive cash balances to reduce debt and minimize interest expense. As a result, the Company nets its deposits in banks with bank indebtedness. The fact that the Company does not have positive cash positions on its balance sheet does not pose an increase to its liquidity risk because the Company generates cash from operations and, as part of its credit facility, it has a \$5.0 million current operating credit line to fund any current obligations and it can also access any unused capacity in its credit facility to fund obligations.

#### ***Working capital requirements***

As at June 30, 2014, the Company's working capital was \$1.5 million. The cash from current receivables will be sufficient to cover the Company's current obligations to its suppliers and employees and in combination with ongoing cash from operations and the availability of cash from its debt facility, the Company will be able to meet all other current cash requirements as they arise. If cash inflows from customers are not sufficient to cover current obligations, because of timing issues, the Company has access to a \$5.0 million operating credit line.

#### ***Future cash requirements***

Other than for operations, the Company's cash requirements are mostly for interest payments, repayment of debt, capital expenditures, CCD payments, dividends and other contractual obligations. Management anticipates that its cash flows from operations will provide sufficient funds to meet its cash requirements.

Based on the above discussion and internal analysis, management deems its liquidity risk to be low.

### **COMMITMENTS AND CONTRACTUAL OBLIGATIONS**

Since the publication of the 2013 Annual MD&A (dated March 3, 2014), the Company's commitments and contractual obligations have increased as follows:

- \$108.5 million increase in long-term debt (this amount includes the current portion of long-term debt); and
- \$11.2 million increase in CCD commitments (undiscounted).

These increases were directly attributable to the Toronto and Vancouver business acquisition.

### **SHARE CAPITAL**

#### ***Outstanding share data***

The weighted average number of shares outstanding at June 30, 2014 was 28,150,000 (2013 – 29,043,000). As of this date, there are 24,385,648 Class A Subordinate Voting Shares ("Class A Shares") and 3,769,322 Class B Common Shares ("Class B Shares") outstanding.

#### ***Share repurchases***

The Company has approval under a Normal Course Issuer Bid to repurchase up to 1,219,282 Class A Subordinate Voting Shares ("Class A shares") and 75,386 Class B Common Shares ("Class B shares"). This bid expires May 21, 2015. During the second quarter, and year-to-date, no shares were repurchased. In the 2013 second quarter and year-to-date, 464,390 shares were repurchased for \$4,342,000.

#### ***Dividends***

In December 2013, the Company declared a dividend of \$0.09 per share on each of its Class A shares and Class B shares. \$2.5 million was paid to shareholders year-to-date (2013 – \$2.6 million). On August 13, 2014, the Board of Directors declared dividends of \$0.06 per share to all shareholders of record as at September 19, 2014, payable on October 3, 2014.

### **SHARE-BASED COMPENSATION PLANS**

#### ***Executive stock option plan***

A total of 2,347,500 stock options are outstanding pursuant to the Company's executive stock option plan. During the quarter and year-to-date, no options were granted by the Company (2013 – Nil). No options were exercised during the second quarter (2013 – nil). Year-to-date, 107,500 options were exercised using the cashless exercise option resulting in 26,767 shares issued from treasury (2013 – 60,000 options exercised with 43,724 shares issued from treasury). Compensation expense related to the stock option plan in the second quarter and year-to-date was less than \$0.1 million (2013 – less than \$0.1 million).

### ***Stock appreciation rights plan***

A total of 1,745,000 stock appreciation rights (“SARS” or “rights”) have been granted since 2006 at a weighted-average reference price of \$5.75. The SARS’ expiry dates range from April 2014 to February 2015. The rights vest at a rate of 50% at the end of year three, 25% at the end of year four and 25% at the end of year five and are exercisable as they vest. At the date of exercise, cash payments are made to the holders based on the difference between the market value of the Company’s Class A shares and the reference price. All rights granted under this plan expire on the 60<sup>th</sup> day following the 5<sup>th</sup> anniversary of the grant date. As at June 30, 2014, 50,000 rights were outstanding.

No SARS were granted to-date in 2014 or 2013. No SARS were exercised in the second quarter (2013 – 30,000 SARS exercised for \$0.1 million). Year-to-date, 52,500 SARS were exercised for cash proceeds of \$0.2 million (2013 – 45,000 exercised for \$0.2 million). Compensation expense in the second quarter was a recovery of less than \$0.1 million (2013 – recovery of \$0.1 million) and year-to-date, the recovery was less than \$0.1 million (2013 – expense of less than \$0.1 million). The total obligation for SARS compensation of \$0.1 million was classified as accounts payable and accrued liabilities (2013 – \$0.3 million).

## **FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT**

For more detailed disclosures about derivative financial instruments and financial risk management, refer to note 11 of the interim financial statements.

### ***Interest rate risk management***

The Company has in place an interest rate swap agreement with a Canadian Chartered Bank to hedge its exposure to fluctuating interest rates on its long-term debt. The swap has a notional amount of \$45,000,000 and expires in May 2017.

The swap agreement involves the exchange of the three-month bankers’ acceptance floating interest rate for a fixed interest rate. The difference between the fixed and floating rates is settled quarterly with the bank and recorded as an increase or decrease to interest expense. A 0.5% change in the projected floating interest rates during the remaining term of the hedge agreement would have impacted the fair value of the interest rate swap by approximately \$0.5 million which would have flowed through profit since the swap was ineffective for accounting purposes as at June 30, 2014.

As at June 30, 2014, the aggregate fair value payable of the swap agreement was \$0.7 million (2013 – \$0.2 million). The net change in OCI for the second quarter was \$nil (2013 – \$0.2 million gain) and a loss of less than \$0.1 million year-to-date (2013 – \$0.4 million gain).

### ***Share price volatility management***

In July 2006, the Company entered into a cash-settled equity total return swap agreement to manage its exposure to fluctuations in its stock-based compensation costs related to the SAR Plan.

In July 2013, the swap expired and any remaining notional SARS were unwound. As a result there is no longer any balance receivable related to the equity total return swap. As at June 30, 2013, there was a current receivable balance of \$0.7 million and realized before-tax losses recognized in the income statements in the quarter were \$0.2 million and year-to-date losses were \$0.1 million.

### ***Market risk***

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. The fair value of the Company’s marketable securities is affected by changes in the quoted share prices in active markets. Such prices can fluctuate and are affected by numerous factors beyond the Company’s control. In order to minimize the risk associated with changes in the share price of any one particular investment, the Company diversifies its portfolio by investing in various industries and only invests a certain amount of funds in marketable securities. It also conducts regular financial reviews of publicly available information related to its investments to determine if any identified risks are within tolerable risk levels.

### ***Credit risk management***

The Company is subject to normal credit risk with respect to its receivables. A large customer base and geographic dispersion minimize the concentration of credit risk. Credit exposure is managed through credit approval and monitoring procedures. The Company does not require collateral or other security from clients for trade receivables; however the Company does perform credit checks on customers prior to extending credit. Based on the results of credit checks, the Company may require upfront deposits or full payments on account prior to providing service. The Company reviews its receivables for possible indicators of impairment on a regular basis and as such, it maintains a provision for potential credit losses. The Company is of the opinion that the provision for potential losses adequately reflects the credit risk associated with its receivables. Amounts would be written off directly against accounts receivable and against the allowance only if and when it was clear the amount would not be collected due to customer insolvency. Historically, the significance and incidence of amounts written off directly against receivables have been low. The Company believes its provision for potential credit losses is adequate at this time given the current economic circumstances.

