



**DHX MEDIA LTD.**

**Q3 2010**

**Management Discussion and Analysis  
of Financial Condition and Results of Operations  
For the Three and Nine Months Ended March 31, 2010 and March 31, 2009  
(Unaudited)**

## DHX MEDIA LTD.

Q3 2010

(Periods ended March 31, 2010)

### MANAGEMENT DISCUSSION AND ANALYSIS

*The following Management Discussion & Analysis (“MD&A”) prepared as of May 14, 2010, should be read in conjunction with DHX Media Ltd.’s (the “Company” or “DHX”) unaudited interim consolidated financial statements and accompanying notes for the three and nine months ended March 31, 2010 and 2009, as well as the Company’s annual MD&A and audited consolidated financial statements for the years ended June 30, 2009, and 2008. The unaudited interim consolidated financial statements and accompanying notes for the three and nine months ended March 31, 2010 and 2009 have been prepared in accordance with Canadian generally accepted accounting principles.*

*The Company’s auditors, PricewaterhouseCoopers LLP, have not reviewed the unaudited interim consolidated financial statements and accompanying notes for the three and nine months ended March 31, 2010 and 2009.*

DHX is a public company incorporated under the Canadian Business Corporations Act whose common shares are traded on the Toronto Stock Exchange (“TSX”) and AIM Exchanges admitted on May 19, 2006 (symbol DHX). Additional information relating to the Company can be found on its website at [www.dhxmedia.com](http://www.dhxmedia.com) or on SEDAR at [www.sedar.com](http://www.sedar.com). The Company delisted its shares from the AIM market of the London Stock Exchange effective October 1, 2009.

The Company prepares its financial statements in accordance with Canadian generally accepted accounting principles. Figures in this MD&A are shown as millions (for example, \$100,000 is shown as \$0.10 million) and are approximate and have been rounded to the nearest ten thousand.

This MD&A contains certain forward-looking statements, which reflect DHX management’s (“Management”) expectations regarding the Company’s growth, results of operations, performance, and business prospects and opportunities.

Statements about the Company’s future plans and intentions, results, levels of activity, performance, goals or achievements, or other future events constitute forward-looking statements. Wherever possible, words such as “may,” “will,” “should,” “could,” “expect,” “plan,” “intend,” “anticipate,” “believe,” “estimate,” “predict,” or “potential” or the negative or other variations of these words, or other similar words or phrases, have been used to identify these forward-looking statements. These statements reflect Management’s current beliefs and are based on information currently available to Management.

Forward-looking statements involve significant risk, uncertainties, and assumptions. Many factors could cause actual results, performance, or achievements to differ materially from the results discussed or implied in the forward-looking statements. These factors should be considered carefully and readers should not place undue reliance on the forward-looking statements. Although the forward-looking statements contained in this MD&A are based on what Management believes to be reasonable assumptions, the Company cannot assure readers that actual results will be consistent with these forward-looking statements. These forward-looking statements are made as of the date of this MD&A, and the Company assumes no obligation to update or revise them to reflect new events or circumstances. Many factors could cause the actual results, performance, or achievements of the Company to be materially different from any future results, performance, or achievements that may be expressed or implied by such forward-looking statements, including: general economic and market segment conditions, competitor activity, product capability and acceptance, international risk and currency exchange rates, and technology changes. An assessment of the risks that could cause actual results to materially differ from current expectations is contained in the “Risk Assessment” section of this MD&A. For a more detailed assessment of the risks that could cause actual results to materially differ from current expectations see the “Risk Assessment” section of the annual MD&A for the years ended June 30, 2009 and 2008 posted on SEDAR at [www.sedar.com](http://www.sedar.com).

The foregoing is not an exhaustive list and other risks are detailed from time to time in other continuous disclosure filings of the Company. Should one or more of these risks or uncertainties materialize, or should assumptions underlying the forward-looking statements prove incorrect, actual results may vary materially from those described herein as anticipated, believed, estimated, or expected.

## **Business of the Company**

DHX is a leading independent supplier and distributor of television and film productions. The Company is the result of the combination of The Halifax Film Company Limited (“**Halifax Film**”) and Decode Entertainment Inc. (“**Decode**”) during Fiscal 2006 and on December 4, 2007, March 20, 2008, and July 20, 2008 DHX added another three companies, Studio B Productions (“**Studio B**”), Bulldog Interactive Fitness Inc. (“**Bulldog**”) (subsequently abandoned operations in December 2008), and imX Communications Inc. (“**imX**”) respectively (See “Acquisition” and “Acquisitions” sections of the annual MD&A for the years ended June 30, 2009 and 2008 posted on SEDAR at [www.sedar.com](http://www.sedar.com)).

The Company produces, distributes, and exploits the rights for television and film programming. DHX’s primary focus is on children’s, youth, and family (collectively “**Children’s and Family**”) productions because of the international sales potential and longer-term and multiple revenue streams that this genre of programming provides. Children’s and Family programming travels across cultures more easily than other genres and can therefore be sold into numerous markets, typically has a longer lifespan than other genres, and can be leveraged for merchandising and licensing revenues.

DHX’s content library includes over 2,350 half-hours of programming and over 60 individual titles produced. The Company has over 15 children’s series currently in first window broadcast on multiple major cable and broadcast networks in North America and internationally, including, *The Mighty Jungle*, *Bo on the Go!*, *Franny’s Feet*, *Chop Socky Chooks*, *Urban Vermin*, *Animal Mechanicals*, *Kid vs. Kat*, and *Martha Speaks*. The Company’s prime-time production slate also includes notable achievements in the comedy genre, including the award-winning Canadian prime-time comedy series *This Hour Has 22 Minutes*, which is produced for the CBC and recently completed its 17th season with season 18 slated to begin in the fall. The Company operates from its offices and production facilities in Halifax, Toronto, and Vancouver, producing content for distribution in domestic and international markets which is marketed via its Toronto based sales group.

## **Revenue Model**

The Company historically earns revenues primarily from four categories: 1) proprietary production, includes Canadian and other rights proprietary programs (which as of the Q2 2010 MD&A has been reclassified out of #3, producer and service fee revenue), 2) distribution of its proprietary productions, 3) producer and service fees, which includes production services for third parties and equity investments, and 4) other revenues which include rental of studios and office facilities, music and royalty revenue, and new media revenue. The Company is able to generate revenue from productions by licensing its initial broadcast rights and pre-licensing of territories for its programs. Production revenues include the initial broadcast license revenues and any pre-sales or distribution advances included in the initial financing of the production of a film and television program. Once a production is completed and delivered, the program is included in the Company’s library of film and television programming. Further revenue from exploitation of the program is included in distribution revenue. The Company also generates revenue from programs in which it retains Canadian and other limited participation rights and, in certain instances, from production services for productions whose copyright is owned by third parties and equity investments.

### ***Production Revenue***

The Company derives proprietary production revenues, which as of the Q2 2010 MD&A includes Canadian and other rights proprietary programs, from the grant of initial broadcast rights for the initial showing of commissioned productions and pre-licensing of territories. These fees are typically collected partially upon commissioning of a production, during production, and finally once a completed production is delivered for broadcast, and at some point in time after delivery as a holdback (See “Critical Accounting Policies and Estimates” section of this MD&A for details on revenue recognition).

### ***Distribution Revenue***

The Company is able to retain the ownership rights to its proprietary productions, which permits the Company to generate further revenues from the distribution of the Company’s productions. In addition to generating revenues from the sale of initial broadcast rights, the Company is able to concurrently generate revenues from the sale of broadcast rights in other jurisdictions and on other platforms (such as DVD and video) for specified periods of time. Distribution revenue also includes theatrical and other revenues generated on its feature films.

### ***Producer and Service Fee Revenue***

As reclassified in the Q2 2010 MD&A, this category includes revenue accounted for using the percentage of completion method for revenues for service and corporate overhead fees earned for producing productions whose copyright is owned by third parties.

### ***Other Revenue***

Other revenue includes rental of studios, equipment, and office facilities, music and royalty (including merchandising and licensing (“**M&L**”), and new media revenue.

## SUMMARY CONSOLIDATED FINANCIAL INFORMATION

The summary consolidated financial information set out below for the three and nine months ended March 31, 2010 and 2009 has been derived from the Company's unaudited interim consolidated financial statements and accompanying notes for the three and nine months ended March 31, 2010 and 2009, and from the audited consolidated financial statements for the years ended June 30, 2009 and can be found at [www.sedar.com](http://www.sedar.com) or DHX's website at [www.dhxmedia.com](http://www.dhxmedia.com). **Each reader should read the following information in conjunction with those statements and the related notes.**

	Three Months Ended	Three Months Ended	Nine Months Ended	Nine Months Ended
	March 31, 2010	March 31, 2009	March 31, 2010	March 31, 2009
	(\$000)	(\$000)	(\$000)	(\$000)
	(except per share data)	(except per share data)	(except per share data)	(except per share data)
<b>Consolidated Statements of Income (Loss) and Comprehensive Income (Loss) Data:<sup>1</sup></b>				
Revenues.....	9,015	12,061	31,390	50,446
Direct production costs and amortization of film and television produced.....	5,876	7,060	19,761	33,719
Gross margin.....	3,139	5,001	11,629	16,727
Selling, general, and administrative.....	2,923	3,546	9,655	10,809
Impairment in value of certain investment in film and television programs.....	151	-	385	-
Income (loss) before the following and discontinued operations .....	(119)	1,323	919	5,552
Income (loss) from strategic investments.....	1	(6)	(23)	(18)
Costs associated with abandoned transactions.....	-	-	-	(1,145)
Amortization, interest and other expenses, net.....	(548)	(666)	(1,646)	(1,924)
Provision for (recovery of) income taxes.....	(131)	190	(15)	780
Net income (loss) and comprehensive income (loss) before discontinued operations.....	(535)	461	(735)	1,685
Discontinued operations, net of income tax.....	-	(17)	-	(1,039)
Net income (loss) and comprehensive income (loss).....	(535)	444	(735)	646
Basic earnings (loss) before discontinued operations per common share.....	(0.01)	0.01	(0.02)	0.04
Diluted earnings (loss) before discontinued operations per common share.....	(0.01)	0.01	(0.02)	0.04
Basic earnings (loss) per common share.....	(0.01)	0.01	(0.02)	0.02
Diluted earnings (loss) per common share.....	(0.01)	0.01	(0.02)	0.02
Weighted average common shares outstanding				
Basic.....	46,347	42,846	45,046	42,820
Diluted.....	47,161	42,846	45,649	42,826
	As at March 31,	As at June 30,		
	2010	2009		
	(\$000)	(\$000)		
<b>Consolidated Balance Sheet Data:</b>				
Cash, restricted cash and short-term investments.....	11,504	11,086		
Investment in film and television programs.....	29,602	35,827		
Total assets.....	123,182	148,803		
Total liabilities.....	60,979	88,253		
Shareholders' equity.....	62,203	60,550		

<sup>1</sup>The financial information for the three and nine months ended March 31, 2010 and the three months ended March 31, 2009 in the table includes full quarterly results for Halifax Film, Decode, Studio B and imX. The nine months ended March 31, 2009 in the table includes full results for Halifax Film, Decode, and Studio B, but only 254 days of activity for imX (see—"Acquisition" section of the annual MD&A for the years ended June 30, 2009 and 2008 posted on SEDAR at [www.sedar.com](http://www.sedar.com) for further details on the imX acquisition).

**Results for the nine months ended March 31, 2010 (“Nine Months 2010”) compared to the nine months ended March 31, 2009 (“Nine Months 2009”)**

***Revenues***

Revenues for Nine Months 2010 were \$31.39 million, down 38% from \$50.44 million for Nine Months 2009. The decrease in Nine Months 2010 was generally due to lower deliveries of proprietary programs versus Nine Months 2009. Proprietary deliveries are somewhat seasonal and as reported in Q1 2010 MD&A, the continuing global recession and credit crunch has resulted in a slowdown in advertising dollars for some of our broadcast customers and therefore fewer orders and lower per half-hour license fee revenue. Broadcasters in calendar 2009 did not commit to as many new shows and renewals as they had in calendar 2008. Because of the 12-18 month lag between production and delivery this has resulted in fewer deliveries for Nine Months 2010.

*Proprietary production revenues:* Proprietary production revenues for Nine Months 2010 of \$16.08 million were down 60% compared to \$40.35 million for Nine Months 2009. The overall decrease was made up of a 72% decrease to \$5.29 million (Nine Months 2009-\$18.92 million) in proprietary production revenue for the Halifax Film division, a 37% decrease to \$9.71 million for Nine Months 2010 (Nine Months 2009-\$15.44 million) for the Decode division, and an 82% decrease to \$1.08 million for the Studio B division (Nine Months 2009-\$5.99 million). As noted above, Nine Months 2010 had fewer scheduled deliveries as compared to Nine Months 2009. Deliveries for Nine Months 2010 were in line with Management’s expectations. The single largest difference in Nine Months 2010 is no deliveries for *The Guard* versus in total \$10.10 million (\$4.12 million and \$5.98 million for Seasons I and II respectively) for Nine Months 2009.

For Nine Months 2010 the Company accounted for 214.5 half-hours - \$16.08 million of proprietary film and television program production revenue, an 11% decrease versus the 240.5 half-hours for Nine Months 2009, where the programs have been delivered and the license periods have commenced for consolidated entities. Included in these totals for Nine Months 2010 are 87 half-hours (Nine Months 2009-40 half-hours) of productions where the Company has Canadian and other rights, which are being accounted for using the percentage of completion method.

