



# **FP Newspapers Inc.**

**Management's Discussion and Analysis**

**Third Quarter  
September 30, 2019**

**MANAGEMENT'S DISCUSSION AND ANALYSIS**  
**Third Quarter**  
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November 21, 2019

**OVERVIEW**

Management's discussion and analysis, prepared as at November 21, 2019, provides a review of significant developments that affected the performance of FP Newspapers Inc. ("FPI") in the three and nine months ended September 30, 2019. This review is based on financial information contained in the unaudited interim condensed financial statements and accompanying notes ("interim financial statements") for the three and nine months ended September 30, 2019.

Factors that could affect future operations are also discussed. These factors may be affected by known and unknown risks and uncertainties that may cause the actual future results to be materially different from those expressed in this discussion.

The interim financial statements, which are the basis for data presented in this report, have been prepared in accordance with International Financial Reporting Standards ("IFRS"), including IAS 34. The interim financial statements do not include all the information and disclosures required for annual financial statements and, therefore, the following information should be read in conjunction with the most recent audited consolidated financial statements and accompanying notes and management's discussion and analysis for the year ended December 30, 2018 prepared in accordance with IFRS and with the interim unaudited condensed financial statements and accompanying notes for the third quarter of 2019.

This Management's Discussion and Analysis contains "forward-looking statements" that are subject to risks and uncertainties set out below under the heading "Caution Regarding Forward-Looking Statements". The reader is cautioned not to place undue reliance on forward-looking statements.

Further information relating to FPI is available at [www.sedar.com](http://www.sedar.com) or on FPI's website at [www.fpnewspapers.com](http://www.fpnewspapers.com).

**FORMATION AND LEGAL ENTITIES**

FPI, which was incorporated under the Canada Business Corporations Act on March 17, 2010, is the successor to the business of FP Newspapers Income Fund (the "Fund"). The Fund was created on May 15, 2002 and commenced operations on May 28, 2002 when it completed an initial public offering and purchased an interest in FP Canadian Newspapers Limited Partnership ("FPLP").

On December 31, 2010, the Fund completed its conversion from an income trust to a corporate structure pursuant to a plan of arrangement. Under the plan of arrangement, Unitholders of the Fund received, for each Unit of the Fund held, one common share of the resulting public corporation, FPI. The common shares of FPI commenced trading on the Toronto Stock Exchange on January 7, 2011 under the symbol "FP". Concurrently, the Fund's Units were delisted. Effective at the close of market on November 21, 2016 the Company delisted from trading on the Toronto Stock exchange and effective at the opening November 22, 2016, the common shares of FPI commenced trading on TSX Venture Exchange.

FPLP is a limited partnership formed on August 9, 1999. Effective November 29, 2001, FPLP acquired the business assets and assumed certain liabilities of the Winnipeg Free Press and the Brandon Sun. On July 13, 2004, FPLP acquired the business assets and liabilities of Canstar Community News ("Canstar"). On February 28, 2011, FPLP acquired the business assets and assumed certain liabilities of a commercial printing and publishing business operating under the name Derksen Printers based in Steinbach, Manitoba.

## FP NEWSPAPERS INC.

A summary of FPI's quarterly revenue, net income and net income per share for 2019, 2018 and 2017 is as follows:

	2019	2018	2017
	<i>In thousands of dollars (except per share amounts)</i>		
<b>Revenue</b>			
Quarter 1	\$ 121	\$ (53)	\$ 305
Quarter 2	852	435	802
Quarter 3	177	65	150
Quarter 4		740	590
<b>Net income (loss)</b>			
Quarter 1	\$ 54	\$ (84)	\$ 186
Quarter 2 <sup>(*)</sup>	636	(2,463)	566
Quarter 3	67	22	71
Quarter 4 <sup>(*)</sup>		560	(2,523)
<b>Net income (loss) per share</b>			
Quarter 1	\$ 0.008	\$ (0.012)	\$ 0.027
Quarter 2 <sup>(*)</sup>	0.092	(0.357)	0.082
Quarter 3	0.010	0.003	0.010
Quarter 4 <sup>(*)</sup>		0.081	(0.365)

<sup>(\*)</sup> A non-cash write-down of \$3.1 million was recorded in the second quarter of 2018 and a non-cash write-down of \$2.9 million was recorded in the fourth quarter of 2017. These write-downs were based on FPI's determination that its 49% equity investment in FPLP was impaired, primarily due to continued declines in revenue and income experienced by FPLP.