Credit exposure on financial instruments arises from the possibility that a counterparty to an instrument in which the Company is entitled to receive payment fails to perform. Counterparty risk is managed by only dealing with Canadian Chartered Banks having high credit ratings.

#### ***Capital Management***

The Company defines its capital as shareholders' equity. The Company's objective when managing capital is to pursue its strategy of growth through acquisitions and through organic operations so that it can continue to provide adequate returns for shareholders. The Company manages the capital structure and makes adjustments to it in light of changes in economic conditions and the risk characteristics of the underlying assets. In order to maintain or adjust the capital structure, the Company may adjust the amount of dividends paid to shareholders, issue new shares or repurchase shares. The Directors and senior management of the Company are of the opinion that from time to time the purchase of its shares at the prevailing market price would be a worthwhile investment and in the best interests of the Company and its shareholders. Material transactions and those considered to be outside the ordinary course of business, such as acquisitions and other major investments or disposals, are reviewed and approved by the Board of Directors.

#### **ADOPTION OF NEW ACCOUNTING STANDARDS**

##### ***IFRIC 21 Levies***

IFRIC 21 clarifies that an entity recognizes a liability for a levy when the activity that triggers payment, as identified by the relevant legislation, occurs. IFRIC 21 is effective for annual periods beginning on or after January 1, 2014. The adoption of this standard did not have an impact on the Company's financial position or performance.

#### **FUTURE ACCOUNTING STANDARDS**

##### ***IFRS 9 Financial Instruments***

IFRS 9, as issued in 2010, reflects the first phase of the International Accounting Standard Board's work on the replacement of IAS 39 and applies to classification and measurement of financial assets and liabilities as defined in IAS 39. The standard was initially effective for annual periods beginning on or after January 1, 2013. In November 2013, Chapter 6 of IFRS 9 on hedge accounting was published. At the same time, Chapter 7, containing the effective date and transition provisions was amended to remove the mandatory effective date of IFRS 9. This was intended to provide sufficient time for preparers to make the transition to the new requirements. The Company may still choose to apply IFRS 9 immediately, but is not required to do so.

##### ***IFRS 15 Revenue from Contracts with Customers***

IFRS 15 applies to all revenue contracts and provides a five step model for the recognition and measurement of revenue earned from a contract with a customer. The standard's requirements will also apply to the recognition and measurement of gains and losses on the sale of certain non-financial assets that are not an output of the entity's ordinary activities. The standard comes into effect on January 1, 2017 with earlier adoption permitted. The Company will monitor the impact, if any, this standard will have on its revenue recognition procedures.

#### **SUBSEQUENT EVENT**

On July 28, 2014 the Company acquired CHNI-FM in Saint John, New Brunswick for \$0.8 million.

#### **CRITICAL ACCOUNTING ESTIMATES**

There has been no substantial change in the Company's critical accounting estimates since the publication of the 2013 Annual MD&A dated March 3, 2014.

#### **OFF-BALANCE SHEET ARRANGEMENTS**

The Company's off-balance sheet arrangements consist of operating leases. Other than these, which are considered in the ordinary course of business, the Company does not have any other off-balance sheet arrangements and does not expect to enter into any other such arrangement other than in the ordinary course of business.

#### **RISKS AND OPPORTUNITIES**

There has been no substantial change in the Company's risks and opportunities since the publication of the 2013 Annual MD&A dated March 3, 2014.

#### **CHANGES IN INTERNAL CONTROLS OVER FINANCIAL REPORTING**

There were no changes in the Company's internal controls over financial reporting that occurred in the six months ending June 30, 2014 that have materially affected, or are likely to materially affect, the Company's internal controls over financial reporting.

## OUTLOOK

Organic revenue has been challenging this year with national revenue trending negatively compared to the same time last year. Local revenue has remained on pace with 2013; however, there have been challenges in some particular markets which has impacted organic results. Management has put in place a plan to reduce discretionary spending to reduce the bottom line impact of lower organic revenue.

The integration of the Toronto and Vancouver stations has been a significant focus during the second quarter. Excluding upfront transaction-related costs, these operations have contributed positively to the overall financial results since day one and results from these markets are expected to continue to positively benefit the Company.

### *Non-IFRS Accounting Measure*

<sup>(1)</sup>*EBITDA is calculated as revenue less operating expenses (which include direct cost of sales and general and administrative expenses) as reported in the Company's interim consolidated income statements. EBITDA may be calculated and presented by operating segment or for the consolidated results of the Company. The Company believes this is an important measure because the Company's key decision makers use this measure internally to evaluate the performance of management. The Company's key decision makers also believe certain investors use it as a measure of the Company's financial performance and for valuation purposes.*

*EBITDA is therefore calculated before (i) non-cash expenses such as depreciation, amortization and accretion of other liabilities, (ii) interest expense and (iii) items not indicative of the Company's core operating results, and not used in the evaluation of the operating segments or the consolidated Company's performance such as: acquisition-related costs, impairment charges and other income (expense). A calculation of this measure is as follows:*

| <i>(thousands of Canadian dollars)</i>                               | <i>Three months ended June 30</i> |                      | <i>Six months ended June 30</i> |                      |
|--|-----------------------------------|----------------------|---------------------------------|----------------------|
|  | <i>2014</i>                       | <i>2013</i>          | <i>2014</i>                     | <i>2013</i>          |
| <i>Profit for the period from continuing operations</i>              | <i>\$ 7,541</i>                   | <i>5,927</i>         | <i>4,337</i>                    | <i>8,049</i>         |
| <i>Provision for income tax expense</i>                              | <i>2,382</i>                      | <i>2,524</i>         | <i>1,241</i>                    | <i>3,614</i>         |
| <i>Other (income) expense</i>  | <i>(1,015)</i>                    | <i>592</i>           | <i>5,905</i>                    | <i>501</i>           |
| <i>Interest expense</i>  | <i>1,840</i>                      | <i>74</i>            | <i>2,721</i>                    | <i>1,060</i>         |
| <i>Depreciation, amortization and accretion of other liabilities</i> | <i>1,414</i>                      | <i>1,093</i>         | <i>2,495</i>                    | <i>2,162</i>         |
| <b><i>EBITDA</i></b>   | <b><i>\$ 12,162</i></b>           | <b><i>10,210</i></b> | <b><i>16,699</i></b>            | <b><i>15,386</i></b> |

*EBITDA is not defined by IFRS and is not standardized for public issuers. This measure may not be comparable to similar measures presented by other public enterprises.*

**Newfoundland Capital Corporation Limited**

**Notice of Disclosure of Non-Auditor Review of Interim Financial Statements for the three months and six months ended June 30, 2014 and 2013**

Pursuant to National Instrument 51-102, Part 4, subsection 4.3(3)(a) issued by the Canadian Securities Administrators, the interim financial statements must be accompanied by a notice indicating that the financial statements have not been reviewed by an auditor if an auditor has not performed a review of the interim financial statements.

The accompanying unaudited condensed interim consolidated financial statements (“interim financial statements”) of the Company for the three months and six months ended June 30, 2014 and 2013 have been prepared in accordance with International Financial Reporting Standards and are the responsibility of the Company’s management.

The Company’s independent auditors, Ernst & Young LLP, have not performed a review of these interim financial statements in accordance with the standards established by the Canadian Institute of Chartered Accountants for a review of interim financial statements by an entity’s auditor.