The breakdown for proprietary deliveries and dollar value subtotals for divisions for consolidated entities for Nine Months 2010 and Nine Months 2009 was as follows:

Title	Season or Type	Nine Months 2010		Nine Months 2009	
		\$ Million	Half-hours	\$ Million	Half-hours
<b>Consolidated Entities</b>					
<b>Decode:</b>					
<i>Chop Socky Chooks</i>	I		-		9.0
<i>Clang Invasion</i>	I		-		19.0
<i>Dirt Girl World</i>	I		26.0		-
<i>Franny's Feet</i>	III		13.0		-
<i>The Latest Buzz</i>	II		-		26.0
<i>The Latest Buzz</i>	III		26.0		-
<i>Poppets Town</i>	I		20.0 <sup>3</sup>		5.0
<i>Super Why (CBC)</i>	I		N/A <sup>1</sup>		N/A <sup>1</sup>
<i>Super Why (PBS)</i>	I		N/A <sup>1</sup>		24.0
Subtotals		\$ 7.24	85.0	\$ 13.12	83.0
<b>Studio B:</b>					
<i>Being Ian</i>	IV		-		2.0
<i>Kid vs. Kat</i>	I		-		26.0
Subtotals		-	-	5.01	28.0
<b>Halifax Film:</b>					
<i>Animal Mechanicals</i>	II		-		8.5
<i>Animal Mechanicals</i>	III		2.5		-
<i>Bo on the Go!</i>	II		-		8.0
<i>Bo on the Go!</i>	III		5.0		2.0
<i>Canada's Super Speller</i>	I		10.0		-
<i>The Guard</i>	I		N/A <sup>1</sup>		12.0
<i>The Guard</i>	II		-		18.0
<i>The Making of Shake Hands with the Devil</i>	Documentary		-		N/A <sup>1</sup>
<i>The Mighty Jungle</i>	III		-		6.0
<i>Nathan Fielder's 2008 Election Special</i>	Comedy Special		-		2.0
<i>Pirates</i>	I		5.0		-
<i>Searching for Soul: Making of Keystone Choir</i>	Documentary		2.0		-
<i>SOUL</i>	I		-		12.0
<i>This Hour Has 22 Minutes</i>	XVI		-		21.0
<i>This Hour Has 22 Minutes</i>	XVII		18.0		-
Subtotals		5.29	42.5	18.92	89.5
<b>Shows with Canadian and Other Rights<sup>2</sup></b>					
<b>Decode:</b>					
<i>Waybuloo (RDF Rights)-(40 half-hours to Treehouse)</i>	I	\$ Million	Half-hours	\$ Million	Half-hours
			57.00		N/A <sup>1</sup>
Subtotals		\$ 2.47	57.0	\$ 2.32	N/A <sup>1</sup>
<b>Studio B:</b>					
<i>Martha Speaks (TVO)</i>	I		N/A <sup>1</sup>		40.00
<i>Martha Speaks (TVO)</i>	II		30.00		N/A <sup>1</sup>
Subtotals		\$ 1.08	30.0	\$ 0.98	40.0
Subtotals-Shows with Canadian and Other Rights			3.55		87.00
				3.30	40.00
<b>Total Consolidated Entities</b>		<b>\$ 16.08</b>	<b>214.5</b>	<b>\$ 40.35</b>	<b>240.5</b>

<sup>1</sup>N/A – Not applicable as deliveries of half-hours have either already been counted when title delivered in the first instance or in the case of the shows using percentage of completion method, are not yet delivered.

<sup>2</sup>Effective Q2 2010 and onward, the Company has included shows with Canadian and other rights (accounted for using the percentage of completion method) in this proprietary television table and has adjusted accordingly for all prior quarters reported herein. MD&A's dated prior to Q2 2010 included these shows in Producer and Service Fee Revenues.

<sup>3</sup>Included in *Poppets Town* Season I are 3 half-hours which are a catch up for past deliveries not previously accounted for in delivery totals. As such, there are no revenues associated with these 3 half-hours recorded in Nine Months 2010.

**Producer and service fee revenues:** For Nine Months 2010 the Company earned \$3.76 million for producer and service fee revenues, an increase of 181% over the \$1.34 million for Nine Months 2009 (note for the Q2 2010 MD&A and onward, Canadian and other rights programs previously shown in this category have been included in proprietary production revenue). The breakdown for Nine Months 2010 was as follows: \$0.01 million for *The Señora Project* Season I, \$0.13 million for *Badly Drawn*

Roy Season I, \$0.01 million for *Tilly and Her Friends* Season I, \$0.06 million for *Kung Fu Magoo* Season I, \$1.73 million for *My Little Pony* Season I, \$0.11 million for *The Math Show* Pilot, and \$1.71 million for *Trollope*, a feature length film. For Nine Months 2009 the breakdown for the \$1.34 million was: \$0.24 million for *Side Show Christmas* Season I, \$0.39 million for *Badly Drawn Roy* Season I, \$0.38 million for *Peanuts* Season I, \$0.13 million for *George of the Jungle* Season I, and \$0.20 million for *Pucca* Season II.

*Distribution revenues:* For Nine Months 2010 distribution revenues were up 19% to \$8.98 million from \$7.52 million for Nine Months 2009, in line with Management's expectations. For Nine Months 2010 the Company recognized revenue on several contracts throughout its existing library and delivered episodes of newer titles. Some of the more significant sales were on the following titles: *The Latest Buzz* Seasons I, II, and III, *Animal Mechanicals* Seasons I and II, *Franny's Feet* Seasons I, II, and III, *Super Why!* Season I, *Kid vs. Kat* Season I, *Poppets Town* Season I, *Waybuloo* Season I, *The Guard* Seasons I and II, and *Martha Speaks* Season I. Management was pleased with the Nine Months 2010 distribution revenues, given the state of the economy in calendar 2009, and sees it as a testament to the quality of the Company's programs.

*Music and royalty revenues:* For Nine Months 2010 music and royalty revenues increased 120% to \$1.43 million (Nine Months 2009-\$0.65 million). Music and royalty revenues are up as the Company's volume of production was up considerably in its most recent fiscal year ended 2009. Due to a lag in these streams, they tend to follow 12-18 months after production revenue. New media revenues increased in Nine Months 2010 to \$0.61 million (Nine Months 2009-\$0.07 million). New media revenues have increased as the Company has undertaken new activities to support several of its proprietary series for Nine Months 2010, specifically *That's So Weird*, *Animal Mechanicals*, and *This Hour Has 22 Minutes*, and are in line with Management's expectations.

*Rental revenues:* For Nine Months 2010 rental revenues were \$0.53 million, up slightly from Nine Months 2009 of \$0.51 million, as a result of continued rental of studio and office facilities to third parties of the Company's Halifax Film Children's Studio, rental of currently unused office space in the Company's headquarters in Halifax, Nova Scotia, and rental of office and equipment of the Company's Toronto, Ontario office.

### **Gross Margin**

Gross margin for Nine Months 2010 was \$11.63 million, a decrease in absolute dollars of 30% compared to \$16.73 million for Nine Months 2009. For the Nine Months 2010 \$1.31 million of the decrease in absolute dollars (or 4% of revenue) was due to a \$0.54 million foreign exchange loss (\$0.21 million of which was unrealized) versus Nine Months 2009-\$0.77 million foreign exchange gain (\$0.66 million of which was unrealized) as both amounts are included in direct production costs and amortization of film and television produced for the respective periods.

Management was pleased with the overall margin at 37% of revenue for Nine Months 2010 which was at the high end of its expectations. This is up over the 33% for Nine Months 2009 as the Company continues to see integration efficiencies within its three main operating subsidiaries, particularly in funnelling Studio B and Halifax Film programs through the Decode distribution pipeline and the increase in new music, new media, and royalty opportunities.

For Nine Months 2010 the margins for each revenue category in absolute dollars and as a margin percentage are as follows: production revenue margin of \$5.43 million or 34%, net producer and service fee revenue margin of \$0.80 million or 21%, distribution revenue margin of \$3.63 million or 40% (\$3.02 million or 34% when \$0.61 million for the amortization of acquired libraries is removed), music and royalty revenue margin of \$1.20 million or 84%, new media revenue margin of \$0.19 million or 31%, and rental revenue margin of \$0.38 million or 72%. The production, distribution, producer service fee, music and royalty, and rental revenue streams were all significant contributors to the absolute dollar margin for Nine Months 2010.

In particular, production, producer and service fee revenue, and distribution in terms of absolute dollars contributed \$5.43 million, \$0.80 million, and \$3.63 million respectively or 85% of the total margin. Production margin at 34% was in line with Management's expectations based on product delivery mix. Producer and service fee margins can vary greatly from 25-55% and at 21% is slightly below Management's expectations. Distribution margin can fluctuate greatly from title-to-title and at 40% is in the mid range for Management's expectations. Music and royalty margin at 84% was in line with Management's expectations.

### **Foreign Exchange Loss (Gain)**

Included in direct production costs and amortization of film and television produced for the Nine Months 2010 was a \$0.54 million foreign exchange loss (versus a \$0.77 million foreign exchange gain for Nine Months 2009) due to the strengthening of the Canadian dollar between 13-19% against the US dollar, British Pound and Euro since June 30, 2009. The balance for Nine Months 2010 was made up of \$0.33 million realized foreign exchange loss (Nine Months 2009-\$0.11 million foreign exchange gain) on revenue and expense items translated at average rates for the period and \$0.21 million in non-cash unrealized foreign exchange loss (Nine Months 2009-\$0.66 million unrealized foreign exchange gain) for balance sheet translations at the exchange rates in effect at each balance sheet date.

### ***Operating Expenses***

Operating expenses for Nine Months 2010 were \$10.71 million compared to \$11.18 million for Nine Months 2009, a decrease of 4%. Selling, General, & Administrative (“SG&A”) costs for Nine Months 2010 excluding stock based compensation were down 12% at \$9.03 million compared to \$10.25 million for Nine Months 2009. Management was pleased with this decrease in SG&A as this was ahead of Managements’ targeted reductions of 5%. The decrease in SG&A was offset by increases in the following categories: \$0.33 million increase in amortization of acquired library due to product mix, a \$0.38 million increase in impairment in value of certain investment in film and television programs, and a \$0.06 million increase in non-cash stock based compensation expense.

### ***Impairment in Value of Certain Investment in Film and Television Programs***

During Nine Months 2010 the Company recorded an impairment in value of certain investments in film and television programs of \$0.38 million (nil for Nine Months 2009).

### ***Loss (Income) from Strategic Investments***

For Nine Months 2010 a loss from strategic investment activities of \$0.02 million (Nine Months 2009-\$0.02 million loss) related to a realized capital loss of \$0.02 million, versus \$0.02 million for distributions of capital and \$0.08 million for a realized capital gain, offset by \$0.12 million related to an unrealized loss from short-term investments held for trading for Nine Months 2009. All investments were strategic in nature and were in the same or similar businesses as the business of the Company.

### ***EBITDA***

In Nine Months 2010 EBITDA was \$2.60 million, a 60% decrease as compared to \$6.49 million for Nine Months 2009. For Nine Months 2010 this was generally due to the decrease in gross margin dollars of \$5.10 million, offset by a \$1.15 million decrease in SG&A. The margin dollars difference of \$5.10 million is also as a result of the \$1.31 million foreign exchange difference for Nine Months 2010 versus Nine Months 2009 (See *Foreign Exchange Loss (Gain)* section of this MD&A for further details).

### ***Amortization***

For Nine Months 2010 amortization was \$2.07 million (Nine Months 2009-\$1.88 million). For Nine Months 2010 the amortization of acquired libraries was \$0.61 million (Nine Months 2009-\$0.28 million) which relates to the library titles that have a 20 year amortization policy, have minimal ongoing cash costs associated with selling, and are viewed as long-term assets. For Nine Months 2010 amortization of PP&E was \$0.65 million (Nine Months 2009-\$0.63 million). For Nine Months 2010 amortization of intangible assets was \$0.81 million (Nine Months 2009-\$0.97 million) which relates to the intangible assets acquired as part of the acquisitions of Decode and Studio B.

### ***Interest***

Interest was a net interest expense for Nine Months 2010 of \$0.19 million versus net interest expense of \$0.29 million for Nine Months 2009. Interest expense consists of \$0.09 million for interest expense on long-term debt and \$0.11 million for interest and bank charges (Nine Months 2009-\$0.14 million and \$0.17 million, respectively) and offset by \$0.01 million interest income (Nine Months 2009-\$0.02 million).

### ***Non-Controlling Interest***

For Nine Months 2010 the Company did not record an expense for non-controlling interest (Nine Months 2009-expense of \$0.03 million).

### ***Income Taxes***

Income tax recovery for Nine Months 2010 was \$0.01 million (Nine Months 2009-\$0.78 million expense) made up of \$0.05 million expense (Nine Months 2009-\$0.03 million) for large corporation taxes, \$0.07 million expense (Nine Months 2009-nil) for current income taxes, and future income tax recovery of \$0.13 million (Nine Months 2009-\$0.75 million expense).

### ***Net Income (Loss) and Comprehensive Income (Loss) Before Discontinued Operations***

Net income (loss) and comprehensive income (loss) before discontinued operations for Nine Months 2010 was a loss of \$0.74 million (Nine Months 2009-\$1.69 million income).

### ***Discontinued Operations***

The Company recorded no loss from discontinued operations for Nine Months 2010 (Nine Months 2009-\$1.04 million).



***Net Income (Loss) and Comprehensive Income (Loss)***

Net income (loss) and comprehensive income (loss) for Nine Months 2010 was a loss of \$0.74 million, compared to an income of \$0.65 million for Nine Months 2009, or a decrease of \$1.39 million in absolute dollars or 214%. For Nine Months 2010 the overall decrease of \$1.39 million was due to changes over Nine Months 2009 of the following amounts: a gross margin decrease of \$5.10 million, offset by a \$0.79 million decrease in provision for income taxes, a decrease in operating expenses, net of income from strategic investments of \$0.47 million, and a \$2.45 million decrease in net interest and other expenses, which includes amortization, impairment in value of certain investment in film and television programs, costs associated with abandoned transactions, and loss for discontinued operations.

