

Condensed Interim Consolidated Financial Statements of

**GLACIER MEDIA INC.**

Three and nine months ended September 30, 2014  
(Unaudited)

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# GLACIER MEDIA INC.

## INTERIM REPORT

September 30, 2014

### President's Message

#### Summary

Consolidated EBITDA increased 0.5% compared to the same quarter in the prior year on an adjusted basis (to be comparable with previous accounting standards and reporting)<sup>(1)</sup> for Glacier Media Inc. ("Glacier" or the "Company"). Adjusted revenue declined 2.2% for the quarter compared to last year.

Adjusted EBITDA performance resulted from a variety of sales and product development initiatives focused on higher margin products, complemented by targeted cost reductions. These results are being driven through a continued broader strategy of value enhancement initiatives that the Company has been pursuing to increase shareholder value (see following). This strategy focuses on evolving and transforming the Company's businesses, increasing profitability and reducing leverage.

Within the business information operations, revenue growth was achieved in a wide variety of the verticals in which Glacier operates and an array of products offered within these sectors. Management is investing in a number of high growth opportunity verticals to develop new rich information and specialty data tools, designed to heighten customer retention levels and create premium revenue streams, as well as offer more comprehensive and sophisticated marketing solutions.

The Company's acquisition of a 60% controlling interest in Evaluate Energy Limited on October 1, 2014, subsequent to quarter end, helped further advance this strategy. Evaluate Energy is a global oil and gas database and analytics firm, with offices in London, England and Calgary.

The impact of lower community media overall revenues were partially offset by cost reductions, sales of new supplement products and features, and growth in digital revenues with a focus on products that can be readily monetized to deliver profitable revenue. The revenues and profits from these areas help to partially mitigate maturation risks associated with traditional newspaper publishing. Many of these initiatives are also "multi-platform" in nature, in that they form part of integrated solutions offered to Glacier's client base.

The Company continues to assess its asset mix with a view to consolidating and narrowing its focus on areas that can deliver higher growth.

	Three months ended			Nine months ended September		
	September 30, 2014 <sup>(1)</sup>	September 30, 2013 <sup>(1)</sup>	Variance %	September 30, 2014 <sup>(1)</sup>	September 30, 2013 <sup>(1)</sup>	Variance %
Revenue	\$ 74,933	\$ 76,616	-2.2%	\$ 238,728	\$ 242,526	-1.6%
EBITDA	\$ 8,083	\$ 8,046	0.5%	\$ 32,064	\$ 29,301	9.4%
EBITDA per share	\$ 0.09	\$ 0.09	0.0%	\$ 0.36	\$ 0.33	9.1%
EBITDA margin	10.8%	10.5%		13.4%	12.1%	
Net income attributable to common shareholders before non-recurring items <sup>(2)(3)</sup>	\$ 1,806	\$ 555	225.5%	\$ 9,598	\$ 5,513	74.1%
Net income attributable to common shareholders before non-recurring items per share <sup>(2)(3)</sup>	\$ 0.02	\$ 0.01	100.0%	\$ 0.11	\$ 0.06	83.3%
Cash flow from operations before non-recurring items <sup>(2)(3)</sup>	\$ 7,737	\$ 8,358	-7.4%	\$ 31,791	\$ 30,457	4.4%
Cash flow from operations before non-recurring items per share <sup>(2)(3)</sup>	\$ 0.09	\$ 0.09	0.0%	\$ 0.36	\$ 0.34	5.9%
Debt to EBITDA ratio <sup>(4)</sup>	1.9x	2.7x		1.9x	2.7x	
Weighted average shares outstanding, net	89,083,105	89,083,105		89,083,105	89,186,253	

Notes:

(1) Refer to "Non-IFRS Measures" and "Reconciliation of Adjusted Results" section of the MD&A for calculation of non-IFRS measures used in this table.

(2) Non-recurring 2014 excludes \$1.6 million of restructuring expense, \$0.6 million of transaction and transition costs, \$2.4 million of other income and \$1.5 million of other expenses.

(3) For non-recurring items excluded in the prior period, refer to previously reported financial statements.

(4) Calculated as adjusted consolidated debt net of cash outstanding before deferred financing charges.

#### Key Financial Highlights<sup>(1)</sup>

- Subsequent to quarter end, the Company continued to broaden its offering of rich energy information products through its acquisition of a 60% controlling interest in Evaluate Energy Limited, a provider of operating and financial data related to energy company performance;

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- For the quarter ended September 30, 2014, adjusted consolidated earnings before interest, taxes, depreciation and amortization (EBITDA) increased 0.5% to \$8.1 million from \$8.0 million for the same quarter in the prior year;
- The Company's adjusted EBITDA margin increased to 10.8% compared to 10.5% in the prior year;
- For the quarter ended September 30, 2014, adjusted consolidated revenues declined 2.2% to \$74.9 million as compared to \$76.6 million generated in the same quarter of the prior year;
- Adjusted cash flow from operations (before changes in non-cash operating accounts and non-recurring items) was \$7.7 million compared to \$8.4 million for the same quarter in the prior year;
- Adjusted net income attributable to common shareholders before non-recurring items increased to \$1.8 million from \$0.6 million for the same quarter in the prior year;
- Adjusted EBITDA per share remained the same at \$0.09 per share for the quarter compared to the same quarter in the prior year;
- Adjusted cash flow from operations per share (before changes in non-cash operating accounts and non-recurring items) remained the same at \$0.09 per share for the quarter compared to the same quarter in the prior year;
- Adjusted net income attributable to common shareholders per share before non-recurring items increased to \$0.02 per share from \$0.01 per share compared to the same quarter in the prior year;
- Continued progress was made in reducing leverage, with adjusted consolidated debt net of cash outstanding before deferred financing charges lowering to 1.9x trailing 12 months consolidated adjusted EBITDA as at September 30, 2014; and
- An affiliate of the Company received, from the Canada Revenue Agency ("CRA"), tax notices of reassessment relating to the taxation years ended December 31, 2008 through 2013. The potential for these reassessments has been previously disclosed and has been anticipated for more than a year. The reassessments deny the application of certain losses and tax credits claimed for these years. The Company intends to file a notice of objection to the CRA and so will be required to make a deposit of 50% of the reassessed amounts. The Company, its affiliate and its counsel believe that the filing positions adopted by the affiliate are appropriate and in accordance with the law.

