

# Investor Fact Sheet

## Fiscal Year 2020

### HIGHLIGHTS

- Continued improvement in profitability in the Packaging Sector and maintained rigorous cost control in the Printing Sector.
- Revenues of \$2,574.0 million; operating earnings of \$241.4 million; and net earnings attributable to shareholders of the Corporation of \$131.7 million (\$1.51 per share).
- Adjusted operating earnings before depreciation and amortization<sup>(1)</sup> of \$499.4 million; adjusted operating earnings<sup>(1)</sup> of \$352.8 million; and adjusted net earnings attributable to shareholders of the Corporation<sup>(1)</sup> of \$227.0 million (\$2.61 per share).
- Solid financial position with liquidities of \$241.0 million and access to unused lines of credit of \$432.8 million for a total of \$673.8 in available liquidities.
- Improved net indebtedness ratio<sup>(1)</sup> to 1.9x following a \$363.0 million reduction in long-term debt and an increase in adjusted operating earnings before depreciation and amortization<sup>(1)</sup> for the fiscal year.
- Completed the sale of its paper and woven polypropylene packaging operations to Hood Packaging Corporation for US\$180.1 million (C\$235.3 million) in January 2020.
- Acquired Artisan Complete Limited in January 2020, enabling TC Transcontinental to continue enhancing its in-store marketing product offering.
- Created a Recycling Group and acquired the assets of Enviroplast Inc. in order to vertically integrate the recycling of plastics in its packaging production chain.
- Launched new packaging made of 30% post-consumer recycled plastic for the case wrap of AHA® Sparkling Water, a brand of The Coca-Cola Company.

As at December 10<sup>th</sup>, 2020

### 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 Discussion and Analysis (MD&A) and Note 3, "Segmented Information", to the annual consolidated financial statements for the year ended October 25, 2020.

### 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 25th, 2020*.

## MESSAGE FROM THE PRESIDENT & CEO

"I am proud of the excellent performance we delivered in fiscal 2020. The fact that we achieved these results in the context of COVID-19 makes me even prouder. Our people showed resilience, agility, operational efficiency and innovation in response to the challenges arising from this crisis month after month. Furthermore, the successful integration of Coveris Americas, acquired in May 2018, bodes well for the future.

"The Packaging Sector, our main engine of growth, generated outstanding performance. This sector is resilient in times of crisis, and we delivered on increased customer demand for food and everyday consumer products packaging which accounts for the majority of our portfolio. We also recorded a strong increase in profitability thanks to operational efficiency gains and better than expected synergies.

"Once again this year, we made important strides towards a circular economy for plastic. We became a player in plastic recycling with the creation of a Recycling Group and the purchase of assets from Montréal-based company Enviroplast Inc. We continue to invest significantly in research and development to broaden our offering of plastic packaging products that are recyclable, compostable, or made from recycled content.

"In the Printing Sector, a resilient business which had a good year despite the pandemic, we adapted quickly through cost reduction measures, adjusting to the crisis-driven decrease in volume. We had to make difficult decisions including temporary layoffs and reduced work schedules. While the gradual recovery of orders continues, these actions allowed us to protect the sector's profitability and continue to generate significant free cash flows. A significant portion of revenues from our printing operations is now derived from verticals with good growth potential such as premedia, book printing and in-store marketing products.

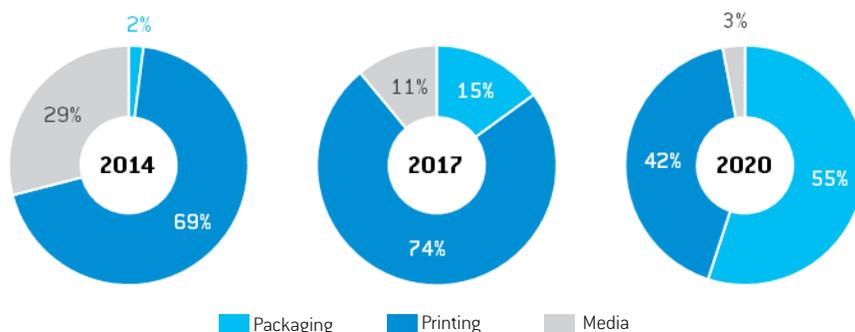
"The Media Sector posted excellent performance for the fiscal year just ended, a testament to its resilience.