Dated this 13<sup>th</sup> day of August, 2014

## Interim Condensed Consolidated Statements of Financial Position

(unaudited)

| <i>(thousands of Canadian dollars)</i>            | Notes    | <b>June 30<br/>2014</b> | December 31<br>2013 |
|---|----------|-------------------------|---------------------|
| <b>Assets</b>                                     |          |                         |                     |
| <b>Current assets</b>                             |          |                         |                     |
| Marketable securities                             | 11(a)    | \$ 2,947                | 3,595               |
| Receivables                                       |          | 32,616                  | 27,995              |
| Prepaid expenses                                  |          | 2,534                   | 915                 |
| <i>Total current assets</i>                       |          | <u>38,097</u>           | 32,505              |
| <b>Non-current assets</b>                         |          |                         |                     |
| Property and equipment                            | 4        | 37,180                  | 36,460              |
| Other assets                                      |          | 1,671                   | 1,622               |
| Broadcast licences                                | 4        | 265,203                 | 154,481             |
| Goodwill  | 4        | 15,466                  | 7,422               |
| Deferred income tax assets                        |          | 4,909                   | 3,115               |
| <i>Total non-current assets</i>                   |          | <u>324,429</u>          | 203,100             |
| <b>Total assets</b>                               |          | <u>\$ 362,526</u>       | 235,605             |
| <b>Liabilities and Shareholders' Equity</b>       |          |                         |                     |
| <b>Current liabilities</b>                        |          |                         |                     |
| Bank indebtedness                                 |          | \$ 1,349                | 998                 |
| Accounts payable and accrued liabilities          |          | 20,617                  | 16,496              |
| Dividends payable                                 |          | —                       | 2,532               |
| Income taxes payable                              |          | 3,426                   | 3,745               |
| Current portion of long-term debt                 | 6        | 11,250                  | —                   |
| <i>Total current liabilities</i>                  |          | <u>36,642</u>           | 23,771              |
| <b>Non-current liabilities</b>                    |          |                         |                     |
| Long-term debt                                    | 6        | 139,712                 | 42,642              |
| Other liabilities                                 | 4, 11(b) | 18,789                  | 10,626              |
| Deferred income tax liabilities                   | 4        | 29,292                  | 24,781              |
| <i>Total non-current liabilities</i>              |          | <u>187,793</u>          | 78,049              |
| <b>Total liabilities</b>                          |          | <u>224,435</u>          | 101,820             |
| <b>Shareholders' equity</b>                       |          | <u>138,091</u>          | 133,785             |
| <b>Total liabilities and shareholders' equity</b> |          | <u>\$ 362,526</u>       | 235,605             |

*Subsequent event (note 13)*

*See accompanying notes to the interim financial statements*

## Interim Condensed Consolidated Income Statements

(unaudited)

| (thousands of Canadian dollars<br>except per share data)                       | Notes    | Three months ended<br>June 30 |          | Six months ended<br>June 30 |          |
|--|----------|-------------------------------|----------|-----------------------------|----------|
|  |          | 2014                          | 2013     | 2014                        | 2013     |
| Revenue  |          | \$ 42,298                     | 35,434   | 70,761                      | 64,200   |
| Operating expenses   |          | (30,136)                      | (25,224) | (54,062)                    | (48,814) |
| Depreciation, amortization and accretion<br>of other liabilities               |          | (1,414)                       | (1,093)  | (2,495)                     | (2,162)  |
| Interest expense   |          | (1,840)                       | (74)     | (2,721)                     | (1,060)  |
| Other income (expense)   | 4, 11(a) | 1,015                         | (592)    | (5,905)                     | (501)    |
| <b>Profit from continuing operations before<br/>provision for income taxes</b> |          | <b>9,923</b>                  | 8,451    | <b>5,578</b>                | 11,663   |
| Provision for income tax (expense) recovery                                    |          |                               |          |                             |          |
| Current  |          | (1,776)                       | (2,079)  | (2,027)                     | (3,142)  |
| Deferred   |          | (606)                         | (445)    | 786                         | (472)    |
|  |          | (2,382)                       | (2,524)  | (1,241)                     | (3,614)  |
| <b>Profit from continuing operations</b>                                       |          | <b>7,541</b>                  | 5,927    | <b>4,337</b>                | 8,049    |
| Profit from discontinued operations  |          | —                             | 45       | —                           | 18       |
| <b>Profit for the period</b>   |          | <b>\$ 7,541</b>               | 5,972    | <b>4,337</b>                | 8,067    |
| <b>Earnings per share from continuing<br/>operations</b>                       | 12       |                               |          |                             |          |
| – Basic  |          | \$ 0.27                       | 0.21     | 0.15                        | 0.28     |
| – Diluted  |          | 0.26                          | 0.20     | 0.15                        | 0.27     |
| <b>Earnings per share</b>  | 12       |                               |          |                             |          |
| – Basic  |          | \$ 0.27                       | 0.21     | 0.15                        | 0.28     |
| – Diluted  |          | 0.26                          | 0.20     | 0.15                        | 0.27     |

See accompanying notes to the interim financial statements

## Interim Condensed Consolidated Statements of Comprehensive Income

(unaudited)

| (thousands of Canadian dollars)           | Notes | Three months ended<br>June 30 |       | Six months ended<br>June 30 |       |
|---|-------|-------------------------------|-------|-----------------------------|-------|
|   |       | 2014                          | 2013  | 2014                        | 2013  |
| <b>Profit for the period</b>              |       | <b>\$ 7,541</b>               | 5,972 | <b>4,337</b>                | 8,067 |
| <b>Other comprehensive income (loss):</b> |       |                               |       |                             |       |
| Cash flow hedges:                         |       |                               |       |                             |       |
| Net movement on interest rate swaps       | 11(b) | 1                             | 249   | (60)                        | 555   |
| Income tax recovery (expense)             |       | (1)                           | (67)  | 15                          | (151) |
| <b>Other comprehensive income (loss)</b>  |       | <b>—</b>                      | 182   | (45)                        | 404   |
| <b>Comprehensive income</b>               |       | <b>\$ 7,541</b>               | 6,154 | <b>4,292</b>                | 8,471 |

See accompanying notes to the interim financial statements

## Interim Condensed Consolidated Statements of Changes in Shareholders' Equity

(unaudited)

| <i>(thousands of Canadian dollars)</i>      | Issued share<br>capital<br>(note 7) | Contributed<br>surplus<br>(note 8) | Accumulated<br>other<br>comprehensive<br>income | Retained<br>earnings | Total          |
|---|-------------------------------------|------------------------------------|---|----------------------|----------------|
| Balance at January 1, 2014                  | \$ 36,495                           | 2,680                              | 107   | 94,503               | 133,785        |
| Profit for the period                       | —                                   | —                                  | —   | 4,337                | 4,337          |
| Other comprehensive income (loss)           | —                                   | —                                  | (45)  | —                    | (45)           |
| Total comprehensive income (loss)           | —                                   | —                                  | (45)  | 4,337                | 4,292          |
| Exercise of stock options                   | 101                                 | (101)                              | —   | —                    | —              |
| Executive stock option compensation expense | —                                   | 14                                 | —   | —                    | 14             |
| <b>Balance at June 30, 2014</b>             | <b>\$ 36,596</b>                    | <b>2,593</b>                       | <b>62</b>                                       | <b>98,840</b>        | <b>138,091</b> |