FPI reported net income of \$0.1 million and \$0.8 million for the three and nine months ended September 30, 2019, compared to net income of less than \$0.1 million and a loss of \$2.5 million for the same periods last year. The increase in net income, excluding the non-cash write-down in 2018 is primarily due to an increase in the equity share of the net income of FPLP with details of this increase disclosed in the FPLP section of this report. Other comprehensive income for the three months ended September 30, 2019 was insignificant compared to income of \$0.3 million in the third quarter of 2018. For the nine months ended September 30, 2019, other comprehensive loss was \$0.7 million, compared to other comprehensive income of \$0.6 million for the same period in 2018. Other comprehensive income results from FPI's equity share of FPLP's recognition of remeasurements gains or losses related to the defined benefit pension plan.

As at November 21, 2019, FPI had 6,902,592 shares outstanding.

## FP CANADIAN NEWSPAPERS LIMITED PARTNERSHIP

### Results of Operations

FPLP's revenue for the three months ended September 30, 2019 was \$15.1 million, a decrease of \$0.8 million or 5.0% from the same three months in the prior year. FPLP's print advertising revenues for the three months ended September 30, 2019 were \$7.6 million, a \$0.8 million or 9.1% decrease compared to the same period last year. FPLP's largest advertising revenue category, display advertising including colour, was \$3.7 million, a decrease of \$0.5 million or 11.8% from the same period in the prior year, primarily due to decreased spending in the local and national automotive, national retail, government and arts and entertainment categories. Classified advertising revenues for the third quarter decreased by \$0.1 million or 5.8% compared to the same period last year, primarily due to lower spending in the real estate and employment categories, partly offset by higher revenues in the obituary category. Flyer distribution revenues decreased by \$0.2 million or 6.7% compared to the third quarter in 2018, primarily due to a decrease in flyer volumes, partially offset by slightly higher rates.

Circulation revenues for the three months ended September 30, 2019 were unchanged from the third quarter of 2018, primarily due to an increase in print subscription prices and increased digital subscription revenue, offset by decreases in print unit sales. Digital advertising revenues and commercial services revenue remained at relatively the same level as the same three months of 2018.

FPLP's revenue for the nine months ended September 30, 2019 was \$47.6 million, a decrease of \$1.8 million or 3.6% from the same period in the prior year. Print advertising revenues for the nine months ended September 2019 were \$24.7 million, a \$2.2 million or 8.1% decrease compared to the same period last year. FPLP's largest advertising revenue category, display advertising including colour, was \$12.9 million, a decrease of \$1.1 million or 7.9% from the same period in the prior year, primarily due to decreased spending in the local and national automotive and retail categories, partly offset by increased spending in the telecommunication category. Classified advertising revenues for the nine months ended September 30, 2019 were \$4.2 million, a decrease of \$0.4 million or 9.2% compared to the same three quarters of 2018, primarily due to lower spending in the real estate, obituaries and employment categories. Flyer distribution revenues decreased by \$0.6 million or 7.9% compared to the first nine months of 2018, primarily due to a decrease in flyer volumes, partly offset by slightly higher rates.

For the nine months ended September 2019, circulation revenues were \$18.3 million, an increase of \$0.2 million or 0.9% from the same period of 2018, primarily due to an increase in print subscription prices and increased digital subscription revenue. Commercial services revenue increased by \$0.1 million primarily due to revenue from additional commercial print contracts. Digital revenues for the first nine months of 2019 increased by \$0.2 million or 11.7%, primarily due to an increase in on-line web ads and revenue from digital services.