Note:

<sup>(1)</sup> Prior to January 1, 2013 the Company consolidated the financial results of its joint ventures on a proportionate basis in accordance with then applicable accounting standards. Since January 1, 2013, the Company has been required to report the financial results of its joint ventures using equity accounting under the new IFRS accounting standards. The adjusted consolidated financial results reported have been adjusted to reflect the proportionate accounting basis used prior to January 1, 2013 for purposes of comparability in reporting. These results include non-IFRS measures such as EBITDA, cash flow from operations and net income attributable to common shareholders before non-recurring items, and are presented on a basis that includes the Company's share of revenue, expenses, assets and liabilities from its joint venture operations, which reflect the basis on which management makes its operating decisions and performance evaluation.

The adjusted results are not generally accepted measures of financial performance under IFRS. The Company's method of calculating these financial performance measures may differ from other companies and accordingly, they may not be comparable to measures used by other companies. Please refer to the MD&A for a reconciliation of these non-IFRS measures and adjusted results.

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#### Value Enhancement Initiatives

The Company continues to pursue a range of strategic initiatives intended to evolve the Company's business towards higher growth areas and strengthen its financial position and operating performance. These initiatives include:

- **Evolve, Enrich and Extend Strategy.** The Company is pursuing a comprehensive initiative to grow its business information operations through an Evolve, Enrich and Extend strategy. The strategy focuses on providing richer content, data and information, related analytics and business and market intelligence, as well as more comprehensive and sophisticated marketing solutions. Through this enrichment, products and services achieve greater customer utility and decision dependence. The strategy is intended to provide growing levels of sales from high-margin products with high levels of recurring revenue, while requiring low levels of sustaining capital investment in order to generate strong free cash flow and return on capital. Management is currently reviewing the spectrum of verticals in which it operates with a view to focusing resources and efforts on those verticals and opportunities deemed to have the greatest growth potential that can be realized through the Evolve, Enrich and Extend program. Management is also using the Evolve, Enrich and Extend strategy to transform the Company's community media operations.
- **Revenue Ramp-Up Program.** Each of the Company's operating divisions has developed and is implementing comprehensive revenue enhancement plans to generate new incremental revenues through the balance of 2014 and beyond.
- **Cost reduction initiatives.** A variety of significant cost reduction measures have and are being implemented to reduce overall operating costs. Savings from these initiatives began to be realized in the third and fourth quarters of 2013 – and continued throughout 2014, and have resulted in more than \$10 million of annual cost reductions. Management has been careful to maintain operating integrity and development spending where growth opportunities exist. The efficiency of these savings has resulted in improved yield in many product areas.
- **Sale of real estate assets.** The Company has been selling real estate properties to strengthen its financial position. In August 2014, the Company completed the sale of its vacant real estate property in Kamloops for \$4.8 million. Other small property dispositions are currently being pursued. Given current capitalization and interest rates, monetizing real estate value to reduce leverage has been deemed prudent.
- **Sale of non-core assets.** The Company continues to assess the sale of assets that may be considered non-core.
- **Use of capital.** The asset sales are being targeted to a) cover the required deposit relating to the Company's obligation to Canada Revenue Agency (CRA) (see following for more detail) and b) reduce leverage and enable the Company to redeploy resources and capital investment to higher growth areas.

#### Business Information

Many of the Company's business information operations (which include business and professional and trade information) continue to grow and provide attractive opportunities for future growth in both existing and new verticals through multi-platform offerings, integrated marketing solutions and rich data, analytics and intelligence.

A variety of initiatives are being undertaken that fit within the business strategies described above, including the following:

- The launch of the Company's environmental risk information offering in the United States by Environmental Risk Information Services (ERIS) in the fall of 2013 continues to progress well. ERIS now offers total North American coverage to clients seeking risk-based insights into commercial property transactions.

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- The acquisition of Evaluate Energy Limited augments the rich information data and analytics already offered by the JuneWarren-Nickle's Energy Group. Evaluate Energy Limited sells both CanOils, a Western Canadian sedimentary basin database, and Evaluate Energy, an international energy database. Through these products, Glacier can now offer its clients detailed insights on more than 700 energy companies, including more than 400 listed on the Toronto Stock and Venture Exchanges.
- The Company's agricultural group (Glacier FarmMedia) recently announced plans for a Western Canadian-based outdoor technology exposition to complement the successful Ontario-based Canada's Outdoor Farm Show. The new expo will offer Glacier's farm and agri-business clients a broad range of new marketing and business development opportunities.
- Glacier's National Network business unit, which provides integrated solutions for clients seeking broad network coverage continues to grow, now offering both a new agricultural outlook survey supported by national clients, as well as a new CleanTech Canada outlook report, which catalogues the current state of Canada's emerging clean-technology industry.