## SELECTED CONSOLIDATED QUARTERLY FINANCIAL INFORMATION

The following table sets out selected consolidated financial information for each of the last eight quarters with the last one being the most recent quarter ended March 31, 2010. In the opinion of Management, this information has been prepared on the same basis as the audited consolidated financial statements for the years ended June 30, 2009 and 2008 as filed on www.sedar.com or DHX's website at www.dhxmedia.com, and all necessary adjustments, consisting only of normal recurring adjustments, have been included in the amounts stated below to present fairly the unaudited quarterly results when read in conjunction with the audited consolidated financial statements and the notes to those statements. *The operating results for any quarter should not be relied upon as an indication of results for any future period.*

	Fiscal 2010 <sup>1</sup>			Fiscal 2009 <sup>1</sup>				Fiscal 2008 <sup>1</sup>
	Q3 <sup>3</sup> 31-Mar \$	Q2 <sup>3</sup> 31-Dec \$	Q1 <sup>3</sup> 30-Sep \$	Q4 <sup>3</sup> 30-Jun \$	Q3 31-Mar \$	Q2 31-Dec \$	Q1 30-Sep \$	Q4 <sup>3</sup> 30-Jun \$
<i>(All numbers are in thousands except per share data)</i>								
Revenue	9,015	9,427	12,948	11,523	12,061	21,514	16,871	13,582
Gross Margin <sup>2</sup>	3,139	3,829	4,661	6,075	5,001	6,733	4,993	4,619
EBITDA and Adjusted EBITDA <sup>2 &amp; 3</sup>	377	711	1,510	3,316	1,624	3,013	1,845	1,200
Net Income (Loss) and Comprehensive Income (Loss) before Discontinued Operations	(535)	(209)	9	157	461	615	610	(2,283)
Net Income (Loss) and Comprehensive Income (Loss)	(535)	(209)	9	(271)	444	(328)	530	(2,417)
Basic Earnings (Loss) Before Discontinued Operations Per Common Share	(0.01)	(0.01)	0.00	0.00	0.01	0.01	0.02	(0.05)
Diluted Earnings (Loss) Before Discontinued Operations Per Common Share	(0.01)	(0.01)	0.00	0.00	0.01	0.01	0.02	(0.05)
Basic Earnings (Loss) Per Common Share	(0.01)	(0.01)	0.00	0.00	0.01	(0.01)	0.01	(0.06)
Diluted Earnings (Loss) Per Common Share	(0.01)	(0.01)	0.00	0.00	0.01	(0.01)	0.01	(0.06)

<sup>1</sup>The financial information for Q3, Q2 and Q1 2010 and Q4, Q3, and Q2 2009 includes full quarterly results for the Company's four divisions (Halifax Film, Decode, Studio B, and imX). Q1 2009 includes full quarterly results for three divisions (Halifax Film, Decode, and Studio B) and 72 days for imX. Q4 2008 includes full quarterly results for three divisions (Halifax Film, Decode, and Studio B) and no amounts for imX.

<sup>2</sup>Certain of the comparative Non-GAAP Financial Measures ("NGFM") are adjusted for all necessary adjustments, consisting of normal recurring adjustments and any changes in the current definition of NGFM (see "Use of Non-GAAP Financial Measures" section of this MD&A for further details).

<sup>3</sup>The Adjusted EBITDA figure shown for Q3 2010, Q2 2010, Q1 2010, Q4 2009 and Q4 2008 were adjusted for \$0.19 million, \$0.07 million, \$0.16 million, \$0.49 million, and \$2.78 million respectively for the impairment in value of certain investments in film and television programs as management believes this to be a more meaningful indicator of operating performance (see "Reconciliation of Historical Results to EBITDA and Adjusted EBITDA" of this MD&A).

**Results for the three months ended March 31, 2010 (“Q3 2010”) compared to the three months ended March 31, 2009 (“Q3 2009”)**

***Revenues***

Revenues for Q3 2010 were \$9.02 million, down 25% from \$12.06 million for Q3 2009. The decrease in Q3 2010 was mainly due to a lower per half-hour license fee revenue as a result of variations in the product delivery mix and the effects of the continuing global recession and credit crunch on some of our broadcast customers.

*Proprietary production revenues:* Proprietary production revenues for Q3 2010 of \$5.36 million were down 20% compared to \$6.71 million for Q3 2009. The overall decrease was made up of a 49% decrease to \$1.88 million (Q3 2009-\$3.66 million) in proprietary production revenue for the Halifax Film division, an 84% increase to \$3.44 million for Q3 2010 (Q3 2009-\$1.87 million) for the Decode division, and a 97% decrease to \$0.04 million for the Studio B division (Q3 2009-\$1.18 million). As noted above, Q3 2010 had lower half-hour license fee revenue as compared to Q3 2009. Deliveries and half-hour license fee revenue were generally in line with Management’s expectations.

For Q3 2010 the Company accounted for 62.0 half-hours - \$5.36 million of proprietary film and television program production revenue, a 51% increase versus the 41.0 half-hours for Q3 2009, where the programs have been delivered and the license periods have commenced for consolidated entities. Included in these totals for Q3 2010 are 16.0 half-hours (Q3 2009-no half-hours) for productions where the Company has Canadian rights and other rights, which are being accounted for using the percentage of completion method.

The breakdown for proprietary deliveries and dollar value subtotals for divisions for consolidated entities for Q3 2010 and Q3 2009 was as follows:

Title	Season or Type	Q3 2010		Q3 2009	
		\$ Million	Half-hours	\$ Million	Half-hours
<b>Consolidated Entities</b>					
<b>Decode:</b>					
<i>Clang Invasion</i>	I		-		9.0
<i>Dirt Girl World</i>	I		11.0		-
<i>Franny's Feet</i>	III		4.0 <sup>3</sup>		-
<i>The Latest Buzz</i>	III		13.0		-
<i>Poppets Town</i>	I		3.0 <sup>3</sup>		5.0
<i>Super Why (PBS)</i>	I		N/A <sup>1</sup>		4.0
<i>Super Why (CBC)</i>	I		N/A <sup>1</sup>		N/A <sup>1</sup>
<i>Subtotals</i>		\$ 2.58	31.0	\$ 1.71	18.0
<b>Studio B:</b>					
<i>Kid vs. Kat</i>	I		-		4.0
<i>Subtotals</i>		-	-	0.73	4.0
<b>Halifax Film:</b>					
<i>Animal Mechanicals</i>	III		1.0		-
<i>Bo on the Go!</i>	II		-		N/A <sup>1</sup>
<i>Bo on the Go!</i>	III		-		2.0
<i>The Guard</i>	I		-		N/A <sup>1</sup>
<i>The Guard</i>	II		-		N/A <sup>1</sup>
<i>The Mighty Jungle</i>	III		-		6.0
<i>Pirates</i>	I		5.0		-
<i>This Hour Has 22 Minutes</i>	XVI		-		11.0
<i>This Hour Has 22 Minutes</i>	XVII		9.0		-
<i>Subtotals</i>		1.88	15.0	3.66	19.0
<b>Shows with Canadian and Other Rights<sup>2</sup></b>					
<b>Decode:</b>					
		\$ Million	Half-hours	\$ Million	Half-hours
<i>Waybuloo (RDF Rights)</i>	I		16.00		N/A <sup>1</sup>
<i>Subtotals</i>		\$ 0.86	16.0	\$ 0.16	N/A <sup>1</sup>
<b>Studio B:</b>					
<i>Martha Speaks (TVO)</i>	I		N/A <sup>1</sup>		N/A <sup>1</sup>
<i>Martha Speaks (TVO)</i>	II		N/A <sup>1</sup>		N/A <sup>1</sup>
<i>Subtotals</i>		\$ 0.04	N/A <sup>1</sup>	\$ 0.45	N/A <sup>1</sup>
<i>Subtotals-Shows with Canadian and Other Rights</i>			0.90	0.61	-
<b>Total Consolidated Entities</b>		<b>\$ 5.36</b>	<b>62.0</b>	<b>\$ 6.71</b>	<b>41.0</b>

<sup>1</sup>N/A – Not applicable as deliveries of half-hours have either already been counted when title delivered in the first instance or in the case of the shows using percentage of completion method, are not yet delivered.

<sup>2</sup>Effective Q2 2010 and onward, the Company has included shows with Canadian and other rights (accounted for using the percentage of completion method) in this proprietary television table and has adjusted accordingly for all prior quarters reported herein. MD&A's dated prior to Q2 2010 included these shows in Producer and Service Fee Revenues.

<sup>3</sup>The 4 half-hours for *Franny's Feet* Season III and the 3 half-hours for *Poppets Town* Season I are catch ups for past deliveries not previously accounted for in delivery totals. As such, there are no revenues associated with these half-hours in Q3 2010.

**Producer and service fee revenues:** For Q3 2010 the Company earned \$1.30 million for producer and service fee revenues, an increase of 81% over the \$0.72 million for Q3 2009 (note for the Q2 2010 MD&A and onward, Canadian and other rights programs previously shown in this category have been included in proprietary production revenue). For Q3 2010 the Company earned \$1.30 million for *My Little Pony* Season I. For Q3 2009 the breakdown for the \$0.72 million was: \$0.21 million for *Pucca* Season II, \$0.17 million for *George of the Jungle* Season I, and \$0.34 million for *Badly Drawn Roy* Season I.

**Distribution revenues:** For Q3 2010 distribution revenues were down 58% to \$1.68 million from \$3.96 million for Q3 2009, generally due to timing of license periods for existing contracts on hand and generally in line with Management's expectations. For Q3 2010 the Company recognized revenue on several contracts throughout its existing library and delivered episodes of newer titles. Some of the more significant sales were on the following titles: *The Latest Buzz* Seasons I, II, and III, *Animal*

*Mechanicals* Seasons I and II, *Franny's Feet* Seasons I, II, and III, *Super Why!* Season I, *Kid vs. Kat* Season I, *Poppets Town* Season I, *The Guard* Seasons I and II, and *Martha Speaks* Season I.

**Music and royalty revenues:** For Q3 2010 music and royalty revenues increased 92% to \$0.50 million (Q3 2009-\$0.26 million). Music and royalty revenues are up as the Company's volume of production was up considerably in its most recent fiscal year ended 2009. Due to a lag in these streams, they tend to follow on 12-18 months after production revenue. New media revenues were nil in Q3 2010 (Q3 2009-\$0.01 million revenue).

**Rental revenues:** For Q3 2010 rental revenues were \$0.18 million, down from Q3 2009 of \$0.40 million, as a result of continued rental of studio and office facilities to third parties of the Company's Halifax Film Children's Studio, rental of currently unused office space in the Company's headquarters in Halifax, Nova Scotia, and rental of office and equipment of the Company's Toronto, Ontario office. Q3 2009 was also higher as it had \$0.33 million in one-time rental revenue from an outside production.

### **Gross Margin**

Gross margin for Q3 2010 was \$3.14 million, a decrease in absolute dollars of 37% compared to \$5.00 million for Q3 2009. For Q3 2010 \$0.58 million of the decrease in absolute dollars (or 6% of revenue) was due to a \$0.10 million foreign exchange loss (\$0.08 million of which was unrealized) versus Q3 2009-\$0.48 million foreign exchange gain (\$0.43 million of which was unrealized) as both amounts are included in direct production costs and amortization of film and television produced for the respective periods.

Management was pleased with the overall margin at 35% of revenue for Q3 2010 which was in line with Management's expectations.

For Q3 2010 the margins for each revenue category in absolute dollars and as a margin percentage are as follows: production revenue margin of \$1.81 million or 34%, net producer and service fee revenue margin of \$0.19 million or 15%, distribution revenue margin of \$0.71 million or 42% (\$0.56 million or 33% when \$0.15 million for the amortization of acquired libraries is removed), music and royalty revenue margin of \$0.35 million or 70%, new media margin of \$0.05 million, and rental revenue margin of \$0.03 million or 17%. The production, distribution, producer service fee, and rental revenue streams were all significant contributors to the absolute dollar margin for Q3 2010.

In particular, production, producer and service fee revenue, and distribution in terms of absolute dollars contributed \$1.81 million, \$0.19 million, and \$0.71 million respectively or 86% of the total margin. Production margin at 34% was in line with Management's expectations based on product delivery mix. Producer and service fee margins can vary greatly and at 15% is below Management's expectations. Distribution margin can fluctuate greatly from title-to-title and at 42% is in the mid range of Management's expectations. Music and royalty margin at 70% was in line with Management's expectations.

### **Foreign Exchange Loss (Gain)**

Included in direct production costs and amortization of film and television produced for Q3 2010 was a \$0.10 million foreign exchange loss (versus a \$0.48 million foreign exchange gain for Q3 2009) due to the strengthening of the Canadian dollar against the US dollar, British Pound and Euro since December 31, 2009. The balance for Q3 2010 was made up of \$0.02 million realized foreign exchange loss (Q3 2009-\$0.05 million foreign exchange gain) on revenue and expense items translated at average rates for the period and \$0.08 million in non-cash unrealized foreign exchange loss (Q3 2009-\$0.43 million unrealized foreign exchange gain) for balance sheet translations at the exchange rates in effect at each balance sheet date.

### **Operating Expenses**

Operating expenses for Q3 2010 were \$3.26 million compared to \$3.68 million for Q3 2009, a decrease of 11%. SG&A costs for Q3 2010 excluding stock based compensation were down 18% at \$2.76 million compared to \$3.38 million for Q3 2009. Management was pleased with this decrease in SG&A as this was ahead of Management's targeted reductions of 5%. The decrease in SG&A was offset by changes in the following categories: \$0.06 million increase in amortization of acquired library due to product mix, a \$0.15 million increase in impairment in value of certain investment in film and television programs, and a \$0.01 million decrease in non-cash stock based compensation expense.

### **Impairment in Value of Certain Investment in Film and Television Programs**

During Q3 2010 the Company recorded an impairment in value of certain investments in film and television programs of \$0.15 million (Q3 2009-nil).

### **Income (Loss) from Strategic Investments**

For Q3 2010 income from strategic investments activities of nil, versus a \$0.01 million loss for Q3 2009, related to an unrealized loss from short-term investments held for trading of \$0.02 million, offset by \$0.01 million for capital distributions.

## **EBITDA**

In Q3 2010 EBITDA was \$0.38 million, a 77% decrease as compared to \$1.62 million for Q3 2009. For Q3 2010 this was generally due to the decrease in gross margin dollars of \$1.86 million, offset by a \$0.62 million decrease in SG&A. The margin dollars difference of \$1.86 million is also as a result of the \$0.58 million foreign exchange difference for Q3 2010 versus Q3 2009 (See *Foreign Exchange Loss (Gain)* section of this MD&A for further details).