Operating expenses for the three months ended September 30, 2019 were \$14.6 million, a decrease of \$0.9 million or 6.1% compared to the same quarter last year. Employee compensation costs for the third quarter decreased by \$0.3 million or 4.7% from the same period in the prior year, primarily due to a \$0.3 million tax credit for the third quarter from the federal government's previously announced support for Canadian journalism as well as staff reductions from voluntary resignations and retirements. Newsprint expense for FPLP's own publications for the third quarter decreased by \$0.2 million or 16.4% compared to the same period in the prior year, primarily due to lower printing volumes and a decrease in newsprint prices in July 2019. Newsprint for commercial use increased by 10.5% due to higher prices of specialized paper, partially offset by lower volumes. Delivery expenses for the three months ended September 30, 2019 decreased by \$0.2 million or 8.3%, primarily due to the cost savings related to the initiatives implemented to improve delivery route efficiency. Other expenses decreased by \$0.1 million or 4.1%.

Operating expenses for the nine months ended September 30, 2019 were \$44.7 million, a decrease of \$3.0 million or 6.3% compared to the same period last year. Employee compensation costs for the nine months decreased by \$1.6 million or 6.9% from the same period in the prior year, primarily due to a \$0.8 million tax credit for nine months from the federal government's previously announced support for Canadian journalism as well as staff reductions from voluntary resignations and retirements. Newsprint expense for FPLP's own publications for the nine months ended September 30, 2019 decreased by \$0.4 million or 10.6% compared to the same period in the prior year, primarily due to lower printing volumes, partly offset by higher newsprint prices in the first six months. Newsprint for commercial use decreased by 7.2% due to lower volumes, partially offset by slightly higher prices. Delivery expenses for the nine months ended September 30, 2019 decreased by \$0.9 million or 9.9%, primarily due to the cost savings related to the initiatives implemented to improve delivery route efficiency. Other expenses decreased by \$0.1 million or 1.4%.

EBITDA<sup>(1)</sup> for the three and nine months ended September 30, 2019 was \$1.2 million and \$5.0 million compared to \$1.1 million and \$3.8 million for the same periods last year, an increase of 13.1% and 31.8%, respectively. EBITDA<sup>(1)</sup> margin for the three and nine months ended September 30, 2019 was 15.5% and 11.7%, compared to 6.9% and 7.8% in the same periods last year. The changes in EBITDA<sup>(1)</sup> were due to the revenue and operating expense paragraphs above.

Finance costs for the three and nine months ended September 30, 2019 decreased by \$0.1 million and \$0.2 million respectively, primarily due to the lower level of debt outstanding.

FPLP's net income was \$0.4 million and \$2.3 million for the three and nine months ended September 30, 2019, compared to net income of \$0.1 million and a net loss of \$5.4 million for the same periods last year. Excluding the \$6.4 million impairment charge relating to goodwill and intangible assets in the second quarter of 2018, FPLP's net income was \$0.1 million and \$0.9 million for the three and nine months ended September 30, 2018.

Under IFRS, comprehensive income includes remeasurements gains and losses related to FPLP's defined benefit pension plan. These gains and losses are primarily related to changes in actuarial discount rate assumptions and returns on plan assets differing from expected income. In the nine months ended September 30, 2019, the actuarial loss was primarily due to increases in the defined benefit obligation primarily resulting from a lower actuarial discount rate.

Winnipeg Free Press columnist and University of Manitoba associate professor Niigaan Sinclair has been named peace educator of the year by a bi-national network of educators, academics and peace activists. The Peace and Justice Studies Association, which is housed at Georgetown University in Washington, D.C., honoured Sinclair during a meeting in Winnipeg between the PJSA and the Peace and Conflict Studies Canadian Association.