Business information operations represent approximately 60% of Glacier's adjusted EBITDA. Almost half of this EBITDA comes from rich data information products. These products provide essential information that generates highly profitable recurring revenues, and are particularly well positioned for scalable growth. The product lines offer resiliency in challenging economic times as they provide critical insight and analysis. The Company's short to medium term strategic transformation plans focus on these high value information products, as well as continuing to develop and offer more comprehensive and sophisticated marketing solutions.

This focus also includes targeting global opportunities associated with information services related to the Canadian resources space. Investment is being made where product development can enhance Glacier's Canadian-based natural resources products, and generate profitable revenue and return on capital in new international resource areas. Development will be in areas where competitive advantage and strength can be maintained. The resource sectors in which Glacier operates are global, and offer considerable opportunity for growth in shareholder value.

Digital revenues now represent more than one quarter of Glacier's business information revenues. Efforts continue to be made to develop different types of digital revenues, including content, advertising, comprehensive marketing solutions and subscriptions – supported by modelling and analysis tools. A consistent focus on enriching content is resulting in improved rates for advertising positioned alongside richer information.

### **Community Media**

Comprehensive efforts to generate new products and features have helped to mitigate the effects of revenue declines associated with the maturing elements of the media industry. Advertisers have shown willing demand to purchase advertising in new print marketing ideas where they see value. Digital revenues continued to grow with a focus on digital products that can be readily monetized to deliver profitable revenue streams. Operating investments are improving Glacier's digital community media products, helping to launch new products, expand inventory available to clients, and develop internal digital skills.

Previous investment in upgraded print facilities has resulted in significant new revenues and EBITDA. Recognizing the industry's maturing nature this printing investment was made to improve quality and lower operating costs for existing Company owned products, and achieve returns with outside long-term new revenue printing contracts that can deliver an attractive pay-back with maturing revenue assumptions.

Cost reduction programs that were introduced in the second half of 2013 and throughout 2014 have resulted in significant cost savings. These initiatives have been introduced while maintaining product quality and sales capacity and effectiveness.

Glacier's community media operations offer broad coverage across Western Canada in local markets, and continue to offer a strong value proposition through local information and marketing channel utility. Many of the Company's smaller rural community media markets – largely spread across the Prairies – have enjoyed

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more steady local performance due to their strong local positions and local advertising revenues, although they are being affected by the factors driving national advertising shifts.

While economic and digital media challenges have affected the community media operations, management believes that these businesses have unrealized opportunities available, as is evident from the revenue being generated from new print and digital products, and will continue to generate solid cash flow given the nature of the markets in which Glacier operates – particularly within the more robust micro-economies of Western Canada. This cash flow can be used to repay debt and fund growth through both internal investment and the acquisition of high-value business information assets.

Glacier's small market community media operations offer a unique selling proposition and competitive advantage through the local information that they provide – of which they are a primary source. The value of community content is provided to readers in print and online, by tablet and smartphone platforms. As described, a number of new print and digital sales products and strategies have been introduced, and new sales and product staff are being hired and technology investments are being made to drive these growth initiatives.

#### **Operational Performance**

As stated, for the three months ended September 30, 2014 adjusted consolidated EBITDA increased 0.5% to \$8.1 million, compared to \$8.0 million for the same period last year. Glacier's consolidated EBITDA margin, on an adjusted basis, increased to 10.8% for the three months ended September 30, 2014 from 10.5% compared to the same quarter last year. Adjusted consolidated revenue was down 2.2% for the quarter.

Management is improving margins and profit performance through product and service evolution and enrichment, multi-platform revenue initiatives, general sales effectiveness efforts, as well as cost reduction measures and other initiatives. The combination of increased sales of higher margin products, as well as cost reductions have contributed to EBITDA performance.

More than \$10 million of cost reduction measures have been implemented across a variety of the Company's operations and are consistent with management's strategy of maintaining strong product and content quality, while reducing operating costs through initiatives that do not impact quality, sales capacity or market and competitive positions.

Operating infrastructure and development resource investment continue in both business information and community media including rich information and digital media management, staff, information technology and related resources. The complementary media platform and product strategy, which underpins the Evolve, Enrich and Extend strategy, addresses both the risks that digital media represents to the traditional print platform and opportunities digital media offer in Glacier's markets. The strategy's premise is that customer utility and value should drive platform utilization and product design and functionality. Online, mobile, tablet and other information delivery devices will be fully utilized, while print content and design quality will also be maintained. While digital platforms offer many attractive new opportunities, print platforms continue to offer effective utility to both readers and advertisers. Maintaining quality print products also maintains strong brand image and awareness, which increases the likelihood of success online.

In particular, the Company intends to increase capital allocated to business information acquisitions and organic growth opportunities and use cash flow generated from community media and business information operations to fund this investment in balance with the priority to reduce debt levels.

#### **CRA Reassessment**

An affiliate of the Company received, from the CRA, tax notices of reassessment relating to the taxation years ended December 31, 2008 through 2013 inclusive. The potential for these reassessments has been anticipated for over a year and has been previously disclosed. The reassessments deny the application of non-capital losses, capital losses and scientific research and experimental development ("SR&ED") tax credits claimed for those years.

According to the notices of reassessment received, taxable income for the period 2008 to 2013 will increase in the amount of \$122.8 million. In addition, the CRA proposes to deny unused SR&ED tax credits of \$25.4

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million and unused investment tax credits of \$5.9 million. As a result of the increases in taxable income, additional taxes payable for the reassessed years, including interest and penalties would be approximately \$45 million. The affiliate is currently reviewing the reassessments to determine their accuracy.

The affiliate will file a notice of objection to the CRA and if necessary a notice of appeal to the Tax Court of Canada. To object to the reassessments, the affiliate will be required to make a deposit of 50% of the reassessed amounts.