See accompanying notes to the interim financial statements

| <i>(thousands of Canadian dollars)</i>      | Issued share<br>capital<br>(note 7) | Contributed<br>surplus<br>(note 8) | Accumulated<br>other<br>comprehensive<br>loss | Retained<br>earnings | Total          |
|---|-------------------------------------|------------------------------------|---|----------------------|----------------|
| Balance at January 1, 2013                  | \$ 38,079                           | 2,614                              | (1,630)                                       | 80,065               | 119,128        |
| Profit for the period                       | —                                   | —                                  | —   | 8,067                | 8,067          |
| Other comprehensive income                  | —                                   | —                                  | 404   | —                    | 404            |
| Total comprehensive income                  | —                                   | —                                  | 404   | 8,067                | 8,471          |
| Repurchase of share capital                 | (667)                               | —                                  | —   | (3,675)              | (4,342)        |
| Executive stock option compensation expense | —                                   | 37                                 | —   | —                    | 37             |
| <b>Balance at June 30, 2013</b>             | <b>\$ 37,412</b>                    | <b>2,651</b>                       | <b>(1,226)</b>                                | <b>84,457</b>        | <b>123,294</b> |

See accompanying notes to the interim financial statements

## Interim Condensed Consolidated Statements of Cash Flows

(unaudited)

| <i>(thousands of Canadian dollars)</i>  | Notes | Six months ended<br>June 30 |                |
|---|-------|-----------------------------|----------------|
|   |       | 2014                        | 2013           |
| <b>Operating Activities</b>   |       |                             |                |
| Profit from continuing operations before provision for income taxes                         |       | \$ 5,578                    | 11,663         |
| Items not involving cash  |       |                             |                |
| Depreciation, amortization and accretion of<br>other liabilities                            |       | 2,495                       | 2,162          |
| Share-based compensation expense  | 9     | 2                           | 54             |
| Realized and unrealized (gains) losses on marketable securities                             | 11(a) | (2,300)                     | 201            |
| Canadian Content Development commitments<br>arising from business acquisitions not yet paid | 4     | 6,243                       | —              |
| Other   |       | 201                         | 295            |
|   |       | <u>12,219</u>               | <u>14,375</u>  |
| Net change in non-cash working capital from continuing operations                           |       | <u>(1,162)</u>              | <u>2,879</u>   |
|   |       | 11,057                      | 17,254         |
| Interest paid   |       | (2,667)                     | (1,381)        |
| Income taxes paid   |       | <u>(2,323)</u>              | <u>(4,621)</u> |
| Net cash flow from continuing operations  |       | 6,067                       | 11,252         |
| Net cash flow from discontinued operations  |       | —                           | 73             |
| Net cash flows from operating activities  |       | <u>6,067</u>                | <u>11,325</u>  |
| <b>Financing Activities</b>   |       |                             |                |
| Change in bank indebtedness   |       | 351                         | 829            |
| Long-term debt borrowings   |       | 113,000                     | 3,000          |
| Long-term debt repayments   |       | (4,500)                     | (2,000)        |
| Dividends paid  | 7     | (2,532)                     | (2,625)        |
| Repurchase of capital stock   |       | <u>(326)</u>                | <u>(4,342)</u> |
|   |       | 105,993                     | (5,138)        |
| <b>Investing Activities</b>   |       |                             |                |
| Acquisition of broadcasting assets  | 4     | (111,922)                   | (2,040)        |
| Property and equipment additions  |       | (2,760)                     | (3,600)        |
| Canadian Content Development commitment payments  |       | (358)                       | (509)          |
| Proceeds from disposal of marketable securities   |       | 3,017                       | —              |
| Other   |       | <u>(37)</u>                 | <u>(38)</u>    |
|   |       | <u>(112,060)</u>            | <u>(6,187)</u> |
| <b>Cash, beginning and end of period</b>  |       | <b>\$ —</b>                 | <b>—</b>       |

See accompanying notes to the interim financial statements

**1. REPORTING ENTITY**

Newfoundland Capital Corporation Limited (the “Company”) is incorporated in Nova Scotia, Canada. The address of the Company’s registered office of business is 745 Windmill Road, Dartmouth, Nova Scotia, B3B 1C2. The Company’s primary activity is radio broadcasting. These unaudited condensed interim consolidated financial statements (“interim financial statements”) comprise the financial position of the Company and its subsidiaries, together referred to as the “Company”. The Company’s revenue is derived primarily from the sale of advertising airtime which is subject to seasonal fluctuations.

These interim financial statements were authorized for issue in accordance with a resolution of the Board of Directors on August 13, 2014.

**2. BASIS OF PREPARATION**

**a) Statement of compliance**

These interim financial statements have been prepared in accordance with International Accounting Standards 34 (“IAS”), Interim Financial Reporting, and accordingly, they do not include all of the information and disclosures required by International Financial Reporting Standards (“IFRS”) for annual financial statements. The same accounting policies and methods of computation were followed in the preparation of these interim financial statements as were followed in the preparation of the annual financial statements for the year ended December 31, 2013. Accordingly, these interim financial statements should be read together with the annual financial statements for the year ended December 31, 2013 prepared in accordance with IFRS.

These interim financial statements have been prepared in accordance with those IFRS standards and IFRS Interpretations Committee (“IFRIC”) interpretations issued and effective or issued and early adopted as at the date of these statements (August 13, 2014). All amounts are expressed in Canadian dollars, rounded to the nearest thousand (unless otherwise specified). The functional currency of the Company and each of its subsidiaries is the Canadian dollar.

**b) Critical Accounting Estimates and Assumptions**

There has been no substantial change in the Company’s critical accounting estimates and assumptions since the publication of the annual financial statements for the year ended December 31, 2013.

**3. ACCOUNTING STANDARDS ADOPTED AND FUTURE ACCOUNTING STANDARDS**

**Adopted Accounting Standard**

***IFRIC 21 Levies***

IFRIC 21 clarifies that an entity recognizes a liability for a levy when the activity that triggers payment, as identified by the relevant legislation, occurs. IFRIC 21 is effective for annual periods beginning on or after January 1, 2014. The adoption of this standard did not have an impact on the Company’s financial position or performance.

**Future Accounting Standards**

***IFRS 9 Financial Instruments***

IFRS 9, as issued in 2010, reflects the first phase of the International Accounting Standard Board’s work on the replacement of IAS 39 and applies to classification and measurement of financial assets and liabilities as defined in IAS 39. The standard was initially effective for annual periods beginning on or after January 1, 2013. In November 2013, Chapter 6 of IFRS 9 on hedge accounting was published. At the same time, Chapter 7, containing the effective date and transition provisions was amended to remove the mandatory effective date of IFRS 9. This was intended to provide sufficient time for preparers to make the transition to the new requirements. The Company may still choose to apply IFRS 9 immediately, but is not required to do so.

***IFRS 15 Revenue from Contracts with Customers***

IFRS 15 applies to all revenue contracts and provides a five step model for the recognition and measurement of revenue earned from a contract with a customer. The standard’s requirements will also apply to the recognition and measurement of gains and losses on the sale of certain non-financial assets that are not an output of the entity’s ordinary activities. The standard comes into effect on January 1, 2017 with earlier adoption permitted. The Company will monitor the impact, if any, this standard will have on its revenue recognition procedures.

**4. BUSINESS ACQUISITIONS**

**Business Acquisition – 2014**

On March 31, 2014, the Company acquired the shares of companies that held the radio broadcasting assets of two radio stations in Toronto, Ontario and three radio stations in Vancouver, British Columbia for total cash consideration of \$111,922,000. Because this was a share deal, the Company did not receive full tax basis on the assets acquired and this resulted in the recognition of deferred tax liabilities as set out in the table below.