A number of operational initiatives are being worked on to streamline processes and improve efficiencies. The Adbase advertising system was implemented previously at the Winnipeg Free Press and the Carillon in Steinbach and in the third quarter finance and operations staff started migrating both the Canstar and Brandon advertising systems on to this platform. Brandon and Canstar will be running on the new software before the end of the fourth quarter. The editorial and creative services departments are finalizing the plan to re-assume the copy editing and page layout functions that were outsourced to Pagemasters in early 2017. The re-assumption of this work will require increased labour costs in the editorial and creative services departments but will result in estimated overall cost savings in the \$0.2-\$0.3 million range and improve our overall efficiency and productivity.

Our non-subscriber delivery team continues its efforts at increasing delivery doors by carrying out street audits for new addresses and reviewing our historical "no flyer" addresses. To date this year the team has increased total available delivery addresses by more than six thousand. Work on this initiative is on-going and will continue into 2020.

While the historical trend of lower print circulation units continues, we are seeing strong increases in our digital subscription offering. At the end of the third quarter we had approximately ten thousand customers paying for either a digital only subscription or a Saturday print & full digital subscription compared to approximately seven thousand the same time last year. The replica e-edition continues to grow in popularity. In September the e-edition accounted for just under eight million page views which represented approximately fifty six percent of all digital page views in the month. For the third quarter the e-edition had over 22 million page views and were 159% higher than the same period last year.

The Vividata fall readership figures showed positive trends for both the print and digital products. Weekday average print readership increased by 6.8% and Saturday average print readership increased by 2% compared to the survey conducted at the same time last year. Our daily competitor, the Winnipeg Sun saw a 13.3% decline in average weekday readership and a decline of 14.6% in average Saturday readership during this same period. The Vividata report showed weekly readership of the combined print and digital editions increased by 2.2% from the same period last year and during this time the Winnipeg Sun's combined readership declined 8.5%.

The Canstar Community News editorial department has been kept busy covering two election campaigns while also welcoming two new employees. Justin Luschinski is the new community journalist for The Metro (replacing Eva Wasney, who moved upstairs to the Winnipeg Free Press) and Sydney Hildebrandt is the new community journalist for The Times (replacing Ligia Braidotti, who has moved on). Canstar reporters and editors covered both the provincial and federal elections live to canstarnews.com, as well as live-tweeting results, and followed up with full election wrap-ups in subsequent print editions. Canstar continues to seek out and engage in creative sponsored content/native advertising relationships with the likes of the Manitoba Optometrists' Association, Winnipeg Denture Clinic, Six Pines Halloween experience, the Society for Manitobans with Disabilities, the Better Business Bureau, the Kidney Foundation and others.

The Brandon Sun benefited from a door-to-door subscription sales campaign during the third quarter. The plans are to continue canvassing both in and around Brandon during the fourth quarter. The provincial and federal elections saw an increase in revenue but far below what was experienced in past elections. The Brandon Sun continues to develop special supplements and feature publications to engage advertisers. In the third quarter the Sun published a Healthy Living special section and a salute to Trucker Week. A successful Burger Brawl, which engaged both print and online readers alike along with partnering with Assiniboine Community College and 12 restaurants in the city. At the end of the quarter The Brandon Sun saw the departure of its sports editor. The position was not replaced in terms of a management position but rather a reporter was hired with the management duties handled by the existing City Editor.

The Carillon saw some improvement in advertising performance but still not enough to offset some of the pressures from the decline of automotive revenues. The Carillon did see some upside from Elections Manitoba and candidate advertising during the last thirty days leading up to the Provincial election. The bigger positive effect of election advertising was on the Derksen Printers side of the business where we printed brochures and other election marketing materials. As part of our cost cutting efforts we continued to reduce work hours where possible although stronger revenue on the Derksen sheet-fed business in August and September meant we needed those additional production hours. During the third quarter the Carillon website was consolidated under the Winnipeg Free Press web infrastructure. The ability to now have daily content from Free Press associated wire services is already starting to show user and page view growth. Although this may not be a significant revenue driver it will increase our overall readership and brand recognition.

