# Investor Fact Sheet

# Third Quarter of 2019

As at September 5th, 2019

#### **HIGHLIGHTS**

- Revenues of \$728.9 million, down 3.8% compared to the third quarter of 2018.
- Adjusted operating earnings before depreciation and amortization<sup>(1)</sup> of \$112.9 million, down 3.0%.
- Operating earnings of \$56.6 million, up 42.9%.
- Adjusted operating earnings<sup>(1)</sup> of \$80.9 million, down 4.4%.
- Net earnings of \$3.4 million (\$0.04 per share) compared to \$19.3 million (\$0.22 per share) fo the corresponding period in 2018.
- Adjusted net earnings<sup>(1)</sup> of \$52.2 million (\$0.60 per share) compared to \$52.1 million (\$0.59 per share) for the corresponding period in 2018.
- Cash flows from operating activities of \$90.2 million, up 17.0%.
- Appointed Thomas Morin as President of the Packaging Sector.
- On September 3, 2019, announced the sale of the Fremont, California building to Hearst for US\$75 million, subject to customary closing conditions.
- On September 3, 2019, announced the acquisition of a 60% participation in Industrial Q Commercial Trilex C.A., a plastic packaging supplier located in Guauaguil. Ecuador.

#### **NOTES TO READERS**

In this document, unless otherwise indicated, all financial data are prepared in accordance with International Financial Reporting Standards (IFRS) and the term "dollar", as well as the symbol "\$" designate Canadian dollars. In this Investor Fact Sheet, we also use non-IFRS financial measures. Please refer to the section entitled "Reconciliation of Non-IFRS Financial Measures" in the Management's Discussion and Analysis (MD&A) and Note 3 "Segmented Information" accompanying the unaudited interim consolidated financial statements for the third quarter ended July 28, 2019 for a complete description of these measures.

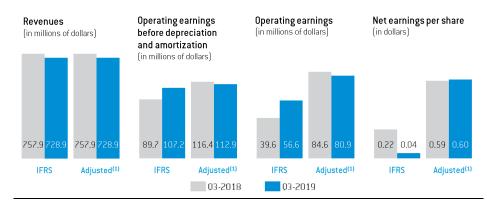
#### **PROFILE**

TC Transcontinental is a leader in flexible packaging in North America, and Canada's largest printer. The Corporation is also a Canadian leader in its specialty media segments. For over 40 years, TC Transcontinental's mission has been to create products and services that allow businesses to attract, reach and retain their target customers.

Respect, teamwork, performance and innovation are the strong values held by the Corporation and its employees. TC Transcontinental's commitment to its stakeholders is to pursue its business activities in a responsible manner.

Transcontinental Inc. (TSX: TCL.A TCL.B), known as TC Transcontinental, has over 9,000 employees, the majority of which are based in Canada, the United States and Latin America. TC Transcontinental had revenues of more than C\$2.6 billion for the fiscal year ended October 28, 2018. For more information, visit TC Transcontinental's website at www.tc.tc.

## THIRD QUARTER FINANCIAL HIGHLIGHTS



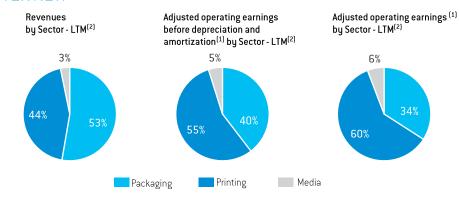
#### MESSAGE FROM THE PRESIDENT & CEO

"I am satisfied with the synergies achieved to date from the integration of Coveris Americas and their impact on our profitability in the Packaging Sector, said François Olivier, President and Chief Executive Officer of TC Transcontinental. We are building solid foundations for the future growth of the company, in particular by signing long-term contracts with major customers.

"Our Printing Sector continued to be affected by the same trends observed in recent quarters with respect to our retailer-related service offering. We are however confident that the extent of the decrease in revenues recorded this year will be lower in the coming quarters and that the efficiency measures in place will enable us to optimize our cost structure.

"In summary, we are pursuing our business plan with confidence. The sale of the Fremont building, combined with the significant cash flows we continue to generate, will allow us to accelerate the reduction of our net indebtedness."

#### **OVERVIEW**



#### FORWARD-LOOKING STATEMENT

This report contains certain forward-looking statements concerning the future performance of the Corporation. Such statements, based on the current expectations of management, inherently involve numerous risks and uncertainties, both general and specific.

We caution that all forward-looking information is inherently uncertain and actual results may differ materially from the assumptions, estimates or expectations reflected or contained in the forward-looking information, and that actual future performance will be affected by a number of factors, many of which are beyond the Corporation's control. The risks, uncertainties and other factors that could influence actual results are described in the Management's Discussion and Analysis (MD&A) for the fiscal year ended October 28<sup>th</sup>, 2018 and in the latest Annual Information Form.