The major assets acquired included broadcast licences, goodwill and capital assets while certain accrued liabilities along with Canadian Content Development (“CCD”) obligations were assumed. No trade receivables or trade payables were acquired. Goodwill arose as a result of the combination of sales forces and the cost synergies that will benefit the Company by combining the operations of the two stations in Toronto and by combining the operations of the three stations in Vancouver. The accounting value of goodwill in the table below does not have any deferred tax liability associated with it because it is not deductible for tax purposes.

The Company completed this transaction to increase the value of its assets and profitability and also to have a presence in these large markets which offer great growth potential. The purchase was financed by the Company’s credit facilities which are described in note 6.

The purchase price was allocated to the net assets acquired on the basis of the estimated fair values on the acquisition date using the acquisition method of accounting. The purchase price allocation has not yet been finalized because certain working capital adjustments remain to be settled. The following table sets out the net assets acquired and their estimated acquisition date fair values, aggregated at the cash-generating unit (“CGU”) level:

| <i>(thousands of Canadian dollars)</i> | <b>Toronto CGU</b> | <b>Vancouver CGU</b> | <b>Total</b> |
|--|--------------------|----------------------|--------------|
| Property and equipment                 | \$ 397             | 382                  | 779          |
| Broadcast licences                     | 65,690             | 44,996               | 110,686      |
| Goodwill                               | 5,446              | 2,598                | 8,044        |
| Total assets acquired                  | 71,533             | 47,976               | 119,509      |
| Accrued liabilities                    | (497)              | (376)                | (873)        |
| CCD commitments assumed                | (708)              | (2,491)              | (3,199)      |
| Deferred tax liabilities               | (2,506)            | (1,009)              | (3,515)      |
| Net assets acquired                    | \$ 67,822          | 44,100               | 111,922      |

Earnings have been included in profit since the date of acquisition. Revenue and profit (excluding acquisition-related costs) recognized to date in the income statements related to these acquired stations were approximately \$8,500,000 and \$1,000,000, respectively.

Pro-forma consolidated revenue including the results of the acquired stations, as though the acquisition date for the transaction had been January 1, 2014, would have been approximately \$78,000,000. Pro-forma consolidated profit would have approximated \$4,800,000.

**Acquisition-related costs**

As a result of the acquisition, the Company has become obligated to fund \$11,168,000 of CCD commitments. For accounting purposes, the CCD commitments must be recorded on the statement of financial position as *other liabilities* at fair value which was determined based on discounting cash flows using the effective interest method (“EIM”). Under EIM, accretion expense is calculated and recorded using the effective interest rate (5.02%) that exactly discounts estimated future cash payments throughout the life of the CCD commitment to the fair value at initial recognition. The fair value of the total CCD commitments was determined to be \$9,442,000 and was recognized in *other liabilities*. Of this liability, \$3,199,000 represents the existing obligations that the Company assumed on acquisition, while the remaining \$6,243,000 was the commitment required in order for the Canadian Radio-television and Telecommunications Commission (“CRTC”) to approve the transaction. The \$6,243,000 liability was a separate transaction and not factored in to the purchase price allocation and as such has been expensed in *Other income (expense)*. Of the \$6,243,000 CCD expensed, \$3,902,000 related to the Toronto CGU and \$2,341,000 related to the Vancouver CGU. Additional incremental costs approximating \$2,600,000 directly related to these acquisitions were also expensed in *Other income (expense)* in the income statements and these included audit fees, legal fees, consulting charges, severances, research, travel and certain other regulatory required amounts.

4. BUSINESS ACQUISITIONS (continued)

**Business Acquisition – 2013**

On January 2, 2013, the Company acquired 70.1% of the shares of 3221809 Nova Scotia Limited which operates the CKCH-FM radio station in Sydney, Nova Scotia. The Company previously held 29.9% of the shares and as a result, this was a business combination achieved in stages whereby the Company was required to measure the acquisition-date fair value of the 29.9% equity interest the day immediately preceding the transaction. The fair value was determined to be \$600,000 which closely approximated the carrying value of the investment and therefore no gains or losses were recorded as a result.

Total consideration was \$4,425,000 and this was made up of the fair value of the initial 29.9% investment of \$600,000, the settlement of an existing note having a fair value of \$1,425,000 payable by the acquiree to the Company and cash paid of \$2,400,000. The major net assets acquired included the FM broadcast licence, property and equipment and a small amount of working capital. Trade accounts receivable having a gross contractual amount receivable of \$246,000 were included in working capital. The contractual cash flows not expected to be collected were estimated to be \$34,000 and this was factored in to the determination of fair value. The purchase price allocation, as set out in the table below, has been finalized.

The Company already operated an FM radio station in Sydney, and complementing it with this FM station was the reason for the acquisition. This allowed the Company to increase its revenue base and benefit from cost synergies which is why goodwill in the amount of \$1,313,000 arose on this transaction. The accounting value of goodwill in the table below does not have any deferred tax liability associated with it because it is not deductible for tax purposes. The purchase was financed by the Company's credit facility.

The purchase price was allocated to the net assets acquired on the basis of the estimated fair values on the acquisition date using the acquisition method of accounting. The following table sets out the net assets acquired and their estimated acquisition date fair values:

| <i>(thousands of Canadian dollars)</i>                                    | <b>CKCH-FM</b> |
|---|----------------|
| Working capital   | \$ 198         |
| Deferred tax asset  | 215            |
| Property and equipment  | 766            |
| Broadcast licence   | 2,387          |
| Goodwill  | <u>1,313</u>   |
| Total assets acquired   | 4,879          |
| Deferred tax liabilities on property and equipment and broadcast licences | <u>(454)</u>   |
| Net assets acquired   | \$ 4,425       |

In order for the acquisition to have been approved by the CRTC, the Company had to commit to additional CCD payments of \$222,000, payable in equal instalments over seven years. This financial liability was recognized on the statement of financial position as *other liabilities* and its fair value was determined based on discounting cash flows using EIM. Under EIM, accretion expense is calculated and recorded using the effective interest rate (3.9%) that exactly discounts estimated future cash payments throughout the seven year life of the CCD commitment to the fair value at initial recognition. The amount of CCD expensed in *Other income (expense)* in the income statements was \$191,000.

5. DISCONTINUED OPERATIONS

In December 2013, the Company disposed of its net assets associated with CHFT-FM in Fort McMurray, Alberta. The financial results from this CGU have been treated as discontinued operations in the income statements and cash flows for 2013. The results from this CGU were also excluded from the comparative figures from the Broadcasting segment results in segmented information presented in note 14. Selected comparative financial information for this CGU included in discontinued operations is presented below:

| <i>(thousands of Canadian dollars)</i>                         | Three months ended<br>June 30, 2013 | Six month ended<br>June 30, 2013 |
|--|-------------------------------------|----------------------------------|
| Revenue  | \$ 385                              | 671                              |
| Operating expenses   | (299)                               | (597)                            |
| Depreciation and accretion of other liabilities                | <u>(24)</u>                         | <u>(48)</u>                      |
| Income from discontinued operations before provision for taxes | 62                                  | 26                               |
| Provision for current income tax expense                       | <u>(17)</u>                         | <u>(8)</u>                       |
| <b>Income from discontinued operations</b>                     | <b>\$ 45</b>                        | <b>18</b>                        |

**6. LONG-TERM DEBT**

| <i>(thousands of Canadian dollars)</i>  | <b>2014</b>       | 2013   |
|---|-------------------|--------|
| Revolving term credit facility of \$90 million, renewable, expires in March 2017                              | \$ <b>62,000</b>  | 49,000 |
| Non-revolving term credit facility of \$90 million, repayable in quarterly instalments, expires in March 2017 | <b>90,000</b>     | —      |
|   | <b>152,000</b>    | 49,000 |
| Less: current portion of non-revolving credit facility  | <b>(11,250)</b>   | —      |
| Less: debt transaction costs  | <b>(1,038)</b>    | —      |
|   | <b>\$ 139,712</b> | 49,000 |

In conjunction with the business acquisition disclosed in note 4, the Company secured an additional \$90 million non-revolving credit facility which was drawn on March 31, 2014 when the purchase agreement closed. The facility is being amortized over eight years and is repayable in quarterly instalments of \$2,812,500. The facility expires March 31, 2017. The first quarterly instalment will be made in September 2014.