### Quarterly Summary

Newspaper publishing is, to a certain extent, a seasonal business, with a higher proportion of revenues and operating income occurring during the third and fourth quarters of the calendar year. Revenue, EBITDA<sup>(1)</sup> and net income of FPLP by quarter for 2019, 2018 and 2017 were as follows:

	2019	2018	2017
	<i>In thousands of dollars</i>		
<b>Revenue</b>			
Quarter 1	\$ 15,493	\$ 16,070	\$ 18,218
Quarter 2	16,971	17,375	18,795
Quarter 3	15,129	15,925	16,893
Quarter 4		17,651	18,043
		<u>\$ 67,021</u>	<u>\$ 71,949</u>
<b>EBITDA<sup>(1)</sup></b>			
Quarter 1	\$ 1,171	\$ 887	\$ 1,704
Quarter 2 <sup>(**)</sup>	2,634	1,846	2,706
Quarter 3	1,240	1,096	1,362
Quarter 4 <sup>(*)</sup>		2,456	2,241
		<u>\$ 6,285</u>	<u>\$ 8,013</u>
<b>Net Income (Loss)</b>			
Quarter 1	\$ 244	\$ (110)	\$ 621
Quarter 2 <sup>(**)</sup>	1,735	(5,465)	1,637
Quarter 3	360	132	305
Quarter 4 <sup>(*)</sup>		1,508	(4,797)
		<u>\$ (3,935)</u>	<u>\$ (2,234)</u>

(\*) Goodwill and intangibles impairment charges of \$6.4 million were recorded in the second quarter of 2018, \$6.0 million in the fourth quarter of 2017. These goodwill and intangibles impairment charges were recorded primarily due to continued declines in revenues and income.

(\*\*) A reduction in compensation costs in the amount of \$0.3 and \$0.5 million was recorded in the third and second quarters of 2019 respectively, for the estimated support under the federal government's Canadian journalism labour tax program, which was formally approved in the second quarter of 2019.

### Liquidity and Capital Resources of FPLP

Cash and cash equivalents at September 30, 2019 were \$3.8 million, compared to \$4.3 million at December 31, 2018. Cash and cash equivalents may be used to reduce debt, to fund future capital expenditures, to pay future distributions (including future income taxes payable by the partners), or for other strategic initiatives or general purposes. Cash flow from operations, together with cash balances on hand, is currently expected to be sufficient to fund FPLP's operating requirements, capital expenditures and required principal repayments under FPLP's credit facility, assuming that advertising revenues do not materially deteriorate beyond management's current expectations.

The Company's most significant financial obligation relates to its long-term debt which matures on January 31, 2020 (note 6). Management and the controlling shareholder have ongoing discussions with the lender relating to the loan, which include the approaching maturity date.

### *Cash Flow from Operating Activities*

During the three and nine months ended September 30, 2019, cash generated from operating activities was \$0.9 million and \$4.5 million, compared to \$0.3 million and \$3.3 million for the same periods in 2018. Net income for the three and nine months ended September 30, 2019 was \$0.4 million and \$2.3 million, compared to \$0.1 million and \$0.9 million, excluding the \$6.4 million goodwill and intangible asset impairment charge for the same periods in 2018. The net change in non-cash working capital provided nil cash for the three months ended September 30, 2019, compared to the use of \$0.3 million for the three months ended September 30, 2018 and provided \$0.6 million for the nine months ended September 30, 2019 and 2018. The cash provided by non-cash working capital changes is primarily the result of timing of receipts from customers, payments to vendors and higher inventories.

### *Financing Activities*

Financing activities used less than \$0.1 million and \$4.9 million for the three and nine months ended September 30, 2019, compared to \$0.2 million and \$1.7 million for the same periods in 2018. The primary reason for the higher use of funds in the nine months ended September 30, 2019 is due to a distribution to partners of FPLP of \$0.6 million, of which \$0.3 million was paid to FPI as holder of Class A limited partner units to fund FPI's income taxes and administration costs for the 2019 year, the final capital lease buy-out payment of \$0.4 million and a voluntary early principal repayment of \$2.5 million on the term loan in March 2019.