The Company, the affiliate and its counsel believe that the filing positions adopted by the affiliate are appropriate and in accordance with the law. The affiliate intends to vigorously defend such positions. The Company and the affiliate have not recorded a liability in their respective consolidated financial statements for the reassessed taxes payable described above, nor have they adjusted the carrying value of deferred tax assets recorded for unused carry-forward amounts. If the affiliate is successful in defending its positions, deposits made plus applicable interest will be refunded to the affiliate. There is no assurance that the affiliate's objections and appeals will be successful. If the CRA is successful, the affiliate will be required to pay the balance of taxes owing plus applicable interest.

### **Financial Position**

On an adjusted basis, including the Company's share of the joint venture interests, Glacier's consolidated debt net of cash outstanding before deferred financing charges was reduced to 1.9x trailing 12 months EBITDA as at September 30, 2014.

The Company (excluding its joint venture interests) reduced debt by \$7.2 million during the quarter. Glacier's consolidated debt, net of cash outstanding before deferred financing charges, was \$79.8 million as at September 30, 2014.

Capital expenditures (excluding its joint venture interests) were \$0.8 million for the three months ended September 30, 2014 compared to \$1.2 million for the same quarter in the prior year. \$0.5 million of the expenditures were investment capital expenditures, the majority of which related to software and IT infrastructure. \$0.3 million were sustaining capital expenditures.

The Board of Directors declared a quarterly dividend of \$0.02 per share to shareholders of record on December 12, 2014 payable on January 5, 2015. The dividend is consistent with the Company's dividend policy of paying \$0.08 per share per annum, payable quarterly.

### **Outlook**

The Company continues to grow its business operations through its Evolve, Enrich and Extend strategy and is progressing well. Efforts are being made to evolve the community media operations through this strategy as well, while generating as much cash flow as prudently possible. The overall combination of these efforts has allowed growth in the Company's adjusted consolidated EBITDA and margin to be achieved in 2014, and contribute to the reduction in leverage.

As indicated, management has undertaken a number of Value Enhancement Initiatives to strengthen the Company's financial position and operating performance in the near term, including a) a wide variety of revenue development initiatives, b) significant cost reduction measures targeted to reduce costs by more than \$10 million, c) the sale of real estate and non-core assets to reduce leverage and cover the tax re-assessment deposit, and d) review of the spectrum of verticals in which the Company operates to focus operating and financial resources on those verticals deemed to have the greatest growth potential. Profitability enhancements and asset sale initiatives are intended to both improve Glacier's financial position and also place the Company in a better position from which to re-deploy resources and capital to take advantage of higher growth opportunities.

Management will focus in the short-term on a balance of paying down debt through cash flow and sale of non-core assets, reducing costs, improving profitability, enhancing existing operations, targeting select acquisition opportunities and returning value to shareholders through growth in cash flow per share and payment of dividends.

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Once leverage is reduced to more moderate levels, management will seek an ongoing balance of maintaining debt at those levels and delivering increased value to shareholders through operations, acquisitions and dividends.

As indicated, significant focus and related investment will continue to be made to enhance Glacier's business information verticals, through both organic development and acquisitions. These acquisitions will be targeted to enhance the Company's position in the markets that it covers, expand the breadth of information products and marketing solutions offered where strong sustainable competitive positions are available, and expand Glacier's digital and product development staff, technology and related resources.

Jonathon J.L. Kennedy  
President and Chief Executive Officer

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### *Third Quarter 2014 Management's Discussion & Analysis ("MD&A")*

#### **Forward Looking Statements**

In this MD&A, Glacier Media Inc. and its subsidiaries are referred to collectively as "Glacier", "us", "our", "we" or the "Company" unless the context requires otherwise.

The information in this report is as at November 13, 2014.

Glacier Media Inc.'s third quarter 2014 Interim Report, including this MD&A and the accompanying President's Message, contains forward-looking statements that relate to, among other things, our objectives, goals, strategies, intentions, plans, beliefs, expectations and estimates and can generally be identified by the use of statements that include phrases such as "believe", "expected", "anticipate", "intend", "plan", "likely", "will", "may", "could", "should", "would", "suspect", "outlook", "estimate", "forecast", "objective", "continue" (or the negative thereof) or similar words or phrases. These forward-looking statements include, among other things, statements relating to our expectations regarding revenues, expenses, cash flows and future profitability and the effect of our strategic initiatives, including our expectations to grow our business information operations, to generate incremental revenues, to implement cost reduction measures, the expected amount of tax reassessment and to pay a deposit and appeal such reassessment, to sell assets and utilize proceeds of such sales to cover the required CRA re-assessment deposit, to produce products and services that provide growth opportunities and to launch information products, to organic development and new business acquisitions and to increase capital allocated to such acquisition and growth opportunities, to improve profitability, to grow cash flow per share, to generate sufficient cash flow from operations to meet anticipated working capital, capital expenditures and debt service requirements, to monetize our information and content, to pay dividends and to reduce debt levels and as to its expectations as to the level of investment in capital expenditures. These forward looking statements are based on certain assumptions, including continued economic growth and recovery and the realization of cost savings in a timely manner and in the expected amounts, and are subject to risks, uncertainties and other factors which may cause results, performance or achievements of the Company to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements, and undue reliance should not be placed on such statements.