## **Amortization**

For Q3 2010 amortization was \$0.62 million (Q3 2009-\$0.65 million). For Q3 2010 the amortization of acquired libraries was \$0.15 million (Q3 2009-\$0.09 million) which relates to the library titles that have a 20 year amortization policy, have minimal ongoing cash costs associated with selling, and are viewed as long-term assets. For Q3 2010 amortization of PP&E was \$0.20 million (Q3 2009-\$0.24 million). For Q3 2010 amortization of intangible assets was \$0.27 million (Q3 2009-\$0.32 million) which relates to the intangible assets acquired as part of the acquisitions of Decode and Studio B.

## **Interest**

Interest for Q3 2010 of \$0.09 million was consistent with \$0.09 million for Q3 2009. Interest expense consists of \$0.03 million for interest expense on long-term debt and \$0.06 million for interest and bank charges (Q3 2009-\$0.03 million and \$0.06 million, respectively).

## **Non-Controlling Interest**

For Q3 2010 the Company recorded an income for non-controlling interest of nil (Q3 2009-expense of \$0.01 million).

## **Income Taxes**

Income tax recovery for Q3 2010 was \$0.13 million (Q3 2009-\$0.19 million expense) made up of \$0.20 million expense (Q3 2009-\$0.01 million) for large corporation taxes, \$0.14 million recovery (Q3 2009-\$0.02 million recovery) for current income taxes, and future income tax recovery of \$0.01 million (Q3 2009-\$0.20 million expense).

## **Net Income (Loss) and Comprehensive Income (Loss) Before Discontinued Operations**

Net income (loss) and comprehensive income (loss) before discontinued operations for Q3 2010 was a loss of \$0.54 million (Q3 2009-\$0.46 million income).

## **Discontinued Operations**

The Company recorded no loss from discontinued operations for Q3 2010 (Q3 2009-\$0.02 million).

## **Net Income (Loss) and Comprehensive Income (Loss)**

Net income (loss) and comprehensive income (loss) for Q3 2010 was a loss of \$0.54 million, compared to \$0.44 million income for Q3 2009, or a decrease of \$0.98 million in absolute dollars or 223%. For Q3 2010 the overall decrease of \$0.98 million was due to changes over Q3 2009 of the following amounts: a gross margin decrease of \$1.86 million, offset by a \$0.31 million decrease in provision for income taxes, a decrease in operating expenses, net of income from strategic investments of \$0.43 million and a \$0.14 million decrease in net interest and other expenses, which includes amortization, impairment in value of certain investment in film and television, costs associated with abandoned transactions, and loss from discontinued operations.

## **Results for the three months ended December 31, 2009 (“Q2 2010”) compared to the three months ended December 31, 2008 (“Q2 2009”)**

### **Revenues**

Revenues for Q2 2010 were \$9.42 million, down 56% from \$21.51 million for Q2 2009. The decrease in Q2 2010 was due to lower deliveries of proprietary programs versus Q2 2009. Proprietary deliveries are somewhat seasonal and based on the previously reported slow down in orders from our broadcast customers, Q2 2010 was, as expected, a less robust quarter for deliveries as compared to Q2 2009.

*Proprietary production revenues:* Proprietary production revenues for Q2 2010 of \$3.92 million were down 79% compared to \$18.98 million for Q2 2009. The overall decrease was made up of an 87% decrease to \$1.44 million (Q2 2009-\$11.07 million) in proprietary production revenue for the Halifax Film division, a 67% decrease to \$1.85 million for Q2 2010 (Q2 2009-\$5.61 million) for the Decode division, and a 73% decrease to \$0.63 million for the Studio B division (Q2 2009-\$2.30 million). As noted above, Q2 2010 had fewer scheduled deliveries as compared to Q2 2009. Deliveries for Q2 2010 were in line with Management’s expectations. The single largest difference in Q2 2010 is no deliveries for *The Guard* versus in total \$6.19 million (\$0.67 million and \$5.52 million for Seasons I and II respectively) for Q2 2009.

For Q2 2010 the Company recognized 57.5 half-hours - \$3.92 million of proprietary film and television program production revenue, a 39% decrease versus the 95.0 half-hours for Q2 2009, where the programs have been delivered and the license periods have commenced for consolidated entities. Included in these totals for Q2 2010 are 35 half-hours (15 half-hours – Q2 2009) of productions where the Company has Canadian rights and other rights, which are being accounted for using the percentage of completion method.

The breakdown for proprietary deliveries and dollar value subtotals for divisions for consolidated entities for Q2 2010 and Q2 2009 was as follows:

Title	Season or Type	Q2 2010		Q2 2009	
		\$ Million	Half-hours	\$ Million	Half-hours
<b>Consolidated Entities</b>					
<b>Decode:</b>					
<i>Chop Socky Chooks</i>	I	-	-	-	1.0
<i>Clang Invasion</i>	I	-	-	-	7.0
<i>Dirt Girl World</i>	I	-	9.0	-	-
<i>The Latest Buzz</i>	III	-	N/A <sup>1</sup>	-	-
<i>Poppets Town</i>	I	-	4.0	-	-
<i>Super Why (PBS)</i>	I	-	-	-	9.0
<i>Super Why (CBC)</i>	I	-	N/A <sup>1</sup>	-	N/A <sup>1</sup>
<i>Subtotals</i>		\$ 1.04	13.0	\$ 3.78	17.0
<b>Studio B:</b>					
<i>Kid vs. Kat</i>	I	-	-	-	11.0
<i>Subtotals</i>		-	-	1.99	11.0
<b>Halifax Film:</b>					
<i>Animal Mechanicals</i>	II	-	-	-	8.0
<i>Animal Mechanicals</i>	III	-	1.5	-	-
<i>Bo on the Go!</i>	II	-	-	-	1.0
<i>Bo on the Go!</i>	III	-	N/A <sup>1</sup>	-	-
<i>The Guard</i>	I	-	-	-	2.0
<i>The Guard</i>	II	-	-	-	18.0
<i>The Making of Shake Hands with the Devil</i>	Documentary	-	-	-	N/A <sup>1</sup>
<i>Nathan Fielder's 2008 Election Special</i>	Comedy Special	-	-	-	2.0
<i>SOUL</i>	I	-	-	-	12.0
<i>This Hour Has 22 Minutes</i>	XVI	-	-	-	9.0
<i>This Hour Has 22 Minutes</i>	XVII	-	8.0	-	-
<i>Subtotals</i>		1.44	9.5	11.07	52.0
<b>Shows with Canadian and Other Rights<sup>2</sup></b>					
<b>Decode:</b>					
<i>Waybuloo (RDF Rights)-(20 half-hours to Treehouse)</i>	I	\$ 0.81	25.0	\$ 1.83	N/A <sup>1</sup>
<i>Subtotals</i>		0.81	25.0	1.83	N/A <sup>1</sup>
<b>Studio B:</b>					
<i>Martha Speaks (TVO)</i>	I	-	N/A <sup>1</sup>	-	15.00
<i>Martha Speaks (TVO)</i>	II	-	10.00	-	N/A <sup>1</sup>
<i>Subtotals</i>		\$ 0.63	10.0	\$ 0.31	15.0
<i>Subtotals-Shows with Canadian and Other Rights</i>		1.44	35.00	2.14	15.00
<b>Total Consolidated Entities</b>		<b>\$ 3.92</b>	<b>57.5</b>	<b>\$ 18.98</b>	<b>95.0</b>

<sup>1</sup>N/A – Not applicable as deliveries of half-hours have either already been counted when title delivered in the first instance or in the case of the shows using percentage of completion method, are not yet delivered.

<sup>2</sup>Effective Q2 2010 and onward, the Company has included shows with Canadian and other rights (accounted for using the percentage of completion method) in this proprietary television table and has adjusted accordingly for all prior quarters reported herein. MD&A's dated prior to Q2 2010 included these shows in Producer and Service Fee Revenues.

**Producer and service fee revenues:** For Q2 2010 the Company earned \$0.80 million for producer and service fee revenues, an increase of 433% over the \$0.15 million for Q2 2009 (note for this Q2 2010 MD&A and onward, Canadian and other rights programs previously shown in this category have been included in proprietary production revenue). The breakdown for Q2 2010 was as follows: \$0.01 million for *The Señora Project* Season I, \$0.41 million for *My Little Pony* Season I, \$0.08 million for *The Math Show* Pilot, and \$0.30 million for *Trollope*, a feature length film. For Q2 2009 the breakdown for the \$0.15 million was:

\$0.03 million for *Side Show Christmas* Season I, \$0.08 million for *Peanuts* Season I, and \$0.05 million for *Badly Drawn Roy*, offset by small reversal of \$0.01 million for *George of the Jungle* Season I.

**Distribution revenues:** For Q2 2010 distribution revenues were up 69% to \$3.55 million from \$2.10 million for Q2 2009, above Management's expectations. For Q2 2010 the Company recognized revenue on several contracts throughout its existing library and delivered episodes of newer titles. Some of the more significant sales were on the following titles: *The Latest Buzz* Seasons I, II, and III, *Animal Mechanicals* Seasons I and II, *Franny's Feet* Seasons I, II, and III, *Super Why!* Season I, *Kid vs. Kat* Season I, *Poppets Town* Season I, *The Guard* Seasons I and II, and *Martha Speaks* Season I.

**Music and royalty revenues:** For Q2 2010 music and royalty revenues increased 279% to \$0.72 million (Q2 2009-\$0.19 million). Music and royalty revenues are up as the Company's volume of production was up considerably in its most recent fiscal year ended 2009.

**Rental revenues:** For Q2 2010 rental revenues were \$0.17 million, up from Q2 2009 of \$0.06 million, as a result of continued rental of studio and office facilities to third parties of the Company's Halifax Film Children's Studio, rental of currently unused office space in the Company's headquarters in Halifax, Nova Scotia, and rental of office and equipment of the Company's Toronto, Ontario office.

### **Gross Margin**

Gross margin for Q2 2010 was \$3.83 million, a decrease in absolute dollars of 43% compared to \$6.74 million for Q2 2009. For the Q2 2010 \$0.58 million of the decrease in absolute dollars was due to a \$0.22 million foreign exchange loss versus Q2 2009-\$0.36 million foreign exchange gain as both amounts are included in direct production costs and amortization of film and television produced for the respective periods.

Overall gross margin for Q2 2010 at 41% was above Management's expectations. The production, distribution, producer service fee, and rental revenue streams were all significant contributors to the absolute dollar margin for Q2 2010.

### **Foreign Exchange Loss (Gain)**

Included in direct production costs and amortization of film and television produced for the Q2 2010 was a \$0.22 million foreign exchange loss (versus a \$0.36 million foreign exchange gain for Q2 2009) due to the strengthening of the Canadian dollar against the US dollar, British Pound and Euro since September 30, 2009.

### **EBITDA**

In Q2 2010 EBITDA was \$0.71 million, a 76% decrease as compared to \$3.01 million for Q2 2009. For Q2 2010 this was generally due to the decrease in gross margin dollars of \$2.91 million, offset by a \$0.60 million decrease in SG&A. The margin dollars difference of \$2.91 million is also as a result of the \$0.59 million foreign exchange difference for Q2 2010 versus Q2 2009 (See *Foreign Exchange Loss (Gain)* section of this MD&A for further details).

### **Net Income (Loss) and Comprehensive Income (Loss) Before Discontinued Operations**

Net income (loss) and comprehensive income (loss) before discontinued operations for Q2 2010 was \$0.21 million loss (Q2 2009-\$0.61 million income).

### **Discontinued Operations**

The Company recorded no loss from discontinued operations for Q2 2010 (Q2 2009-\$0.94 million).

### **Net Loss and Comprehensive Loss**

Net loss and comprehensive loss for Q2 2010 was \$0.21 million, compared to \$0.33 million for Q2 2009, or a decrease of \$0.12 million in absolute dollars or 36%. For Q2 2010 the overall decrease of \$0.12 million was due to changes over Q2 2009 of the following amounts: a gross margin decrease of \$2.91 million, offset by a \$0.23 million decrease in provision for income taxes, an decrease in operating expenses, net of income from strategic investments of \$0.60 million and a \$2.20 million decrease in net interest and other expenses, which includes amortization, impairment in value of certain investment in film and television, costs associated with abandoned transactions, and loss from discontinued operations.



**Results for the three months ended September 30, 2009 (“Q1 2010”) compared to the three months ended September 30, 2008 (“Q1 2009”)**

***Revenues***

Revenues for Q1 2010 were \$12.95 million, down 23% from \$16.87 million for Q1 2009. The decrease in Q1 2010 was generally due to lower deliveries of proprietary programs versus Q1 2009.

*Proprietary production revenues:* Proprietary production revenues for Q1 2010 of \$6.80 million were down 54% compared to \$14.66 million for Q1 2009. The overall decrease was as a result of a 53% decrease to \$1.97 million (Q1 2009-\$4.19 million) in proprietary production revenue for the Halifax Film division, a 44% decrease to \$4.42 million for Q1 2010 (Q1 2009-\$7.96 million) for the Decode division, and an 84% decrease to \$0.41 million for the Studio B division (Q1 2009-\$2.51 million).

For Q1 2010 the Company recognized 95.0 half-hours - \$6.80 million of proprietary film and television program production revenue, a 9% decrease versus the 104.5 half-hours for Q1 2009, where the programs have been delivered and the license periods have commenced for consolidated entities. Included in these totals for Q2 2010 are 36 half-hours (25 half-hours Q1 2009) of productions where the Company has Canadian rights and other rights, which are being accounted for using the percentage of completion method.

