

*Mediagrif reports results  
for its second quarter of fiscal 2019*

**Second quarter highlights of fiscal year 2019:**

- Revenues reach \$20.3 million.
- Adjusted EBITDA<sup>1</sup> of \$6.6 million.
- Profit of \$3.2 million (\$0.21 per share).
- Cash flows from operating activities totalled \$2.7 million.

**Quarterly dividend:**

- Declaration of a quarterly dividend of \$0.10 per share payable on January 15, 2019 to shareholders of record on January 2, 2019.

**Longueuil, Canada, November 13, 2018** – Mediagrif Interactive Technologies Inc. (TSX: MDF), a Canadian leader in information technology, today announced its financial results for the second quarter of fiscal 2019. Unless otherwise indicated, all amounts are in Canadian dollars.

**SUMMARY OF CONSOLIDATED RESULTS**

In thousands of Canadian dollars, except per share amounts Unaudited and not reviewed by independent auditors	Three months ended September 30,		Six months ended September 30,	
	2018 \$	2017 \$	2018 \$	2017 \$
<b>Revenues</b>	20,261	20,031	41,389	40,002
<b>Adjusted EBITDA<sup>1</sup></b>	6,616	5,522	11,872	11,667
<b>Operating profit</b>	4,831	3,528	8,055	7,703
<b>Profit for the period</b>	3,178	1,710	5,610	4,126
<b>Earnings per share (basic and diluted)</b>	0.21	0.11	0.38	0.28
<b>Weighted average number of shares outstanding basic and diluted (in thousands)</b>	14,849	14,886	14,849	14,890

<sup>1</sup> See reconciliation of adjusted EBITDA and profit as well as the “About Mediagrif Interactive Technologies Inc.” section.

## **SECOND QUARTER OF FISCAL 2019 ENDED SEPTEMBER 30, 2018**

For the second quarter of fiscal year 2019, revenues reached \$20.3 million, an increase of 1.1% or \$0.3 million when compared to the second quarter of fiscal year 2018.

The increase in revenues is mainly attributable to the ongoing organic growth of InterTrade and ASC platforms for a total amount of \$0.4 million as well as a strong revenue growth of Orchestra in the amount of \$0.6 million. Orchestra's growth is mainly attributable to an increase in the volume of activity for this platform following the signature of new agreements.

During all of fiscal year 2019, the Corporation will pursue its investments in its technology and infrastructure as well as in sales and marketing in order to seize market opportunities in its growing businesses areas. These initiatives have shown good results as of today with the conclusion of agreements with current customers as well as the addition of new customers since the beginning of the current financial year.

Also during the second quarter of fiscal year 2019, LesPAC revenues slightly decrease due to lower advertising revenues of \$0.2 million whereas Jobboom and Réseau Contact revenues were down \$0.4 million and \$0.1 million respectively.

Adjusted EBITDA totalled \$6.6 million compared to \$5.5 million during the second quarter of fiscal year 2018. Notwithstanding the increase in revenues, the adjusted EBITDA increase is mainly attributable to non-recurring expenses of \$1.1 million incurred during the second quarter of fiscal 2018, which did not repeat during the second quarter of fiscal 2019, and to the improvement of Orchestra's results.

Profit reached \$3.2 million (\$0.21 per share), during the second quarter of fiscal year 2019 compared to a profit of \$1.7 million (\$0.11 per share) during the second quarter of fiscal year 2018. Profit for the second quarter of fiscal 2019 includes a foreign exchange loss of \$0.3 million on assets denominated in U.S. dollars (following the appreciation of the Canadian dollar) compared to a foreign exchange loss of \$0.7 million during the corresponding quarter of fiscal year 2018.

### **QUARTERLY DIVIDEND**

The Board of Directors of Mediagrif declared a quarterly dividend of \$0.10 per share payable on January 15, 2019, to shareholders of record on January 2, 2019.

### **FIRST SIX MONTHS OF FISCAL 2019**

For the first six months of fiscal 2019 revenues reached \$41.4 million compared to \$40.0 million for the first six months of fiscal 2018.