"During the fiscal year, we continued to generate significant cash flows, enabling us to reduce our long-term debt by \$363 million. We are well positioned to seize future business opportunities with a view to long-term profitable growth."

## FISCAL 2020 FINANCIAL HIGHLIGHTS



## EVOLUTION OF OUR CONSOLIDATED<sup>(3)</sup> REVENUE COMPOSITION



## 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

## STOCK MARKET INFORMATION

As at December 9, 2020

Symbol on the TSX: **TCLA** **TCLB**

Participating Shares Outstanding:	87.0M
Public Float:	74.2M
Market Capitalization:	\$1,699.0 M
Dividend Yield:	4.6%
Annual Dividend per Share:	\$0.90

Corporate Credit Ratings:

- DBRS: BBB (low), Negative outlook
- S&P: BBB-, Negative outlook

## ANALYST COVERAGE

Adam Shine	National Bank Financial
Aravinda Galappaththige	Canaccord Genuity
David McFadgen	Cormark Securities Inc.
Drew McReynolds	RBC Capital Markets
Mark Neville	Scotia Capital
Paul Bilenki	TD Securities
Robert Bek	CIBC Capital Markets
Tim Casey	BMO Capital Markets

## IMPORTANT DATES

### Quarterly Results

Q1-2021	February 25, 2021
Q2-2021	June 9, 2021
Q3-2021	September 8, 2021
Q4-2021	December 9, 2021

## CONTACT

Yan Lapointe Director, Investor Relations Telephone: 514 954-3574 Email: yan.lapointe@tc.tc	Transcontinental Inc. 1 Place Ville Marie, Suite 3240 Montréal, Québec Canada H3B 0G1
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Note 1: Adjusted revenues exclude the accelerated recognition of deferred revenues. Adjusted operating earnings before depreciation and amortization exclude the accelerated recognition of deferred revenues, restructuring and other costs (gains) and impairment of assets. Adjusted operating earnings exclude the same elements as well as amortization of intangible assets arising from business combinations. Adjusted net earnings exclude the same elements, net of related income taxes, as well as the effect of the U.S. tax reform on deferred taxes. Adjusted operating earnings before depreciation and amortization margin is calculated by dividing adjusted operating earnings before depreciation and amortization by adjusted revenues.

Note 2: Net earnings attributable to shareholders of the Corporation per share.

Note 3: Excluding inter-segment eliminations.

Note 4: Net indebtedness represents total of long-term debt, of current portion of long-term debt, of lease liabilities and of current portion of lease liabilities, 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 5: Last twelve months.

## PROFILE

TC Transcontinental is a leader in flexible packaging in North America, and Canada's largest printer. The Corporation is also positioned as the leading Canadian publishing group of French-language educational resources. 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.

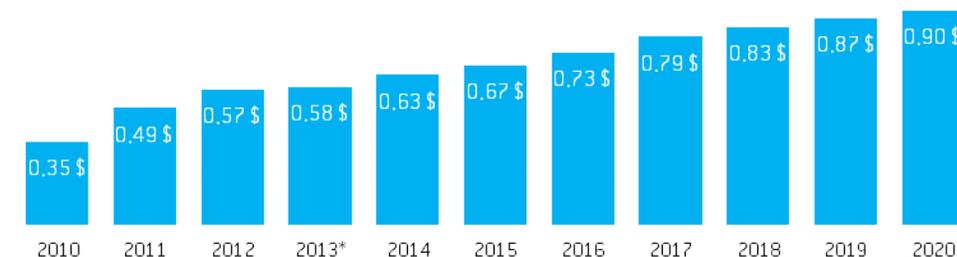
Respect, teamwork, performance and innovation are the strong values held by the Corporation and its employees. TC Transcontinental's commitment to its stakeholders is to pursue its business activities in a responsible manner. Transcontinental Inc. (TSX: TCLA TCLB), known as TC Transcontinental, has over 8,000 employees, the majority of which are based in Canada, the United States and Latin America. TC Transcontinental had revenues of approximately C\$2.6 billion for the fiscal year ended October 25, 2020. For more information, visit TC Transcontinental's website at [www.tc.tc](http://www.tc.tc).