The breakdown for proprietary deliveries and dollar value subtotals for divisions for consolidated entities for Q1 2010 and Q1 2009 was as follows:

Title	Season or Type	Q1 2010		Q1 2009	
		\$ Million	Half-hours	\$ Million	Half-hours
<b>Consolidated Entities</b>					
<b>Decode:</b>					
<i>Chop Socky Chooks</i>	I	-	-	-	8.0
<i>Clang Invasion</i>	I	-	-	-	3.0
<i>Dirt Girl World</i>	I	-	6.0	-	-
<i>Franny's Feet</i>	III	-	9.0	-	-
<i>The Latest Buzz</i>	II	-	-	-	26.0
<i>The Latest Buzz</i>	III	-	13.0	-	-
<i>Poppets Town</i>	I	-	13.0	-	-
<i>Super Why (CBC)</i>	I	-	N/A <sup>1</sup>	-	-
<i>Super Why (PBS)</i>	I	-	-	-	11.0
<i>Subtotals</i>		\$ 3.62	41.0	\$ 7.63	48.0
<b>Studio B:</b>					
<i>Being Ian</i>	V	-	-	-	2.0
<i>Kid vs. Kat</i>	I	-	-	-	11.0
<i>Subtotals</i>		-	-	2.29	13.0
<b>Halifax Film:</b>					
<i>Animal Mechanicals</i>	II	-	-	-	0.5
<i>Bo on the Go!</i>	II	-	-	-	7.0
<i>Bo on the Go!</i>	III	-	5.0	-	-
<i>Canada's Super Speller</i>	I	-	10.0	-	-
<i>Searching for Soul: Making of Keystone Choir</i>	Documentary	-	2.0	-	-
<i>The Guard</i>	I	-	N/A <sup>1</sup>	-	10.0
<i>This Hour Has 22 Minutes</i>	XVI	-	-	-	1.0
<i>This Hour Has 22 Minutes</i>	XVII	-	1.0	-	-
<i>Subtotals</i>		1.97	18.0	4.19	18.5
<b>Shows with Canadian and Other Rights<sup>2</sup></b>					
<b>Decode:</b>					
<i>Waybuloo (RDF Rights)-(20 half-hours to Treehouse)</i>	I	\$ 0.80	16.0	\$ 0.33	N/A <sup>1</sup>
<i>Subtotals</i>		\$ 0.80	16.0	\$ 0.33	N/A <sup>1</sup>
<b>Studio B:</b>					
<i>Martha Speaks (TVO)</i>	I	-	N/A <sup>1</sup>	-	25.00
<i>Martha Speaks (TVO)</i>	II	-	20.00	-	N/A <sup>1</sup>
<i>Subtotals</i>		\$ 0.41	20.0	\$ 0.22	25.0
<i>Subtotals-Shows with Canadian and Other Rights</i>		1.21	36.00	0.55	25.00
<b>Total Consolidated Entities</b>		<b>\$ 6.80</b>	<b>95.0</b>	<b>\$ 14.66</b>	<b>104.5</b>

<sup>1</sup>N/A – Not applicable as deliveries of half-hours have either already been counted when title delivered in the first instance or in the case of the shows using percentage of completion method, are not yet delivered.

<sup>2</sup>Effective Q2 2010 and onward, the Company has included shows with Canadian and other rights (accounted for using the percentage of completion method) in this proprietary television table and has adjusted accordingly for all prior quarters reported herein. MD&A's dated prior to Q2 2010 included these shows in Producer and Service Fee Revenues.

<sup>3</sup>This total has been adjusted as originally reported in the Q1 2010 MD&A as 20 half-hours in error.

**Producer and service fee revenues:** For Q1 2010 the Company earned \$1.66 million for producer and service fee revenues, an increase of 253% over the \$0.47 million for Q1 2009 (note for this Q2 2010 MD&A and onward, Canadian and other rights programs previously shown in this category have been included in proprietary production revenue).

**Distribution revenues:** For Q1 2010 distribution revenues were up 157% to \$3.75 million from \$1.46 million for Q1 2009.

**Music and royalty revenues:** For Q1 2010 music and royalty revenues increased 5% to \$0.21 million (Q1 2009-\$0.20 million). New media revenues increased in Q1 2010 to \$0.35 million (Q1 2009-\$0.03 million).

**Rental revenues:** For Q1 2010 rental revenues were \$0.18 million, up from Q1 2009 of \$0.05 million, as a result of continued rental of studio and office facilities to third parties of the Company's Halifax Film Children's Studio, rental of currently unused

office space in the Company's headquarters in Halifax, Nova Scotia, and rental of office and equipment of the Company's Toronto, Ontario office.

### ***Gross Margin***

Gross margin for Q1 2010 was \$4.66 million, a decrease in absolute dollars of 7% compared to \$4.99 million for Q1 2009. For the Q1 2010 \$0.14 million of the decrease in absolute dollars was due to a \$0.21 million foreign exchange loss versus Q1 2009-\$0.07 million foreign exchange loss as both amounts are included in direct production costs and amortization of film and television produced for the respective periods.

The overall margin at 36% of revenue for Q1 2010 was at the high end of Management's expectations. The production, distribution, producer service fee, and rental revenue streams were all significant contributors to the absolute dollar margin for Q1 2010.

### ***Foreign Exchange Loss (Gain)***

Included in direct production costs and amortization of film and television produced for the Q1 2010 was a \$0.21 million foreign exchange loss (versus a \$0.07 million foreign exchange loss for Q1 2009) due to the strengthening of the Canadian dollar against the US dollar, British Pound and Euro since June 30, 2009.

### ***EBITDA***

In Q1 2010 EBITDA was \$1.51 million, an 18% decrease as compared to \$1.85 million for Q1 2009. The margin dollars difference of \$0.33 million is also as a result of the \$0.14 million foreign exchange difference for Q1 2010 versus Q1 2009 (See *Foreign Exchange Loss (Gain)* section of this MD&A for further details).

### ***Net Income and Comprehensive Income Before Discontinued Operations***

Net income and comprehensive income before discontinued operations for Q1 2010 was \$0.01 million (Q1 2009-\$0.61 million).

### ***Discontinued Operations***

The Company recorded no loss from discontinued operations for Q1 2010 (Q1 2009-\$0.08 million).

### ***Net Income and Comprehensive Income***

Net income and comprehensive income for Q1 2010 was \$0.01 million, compared to \$0.53 million for Q1 2009, or a decrease of \$0.52 million in absolute dollars or 98%.

### **Results for the three months ended June 30, 2009 ("Q4 2009") compared to the three months ended June 30, 2008 ("Q4 2008")**

#### ***Revenues***

Revenues for Q4 2009 were \$11.53 million, down 15% from \$13.58 million for Q4 2008. The decrease in Q4 2009 was generally due to lower deliveries of proprietary programs versus Q4 2008.

*Proprietary production revenues:* Proprietary production revenues for Q4 2009 of \$3.71 million were down 43% compared to \$6.47 million for Q4 2008. The overall decrease was made up of a 48% increase to \$1.70 million (Q4 2008-\$1.15 million) in proprietary production revenue for the Halifax Film division, an 67% decrease to \$1.59 million for Q4 2009 (Q4 2008-\$4.82 million) for the Decode division (generally due to fewer scheduled deliveries), and \$0.42 million for the Studio B division (Q4 2008-\$0.50 million).

For Q4 2009 the Company recognized 43.0 half-hours - \$3.71 million of proprietary film and television program production revenue, a 2% increase versus the 38.5 half-hours for Q4 2008, where the programs have been delivered and the license periods have commenced for consolidated entities. Included in these totals for Q4 2009 are 17 half-hours (nil - Q4 2008) of productions where the Company has Canadian and other rights, which are being accounted for using the percentage of completion method.

The breakdown for proprietary deliveries and dollar value subtotals for divisions for consolidated and non-consolidated entities for Q4 2009 and Q4 2008 was as follows:

Title	Season or Type	Q4 2009		Q4 2008	
		\$ Million	Half-hours	\$ Million	Half-hours
<b>Consolidated Entities</b>					
<b>Decode:</b>					
<i>Chop Socky Chooks</i>	I	-	-	-	8.0
<i>Clang Invasion</i>	I	-	-	-	7.0
<i>Delilah &amp; Julius</i>	II	-	-	-	N/A <sup>1</sup>
<i>Poppets Town</i>	I	-	1.0	-	-
<i>Super Why (PBS)</i>	I	-	N/A <sup>1</sup>	-	10.0
<i>Super Why (CBC)</i>	I	-	N/A <sup>1</sup>	-	-
<i>Urban Vermin</i>	I	-	-	-	-
<i>Subtotals</i>		\$ 0.69	1.0	\$ 4.82	25.0
<b>Studio B:</b>					
<i>Kid vs. Kat</i>	I	-	-	-	N/A <sup>1</sup>
<i>Subtotals</i>		-	-	0.03	-
<b>Halifax Film:</b>					
<i>Animal Mechanicals</i>	I	-	-	-	6.0
<i>Animal Mechanicals</i>	II	-	-	-	1.5
<i>Bo on the Go!</i>	II	-	-	-	6.0
<i>Bo on the Go!</i>	III	-	8.0	-	-
<i>The Guard</i>	I	-	N/A <sup>1</sup>	-	N/A <sup>1</sup>
<i>The Guard</i>	II	-	-	-	-
<i>The Mighty Jungle</i>	II	-	-	-	-
<i>The Mighty Jungle</i>	III	-	4.0	-	-
<i>That's So Weird</i>	I	-	13.0	-	-
<i>This Hour Has 22 Minutes</i>	XV	-	-	-	-
<i>This Hour Has 22 Minutes</i>	XVI	-	N/A <sup>1</sup>	-	-
<i>Subtotals</i>		1.70	25.0	1.11	13.5
<b>Shows with Canadian and Other Rights<sup>2</sup></b>					
<b>Decode:</b>					
<i>Waybuloo (RDF Rights)</i>	I	\$ 0.90	17.0	\$ -	-
<i>Subtotals</i>		\$ 0.90	17.0	\$ -	-
<b>Studio B:</b>					
<i>Martha Speaks (TVO)</i>	I	-	N/A <sup>1</sup>	-	N/A <sup>1</sup>
<i>Martha Speaks (TVO)</i>	II	-	N/A <sup>1</sup>	-	-
<i>Subtotals</i>		\$ 0.42	-	\$ 0.47	-
<i>Subtotals-Shows with Canadian and Other Rights</i>		1.32	17.0	0.47	-
<b>Total Consolidated Entities</b>		<b>3.71</b>	<b>43.0</b>	<b>6.43</b>	<b>38.5</b>
<b>Non-consolidated Entities</b>					
Accounted for Using the Equity Method					
<i>Lunar Jim</i>	II	-	-	0.04	N/A <sup>1</sup>
<b>Total All Entities</b>		<b>\$ 3.71</b>	<b>43.0</b>	<b>\$ 6.47</b>	<b>38.5</b>

<sup>1</sup>N/A – Not applicable as deliveries of half-hours have either already been counted when title delivered in the first instance or in the case of the shows using percentage of completion method, are not yet delivered.

<sup>2</sup>Effective Q2 2010 and onward, the Company has included shows with Canadian and other rights (accounted for using the percentage of completion method) in this proprietary television table and has adjusted accordingly for all prior quarters reported herein. MD&A's dated prior to Q2 2010 included these shows in Producer and Service Fee Revenues.

The Company recorded nil for Q4 2009 as equity income for *Lunar Jim* Season II versus \$0.01 million in Q4 2008.

**Producer and service fee revenues:** For Q4 2009 the Company earned \$1.32 million for producer and service fee revenues (\$0.31 million for *Pucca* Season II and \$1.01 million for *Trollope*, a feature length film) whereas for Q4 2008 the Company recorded \$0.23 million for producer and service fee revenues (note for this Q2 2010 MD&A and onward, Canadian and other rights programs previously shown in this category have been included in proprietary production revenue).

**Distribution revenues:** For Q4 2009 distribution revenues were down 21% to \$4.84 million from \$6.12 million for Q4 2008.

*Music and royalty revenues:* For Q4 2009 music and royalty revenues increased 306% to \$1.34 million (Q4 2008-\$0.33 million). For Q4 2009 \$0.74 million related to the recognition of the minimum guarantee from the Hasbro Franny's Feet M&L deal that has been put on indefinite hold. New media revenues decreased in Q4 2009 to \$0.15 million (Q4 2008-\$0.28 million).

*Rental revenues:* For Q4 2009 rental revenues were \$0.17 million, up slightly from Q4 2008 of \$0.15 million, as a result of continued rental of studio and office facilities to third parties of the Company's Halifax Film Children's Studio, rental of currently unused office space in the Company's headquarters in Halifax, Nova Scotia, and rental of office and equipment of the Company's Toronto, Ontario office.

### ***Gross Margin***

Gross margin for Q4 2009 was \$6.08 million, an increase in absolute dollars of 32% compared to \$4.62 million for Q4 2008.

The overall margin at 53% of revenue for Q4 2009 was a result of unusually high music and royalty revenues for Q4 2009 and the reversal of quarterly accruals of \$0.94 million of certain amortization expenses and production revenue additions adjusted based on year end audit. With these year end adjustments removed the adjusted gross margin would have been 45%.

### ***Foreign Exchange Loss (Gain)***

Included in direct production costs and amortization of film and television produced for the Q4 2009 was a \$0.36 million foreign exchange loss (versus a \$0.15 million foreign exchange loss for Q4 2008) due to the strengthening of the Canadian dollar against the US dollar, British Pound and Euro since March 31, 2009.

### ***EBITDA***

In Q4 2009 EBITDA was \$3.32 million, a 177% increase as compared to \$1.20 million for Q4 2008.

### ***Net Income (Loss) and Comprehensive Income (Loss) Before Discontinued Operations***

Net income (loss) and comprehensive income (loss) before discontinued operations for Q4 2009 increased 107% to \$0.16 million (Q4 2008-\$2.28 million loss).

### ***Discontinued Operations***

The Company recorded a loss from discontinued operations of \$0.43 million for Q4 2009 (\$0.21 million related to a valuation allowance booked against future income taxes) (Q4 2008-\$0.13 million).

### ***Net Loss and Comprehensive Loss***

Net loss and comprehensive loss for Q4 2009 was \$0.27 million, compared to \$2.42 million for Q4 2008, or an improvement of \$2.15 million in absolute dollars or 89%.

## Liquidity and Capital Resources

	March 31, 2010 \$	June 30, 2009 \$
(Amounts in Thousands, Except Balance Sheet Ratios)		
<b>Key Balance Sheet Amounts and Ratios:</b>		
Cash, restricted cash <sup>(1)</sup> and short-term investment.....	11,504	11,086
Long-term assets .....	44,936	44,851
Working capital.....	21,297	20,496
Long-term liabilities.....	4,030	4,797
Working capital ratio <sup>(2)</sup> .....	1.37	1.25
	Nine Months Ended March 31, 2010 \$	Nine Months Ended March 31, 2009 \$
<b>Cash Inflows (Outflows) by Activity:</b>		
Operating activities.....	17,789	(9,488)
Investing activities.....	1,216	(3,567)
Financing activities.....	(18,307)	12,235
Net cash inflows (outflows).....	698	(820)
Adjusted Operating Activities <sup>3</sup>	(1,087)	3,053

(1) Restricted cash was the balance of cash on hand in Media Fund (Atlantic) Ltd. of \$8 as at June 30, 2009. As of January 15, 2010 this cash was no longer restricted due to the effective acquisition of Media Fund (Atlantic) Ltd.