# KEY INVESTMENT CONSIDERATIONS

- Strong cash flow generating ability
- Leader in most of the markets we serve
- Solid relationships with our customers
- Balanced portfolio of businesses
- Track record of dividend growth
- Family-controlled business with long-term vision
- Investment grade credit rating

# **REVENUES BY GROUP 2018**

(in millions of dollars)

| Printing Sector                          | 1,545 |
|--|-------|
| Retailer-related services <sup>[4]</sup> | 888   |
| Newspapers                               | 285   |
| Magazines and Books                      | 225   |
| Marketing products                       | 147   |
| Packaging Sector                         | 977   |
| Media Sector                             | 116   |

#### STOCK MARKET INFORMATION

As at September 4, 2019

Symbol on the TSX: TCL.A TCL.B

Participating Shares Outstanding: 87.3M
Public Float: 74.7M
Market Capitalization: \$1,257.7MM
Dividend Yield: 6.1%
Annual Dividend per Share: \$0.88

Corporate Credit Ratings: – DBRS: BBB (low), Stable outlook – S&P: BBB-, Negative outlook

#### ANALYST COVERAGE

Adam Shine

Aravinda Galappaththige

Damir Gunja

David McFadgen

Drew McReynolds

Mark Neville

Robert Bek

Tim Casey

National Bank Financia
Canaccord Genuity

TD Securities

Canaccord Genuity

TD Securities

RD Capitals

RD Capital Markets

BMO Capital Markets

#### SELECTED FINANCIAL DATA

(in millions of dollars, except ratios and per share information)

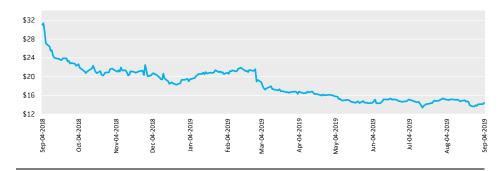
| (  |         |         |         |         |                    |         |  |
|--|---------|---------|---------|---------|--------------------|---------|--|
|  | Q3-19   | 02-19   | 01-19   | Q4-18   | LTM <sup>[2]</sup> | Q3-18   |  |
| Packaging                                      | 395.0   | 419.1   | 395.0   | 417.6   | 1,626.7            | 400.2   |  |
| Printing                                       | 310.5   | 333.5   | 336.8   | 379.7   | 1,360.5            | 334.2   |  |
| Other  | 23.4    | 14.8    | 19.8    | 31.9    | 89.9               | 23.5    |  |
| Revenues                                       | 728.9   | 767.4   | 751.6   | 829.2   | 3,077.1            | 757.9   |  |
| Operating earnings before                      |         |         |         |         |                    |         |  |
| depreciation and amortization                  | 107.2   | 93.7    | 103.7   | 153.6   | 458.2              | 89.7    |  |
| Packaging                                      | 52.0    | 52.2    | 46.3    | 49.9    | 200.4              | 48.9    |  |
| Printing                                       | 58.8    | 67.1    | 63.0    | 92.4    | 281.3              | 71.5    |  |
| Other  | 2.1     | -3.6    | -1.2    | 19.9    | 17.2               | -4.0    |  |
| Adjusted operating earnings                    |         |         |         |         |                    |         |  |
| before depreciation and                        |         |         |         |         |                    |         |  |
| amortization $^{[1]}$                          | 112.9   | 115.7   | 108.1   | 162.2   | 498.9              | 116.4   |  |
| Packaging                                      | 13.2%   | 12.5%   | 11.7%   | 11.9%   | 12.3%              | 12.2%   |  |
| Printing                                       | 18.9%   | 20.1%   | 18.7%   | 24.3%   | 20.7%              | 21.4%   |  |
| Adjusted operating earnings                    |         |         |         |         |                    |         |  |
| before depreciation and                        |         |         |         |         |                    |         |  |
| amortization margin <sup>(1)</sup>             | 15.5%   | 15.1%   | 14.4%   | 19.6%   | 16.2%              | 15.4%   |  |
| Net earnings per share                         | 0.04    | 0.26    | 0.32    | 0.76    | 1.38               | 0.22    |  |
| Adjusted net earnings per share <sup>(1)</sup> | 0.60    | 0.60    | 0.52    | 0.99    | 2.72               | 0.59    |  |
| Net indebtedness ratio <sup>[3]</sup>          | 2.7x    | 2.8x    | 3.0x    | 3.1x    |                    | 3.5x    |  |
| Net indebtedness <sup>[3]</sup>                | 1,352.2 | 1,402.0 | 1,424.6 | 1,420.5 |                    | 1,478.3 |  |

# DIVIDENDS PAID PER PARTICIPATING SHARE



<sup>\*</sup> Paid a special dividend of \$1.00 and a regular dividend of \$0.58.

# TCL.A STOCK PRICE - LTM<sup>(2)</sup>



#### **IMPORTANT DATES**

#### **Quarterly Results**

Q4-2019 December 12, 2019

#### CONTACT

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Director, Investor Relations
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Note 1: Adjusted operating earnings before depreciation and amortization exclude the accelerated recognition of deferred revenues, restructuring and other costs (gains), impairment of assets and reversal of the fair value adjustment of inventory sold arising from business combinations. Adjusted operating earnings exclude the same elements as well as accelerated depreciation and amortization of intangible assets. Adjusted net earnings exclude the same elements, net of related income taxes, the effect of the U.S. tax reform not deferred taxes as well as the retroactive application of a new directive as part of the U.S. tax reform. Adjusted operating earnings before depreciation and amortization by revenues.

Note 2: Last twelve months

Note 3: Net indebtedness represents total of long-term debt plus current portion of long-term debt less cash. The net indebtedness ratio is calculated by dividing the net indebtedness by the last 12 months adjusted operating earnings before depreciation and amortization.

 $Note \ 4: \ Retailer related \ services include \ flyer \ and \ in store \ marketing \ product \ printing, \ premedia \ services, \ and \ door to \ door \ distribution.$