### *Contractual Obligations*

Effective January 1, 2019, FPLP has applied IFRS 16, Leases and changed its accounting policy for lease contracts, which previously were included in commitments and contractual obligations. IFRS 16 was applied only to contracts that were previously identified as operating leases, exempting short-term leases of equipment and leases of low value.

At transition, lease liabilities were measured at the present value of the remaining lease payments, discounted at the incremental borrowing rate.

At January 1, 2019 \$0.2 million was transferred from operating commitments to property, plant and equipment on the balance sheet and lease obligations were increased by the same amount. The right-of-use assets will be depreciated by the amount of the monthly lease payment less the interest expense.

There has been no change in the status of the Multimaterial Stewardship Manitoba ("MMSM") matter detailed in Note 11 in the annual financial statements at December 31, 2018.

### *Related Party Transactions*

FPLP purchased a majority of its newsprint from Alberta Newsprint Company ("ANC"), a related party, as disclosed under the related party transaction section of FPLP's Annual Management's Discussion and Analysis at December 31, 2018. Total newsprint purchases from ANC, based on actual invoice prices, for the three and nine months ended September 30, 2019 were \$1.1 million and \$3.0 million, compared to \$1.1 million and \$3.2 million for the same periods last year.

## **DISCLOSURE CONTROLS AND PROCEDURES**

In FPI's 2018 filings, the CEO and CFO certified, as required by National Instrument 52-109, the appropriateness of the financial disclosure, the design and effectiveness of the Corporation's disclosure controls and procedures, and the design and effectiveness of internal controls over financial reporting.

In FPI's third quarter 2019 filings, the CEO and CFO certify, as required by National Instrument 52-109, the appropriateness of the financial disclosure, the design of the Corporation's disclosure controls and procedures, and the design of internal controls over financial reporting.

FPI's Audit Committee reviewed this MD&A, and the interim financial report, and the Board of Directors approved these documents prior to their release.

There have been no changes to FPI's internal controls over financial reporting that occurred during the first two quarters of 2019 that have materially affected, or are reasonably likely to materially affect, its internal controls over financial reporting.

## **CRITICAL ACCOUNTING ESTIMATES**

The accounting policies adopted in preparation of the condensed consolidated financial statements for FPI and FPLP are consistent with those followed in the preparation of the annual consolidated financial statements for the year ended December 30, 2018 and December 31, 2018, respectively, except for the adoption of IFRS 16, *Leases* which was effective January 1, 2019. The impact of adoption of IFRS 16 is summarized in Note 2 of the respective financial statements.

## **OUTLOOK**

Advertising revenues in the third quarter were slightly lower than levels experienced during the first half of the year. So far into the fourth quarter advertising revenues are declining at a faster level than we experienced in the first nine months of the year. The major contributing factor for the decrease is lower print display advertising from a few large national customers.

In the third quarter, FPLP entered into a Memorandum of Agreement to merge its defined benefit pension plan with the Colleges of Applied Arts and Technology ("CAAT") Pension Plan. The defined benefit active, retired and former members of the plan will vote on the proposed merger with the voting period closing on December 29, 2019. If members vote in favour of merging with the CAAT plan it will be effective January 1, 2020. The CAAT plan is an Ontario registered jointly sponsored pension plan with in excess of \$10.8 billion of total assets. The CAAT plan has determined, based on its valuation methodology, the assets of the FPLP plan would exceed the obligations being assumed by approximately \$1.1 million. The final transfer of assets to the CAAT plan and any related amendments to effect this arrangement is subject to formal approval by the Ontario and Manitoba provincial pension regulators. Once regulatory approval is received the total assets in the FPLP plan would be transferred to the CAAT plan and the excess would be used to subsidize both the employees and employer future contributions. The excess assets will be shared in the same ratio as the total contributions to the FPLP plan have been shared since inception of the plan in 2001, which have been 70% employer and 30% employees. Going forward under the CAAT plan funding formula the employer and employees will each contribute 5% of pensionable earnings after the temporary subsidy from the excess assets is used. The employer contributions to the FPLP plan for 2019 are expected to be \$1.1 million (7.01% of pensionable earnings) for current service and \$1.4 million for past service funding. The past service funding under the existing FPLP plan would be eliminated entirely under the CAAT plan.