## SELECTED FINANCIAL DATA

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

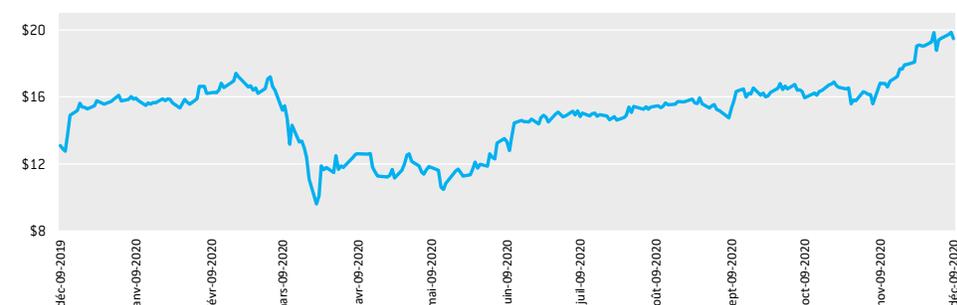
	Q1-20	Q2-20	Q3-20	Q4-20	2020
Packaging	\$371.5	\$354.3	\$348.7	\$344.2	\$1,418.7
Printing	\$325.8	\$265.0	\$223.8	\$283.5	\$1,098.1
Other	\$8.5	\$5.8	\$14.9	\$28.0	\$57.2
<b>Revenues</b>	<b>\$705.8</b>	<b>\$625.1</b>	<b>\$587.4</b>	<b>\$655.7</b>	<b>\$2,574.0</b>
<b>Operating earnings before depreciation and amortization</b>	<b>\$95.7</b>	<b>\$97.3</b>	<b>\$130.1</b>	<b>\$134.9</b>	<b>\$458.0</b>
Packaging	\$47.7	\$56.8	\$65.0	\$58.0	\$227.5
Printing	\$65.9	\$53.9	\$69.4	\$79.5	\$268.7
Other	-\$4.6	-\$6.4	\$4.9	\$9.3	\$3.2
<b>Adjusted operating earnings before depreciation and amortization<sup>(1)</sup></b>	<b>\$109.0</b>	<b>\$104.3</b>	<b>\$139.3</b>	<b>\$146.8</b>	<b>\$499.4</b>
Packaging	12.8%	16.0%	18.6%	16.9%	16.0%
Printing	20.2%	20.3%	31.0%	28.0%	24.5%
<b>Adjusted operating earnings before depreciation and amortization margin<sup>(1)</sup></b>	<b>15.4%</b>	<b>16.7%</b>	<b>23.7%</b>	<b>22.4%</b>	<b>19.4%</b>
<b>Net earnings per share<sup>(2)</sup></b>	<b>\$0.07</b>	<b>\$0.30</b>	<b>\$0.56</b>	<b>\$0.59</b>	<b>\$1.51</b>
<b>Adjusted net earnings per share<sup>(1)(2)</sup></b>	<b>\$0.49</b>	<b>\$0.50</b>	<b>\$0.78</b>	<b>\$0.83</b>	<b>\$2.61</b>
Net indebtedness ratio <sup>(4)</sup>	2.3x	2.4x	2.0x	1.9x	1.9x
Net indebtedness <sup>(4)</sup>	\$1,092.7	\$1,121.4	\$976.2	\$933.9	\$933.9

## DIVIDENDS PAID PER PARTICIPATING SHARE



\* Paid a special dividend of \$1.00 and a regular dividend of \$0.58.

## TCL.A STOCK PRICE - LTM<sup>(5)</sup>



Note 1: Adjusted revenues exclude the accelerated recognition of deferred revenues. Adjusted operating earnings before depreciation and amortization exclude the accelerated recognition of deferred revenues, restructuring and other costs (gains) and impairment of assets. Adjusted operating earnings exclude the same elements as well as amortization of intangible assets arising from business combinations. Adjusted net earnings exclude the same elements, net of related income taxes, as well as the effect of the U.S. tax reform on deferred taxes. Adjusted operating earnings before depreciation and amortization margin is calculated by dividing adjusted operating earnings before depreciation and amortization by adjusted revenues.

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