(2) Working capital ratio is current assets divided by current liabilities.

(3) For the nine month period ended March 31, 2010 Adjusted Operating Activities was an outflow of \$1,087 (Nine Months Ended Mar 31, 2009 – \$3,053 inflow) calculated as cash inflows (outflows) from operating activities of \$17,789 (2009-\$9,488) outflow) adjusted by proceeds from (repayment of) interim production financing of \$(18,876) (2009-\$12,541). See “Use of Non-GAAP Financial Measures” section of this MD&A for a definition of Adjusted Operating Activities.

### Changes in Cash

Cash at March 31, 2010 was \$11.50 million compared to \$12.46 million, \$11.42 million, and \$10.81 million as of December 31, 2009, September 30, 2009, and June 30, 2009 respectively. For the three month period ended March 31, 2010 the cash balance decreased \$0.96 million when comparing it to the cash balance as at December 31, 2009.

For the nine month period ended March 31, 2010 cash flows generated from operating activities were \$17.79 million. Cash flows from operating activities resulted from net loss of \$0.73 million and adding back non-cash items of amortization of film and television programs, acquired library, PP&E, intangible assets, foreign exchange loss, impairment in value of certain investments in film and television programs, loss on disposal of short-term investments, stock-based compensation, interest on promissory notes, and net change in non-cash working capital balances related to operations of \$15.31 million, \$0.61 million, \$0.65 million, \$0.81 million, \$0.53 million, \$0.38 million, \$0.04 million, \$0.62 million, \$0.01 million, and \$9.78 million respectively. Cash used was \$10.08 million for investments in film and television programs and \$0.13 million from future income tax recovery. Cash flows were decreased by the non-cash discontinued operations charge of \$0.01 million.

For the nine month period ended March 31, 2010 cash flows from financing activities were a use of cash of \$18.31 million. Cash flows used in financing activities resulted primarily from repayment of interim production financing of \$18.88 million, repayments of long-term debt of \$0.47 million, common shares repurchased and cancelled of \$0.12 million, and repayment of other liability of \$0.65 million. This was offset by cash generated of \$0.34 million for proceeds from bank indebtedness and \$1.47 million from the issuance of common stock.

For the nine month period ended March 31, 2010 cash flows generated from investing activities were \$1.22 million. Cash flows used in investing activities were \$0.01 million for PP&E acquisitions. Cash flows generated in investing activities were proceeds from disposal of short-term investments of \$0.23 million and \$1.00 million net cash advances from investees.

### **Working Capital**

Working capital (“**Working Capital**”) represents the Company’s current assets less current liabilities. Working Capital increased by \$0.80 million as at March 31, 2010 over June 30, 2009. The working capital ratio remained strong at 1.37 for March 31, 2010.

Management was pleased with cash flow provided from Operating Activities of \$17.79 million. However, generally due to the slow down in the economy and a fewer number of proprietary deliveries, cash flow from Adjusted Operating Activities was a use of \$1.09 million for the nine months ended March 31, 2010 (nine months ended March 31, 2009-\$3.05 million cash flow provided by Adjusted Operating Activities), as shown in Liquidity and Capital Resources Chart in this MD&A and defined in “Use of Non-GAAP Financial Measures” section of this MD&A. Along with EBITDA and cash flow from Operating Activities, Adjusted Operating Activities is one of the meaningful calculations for Management in assessing operational performance. During Nine Months 2010 Management was pleased with paying down interim production financing by \$18.88 million (Nine Months 2009-\$12.54 million increase in interim financing).

Based on the Company’s current revenue expectations for the remainder of Fiscal 2010 and 2011, which are based on contracted and expected production, distribution, and other revenue, the Company believes cash generated from operations and existing resources will be sufficient to satisfy Working Capital needs for at least the next twelve months. Management believes the current Working Capital surplus totalling \$21.30 million is sufficient to execute its current business plan.

### **Royal Bank Revolving Operating and Production Credit Facility**

The Company has a revolving operating credit facility (the “**RBC Revolving Operating Credit Facility**”) with the Royal Bank of Canada (“**Royal Bank**”), with a maximum amount of \$3.51 million, bearing interest at Royal Bank Prime + 1.25% and is for general working capital purposes. The Company has recently extended this facility to September 30, 2010. The availability of the RBC Revolving Operating Credit Facility is subject to the Company maintaining interest and consolidated indebtedness coverage ratios and certain other covenants.

The Company also has a revolving production credit facility (“**The RBC Revolving Production Credit Facility**”) with the Royal Bank with a maximum authorized amount of \$39.38 million as of March 31, 2010. The RBC Revolving Production Credit Facility is the aggregate of interim production financing of individual programs financed through the Royal Bank which are subject to individual approved tranches (collectively the “**RBC Individual Approved Tranches**”). The RBC Revolving Production Credit Facility matures at various dates twenty-four months following the first drawdown of funds in respect of each RBC Individual Approved Tranche. The maturity dates for the RBC Individual Approved Tranches vary, but the outside maturity date is March 2011.

### **Capital Management**

The Company’s objectives when managing capital are to provide an adequate return to shareholders, safeguard its assets, maintain a competitive cost structure and continue as a going concern. To maximize ongoing development and growth effort, the Company did not pay out dividends during the year ended June 30, 2009. The Company is not anticipating paying out dividends during the year ended June 30, 2010.

To facilitate the management of its capital structure, the Company prepares annual expenditure operating budgets that are updated as necessary depending on various factors, including industry conditions and operating cash flow. The annual and updated budgets are reviewed by the board of directors.

The Company monitors capital using a number of financial ratios, specifically for the RBC Revolving Operating and Revolving Production Credit Facilities, including but not limited to:

- The Revolving Coverage Ratio, defined as consolidated EBITDA to interest expense (defined as interest on long-term debt); and
- The Net Worth Ratio, defined as funded debt to consolidated net worth.

The following table illustrates the financial ratios calculated on a rolling twelve-month basis as at:

	<b>Measure targets</b>	<b>March 31, 2010</b>	<b>June 30, 2009</b>
Coverage Ratio	> 4.0x	23.2x	27.0x
Net Worth Ratio	< 3.0x	0.8x	1.1x

The Company has been in compliance with these ratios since the inception of the RBC Revolving Operating and Revolving Production Credit Facilities.

<b>Contractual Obligations</b>					
<i>As of March 31, 2010</i>					
<b>Payments Due by Period</b>					
(All amounts are in thousands)					
	<b>Total</b>	<b>Fiscal 2010</b>	<b>Fiscal 2011-2012</b>	<b>Fiscal 2013-2014</b>	<b>After Fiscal 2015</b>
	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
Bank indebtedness <sup>(1)</sup> .....	3,088	3,088	-	-	-
Acquisition of library license rights <sup>(2)</sup> .....	25	25	-	-	-
Capital lease for equipment <sup>(3)</sup> .....	888	110	604	174	-
Long-term debt payments (principal and interest) <sup>(4)</sup> .....	3,133	91	696	648	1,698
Operating leases <sup>(5)</sup> .....	5,657	264	1,824	1,015	2,554
<b>Total Contractual Obligations</b> .....	<b>12,791</b>	<b>3,578</b>	<b>3,124</b>	<b>1,837</b>	<b>4,252</b>

- (1) RBC Revolving Operating Credit Facility with a maximum amount of \$3.51 million bearing interest at bank prime plus 1.25%. See note 9 to the unaudited interim consolidated financial statements for the nine month period ended March 31, 2010 for details.
- (2) Pursuant to an agreement whereby the Company acquired the distribution rights (“**Distribution Rights**”) to 520 half-hours of television programming. The amount remaining as of March 31, 2010 was \$0.02 million.
- (3) Pursuant to capital leases for video editing, leaseholds, and other office equipment, the obligations bear interest at 4.00%, 6.38%, 5.23%, 6.9%, and 8.4% and mature from June 2010 to February 2013. Principal balances are included in note 11 to the unaudited interim consolidated financial statements for the nine months ended March 31, 2010.
- (4) See note 11 to the unaudited interim consolidated financial statements for the nine months ended March 31, 2010 for details.
- (5) Pursuant to operating leases. See note 14 to the unaudited interim consolidated financial statements for the nine months ended March 31, 2010 for details.

## Outlook

The Company’s March 31, 2010 balance sheet remains strong and Management believes the Company is in a solid financial position. Management is focusing on its core strengths of developing, producing, and distributing the best possible quality Children’s and Family programs with goals of increasing cash flows from operations and profitability through existing production and distribution streams and emerging music and M&L opportunities.

With the weakened state of the global economy in late 2008 and 2009 the Company has seen a slowdown in advertising dollars for some of our broadcast customers. This has translated into a slowdown of production revenue for Nine Months 2010 versus Nine Months 2009 as broadcasters did not commit to new shows and series renewals as quickly as they had in 2007 and early 2008. Management expects the lag to continue throughout the remainder of Fiscal 2010. Management feels the climate is improving somewhat and remains optimistic for Fiscal 2011 and beyond.

With Nine Months 2010 behind us, the Company is maintaining its target output range of 220-260 half-hours for its combined proprietary programs and Canadian and other rights proprietary programs. For 2010, due to the continued downward pressure on license fees as experienced in Nine Months 2010 Management expects the average license fee per half-hour for Fiscal 2010 to be in the range of \$0.07-\$0.12 million.

Children’s programming is off prime time and therefore not as reliant on advertising dollars, and the fact that most of our customer base has a Governmental regulatory mandate to deliver a minimum requirement of children’s programming, Management is optimistic that for Fiscal 2011 and going forward opportunities for children’s programming will continue to improve.

Management is maintaining its projected target for distribution revenues for Fiscal 2010 to be generally flat versus 2009 and in the range of \$10-14 million.

Looking forward to Fiscal 2011, a continued area for potential growth is a proliferation of coproduction opportunities. Management continues to target these areas plus new and existing service opportunities to fill some of the gaps in its home grown proprietary programming. DHX, having a strong distribution presence in the international marketplace and being well positioned in Canada, is in a prime position to capture some of this business. For Q4 2010, Management’s target range is \$1.5-\$3.0 million for contracted and expected producer and service fee revenues.



M&L still represents upside for the Company, however as a result of the current climate, this has potentially been pushed further into the future. As the economy continues to improve the Company is optimistic towards new opportunities in both the music and M&L revenue streams for Fiscal 2011 and onward. For Q4 2010 other new media and rental revenue are expected to be generally in line with Q4 2009 levels.

For 2010 Management expects gross margin to range from 34-40% range (up from 32-40%) with a goal to being near the high end of the range. Management continues to target SG&A reductions of 5% for Q4 2010 versus Q4 2009. Amortization of PP&E and intangibles for Q4 2010 is expected to be in line with Q4 2009. For Q4 2010, interest income (expense), income (loss) from strategic investments, and non-controlling interest are expected to be in line with Q4 2009 levels.

### **Seasonality**

Results of operations for any period are dependent on the number and timing of film and television programs delivered, which cannot be predicted with certainty. Consequently, the Company's results from operations may fluctuate materially from period-to-period and the results of any one period are not necessarily indicative of results for future periods. Cash flows may also fluctuate and are not necessarily closely correlated with revenue recognition. During the initial broadcast of the rights the Company is somewhat reliant on the broadcaster's budget and financing cycles and at times the license period gets delayed and commences at a later date than originally projected.

The Company's film and television revenues vary significantly from quarter to quarter driven by contracted deliveries with the primary broadcasters. Although with the Company's recent diversification of its revenue mix, particularly in the strengthening of the distribution revenue stream, some of the quarterly unevenness is improving slightly and becoming more predictable. Distribution revenues are contract and demand driven and can fluctuate significantly from period-to-period.

### **Media Fund**

On January 15, 2010, the holders of the Media Fund (Atlantic) Ltd. ("**Media Fund**") Put Options exercised their rights and exchanged the Put Options for common shares of the Company. As such, the Company has acquired effectively all of the outstanding shares in Media Fund. The consideration for the exchange of the Media Fund Put Options was 425,420 shares of the Company valued at \$391 (see note 3(a) of the unaudited interim consolidated financial statements for the three and nine months ended March 31, 2010 for further details).

### **Subsequent events**

On April 15, 2010, the Company issued 14,605,000 common shares, from treasury, at a price of \$1.30 per share for aggregate gross proceeds of approximately \$19 million through a syndicate of underwriters co-led by Cormark Securities Inc. and Union Securities Ltd. and including TD Securities Inc., Beacon Securities Limited and Mackie Research Capital Corporation. Issue costs including commissions are expected to be approximately \$1.50 million.

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

The preparation of the financial statements in conformity with Canadian GAAP requires Management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the dates of the financial statements and the reported amounts of revenue and expenses during the reporting period. Management of the Company regularly reviews its estimates and assumptions based on historical experience and various other assumptions that it believes would result in reasonable estimates given the circumstances. Actual results could differ from those estimates under different assumptions. The following is a discussion of accounting policies that require significant Management judgments and estimates. For a discussion of all of the Company's accounting policies, including the items outlined below, refer to note 1 of the audited consolidated financial statements for the years ended June 30, 2009 and 2008 on [www.sedar.com](http://www.sedar.com) or DHX's website at [www.dhxmedia.com](http://www.dhxmedia.com).

### ***Revenue Recognition***

#### ***Production and Distribution Revenue***

The Company recognizes revenues from the licensing of film and television programs when: a) the Company has persuasive evidence of a contractual arrangement; b) the production has been completed; c) the contractual delivery arrangements have been satisfied; d) the licensing period has commenced; e) the fee is fixed or determinable; and f) collectibility of proceeds is reasonably assured.

Cash payments received or advances currently due pursuant to a broadcast license or distribution arrangement are recorded as deferred revenue until all of the foregoing conditions of revenue recognition have been met.