Important factors that could cause actual results to differ materially from these expectations include failure to implement or achieve the intended results from our strategic initiatives, the failure to implement or realize cost savings in a timely manner or in the expected amounts, the failure to negotiate or complete the sale of assets, the failure to identify, negotiate and complete the acquisition of new businesses, the failure to develop or launch new products, and the other risk factors listed in our Annual Information Form under the heading "Risk Factors" and in our annual MD&A under the heading "Business Environment and Risks", many of which are out of our control. These other risk factors include, but are not limited to, the ability of the Company to sell advertising and subscriptions related to its publications, foreign exchange rate fluctuations, the seasonal and cyclical nature of the agricultural industry, discontinuation of the Department of Canadian Heritage's Canada Periodical Fund's Aid to Publishers, general market conditions in both Canada and the United States, changes in the prices of purchased supplies including newsprint, the effects of competition in the Company's markets, dependence on key personnel, integration of newly acquired businesses, technological changes, tax risk, financing risk and debt service risk.

The forward-looking statements made in the Company's Interim Report, including this MD&A and the accompanying President's Message, relate only to events or information as of the date on which the statements are made. Except as required by law, the Company undertakes no obligation to update or revise publicly any forward-looking statements, whether as a result of new information, future events or otherwise, after the date on which the statements are made or to reflect the occurrence of unanticipated events.

The Interim Report and this MD&A and the documents to which we refer herein should be read completely and with the understanding that our actual future results may be materially different from what we expect.

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### **Basis of Discussion and Analysis**

The following management discussion and analysis of the financial condition and results of operations of the Company and other information is dated as at November 13, 2014 and should be read in conjunction with the Company's annual consolidated financial statements and notes thereto as at and for the year ended December 31, 2013. These annual consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB"). These condensed interim consolidated financial statements include only significant events and transactions affecting the Company during the current fiscal period and do not include all disclosures normally provided in the Company's annual consolidated financial statements. As a result, these condensed interim consolidated financial statements should be read in conjunction with the Company's audited consolidated financial statements for the year ended December 31, 2013 and related MD&A which can be obtained on the Company's website: [www.glaciermedia.ca](http://www.glaciermedia.ca) and on the System for Electronic Document Analysis and Retrieval ("SEDAR"). Interim results are not necessarily indicative of the results expected for the fiscal year.

### **Non-IFRS Measures**

Earnings before interest, taxes, depreciation and amortization, ("EBITDA"), EBITDA margin, EBITDA per share, cash flow from operations, cash flow from operations per share, net income attributable to common shareholders before non-recurring items, and net income attributable to common shareholders before non-recurring items per share are not generally accepted measures of financial performance under IFRS. In addition, certain results in this MD&A stated to be "adjusted" have been presented on an adjusted basis that includes the Company's shares of revenue, expenses, assets and liabilities from its joint venture operations, which reflects the basis on which management makes its operating decisions and performance evaluation. These adjusted measures are also not generally accepted measures of financial performance under IFRS. Management utilizes these financial performance measures to assess profitability and return on equity in its decision making. In addition, the Company and its lenders and investors use EBITDA to measure performance and value for various purposes. Investors are cautioned, however, that EBITDA should not be construed as an alternative to net income attributable to common shareholders determined in accordance with IFRS as an indicator of the Company's performance. The Company's method of calculating these financial performance measures may differ from other companies and, accordingly, they may not be comparable to measures used by other companies. A quantitative reconciliation of these non-IFRS measures is included in the section entitled EBITDA, Cash Flow from Operations and Net Income Attributable to Common Shareholders Before Non-Recurring Items Reconciliation and a reconciliation of the adjusted non-IFRS measures is included in the section entitled Reconciliation of Adjusted Results in this MD&A.

All financial references are in millions of Canadian dollars unless otherwise noted.

### **Overview of the Business**

Glacier Media Inc. is an information communications company focused on the provision of primary and essential information and related services. Glacier is pursuing this strategy through its core business segments: the community media, trade information and business and professional information sectors.

The operations in the community media and trade information group include Glacier FarmMedia (which includes Western Producer Publications, Farm Business Communications and Canada's Outdoor Farm Show), the JuneWarren-Nickle's Energy Group, the Business in Vancouver Media Group, the Business Information Group and the Glacier community media group, which includes direct, joint venture and other interests in community and local daily newspapers and related publications, websites and digital products in British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec and the United States.

Glacier's operations in the business and professional information group include Specialty Technical Publishers, Inceptus Media, ERIS, and joint venture and other interests in Fundata, Weather INnovations and InfoMine.

For additional information on Glacier's operations see the Company's Annual Information Form as filed on SEDAR ([www.sedar.com](http://www.sedar.com)).

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#### **Significant Developments in 2014 and Outlook**

Growth continues to be achieved across many of Glacier's business information (which includes business and professional and trade information) verticals. The Company is pursuing a comprehensive initiative to grow its business information operations through an Evolve, Enrich and Extend strategy. The strategy focuses on providing richer content, data and information, related analytics and business and market intelligence, as well as more comprehensive marketing solutions. Through this enrichment, products and services achieve greater customer utility and decision dependence. The strategy is intended to provide growing levels of sales from high-margin products with high levels of recurring revenue, while requiring low levels of sustaining capital investment in order to generate strong free cash flow and return on capital. Management is currently reviewing the spectrum of verticals in which it operates with a view to focusing resources and efforts on those verticals and opportunities deemed to have the greatest growth potential that can be realized through the Evolve, Enrich and Extend program. Management is also using the Evolve, Enrich and Extend strategy to transform the Company's community media operations.

Business information operations represent more than half of Glacier's EBITDA. Approximately half of this EBITDA comes from rich information digital data products. These products provide essential information that generate highly profitable recurring revenues, and are particularly well positioned for scalable growth. The product lines offer resiliency in challenging economic times as they provide critical insight and analysis. The Company's short to medium term strategic transformation plans focus on these high value information products, as well as continuing to develop and offer more comprehensive and sophisticated marketing solutions.