Adjusted EBITDA totalled \$11.9 million compared to \$11.7 million during the first six months of fiscal 2018.

Profit reached \$5.6 million (\$0.38 per share), compared to \$4.1 million (\$0.28 per share) during the first six months of fiscal 2018. Profit includes a foreign exchange gain on assets denominated in U.S. dollars of \$0.1 million compared to a \$1.1 million loss for the corresponding six months of fiscal 2018.

### **FINANCIAL POSITION AND FINANCING**

During the first six months of fiscal year 2019, cash flows generated by operating activities reached \$5.1 million, compared to \$4.2 million during the first six months of fiscal year 2018. The Corporation used a portion of these funds to cover for the acquisitions of capital assets and to reimburse a portion of its long-term debt.

Also during the first six months of fiscal year 2019, the Corporation paid out a total of \$3.0 million in dividends.

As at September 30, 2018, the Corporation had \$12.4 million in cash and cash equivalents, and \$52.0 million available on its revolving credit facility of \$80.0 million.

## RECONCILIATION OF ADJUSTED EBITDA AND PROFIT

Adjusted EBITDA represents earnings before interest, taxes, depreciation, amortization, foreign exchange gain (loss) and other revenues (expenses) as historically calculated by the Corporation.

In thousands of Canadian dollars Unaudited and not reviewed by independent auditors	Three months ended September 30,		Six months ended September 30,	
	2018 \$	2017 \$	2018 \$	2017 \$
<b>Profit</b>	3,178	1,710	5,610	4,126
Income tax expense	1,116	912	1,941	2,051
Depreciation of property, plant and equipment and amortization of intangible assets	861	793	1,743	1,570
Amortization of acquired intangible assets	958	1,183	2,147	2,366
Amortization of deferred financing costs	10	10	20	20
Amortization of deferred lease inducement	(34)	(36)	(67)	(71)
Foreign exchange loss (gain)	256	686	(60)	1,117
Interest on long-term debt	271	264	538	488
<b>Adjusted EBITDA</b>	<b>6,616</b>	<b>5,522</b>	<b>11,872</b>	<b>11,667</b>

**About Mediagrif Interactive Technologies Inc.**

[Mediagrif Interactive Technologies Inc.](http://www.mediagrif.com) (TSX: MDF) is a Canadian leader in information technology offering strategic sourcing and unified commerce solutions as well as B2B and B2C marketplaces. Mediagrif's solutions are used by millions of consumers and businesses in North America and around the world. The Corporation has offices in Canada, the United States, Denmark and China. For more information, please visit us at [www.mediagrif.com](http://www.mediagrif.com) or call 1 877 677-9088.

*In addition to providing profit measures in accordance with IFRS, the Corporation shows operating profit and earnings before interest, taxes, depreciation, amortization, foreign exchange gain (loss) and other revenues (expenses) ("Adjusted EBITDA") as supplementary earnings measures. Operating profit and adjusted EBITDA are not intended to be measures that should be regarded as an alternative to other financial operating performance measures prepared in accordance with IFRS. Those measures do not have a standardized meaning prescribed by IFRS and may not be comparable to similar measures presented by other companies. Adjusted EBITDA is provided to assist investors in determining the Corporation's ability to generate profitability from its operations and to evaluate its financial performance.*

*This press release contains certain forward-looking statements with respect to the Corporation. These forward-looking statements, by their nature, necessarily involve risks and uncertainties that could cause actual results to differ materially from those expected by these forward-looking statements. We consider the assumptions on which these forward-looking statements are based to be reasonable, but caution the reader that these assumptions regarding future events, many of which are beyond our control, may ultimately prove to be incorrect since they are subject to risks and uncertainties that affect us. We disclaim any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by applicable securities legislation. Unless otherwise indicated, all amounts are in Canadian dollars.*

Audited consolidated financial statements, accompanying notes and MD&A are available on [www.mediagrif.com](http://www.mediagrif.com) and have been filed with SEDAR at the following address: [www.sedar.com](http://www.sedar.com).

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