Revenues from certain Canadian and limited rights proprietary programs are recognized on a percentage-of-completion basis. Associated production costs are charged against earnings as the revenue is recognized. Percentage-of-completion is based upon the proportion of costs incurred in the current period to total expected costs. A provision is made for the entire amount of future estimated losses, if any, on production-in-progress.

#### ***Producer and Service Fee Revenue***

Revenues from production services for third parties are recognized on a percentage-of-completion basis. Associated production costs are charged against earnings as the revenue is recognized. Percentage-of-completion is based upon the proportion of costs incurred in the current period to total expected costs. A provision is made for the entire amount of future estimated losses, if any, on production-in-progress.

#### ***Variable Interest Entities***

The Company follows Accounting Guideline 15 – Consolidation of Variable Interest Entities (“**AcG 15**”). AcG 15 provides criteria for the identification of Variable Interest Entities (“**VIEs**”) and further criteria for determining what entity, if any should consolidate them. AcG 15 defines a VIE as an entity that either does not have sufficient equity at risk to finance its activities without subordinated financial support or where the equity investors lack the characteristic of a controlling financial interest. VIEs are subject to consolidation by a company if that company is deemed the primary beneficiary of the VIE. The primary beneficiary is the party that is either exposed to a majority of the expected losses from the VIEs’ activities or is entitled to receive a majority of the VIEs’ residual returns or both.

#### ***Investment in Film and Television Programs***

Investment in film and television programs represents the unamortized costs of film and television programs which have been produced by the Company or for which the Company has acquired distribution rights. Investment in film and television programs also includes acquired film and television libraries. Costs of acquiring and producing film and television programs are capitalized, net of federal and provincial program contributions earned, and amortized using the individual film forecast method, whereby capitalized costs are amortized and ultimate participation costs are accrued in the proportion that current revenue bears to Management’s estimate of ultimate revenue expected to be recognized from the exploitation, exhibition, or licensing of the film or television program. For film and television programs produced by the Company, capitalized costs include all direct production and financing costs incurred during production that are expected to benefit future periods. Financing costs are capitalized to the costs of a film or television program until the film or television program is complete. Capitalized production costs do not include administrative and general expenses, the cost of overall deals, or charges for losses on properties sold or abandoned. For episodic television series, until estimates of secondary market revenue can be established, capitalized costs for each episode produced are limited to the amount of revenue contracted for each episode. Costs in excess of this limitation are expensed as incurred on an episode-by-episode basis. Production financing provided by third parties that acquire substantive equity participation is recorded as a reduction of the cost of the production. Film and television programs in progress represent the accumulated costs of productions, which have not been completed by the Company. For films other than episodic television series and acquired libraries, ultimate revenue includes estimates over a period not to exceed ten years following the date of initial release. For episodic television series, ultimate revenue includes estimates of revenue over a period not to exceed ten years from the date of delivery of the first episode or, if still in production, five years from the date of delivery of the most recent episode, if later. For acquired film and television libraries previously released, ultimate revenue includes estimates of revenue over a period not to exceed twenty years from the date of acquisition.

Revenue estimates are prepared on a title-by-title basis and are reviewed periodically based on current market conditions. For film, revenue estimates include net theatrical receipts, sale of videocassettes and DVDs, licensing of television broadcast rights and licensing of other ancillary film rights to third parties. For television programs, revenue estimates include licensed rights to broadcast television programs in development and rights to renew licenses for episodic television programs in subsequent seasons. Ultimate revenue includes estimates of secondary market revenue for produced episodes only when the Company can demonstrate through its experience or industry norms that the number of episodes already produced, plus those for which a firm commitment exists and the Company expects to deliver, can be licensed successfully in the secondary market.

Estimates of future revenue involve measurement uncertainty and it is therefore possible that reductions in the carrying value of investment in film and television programs may be required as a consequence of changes in Management’s future revenue estimates.

The valuation of investment in film and television programs is reviewed on a title-by-title basis when an event or change in circumstances indicates that the fair value of a film or television program is less than its unamortized cost. The fair value of the film or television program is determined using Management’s estimates of future revenues and costs under a discounted cash flow approach. A write-down is recorded equivalent to the amount by which the unamortized costs exceed the estimated fair value of the film or television program.

### ***Stock-based Compensation***

The Company follows the Canadian Institute of Chartered Accountants Handbook Section 3870 (“CICA 3870”), “Stock-based Compensation and Other Stock-based Payments”. Under the amended standards of this Section, the fair value of all stock options granted to employees and consultants are recorded in operations or production costs, as applicable over their vesting periods.

The fair value of options is determined using the Black Scholes option pricing model that takes into account, as of the grant date, the exercise price, the expected life of the option, the current price of the underlying stock and its expected volatility, expected dividends on the stock, and the risk-free interest rate over the expected life of the option. The resulting fair value of the options is expensed on a straight-line basis over their vesting periods. Cash consideration received from employees when options are exercised and the value of options accumulated in contributed surplus is credited to share capital. Stock-based Compensation also includes awards of common shares to certain employees of the Company related to the achievement of certain financial benchmarks.

### ***Investment in Production Companies***

The valuation of equity accounted investments is regularly reviewed by Management to ensure that any decline in market value that is considered other than temporary has been reflected in the related carrying value of the investment. In making that assessment, several factors are considered, including the amount by which the market value exceeds carrying value and investees’ expected future cash flows and earnings. The Company recorded no equity income on the statement of income (loss) and comprehensive income (loss) for Nine Months 2010 and 2009 and Q3 2010 and 2009.

In the normal course of business, the Company enters into production arrangements with third party production, distribution companies and broadcasters related to the production of television series or feature films. The wholly-owned production companies in which these production activities are undertaken, are VIEs as they do not have sufficient equity at risk to finance their activities. The Company has variable interests in certain entities but in certain companies, it is not exposed to the majority of the expected losses and, therefore, does not consolidate these companies. The Company accounts for these entities using the equity method.

### ***Goodwill***

The Company performed its annual test for goodwill impairment at June 30, 2009, in accordance with its policy. No events or circumstances have occurred since June 30, 2009 to indicate that the fair value of the reporting unit is below its carrying value, therefore no test for impairment of goodwill was required to be conducted for the nine-month period ended March 31, 2010.

### ***Provisions***

Balance sheet provisions for amounts receivable and legal issues all require estimates and assumptions by Management that could be significant.

In certain instances, the provision for amounts receivable is based on specifically identified accounts where Management believes that collection is doubtful. These accounts are identified based on customer knowledge and past experience. In other instances, the provision for amounts receivable is based on an allowance for Federal and Provincial government tax credits receivable and is based on historic collection, excluding accounts that have been specifically provided for. Historically, Management’s estimate of the required provision has been adequate. Provisions for legal issues are based on Management’s best estimate of the probable outcome and resolution of legal matters.

The Company has also booked provisions against investment in film and television programs. These provisions include specific balances where Management believes the likelihood of ultimate revenues is remote and general allowances. Historically, Management’s estimate of the required provision has been adequate (see “Impairment of Certain Investments in Film and Television Programs” section of the annual MD&A for the years ended June 30, 2009 and 2008 posted on SEDAR at [www.sedar.com](http://www.sedar.com)).

### ***Future Tax Assets and Liability***

Management’s assessment of the Company’s ability to realize future income tax assets is performed on a legal entity basis and is based on existing tax laws and estimates of future taxable income. Where, in the opinion of Management, the value of future income tax assets exceeds the estimate of amounts expected to be realized, a valuation allowance is recorded to reduce the future income tax asset. If the Company’s assessment changes in the future, the valuation allowance will increase or decrease accordingly, resulting in corresponding decreases or increases in income, respectively, in that period. The valuation allowance is in no way indicative of the availability of income tax losses or other timing differences to offset future profits earned. Rather, the

valuation allowance reduces the future income tax asset to Management's estimate of the future tax asset that will be realized as a reduction of cash income taxes paid in the future.

The above estimates are revised accordingly as new or different circumstances arise. While Management believes the balance sheet provisions are adequate, using different assumptions or estimates could have a significant impact on the Company's results of operations, prospects, or financial condition.

## **Accounting Policy Changes**

### ***Goodwill and Intangible Assets***

On July 1, 2009, the Company adopted CICA Handbook Section 3064, "*Goodwill and Intangible Assets*" replacing Section 3062 "*Goodwill and Other Intangible Assets*" and Section 3450 "*Research and Development Costs*". The section establishes revised standards for recognition, measurement, presentation and disclosure of goodwill and intangible assets. The provisions relating to the definition and initial recognition of intangible assets, including internally generated intangible assets, are aligned with International Accounting Standard ("IAS") 38, "*Intangible Assets*".

### **Future Accounting Standard Changes**

On February 13, 2008, Canada's Accounting Standards Board ("**AcSB**") confirmed that the use of International Financial Reporting Standards ("**IFRS**") will be required for publicly accountable profit-oriented enterprises for fiscal years beginning on or after January 1, 2011. After that date, IFRS will replace Canadian GAAP for those enterprises. The Company will thus apply IFRS in Fiscal 2012 and will issue its consolidated financial statements in accordance with IFRS, including Fiscal 2011 comparative figures using the same reporting standards, starting July 1, 2011.

In order to prepare for the initial opening comparative balance sheet under IFRS on July 1, 2010 (the "**Effective IFRS Date**"), the Company is following a three-phase transition plan: initial review and assessment, in-depth analysis, and implementation. The Company is currently in the initial high-level review phase.

The second phase will begin shortly and its completion is planned for the first quarter of Fiscal 2011. In this phase, the Company will perform a detailed analysis of IFRS, including the identification of the differences between IFRS and DHX's current accounting policies, in order to prioritize the key areas that will be more significantly impacted by IFRS and to determine the options permitted under IFRS at the Effective IFRS Date and on an ongoing basis in order to finalize conclusion. This phase also includes detailed planning of IT and HR as they relate to IFRS.

In the third phase, the Company will implement the accounting changes and any required modifications to internal procedures, controls, and systems so that they are in place and operating effectively for the first fiscal year under IFRS.

IFRS uses a conceptual framework similar to Canadian GAAP, but there are significant differences in recognition, measurement, and disclosures. The International Accounting Standards Board and AcSB will also continue to issue new accounting standards during the conversion period. As a result of the upcoming changes, the final impact of IFRS on the Company's consolidated financial statements can only be determined once all of the IFRS applicable at the Effective IFRS Date are known.

Management is providing the Audit Committee with timely project status updates as well as indications, decision, and conclusions regarding IFRS options.

The CICA issued the following new accounting standards: Section 1582, "*Business Combinations*", Section 1601, "*Consolidated Financial Statements*", and Section 1602, "*Non-controlling Interests*". Sections 1582, 1601, and 1602 are effective for fiscal years beginning on or after January 1, 2011 and, accordingly, the Company is adopting them on July 1, 2011. See note 2(b) to the Company's unaudited interim consolidated financial statements and accompanying notes for the three and nine months ended March 31, 2010 and 2009 for more details on CICA Handbook Sections 1582, 1601, and 1602.

## **Financial Instruments and Risk Management**

The Company's financial instruments consist of cash, restricted cash, short-term investments, amounts receivable, long-term investment, bank indebtedness, interim production financing, accounts payable and accrued liabilities, long-term debt and obligations under capital leases, and other liability. The Company, through its financial assets and liabilities, has exposure to the following risks from its use of financial instruments: credit risk, interest rate risk, liquidity risk, and currency risk. Management monitors risk levels and reviews risk management activities as they determine to be necessary.

### ***Credit Risk***

Amounts receivable from the Canadian federal government and other government agencies in connection with production financing represents 67% of total amounts receivable at March 31, 2010 (March 31, 2009 - 67%; June 30, 2009 - 67%). Certain

of these amounts are subject to audit by the government agencies. Management believes that these amounts are fully collectible. Management believes that it is normal course for the industry for some amounts receivable to take considerable time to collect; for instance it is normal course for federal and provincial tax credits receivable to take up to 24 months to proceed through audit and collection. The Company adjusts amounts receivable from Canadian federal government and other government agencies including federal and provincial tax credits receivables in connection with production financing, quarterly for any known differences arising from internal or external audit of these amounts. An allowance against federal and provincial tax credits receivable has been recorded based on the Company's history of collection of these amounts.

The balance of trade amounts receivable are primarily with Canadian broadcasters and large international distribution companies. The Company has recorded an allowance for doubtful accounts of approximately 1% against the gross amounts of trade receivables, and management believes that the net amount of trade receivables is fully collectible.

### ***Interest Rate Risk***

The Company is exposed to interest rate risk arising from fluctuations in interest rates as its interim production financing and certain long-term debt bear interest at floating rates. A 1% fluctuation would have an approximate \$0.20-\$0.30 million effect on net income (loss).

### ***Liquidity Risk***

The Company manages liquidity by forecasting and monitoring operating cash flows and through the use of capital leases and revolving credit facilities (see notes 9, 10 and 11 of the unaudited interim consolidated financial statements for March 31, 2010 for further details). As at March 31, 2010, the Company had cash on hand of \$11.50 million (March 31, 2009 - \$8.01 million; June 30, 2009 - \$10.81 million).

### ***Currency Risk***

The Company's activities which expose it to currency risk involve the holding of foreign currencies as well as incurring production costs and earning revenues that are denominated in foreign currencies. For every 1% change in the USD, GBP, or Euro exchange rate versus the Canadian dollar there is approximately a \$0.10 million impact on net income (loss).

### **Risk Assessment**

The following are the specific and general risks that could affect the Company that each reader should carefully consider. Additional risks and uncertainties not presently known to the Company or that the Company does not currently anticipate will be material, may impair the Company's business operations and its operating results and as a result could materially impact its business, results of operations, prospects, and financial condition. These specific and general risks are as follows: risks related to the nature of the entertainment industry, risks related to television and film industries, risks related to doing business internationally, loss of Canadian status, competition, limited ability to exploit filmed and television content library, protecting and defending against intellectual property claims, fluctuating results of operations, raising additional capital, concentration risk, reliance on key personnel, market share price fluctuations, risks associated with acquisitions and joint ventures, potential for budget overruns and other production risks, management estimates in revenues and earnings, stoppage of incentive programs, financial risks resulting from the Company's capital requirements, government incentive program, change in regulatory environment, litigation, technological change, labour relations, and exchange rates. *For further details see "Risk Factors" contained in the Company's Annual MD&A for the year ended June 30, 2009 and 2008 on [www.sedar.com](http://www.sedar.com) or DHX's website at [www.dhxmedia.com](http://www.dhxmedia.com).*

### **Disclosure Controls and Procedures**

The Company's Chief Executive Officer ("CEO") and Chief Financial Officer ("CFO") are responsible for establishing and maintaining the entity's disclosure controls and procedures to provide reasonable assurance that all relevant information is gathered and reported to them on a timely basis so that appropriate decisions can be made regarding public disclosures.

