



# FISCAL 2018

Third Quarter Earnings  
May 14, 2018 | 8 a.m. ET

## DISCLAIMER

This press release contains “forward looking statements” under applicable securities laws with respect to DHX Media including, but not limited to, statements regarding the Company’s implementation of a single stock ticker and timing thereof, the integration of the acquisition of Peanuts and Strawberry Shortcake and the expected financial and other impacts associated with such acquisition, including synergies from such acquisition, cost reduction initiatives and the resulting financial and other impacts associated with such initiatives, the strategic priorities and operational focus of the Company, the completion of the transaction with Sony, use of proceeds and expected benefits therefrom, activities of the Special Committee and strategic review process and potential results and transactions from such activities, expectations for financial performance of the Company relative to guidance, the business strategies and operational activities of DHX Media and its subsidiaries, and the future growth and financial and operating performance of DHX Media, its subsidiaries, and investments. Although the Company believes that the expectations reflected in such forward looking statements are reasonable, such statements involve risks and uncertainties and are based on information currently available to the Company. Actual results or events may differ materially from those expressed or implied by such forward looking statements. Factors that could cause actual results or events to differ materially from current expectations, among other things, include delivery and scheduling risk associated with production and distribution revenues, the Company’s ability to execute and close anticipated licensing transactions, the Company’s ability to effectively integrate the Peanuts and Strawberry Shortcake acquisition and realize synergies associated with such acquisitions, the Company’s ability to execute and realize on expected cost reduction initiatives, customer response to properties and brands of the Company, risk related to regulatory approvals for the Sony transaction, satisfaction of other conditions to closing the Sony transaction, including applicable third party consents and the mutual agreement to the operating agreement and ancillary commercial agreements, the ability of the parties to execute on the Sony transaction, DHX Media’s ability to effectively operate the business following closing of the Sony transaction, market factors, contract interpretation, application of accounting policies and principles and the risk factors discussed in materials filed with applicable securities regulatory authorities from time to time including matters discussed under "Risk Factors" in the Company's most recent Annual Information Form and annual Management Discussion and Analysis, which also form part of the Company’s annual report on Form 40-F filed with the United States Securities and Exchange Commission. These forward-looking statements are made as of the date hereof, and the Company assumes no obligation to update or revise them to reflect new events or circumstances, except as required by law.



## STRATEGIC REVIEW ONGOING

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- Reaffirming the value of our IP assets
- Sony-Peanuts partnership announced
- Evaluating additional opportunities

# DEEPENING OUR PARTNERSHIP WITH SONY

*SonyMusic*<sup>TM</sup>

Expertise in rights management across the entertainment and consumer products industries

Extended licensing agency agreement in Japan for 10 years



# SONY TRANSACTION TO CREATE VALUE

*SonyMusic*<sup>TM</sup>

Sony to purchase 49% of DHX  
Media's 80% interest in Peanuts  
for C\$237M<sup>1</sup>

At 14x, a premium to original  
acquisition value

Reduces our leverage by  
approximately 1 turn

20% worldwide interest remains  
with Schulz family



# YTD F2018 & Q3 2018 FINANCIAL RESULTS

## YTD F2018

REVENUE GREW 60%

**\$337.0M**

**7%** ORGANIC  
GROWTH

ADJUSTED EBITDA OF

**\$81.5M**

## Q3 2018

REVENUE GREW 49%

**\$116.5M**

**3%** ORGANIC  
GROWTH

ADJUSTED EBITDA OF

**\$26.7M**



## Q3 2018 HIGHLIGHTS



Distribution  
revenue

**25%**

organic  
growth

WildBrain  
revenue

**71%**

overall  
growth

Mattel  
partnership

**\$5M**

distribution &  
consumer products  
revenue

On track to  
realize

**\$11M**

targeted Peanuts  
synergies and  
company-wide  
cost-reductions

**Focus on improving operating cash flow**

## F2018 OUTLOOK

### Taking corrective steps:

- Focus on key IP with most upside and WildBrain growth
- Further integrating our businesses
- Careful cost management
- Prioritizing debt repayment from operating cash flow



# FUTURE FOCUSED LEADERSHIP

A portrait of Michael Donovan, a man with glasses wearing a dark suit, white shirt, and patterned tie, set against a blue background.

**MICHAEL DONOVAN**  
Executive Chair & CEO

A portrait of Aaron Ames, a man with glasses wearing a dark suit, white shirt, and striped tie, set against an orange background.

**AARON AMES**  
Chief Operating Officer

A portrait of Doug Lamb, a man with glasses wearing a dark suit, white shirt, and blue tie, set against a blue background.

**DOUG LAMB**  
Chief Financial Officer

A portrait of Josh Scherba, a man wearing a dark suit jacket over a light-colored checkered shirt, set against a blue background.

**JOSH SCHERBA**  
President

A portrait of Anne Loi, a woman with long dark hair wearing a black top and a white scarf, set against a red background.

**ANNE LOI**  
Chief Commercial Officer

A portrait of Roz Nowicki, a woman with blonde hair wearing a red top, set against a purple background.

**ROZ NOWICKI**  
Executive Vice President,  
Peanuts Worldwide



# Q&A