Long-term debt bears interest at bankers' acceptance rates plus a premium based on certain financial ratios. To manage interest rate risk and ensure stability in the Company's interest costs, the Company has in place an interest rate swap agreement (see note 11(b)) for a portion of its debt which fixes the floating bankers' acceptance rates.

The Company has provided a general assignment of book debts and a first ranking fixed charge demand debenture over all freehold and leasehold real property and all equipment and a security interest and floating charge over all other property as collateral for the bank indebtedness and the credit facilities.

**7. SHARE CAPITAL**

**Outstanding share capital**

Outstanding share capital was 28,154,970 at June 30, 2014 (2013 – 28,747,703).

**Share repurchases**

The Company has approval under a Normal Course Issuer Bid to repurchase up to 1,219,282 Class A Subordinate Voting Shares ("Class A shares") and 75,386 Class B Common Shares ("Class B shares"). This bid expires May 21, 2015. During the second quarter, and year-to-date, no shares were repurchased. In the 2013 second quarter and year-to-date, 464,390 shares were repurchased for \$4,342,000.

**Exercise of stock options**

No options were exercised during the second quarter (2013 – nil). Pursuant to the Company's executive stock option plan disclosed in note 9, 107,500 options were exercised year-to-date using the cashless exercise option resulting in 26,767 shares issued from treasury (2013 – 60,000 options exercised using the cashless exercise option with 43,724 shares issued from treasury). Share capital was increased and contributed surplus was decreased by \$101,000 as a result of the options being exercised.

**Dividends**

In December 2013, the Company declared a dividend of \$0.09 per share on each of its Class A shares and Class B shares. \$2,532,000 was paid to shareholders year-to-date (2013 – \$2,625,000). On August 13, 2014, the Board of Directors declared dividends of \$0.06 per share to all shareholders of record as at September 19, 2014, payable on October 3, 2014.

**8. CONTRIBUTED SURPLUS**

| <i>(thousands of Canadian dollars)</i>                    | Six months ended<br>June 30 |       |
|---|-----------------------------|-------|
|   | <b>2014</b>                 | 2013  |
| Balance January 1   | \$ <b>2,680</b>             | 2,614 |
| Exercise of stock options (note 7)                        | <b>(101)</b>                | —     |
| Executive stock option plan compensation expense (note 9) | <b>14</b>                   | 37    |
| <b>Balance June 30</b>                                    | <b>\$ 2,593</b>             | 2,651 |

**9. SHARE-BASED COMPENSATION**

The following is a summary of the Company’s compensation expense related to share-based compensation plans:

**Stock appreciation rights**

A total of 1,745,000 stock appreciation rights (“SARS” or “rights”) have been granted since 2006 at a weighted-average reference price of \$5.75. As at June 30, 2014, 50,000 stock appreciation rights (“SARS” or “rights”) were outstanding. These SARS expire in February 2015. The rights vest at a rate of 50% at the end of year three, 25% at the end of year four and 25% at the end of year five and are exercisable as they vest. At the date of exercise, cash payments are made to the holders based on the difference between the market value of the Company’s Class A shares and the reference price. All rights granted under this plan expire on the 60<sup>th</sup> day following the 5<sup>th</sup> anniversary of the grant date.

No SARS were granted to-date in 2014 or 2013. No SARS were exercised in the quarter (2013 – 30,000 SARS exercised for \$115,000). Year-to-date, 52,500 SARS were exercised for cash proceeds of \$159,000 (2013 – 45,000 exercised for \$171,000). Compensation expense in the second quarter was a recovery of \$24,000 (2013 – \$58,000) and year-to-date, the recovery was \$12,000 (2013 – expense of \$17,000). The total obligation for SARS compensation of \$69,000 was classified as accounts payable and accrued liabilities (2013 – compensation payable was \$300,000 of which \$281,000 was current).

**Executive stock options**

A total of 2,347,500 stock options are outstanding pursuant to the Company’s executive stock option plan. The options generally vest as follows: twenty-five percent on the date of grant and twenty-five percent on each of the three succeeding anniversary dates. Option holders may elect to exercise their options on a cashless basis in which case capital shares are issued from treasury based on a formula that takes into account the market value of the Company’s Class A shares and the option’s strike price.

No options were granted or exercised during the second quarter (2013 – Nil). Year-to-date, 107,500 options were exercised (2013 – 60,000). Compensation expense related to the stock option plan in the quarter was \$7,000 (2013 – \$17,000) and year-to-date compensation expense was \$14,000 (2013 – \$37,000).

**10. EMPLOYEE BENEFIT PLANS**

| <i>(thousands of Canadian dollars)</i> | Three months ended |      | Six months ended |      |
|--|--------------------|------|------------------|------|
|  | June 30            |      | June 30          |      |
|  | 2014               | 2013 | 2014             | 2013 |
| Defined contribution plan expense      | \$ 460             | 411  | 876              | 821  |
| Defined benefit plan expense           | 99                 | 98   | 197              | 197  |

**11. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT**

**Estimated fair value of financial instruments**

Current assets and current liabilities’ carrying values are representative of their fair values due to the relatively short period to maturity. The fair value of long-term debt approximates the carrying value because the interest charges under the terms of the long-term debt are based on the 3-month Canadian banker’s acceptance rates.

11. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (continued)

The following table outlines the hierarchy of inputs used in the calculation of fair value for each financial instrument:

| <i>(thousands of Canadian dollars)</i>   |            |  |   |                                       |
|--|------------|--|---|---------------------------------------|
| Description  | Total      | Level 1  | Level 2                                   | Level 3                               |
|  |            | Quoted prices<br>in active markets<br>for identical assets | Significant<br>other<br>observable inputs | Significant<br>unobservable<br>inputs |
| <b>Financial assets at fair value through profit or loss:</b>                      |            |  |   |                                       |
| Cash and bank indebtedness   | \$ (1,349) | (1,349)  | —   | —                                     |
| Marketable securities  | 2,947      | 2,947  | —   | —                                     |
| <b>Loans and receivables:</b>  |            |  |   |                                       |
| Accounts receivable  | 32,616     | —  | 32,616                                    | —                                     |
| <b>Items accounted for as hedges:</b>  |            |  |   |                                       |
| Interest rate swap payable   | (725)      | —  | (725)                                     | —                                     |
| <b>Other liabilities at amortized cost</b>   |            |  |   |                                       |
| Accounts payable and accrued liabilities, net of current portion of interest swaps | (20,585)   | —  | (20,585)                                  | —                                     |
| Current and long-term debt   | (152,000)  | —  | (152,000)                                 | —                                     |

The Company uses the following hierarchy for determining and disclosing the fair value of financial instruments by valuation techniques:

- Level 1: quoted (unadjusted) prices in active markets for identical assets and liabilities
- Level 2: other techniques for which all inputs that have a significant effect on the recorded value are observable, either directly or indirectly
- Level 3: techniques which use inputs that have a significant effect on the recorded fair value that are not based on observable market data

**Offsetting financial assets and liabilities**

The Company sets off its positive cash balances with bank indebtedness in accordance with its mirror-netting agreement with a Canadian Chartered Bank. Positive cash balances at June 30, 2014 were equal to \$268,000 while negative cash balances were \$1,617,000 which net to \$1,349,000. The Company does not set off any other financial instruments.