The CEO and CFO, after evaluating the effectiveness of the Company's disclosure controls and procedures have concluded that, as at March 31, 2010, the entity's disclosure controls and procedures were effective. It should be noted that while the entity's CEO and CFO believed that the disclosure controls and procedures can provide a reasonable level of assurance, and that they are effective, they do not expect that the disclosure controls and procedures can prevent all errors and fraud. A control system, no matter how well designed or operated can provide only reasonable, not absolute assurance that the objectives of the control systems are met.

### ***Internal Control over Financial Reporting (“ICFR”)***

The Company’s CEO and CFO are responsible for designing ICFR or causing these controls to be designed under their supervision in order to provide reasonable assurance regarding the reliability of financial reporting and the preparation of the financial statements for external purposes in accordance to Canadian GAAP.

Due to its inherent limitations, ICFR may not prevent or detect material misstatements. Also, projections of any evaluation of effectiveness to future periods are subject to the risk that controls may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Management, under the supervision of the CEO and CFO conducted an evaluation of control design on ICFR as at March 31, 2010. Based on this evaluation, Management has concluded that the Company’s ICFR were adequate and effective to ensure that material information relating to the Company and its consolidated subsidiaries required to be disclosed in the Company’s reports filed or submitted under the National Instrument 52-109 would have been known to them.

### ***Changes in ICFR***

There were no changes in the Company’s ICFR that occurred during the nine months ended March 31, 2010 that to Management’s knowledge have materially affected or are reasonably likely to materially affect the entity’s ICFR.

### **Use of Non-GAAP Financial Measures**

In addition to the results reported in accordance with Canadian generally accepted accounting principles, determined with reference to the Handbook of the CICA (“GAAP”), the Company uses various non-GAAP financial measures, which are not recognized under Canadian GAAP, as supplemental indicators of our operating performance and financial position. These non-GAAP financial measures are provided to enhance the user’s understanding of our historical and current financial performance and our prospects for the future. Management believes that these measures provide useful information in that they exclude amounts that are not indicative of our core operating results and ongoing operations and provide a more consistent basis for comparison between periods. The following discussion explains the Company’s use of EBITDA, Gross Margin, and Adjusted Operating Activities as measures of performance.

“**EBITDA**” and “**Adjusted EBITDA**” means earnings (loss) before interest, taxes, depreciation, amortization, stock-based compensation expense, and for Q4 2008 onward, impairment of certain investments in film and television programs (“Adjusted EBITDA”). Amortization includes amortization of PP&E, acquired libraries, and intangible assets. EBITDA and Adjusted EBITDA represents net income (loss) of the Company before amortization of PP&E, acquired libraries, and intangible assets, interest expense, interest income, non-controlling interest, equity income, development expenses, and stock-based compensation expense. EBITDA and Adjusted EBITDA are not earnings measures recognized by GAAP and do not have a standardized meaning prescribed by GAAP. Therefore, EBITDA and Adjusted EBITDA may not be comparable to similar measures presented by other issuers. Management believes EBITDA and Adjusted EBITDA to be meaningful indicators of our performance that provides useful information to investors regarding our financial condition and results of operation.

“**Gross Margin**” means revenue less direct production costs and amortization of film and television programs. Gross Margin is not an earnings measure recognized by GAAP and does not have a standardized meaning prescribed by GAAP. Therefore, Gross Margin may not be comparable to similar measures presented by other issuers.

“**Adjusted Operating Activities**” is a non-GAAP financial measure of cash inflows and outflows from operating activities adjusted for increases and decreases in interim production financing as, in Management’s opinion, these are also an integral part of determining cash flows from operations. Adjusted Operating Activities is one of the key cash flow measurement tools used by Management in assessing cash flow performance.

**A reconciliation of historical results to EBITDA and Adjusted EBITDA is presented on the next page.**

## Reconciliation of Historical Results to EBITDA and Adjusted EBITDA

EBITDA and Adjusted EBITDA are not recognized earnings measures under GAAP and do not have standardized meanings prescribed by GAAP. Therefore EBITDA and Adjusted EBITDA may not be comparable to similar measures presented by other companies or issuers. Investors are cautioned that EBITDA and Adjusted EBITDA should not be construed as alternatives to net income or loss determined in accordance with GAAP as an indicator of the Company's performance or to cash flows from operating, investing, and financing activities as a measure of liquidity and cash flows. The following table reconciles income (loss) before income taxes and discontinued operations, EBITDA and Adjusted EBITDA, and Gross Margin, based on the audited financial statements of the Company for the years ended June 30, 2009 and 2008 and historical unaudited financial statements of the Company for the three and nine months ended March 31, 2010 and 2009, the three and six months ended December 31, 2009 and 2008, the three months ended September 30, 2009 and 2008, and June 30, 2009 and 2008, included elsewhere in this MD&A. For further description see "Use of Non-GAAP Financial Measures" elsewhere in this MD&A. *The financial information for the last six quarters from Q2 2009 to Q3 2010 includes full quarterly results for four divisions (Halifax Film, Decode, Studio B, and imX), Q1 2009 includes full quarterly results for three divisions (Halifax Film, Decode, and Studio B) but only 72 days for imX. Q4 2008 includes full quarterly results for three divisions (Halifax Film, Decode, and Studio B) with no amounts for imX.*

**The operating results for any period should not be relied upon as an indication of results for any future period.**

	Nine Months Ended March 31, 2010 (\$000)	Q3-2010 (\$000)	Q2-2010 (\$000)	Q1-2010 (\$000)	Q4-2009 (\$000)
Income (loss) before income taxes and discontinued operations for the period.....	(750)	(666)	(185)	101	752
Interest expense.....	202	90	35	77	57
Interest (income) expense and loss (income) from strategic investments <sup>2</sup> .....	8	(6)	(33)	47	(153)
Costs associated with abandoned transactions and non-controlling interest expense (income).....	3	(5)	(15)	23	215
Amortization.....	2,066	617	672	777	1,183
Impairment in value of certain investment in film and television programs <sup>3</sup> .....	385	151	75	159	494
Development expenses.....	60	35	-	25	333
Stock-based compensation expense.....	624	161	162	301	435
<b>EBITDA and Adjusted EBITDA<sup>1, 3 &amp; 4</sup>.....</b>	<b>2,598</b>	<b>377</b>	<b>711</b>	<b>1,510</b>	<b>3,316</b>
Selling, general and administrative, net of stock-based compensation expense.....	9,031	2,762	3,118	3,151	2,758
<b>Gross Margin<sup>1 &amp; 4</sup>.....</b>	<b>11,629</b>	<b>3,139</b>	<b>3,829</b>	<b>4,661</b>	<b>6,074</b>
	<b>Nine Months Ended March 31, 2009 (\$000)</b>	<b>Q3-2009 (\$000)</b>	<b>Q2-2009 (\$000)</b>	<b>Q1-2009 (\$000)</b>	<b>Q4-2008 (\$000)</b>
Income (loss) before income taxes and discontinued operations for the period.....	2,465	651	860	955	(3,057)
Interest expense.....	306	91	106	109	117
Interest (income) expense and loss (income) from strategic investments <sup>2</sup> .....	4	9	80	(84)	65
Costs associated with abandoned transactions and non-controlling interest expense (income).....	1,175	15	1,151	7	(274)
Equity income.....	-	-	-	-	(13)
Amortization.....	1,876	644	573	660	775
Impairment in value of certain investment in film and television programs <sup>3</sup> .....	-	-	-	-	2,782
Development expenses.....	92	45	39	8	293
Stock-based compensation expense.....	563	169	204	190	512
<b>EBITDA and Adjusted EBITDA<sup>1, 3 &amp; 4</sup>.....</b>	<b>6,481</b>	<b>1,624</b>	<b>3,013</b>	<b>1,845</b>	<b>1,200</b>
Selling, general and administrative, net of stock-based compensation expense.....	10,246	3,377	3,720	3,148	3,419
<b>Gross Margin<sup>1 &amp; 4</sup>.....</b>	<b>16,727</b>	<b>5,001</b>	<b>6,733</b>	<b>4,993</b>	<b>4,619</b>

<sup>1</sup>Certain of the comparative Non-GAAP Financial Measures ("NGFM") are adjusted for all necessary adjustments, consisting of normal recurring adjustments and any changes in the current definition of NGFM (see "Use of Non-GAAP Financial Measures" section of this MD&A for further details).

<sup>2</sup>Effective Q4 2009 and onward, the Company has combined income from strategic short-term investments with unrealized loss on short-term investments and interest (income) expense. The Company has adjusted accordingly for all prior quarters reported.

<sup>3</sup>Adjusted EBITDA for Q3 2010, Q2 2010, Q1 2010, Q4 2009, and Q4 2008 were adjusted for \$0.19 million, \$0.07 million, \$0.16 million, \$0.49 million, and \$2.78 million respectively for impairment in value of certain investments in film and television programs recorded as a result of the year end net realizable value testing for investment in film and television programs as management believes this to be a more meaningful indicator of operating performance.

<sup>4</sup>Foreign exchange losses (gains) included in Gross Margin and EBITDA totals for the periods are as follows: \$0.53 million, \$0.10 million, \$0.22 million, \$0.21 million, \$0.36 million, \$(0.77) million, \$(0.48) million, \$(0.36) million, \$0.07 million, and \$0.15 million respectively for the Nine Months Ended March 31, 2010, Q3 2010, Q2 2010, Q1 2010, Q2 2009, Nine Months Ended March 31, 2009, Q3 2009, Q2 2009, Q1 2009, and Q4 2008.



**DHX MEDIA LTD.**

**Q3 2010**

**Supplemental Information  
For the Three and Nine months Ended March 31, 2010**



**1. Summary of securities issued and options and warrants granted during the three and nine months ended March 31, 2010 (expressed in thousands of Canadian dollars, except for shares and amounts per share)**

**a. Summary of securities issued**

	Number of Common Shares	Value \$
<b>Balance at June 30, 2009</b>	<b>44,442,711</b>	<b>56,758</b>
Shares repurchased and cancelled as part of the Company's normal course issue bid	(149,833)	(116)
<b>Balance at September 30, 2009</b>	<b>44,292,878</b>	<b>56,642</b>
Shares issued to Steven DeNure, Director and Officer as part of management bonuses for the year ended June 30, 2009	171,415	120
Shares issued to Neil Court, active Director and former Officer as part of management bonuses for the year ended June 30, 2009	171,415	120
Shares issued to Elizabeth Stevenson as part of management bonuses for the year ended June 30, 2009	85,708	60
<b>Balance at December 31, 2009</b>	<b>44,721,416</b>	<b>56,942</b>
Issued for cash consideration	1,875,000	1,164
Share issuance costs net of tax effect of \$9	-	(15)
Issued in exchange for the Media Fund Put Options	425,420	391
<b>Balance at March 31, 2010</b>	<b>47,021,836</b>	<b>58,482</b>

**b. Summary of options and warrants**

Options	Number of Options	Weighted-average exercise price
<b>Balance at June 30, 2009</b>	<b>3,766,547</b>	<b>\$1.36</b>
Granted to Employees	35,000	\$0.90
<b>Balance at September 30, 2009 and December 31, 2009</b>	<b>3,801,547</b>	<b>\$1.35</b>
Granted to Mark Gosine, Officer	50,000	\$0.99
Granted to David Regan, Officer	100,000	\$0.99
<b>Balance at March 31, 2010</b>	<b>3,951,547</b>	<b>\$1.34</b>
Put Options	Number of Put Options	Weighted-average exercise price
<b>Balance at June 30, 2009, September 30, 2009, and December 31, 2009</b>	<b>425,420</b> <sup>1</sup>	<b>Nil</b>
Exercised	(425,420)	Nil
<b>Balance at March 31, 2010</b>	<b>-</b>	<b>Nil</b>

<sup>1</sup> Each converted on a one-to-one basis to common shares of the Company (see notes 3(a) and 13(h) of the unaudited interim consolidated financial statements for the three and nine months ended March 31, 2010 for further details).

Warrants	Number of Warrants	Weighted-average exercise price
<b>Balance at June 30, 2009, September 30, 2009, and December 31, 2009</b>	<b>4,922,750</b>	<b>\$2.10</b>
Issued for Cash Consideration	937,500	\$1.15
<b>Balance at March 31, 2010</b>	<b>5,860,250</b>	<b>\$1.95</b>

**c. Summary of securities as at the end of the reporting period**

**i. Authorized share capital**

Unlimited common shares without nominal or par value;  
100,000,000 preferred variable voting shares, redeemable at the option of the Company at any time at a millionth of a cent per share, no entitlement to dividends, voting.

**ii. Shares outstanding and recorded value**

47,021,836 common shares at a recorded value of \$58,482;  
100,000,000 preferred variable voting shares at a recorded value of nil.

**iii. Description of options and warrants**

See note 13 of the unaudited interim consolidated financial statements for the three and nine months ended March 31, 2010.

**2. Directors and officers as at March 31, 2010**

**Directors**

Sir Graham Day (1) (2)	Lead Director of DHX, Chair of Governance Committee
Michael Donovan (1)	Chairman, Board of Directors
J. William Ritchie (2)	Director, Chair of Compensation Committee
Donald Wright (2)	Director, Chair of Audit Committee
Joe Medjuck (2)	Director
Charles Bishop (1)	Director
Steven DeNure	Director
Neil Court	Director

**Officers**

Michael Donovan	CEO
Dana Landry	CFO
Steven DeNure	President and COO
Charles Bishop	President of Production and Development
Mark Gosine	VP Legal Affairs, Secretary and General Counsel
David Regan	EVP, Corporate Development & Investor Relations

(1) Member of the Production Financing Committee.

(2) Member of the Audit Committee, Compensation Committee, and the Nominating and Governance Committee.