This focus also includes targeting global opportunities associated with information services related to the Canadian resources space. Investment is being made where product development can enhance Glacier's Canadian-based natural resources products, and generate profitable revenue and return on capital in new international resource areas. Development will be in areas where competitive advantage and strength can be maintained. The resource sectors in which Glacier operates are global, and offer considerable opportunity for growth in shareholder value.

Digital revenues now represent more than one quarter of Glacier's business information revenues. Efforts continue to develop different types of digital revenues, including content, advertising, comprehensive marketing solutions and subscriptions – supported by modelling and analysis tools. A consistent focus on enriching content is resulting in improved rates for advertising positioned alongside richer information. In 2014, Glacier's business information divisions continued their focus on integrated solutions selling and are achieving success with key national clients.

Increased digital competition and related structural media changes continue to affect the Company's community media revenues. Economic weakness in some of the areas the Company's community media operations are located in are also affecting performance. Traditional print advertising revenues within the community media operations have been impacted by digital competition, more significantly in larger urban areas, and continue to be weak. Community media revenues were also lower due to the closure of the Kamloops Daily News and other small publications.

Glacier's community media operations offer broad coverage across Western Canada in local markets, and continue to offer a strong value proposition through local information and marketing channel utility. Many of the Company's smaller rural community media markets – largely spread across the Prairies – have enjoyed more steady local performance due to their strong local positions and local advertising revenues, although they are being affected by the factors driving national advertising shifts.

While economic and digital media challenges have affected the community media operations, management believes that these businesses have unrealized opportunities available, as is evident from the revenue being generated from new print and digital products, and will continue to generate solid cash flow given the nature of the markets in which Glacier operates – particularly within the more robust micro-economies of Western Canada. This cash flow can be used to repay debt and fund growth through both internal investment and acquisition of high-value business information assets.

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### Operational Performance – Comparable Basis<sup>(1)</sup>

Management believes that including its share of revenues, expenses and cash flows of its joint venture operations in the Company's results provides a more comprehensive basis for assessing the overall operations of the Company. This is consistent with its historical presentation in accordance with the previously applicable accounting standards that were used prior to January 1, 2013. Management bases its operating decisions and performance evaluation using the adjusted results<sup>(1)</sup>. The following discussion adjusts the Company's reported results under IFRS to include the revenues, expenses and cash flows of its joint ventures.

Adjusted consolidated EBITDA<sup>(1)</sup> increased 0.5% to \$8.1 million for the third quarter of 2014 from \$8.0 million in the third quarter of 2013. This profit performance was the result of increased sales of higher margin products and targeted cost reductions, as indicated. The Company has been pursuing these initiatives through a broader strategy of value enhancement initiatives that were initiated in 2013 and continue into 2014. This strategy is geared to evolving and transforming the Company's businesses, increasing profitability and reducing leverage.

For the three months ended September 30, 2014, adjusted net income attributable to common shareholders before non-recurring items increased \$1.2 million to \$1.8 million from \$0.6 million for the same period in the prior year. Adjusted cash flow from operations before non-recurring items decreased 7.4% to \$7.7 million from \$8.4 million for the same period in the prior year.

Adjusted consolidated revenue for the third quarter of 2014 decreased by \$1.7 million or 2.2% as compared to the same period in 2013. Revenues were affected by weaker community media revenues, which were impacted by increased digital competition, as well as continued soft economic conditions in some of the community media markets in which the Company operates. These community media revenue shortfalls were partially offset by higher business information revenues.

### Third Quarter Results – Comparable Basis<sup>(1)</sup>

<i>(thousands of dollars)</i> <i>except share and per share amounts</i>	Three months ended September 30, 2014 <sup>(1)</sup>	Three months ended September 30, 2013 <sup>(1)</sup>	Nine months ended September 30, 2014 <sup>(1)</sup>	Nine months ended September 30, 2013 <sup>(1)</sup>
Revenue	\$ 74,933	\$ 76,616	\$ 238,728	\$ 242,526
Gross profit <sup>(4)</sup>	\$ 23,449	\$ 24,823	\$ 80,281	\$ 76,692
Gross margin	31.3%	32.4%	33.6%	31.6%
EBITDA	\$ 8,083	\$ 8,046	\$ 32,064	\$ 29,301
EBITDA margin	10.8%	10.5%	13.4%	12.1%
EBITDA per share	\$ 0.09	\$ 0.09	\$ 0.36	\$ 0.33
Net income attributable to common shareholders before non-recurring items <sup>(2)(3)</sup>	\$ 1,806	\$ 555	\$ 9,598	\$ 5,513
Net income attributable to common shareholder before non-recurring items per share <sup>(2)(3)</sup>	\$ 0.02	\$ 0.01	\$ 0.11	\$ 0.06
Net income (loss) attributable to common shareholders	\$ 2,403	\$ (2,162)	\$ 8,337	\$ (330)
Net income (loss) attributable to common shareholders per share	\$ 0.03	\$ (0.02)	\$ 0.09	\$ 0.00
Cash flow from operations before non-recurring items <sup>(2)(3)</sup>	\$ 7,737	\$ 8,358	\$ 31,791	\$ 30,457
Cash flow from operations per share before non-recurring items <sup>(2)(3)</sup>	\$ 0.09	\$ 0.09	\$ 0.36	\$ 0.34
Weighted average shares outstanding, net	89,083,105	89,083,105	89,083,105	89,186,253

Notes:

(1) Refer to "Non-IFRS Measures" and "Reconciliation of Adjusted Results" section of the MD&A for calculation of non-IFRS measures used in this table.

(2) 2014 non-recurring items exclude \$1.6 million of restructuring expense, \$0.6 million of transaction and transition costs, \$2.4 million of other income and \$1.5 million of other expenses.