The following sections discuss the Company's risk management objectives and procedures as they relate to credit risk, market risk, liquidity risk and capital risk.

**Credit risk**

The Company is subject to normal credit risk with respect to its receivables. A large customer base and geographic dispersion minimize the concentration of credit risk. Credit exposure is managed through credit approval and monitoring procedures. The Company does not require collateral or other security from clients for trade receivables; however the Company does perform credit checks on customers prior to extending credit. Based on the results of credit checks, the Company may require upfront deposits or full payments on account prior to providing service. The maximum credit exposure approximated \$32,600,000 as at June 30, 2014, which included accounts receivable. The Company reviews its receivables for possible indicators of impairment on a regular basis and as such, it maintains a provision for potential credit losses which approximated \$800,000 as at June 30, 2014. The Company is of the opinion that the provision for potential losses adequately reflects the credit risk associated with its receivables.

Approximately 90% of trade receivables are outstanding for less than 90 days. Amounts would be written off directly against accounts receivable and against the allowance only if and when it was clear the amount would not be collected due to customer insolvency. Historically, the significance and incidence of amounts written off directly against receivables have been low. The total amount written off in the second quarter was \$61,000, bringing the year-to-date total to \$202,000, which represents a very small portion of accounts receivable and revenue. The Company believes its provision for potential credit losses is adequate at this time given the current economic circumstances.

Credit exposure on financial instruments arises from the possibility that a counterparty to an instrument in which the Company is entitled to receive payment fails to perform. With regard to the Company's derivative instruments, the counterparty risk is managed by only dealing with Canadian Chartered Banks having high credit ratings.

**11. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT (continued)**

**Market risk**

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices, which includes quoted share prices in active markets, interest rates and the Company's quoted share price as it relates to the stock appreciation rights plan.

*a) Managing risk associated with fluctuations in quoted share prices of marketable securities*

The fair value of the Company's marketable securities is affected by changes in the quoted share prices in active markets. Such prices can fluctuate and are affected by numerous factors beyond the Company's control. In order to minimize the risk associated with changes in the share price of any one particular investment, the Company diversifies its portfolio by investing in various industries. It also conducts regular financial reviews of publicly available information related to its investments to determine if any identified risks are within tolerable risk levels. As at June 30, 2014, a 10% change in the share prices of each marketable security would result in an estimated \$250,000 change in profit.

For the quarter ended June 30, 2014, the change in fair value of marketable securities, recorded in *Other expense*, was an unrealized gain of \$74,000 (2013 – unrealized loss of \$418,000) while the year-to-date unrealized gain was \$1,464,000 (2013 – unrealized loss of \$201,000). Realized gains were \$814,000 in the quarter (2013 – \$nil) and \$836,000 year-to-date (2013 – \$nil).

*b) Interest rate risk management*

The Company has in place an interest rate swap agreement with a Canadian Chartered Bank to hedge its exposure to fluctuating interest rates on its long-term debt. The swap has a notional amount of \$45,000,000 and expires in May 2017. The swap agreement involves the exchange of the three-month bankers' acceptance floating interest rate for a fixed interest rate. The difference between the fixed and floating rates is settled quarterly with the bank and recorded as an increase or decrease to interest expense. The Company elected to apply hedge accounting and as such formally assesses effectiveness of the swaps at inception and on a regular basis.

As at June 30, 2014, the \$45,000,000 swap was ineffective for accounting purposes. As a result the change in fair value of the swap, from the time the swap was deemed ineffective in May 2012, was transferred from OCI to profit. This amounted to an expense of \$5,000 in the quarter (2013 – interest recovery of \$831,000) and the year-to-date expense was \$161,000 (2013 – interest recovery of \$810,000).

At quarter end, the aggregate fair value payable of the swap agreement was \$725,000, of which \$32,000 was classified as a current liability (2013 – \$207,000; \$35,000 classified as current). The before-tax change in fair value of the swaps recorded in OCI for the second quarter was a loss of \$5,000 (2013 – gain of \$900,000) and year-to-date was a loss of \$226,000 (2013 – \$879,000). The before-tax interest expense transferred from OCI to profit was \$6,000 in the quarter (2013 – interest recovery of \$651,000) and \$166,000 year-to-date (2013 – interest recovery of \$324,000).

A 0.5% change in the projected floating interest rates during the remaining term of the hedge agreements would have impacted the fair value of the interest rate swaps by approximately \$480,000 which would have flowed through profit since the swap was ineffective for accounting purposes as at June 30, 2014.

*c) Share price volatility risk management*

In July 2006, the Company entered into a cash-settled equity total return swap agreement to manage its exposure to fluctuations in its stock-based compensation costs related to the SAR Plan. Compensation costs associated with the SAR Plan fluctuated as a result of changes in the market price of the Company's Class A shares. The Corporation entered into this swap for a total of 1,275,000 notional Class A shares with a hedged price of \$5.85.

In July 2013, the swap expired and any remaining notional SRS were unwound. As a result there is no longer any balance receivable related to the equity total return swap. In 2013 for the second quarter, there was a current receivable balance of \$663,000; second quarter realized before-tax losses were \$151,000 and \$58,000 year-to-date.

**11. FINANCIAL INSTRUMENTS AND FINANCIAL RISK MANAGEMENT** (continued)

**Liquidity risk**

Liquidity risk is the risk that the Company is not able to meet its financial obligations as they become due or can do so only at excessive cost. The Company's growth is financed through a combination of the cash flows from operations and borrowings under the existing credit facility. One of management's primary goals is to maintain an optimal level of liquidity through the active management of the assets and liabilities as well as the cash flows. Other than for operations, the Company's cash requirements are mostly for interest payments, repayment of debt, capital expenditures, Canadian Content Development payments, dividends and other contractual obligations that are disclosed below.

The Company's liabilities have contractual maturities which are summarized below:

| <b>Obligation</b> (thousands of Canadian dollars)   | <b>12 months</b> | <b>2015 - 2018</b> | <b>Thereafter</b> |
|---|------------------|--------------------|-------------------|
| Long-term debt  | \$ 11,250        | 140,750            | —                 |
| Bank indebtedness   | 1,349            | —                  | —                 |
| Accounts payable and accrued liabilities, net<br>of current portion of undiscounted CCD commitments | 18,448           | —                  | —                 |
| Income taxes payable  | 3,426            | —                  | —                 |
| CCD commitments, undiscounted   | 2,169            | 8,024              | 2,838             |
|   | <b>\$ 36,642</b> | <b>148,774</b>     | <b>2,838</b>      |

Assuming the long-term debt is renewed in 2017, which is consistent with past practice, the payments would be \$45,000,000 for the period 2015 to 2018 and \$95,750,000 thereafter.