FPLP is continuing to work on completing a debt renewal agreement and will issue a news release with the relevant details once it is finalized.

As a result of continued small operating losses the decision was made to close the Carberry News Express with the final edition scheduled for December 23.

## NON-IFRS MEASURES

### (1) EBITDA

FPLP believes that in addition to net income as reported on FPLP's interim condensed consolidated statements of income, EBITDA is a useful supplemental measure as it is a measure used by many of FPLP's Unitholders, creditors and analysts as a proxy for the amount of cash generated by FPLP's operating activities. EBITDA is not a recognized measure of financial performance under IFRS. Investors are cautioned that EBITDA should not be construed as an alternative to net income determined in accordance with IFRS as an indicator of FPLP's performance. FPLP's method of calculating EBITDA is detailed below and may differ from that used by other issuers and, accordingly, EBITDA as calculated by FPLP may not be comparable to similar measures used by other issuers.

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2019	2018	2019	2018
	<i>In thousands of dollars</i>		<i>In thousands of dollars</i>	
Net income (loss) for the period	\$ 360	\$ 132	\$ 2,339	\$ (5,443)
Add (subtract):				
Depreciation and amortization	708	710	2,144	2,173
Impairment of goodwill and intangible assets	-	-	-	6,350
Finance costs	184	281	602	822
Other income	(12)	(27)	(40)	(73)
EBITDA	\$ 1,240	\$ 1,096	\$ 5,045	\$ 3,829

## **CAUTION REGARDING FORWARD-LOOKING STATEMENTS**

Certain statements in this management's discussion and analysis may constitute forward-looking statements within the meaning of applicable securities laws. All statements other than statements of historical fact are forward-looking statements. These statements include but are not limited to statements regarding management's intent, belief or current expectations with respect to market and general economic conditions, future costs and operating performance. Generally, but not always, forward-looking statements will be indicated by words such as "may", "will", "intend", "anticipate", "expect", "believe", "plan", "forecast", "is budgeting for" or similar terminology.

Forward-looking statements are subject to known and unknown risks and uncertainties that may cause the actual results, performance or achievements of the Corporation or FPLP, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. Such factors include, but are not limited to, the current general economic uncertainty, FPLP's ability to effectively manage growth and maintain its profitability, FPLP's ability to operate in a highly competitive industry, FPLP's ability to compete with other forms of media, FPLP's ability to attract advertisers, FPLP's reliance upon key personnel, FPLP's relatively high fixed costs, FPLP's dependence upon particular advertising customer segments, indebtedness incurred in making acquisitions, the availability of financing for capital improvements, the availability of an extension or refinancing of FPLP's term loan facilities, costs related to capital expenditures, cyclical and seasonal variations in FPLP's revenues, the risk of acts of terrorism, the cost of newsprint, the potential for labour disruptions, the risk of equipment failure, and the effect of Canadian tax laws. Additional information about these and other factors is discussed in our Annual Management Discussion and Analysis dated April 17, 2019, which is available at [www.sedar.com](http://www.sedar.com).

In addition, although the forward-looking statements contained in this management's discussion and analysis are based upon what management of FPLP believes are reasonable assumptions, such assumptions may prove to be incorrect.

Forward-looking statements speak only as of the date hereof and, except as required by law, the Corporation and FPLP assume no obligation to update or revise them to reflect new events or circumstances. Because forward-looking statements are inherently uncertain, readers should not place undue reliance on them.