(3) For non-recurring items excluded in the prior period, refer to previously reported financial statements.

(4) Gross profit for these purposes excludes depreciation and amortization.

The main factors affecting the comparability of the results for the quarter:

- Operating performance of the Company's various business units and general market conditions during the reported periods;
- Decreased revenues and expenses primarily due to the closure of the Kamloops Daily News and other smaller publications;
- The sale of the Kamloops land and building;
- Restructuring expenses including severance payments and transition costs for new acquisitions; and
- The cyclical nature of certain of Glacier's businesses.

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Note:

(1) Prior to January 1, 2013 the Company consolidated the financial results of its joint ventures on a proportionate basis in accordance with then applicable accounting standards. Since January 1, 2013, the Company has been required to report the financial results of its joint ventures using equity accounting under the new IFRS accounting standards. The adjusted consolidated financial results reported have been adjusted to reflect the proportionate accounting basis used prior to January 1, 2013 for purposes of comparability in reporting. These results include non-IFRS measures such as EBITDA, cash flow from operations and net income attributable to common shareholders before non-recurring items, and are presented on a basis that includes the Company's share of revenue, expenses, assets and liabilities from its joint venture operations, which reflects the basis on which management makes its operating decisions and performance evaluation.

The adjusted results are not generally accepted measures of financial performance under IFRS. The Company's method of calculating these financial performance measures may differ from other companies and accordingly, they may not be comparable to measures used by other companies. Please refer to the **Reconciliation of Adjusted Results** for a reconciliation of these non-IFRS measures and adjusted results. Management reports its results adjusted to include its share of its joint ventures in the President's Message and in the MD&A under the headings **Operational Performance – Comparable Basis, Third Quarter Results – Comparable Basis** and **Reconciliation of Adjusted Results**.

## Third Quarter Results and Overview of Operating Performance

### Selected Financial Information

The following outlines selected financial statistics and performance measures for Glacier, on an IFRS basis (other than the non-IFRS measures noted) for the period ended September 30, 2014, and 2013:

<i>(thousands of dollars)</i>	Three months ended		Three months ended		Nine months ended		Nine months ended	
<i>except share and per share amounts</i>	September 30, 2014	September 30, 2013						
Revenue	\$ 65,024	\$ 68,341	\$ 208,658	\$ 219,547				
Gross profit <sup>(3)</sup>	\$ 18,273	\$ 19,208	\$ 65,020	\$ 66,149				
Gross margin	28.1%	28.1%	31.2%	30.1%				
EBITDA <sup>(1)</sup>	\$ 4,354	\$ 5,610	\$ 21,110	\$ 22,863				
EBITDA margin <sup>(1)</sup>	6.7%	8.2%	10.1%	10.4%				
EBITDA per share <sup>(1)</sup>	\$ 0.05	\$ 0.06	\$ 0.24	\$ 0.26				
Interest expense, net	\$ 1,012	\$ 1,440	\$ 3,379	\$ 4,141				
Net income attributable to common shareholders								
before non-recurring items <sup>(1)(2)(4)</sup>	\$ 1,351	\$ 1,080	\$ 8,998	\$ 4,418				
Net income attributable to common shareholder								
before non-recurring items per share <sup>(1)(2)(4)</sup>	\$ 0.02	\$ 0.01	\$ 0.10	\$ 0.05				
Net income (loss) attributable to common shareholders	\$ 2,001	\$ (1,531)	\$ 7,972	\$ (513)				
Net income (loss) attributable to common								
shareholders per share	\$ 0.02	\$ (0.02)	\$ 0.09	\$ (0.01)				
Cash flow from operations before non-recurring items <sup>(1)(2)(4)</sup>	\$ 4,522	\$ 6,039	\$ 22,220	\$ 24,405				
Cash flow from operations per share before								
non-recurring items <sup>(1)(2)(4)</sup>	\$ 0.05	\$ 0.07	\$ 0.25	\$ 0.27				
Investment capital expenditures	\$ 488	\$ 762	\$ 1,456	\$ 9,026				
Sustaining capital expenditures	\$ 265	\$ 472	\$ 856	\$ 1,396				
Total assets	\$ 491,860	\$ 597,041	\$ 491,860	\$ 597,041				
Total non-current financial liabilities	\$ 77,943	\$ 107,945	\$ 77,943	\$ 107,945				
Debt net of cash outstanding before deferred financing								
charges and other expenses	\$ 79,814	\$ 109,482	\$ 79,814	\$ 109,482				
Equity attributable to common shareholders	\$ 282,156	\$ 348,152	\$ 282,156	\$ 348,152				
Dividends paid <sup>(5)</sup>	\$ 1,782	\$ 1,784	\$ 5,344	\$ 3,569				
Dividends paid per share <sup>(5)</sup>	\$ 0.02	\$ 0.02	\$ 0.06	\$ 0.04				
Weighted average shares outstanding, net	89,083,105	89,083,105	89,083,105	89,186,253				

Notes:

(1) Refer to "Non-IFRS Measures" and "EBITDA, Cash Flow from Operations and Net Income Attributable to Common Shareholders Before Non-Recurring Items Reconciliation" section for calculation of non-IFRS measures used in this table.

(2) 2014 non-recurring items exclude \$1.4 million of restructuring expense, \$0.6 million of transaction and transition costs, \$2.4 million of other income and \$1.4 million of other expenses.

(3) Gross profit for these purposes excludes depreciation and amortization.

(4) For non-recurring items excluded in the prior period, refer to previously reported financial statements.

(5) Dividends in 2014 and 2013 total \$0.08 per share, paid quarterly. Dividends in 2013 were paid in April and July.