**Capital risk**

The Company defines its capital as shareholders' equity. The Company's objective when managing capital is to pursue its strategy of growth through acquisitions and through organic operations so that it can continue to provide adequate returns for shareholders. The Company manages the capital structure and makes adjustments to it in light of changes in economic conditions and the risk characteristics of the underlying assets. In order to maintain or adjust the capital structure, the Company may adjust the amount of dividends paid to shareholders, issue new shares or repurchase shares. The Directors and senior management of the Company are of the opinion that from time to time the purchase of its shares at the prevailing market price would be a worthwhile investment and in the best interests of the Company and its shareholders. Material transactions and those considered to be outside the ordinary course of business, such as acquisitions and other major investments or disposals, are reviewed and approved by the Board of Directors.

To comply with Federal Government directions, the Broadcasting Act and regulations governing radio stations (the "Regulations"), the Company has imposed restrictions respecting the issuance, transfer and, if applicable, voting of the Company's shares. Restrictions include limitations over foreign ownership of the issued and outstanding voting shares. Pursuant to such restrictions, the Company can prohibit the issuance of shares or refuse to register the transfer of shares or, if applicable, prohibit the voting of shares in circumstances that would or could adversely affect the ability of the Company, pursuant to the provisions of the Regulations, to obtain, maintain, renew or amend any licence required to carry on any business of the Company, including a licence to carry on a broadcasting undertaking, or to comply with such provisions or with those of any such licence.

The Company is subject to covenants on its credit facility. The Company's bank covenants include certain maximum or minimum ratios such as total debt to EBITDA ratio, interest coverage and fixed charge coverage ratio. Other covenants include seeking prior approval for acquisitions or disposals in excess of a quantitative threshold. The Company was in compliance with the covenants throughout the quarter and at quarter end.

Financial projections are updated and reviewed regularly to reasonably ensure that financial debt covenants will not be breached in future periods. The Company monitors the covenants and foreign ownership status of the issued and outstanding voting shares and presents this information to the Board of Directors quarterly. The Company was in compliance with all the above as at June 30, 2014.

**12. EARNINGS PER SHARE**

| (thousands)   | Three months ended<br>June 30 |        | Six months ended<br>June 30 |        |
|---|-------------------------------|--------|-----------------------------|--------|
|   | 2014                          | 2013   | 2014                        | 2013   |
| Weighted average common shares used<br>in calculation of basic earnings per share   | 28,155                        | 28,902 | 28,150                      | 29,043 |
| Effect of dilution related to executive stock options                               | 1,178                         | 1,280  | 1,202                       | 1,315  |
| Weighted average common shares used in<br>calculation of diluted earnings per share | 29,333                        | 30,182 | 29,352                      | 30,358 |

13. SUBSEQUENT EVENT

On July 28, 2014 the Company acquired CHNI-FM in Saint John, New Brunswick for \$750,000.

14. OPERATING SEGMENT INFORMATION

The Company has two reportable segments – Broadcasting and Corporate and Other. The Broadcasting segment consists of the operations of the Company’s radio and television licences. This segment derives its revenue from the sale of broadcast advertising. This reportable segment is a strategic business unit that offers different services and is managed separately. The Company evaluates performance based on earnings before interest, taxes, depreciation and amortization. Corporate and Other consists of a hotel and the head office functions. Its revenue relates to hotel operations. Details of segment operations are set out below. Results from Fort McMurray, Alberta operations have been excluded from the Broadcasting segment comparative figures as a result of accounting for discontinued operations as described in note 5.

| <i>(thousands of Canadian dollars)</i>                        | Corporate                  |         |          | Corporate                |           |           |
|---|----------------------------|---------|----------|--------------------------|-----------|-----------|
|   | Broadcasting               | & Other | Total    | Broadcasting             | & Other   | Total     |
|   | Three months ended June 30 |         |          | Six months ended June 30 |           |           |
| <b>2014</b>   |                            |         |          |                          |           |           |
| Revenue   | \$ 41,377                  | 921     | 42,298   | 69,033                   | 1,728     | 70,761    |
| Operating expenses  | (27,270)                   | (2,866) | (30,136) | (48,192)                 | (5,870)   | (54,062)  |
| Segment profit (loss)   | \$ 14,107                  | (1,945) | 12,162   | 20,841                   | (4,142)   | 16,699    |
| Depreciation, amortization and accretion of other liabilities | (1,330)                    | (84)    | (1,414)  | (2,329)                  | (166)     | (2,495)   |
| Interest expense  | —                          | (1,840) | (1,840)  | —                        | (2,721)   | (2,721)   |
| Other income (expense)  | 118                        | 897     | 1,015    | (8,222)                  | 2,317     | (5,905)   |
| Profit (loss) before provision for income taxes               | 12,895                     | (2,972) | 9,923    | 10,290                   | (4,712)   | 5,578     |
| Total assets  |                            |         |          | 347,560                  | 14,966    | 362,526   |
| Total liabilities   |                            |         |          | (29,018)                 | (195,417) | (224,435) |
| Other disclosures   |                            |         |          |                          |           |           |
| Broadcast licences  |                            |         |          | 265,203                  | —         | 265,203   |
| Goodwill  |                            |         |          | 15,466                   | —         | 15,466    |
| Capital expenditures  | \$ (1,657)                 | (2)     | (1,659)  | (2,704)                  | (56)      | (2,760)   |
| <b>2013</b>   |                            |         |          |                          |           |           |
| Revenue   | \$ 34,529                  | 905     | 35,434   | 62,527                   | 1,673     | 64,200    |
| Operating expenses  | (22,188)                   | (3,036) | (25,224) | (42,971)                 | (5,843)   | (48,814)  |
| Segment profit (loss)   | \$ 12,341                  | (2,131) | 10,210   | 19,556                   | (4,170)   | 15,386    |
| Depreciation, amortization and accretion of other liabilities | (1,023)                    | (70)    | (1,093)  | (2,029)                  | (133)     | (2,162)   |
| Interest expense  | —                          | (74)    | (74)     | —                        | (1,060)   | (1,060)   |
| Other expense   | (183)                      | (409)   | (592)    | (318)                    | (183)     | (501)     |
| Profit (loss) before provision for income taxes               | 11,135                     | (2,684) | 8,451    | 17,209                   | (5,546)   | 11,663    |
| Total assets  |                            |         |          | 222,255                  | 13,645    | 235,900   |
| Total liabilities   |                            |         |          | (49,291)                 | (63,315)  | (112,606) |
| Other disclosures   |                            |         |          |                          |           |           |
| Broadcast licences  |                            |         |          | 154,922                  | —         | 154,922   |
| Goodwill  |                            |         |          | 7,422                    | —         | 7,422     |
| Capital expenditures  | \$ (2,566)                 | (32)    | (2,598)  | (3,487)                  | (113)     | (3,600)   |

**Transfer agent and registrar**

The transfer agent and registrar for the shares of the Company is Canadian Stock Transfer Company Inc. as agent for CIBC Mellon Trust Company at its offices in Halifax and Toronto.

**For shareholder account inquiries:**

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e-mail: [inquiries@canstockta.com](mailto:inquiries@canstockta.com)  
or write to: Newfoundland Capital Corporation Limited  
c/o The Canadian Stock Transfer Company  
P.O. Box 700, Station B  
Montreal, QC H3B 3K3

**Investor relations contact**

Institutional and individual investors seeking financial information about the Company are invited to contact Scott G. M. Weatherby, Chief Financial Officer and Corporate Secretary (902) 468-7557  
E-mail: [investorrelations@ncc.ca](mailto:investorrelations@ncc.ca)  
web: [www.ncc.ca](http://www.ncc.ca)

**Stock exchange listing and symbols**

The Company's Class A Subordinate Voting Shares and Class B Common Shares are listed on the Toronto Stock Exchange under the symbols NCC.A and NCC.B.



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