The main factors affecting the comparability of the results for the quarter:

- Operating performance of the Company's various business units and general market conditions during the reported periods;

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- Decreased revenues and expenses primarily due to the closure of the Kamloops Daily News and other smaller publications;
- The sale of the Kamloops land and building;
- Restructuring expenses including severance payments and transition costs for new acquisitions; and
- The cyclical nature of certain of Glacier's businesses.

#### **Revenue**

Glacier's consolidated revenue for the quarter ended September 30, 2014 was \$65.0 million compared to \$68.3 million for the same period last year.

##### *Community Media and Trade Information*

The community media and trade information group generated \$62.3 million of revenue for the period ended September 30, 2014, as compared to \$66.0 million for the same period in the prior year. The decrease in revenue during the quarter compared to the same quarter in the prior year was due to softer revenues in the Company's community media operations, as well as certain trade information verticals. A significant portion of the decline was also due to the closure of the Kamloops Daily News and other smaller publications.

Glacier's community media operations continued to experience softness due to increased digital competition, as well as softer economic conditions in some of the markets in which the Company's operations are located. National advertising, in particular, continues to be affected by the softer economic conditions. A wide array of sales initiatives are being pursued to find new sources of community media revenue. In particular, digital media initiatives resulted in growth in digital community media revenues. New product print advertising revenues also increased significantly on a year over year basis in the community media operations.

The Company's trade information operations continue to perform well. A variety of Glacier's other business information verticals continued to experience strong revenue and profitability. Several verticals including mining have shown weaker results consistent with the overall conditions in the markets they operate (the mining sector in both Canada and internationally remains soft). Concerted efforts to grow the Company's business information revenues through its Evolve, Enrich and Extend strategy are proving successful, and resulting in continued growth in certain verticals.

##### *Business and Professional Information*

The business and professional group – which includes STP, Inceptus Media, and ERIS - generated revenues of \$2.7 million for the quarter ended September 30, 2014, as compared to \$2.3 million in the prior year. Inceptus and ERIS generated stronger growth in particular. STP's revenue has been recovering as a result of continued strength in larger electronic network sales, several new environmental content partnerships and a variety of other efforts. Inceptus generated stronger revenues as a result of the iPad based medical education product and contracts from new pharmaceutical clients. ERIS, the Company's environmental risk information business, continues to generate strong growth in revenues. Its expansion into the US market in late 2013 has been well received and is generating significant new sales. ERIS is now offered nationwide in both Canada and the United States.

#### **Gross Profit**

Glacier's consolidated gross profit, being revenues less direct expenses, for the quarter ended September 30, 2014 was \$18.3 million compared to \$19.2 million for the same period last year. The decrease in gross profit is largely attributable to the decrease in community media revenues.

Gross profit as a percentage of revenues ("gross profit margin") for the quarter ended September 30, 2014 remained consistent at 28.1% for the same period last year.

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### General & Administrative Expenses

Glacier's consolidated general and administrative expenses were \$13.9 million for the quarter ended September 30, 2014 as compared to \$13.6 million for the same period last year. The increase primarily relates to operating infrastructure investment made in digital media management, staff and information technology and related resources.

### EBITDA

EBITDA was \$4.4 million for the quarter ended September 30, 2014 as compared to \$5.6 million for the same period in the prior year. The results are due to the various reasons stated under **Revenue, Gross Profit** and **General & Administrative Expenses**.

### Depreciation and Amortization

Depreciation of property, plant and equipment for the three months ended September 30, 2014 decreased \$0.1 million for the quarter compared to the same period in the prior year. Amortization of intangible and other assets increased \$0.2 million for the quarter as compared to the same period in the prior year.

### Earnings from Joint Ventures and Associates

Earnings from joint ventures and associates ("equity earnings"), which include the Company's share of Continental Newspapers Ltd. ("Continental"), certain assets acquired from Postmedia, InfoMine Inc. ("InfoMine"), Great West Newspapers Limited Partnership ("GWNLP"), Fundata Canada Inc. ("Fundata"), Rhode Island Suburban Newspapers ("RISN"), and other joint ventures and associates, increased \$1.8 million as compared to the same period in the prior year.

Fundata continues to generate strong growth in earnings from its various mutual fund related products and strong market position. GWNLP's earnings have increased significantly from the Edmonton Journal printing contract. Growth in profitability in a number of the other joint ventures and associates has also contributed to the improved earnings performance.

Aggregate operating results for the Company's joint ventures and associates, at the Company's proportionate share of the results, are as follows:

(thousands of dollars)	As at	
	September 30, 2014	December 31, 2013
	\$	\$
Assets	111,097	115,289
Liabilities	46,350	51,008
Net assets	64,747	64,281

  

	For the three months ended	
	September 30, 2014	September 30, 2013
	\$	\$
Revenues	18,838	18,873
Net income for the period	2,751	974
Other comprehensive (loss) income	(708)	134

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#### Net Income Attributable to Common Shareholders

Net income attributable to common shareholders increased by \$3.5 million compared to the same period in the prior year. The increase resulted from i) lower interest expense of \$0.4 million, ii) higher other income of \$1.6 million, iii) lower other expenses of \$1.7 million, iv) increased income from joint ventures and associates of \$1.8 million and v) lower non-controlling interest of \$0.2 million. The increase was partially offset by i) decreased operating results of \$1.3 million, ii) increased depreciation and amortization of \$0.1 million and iii) increased income tax expense of \$0.8 million.

#### Cash Flow from Operations

Glacier's consolidated cash flow from operations was \$4.5 million (before changes in non-cash operating accounts and non-recurring items) for the period ended September 30, 2014 as compared to \$6.0 million for the same period in the prior year. The change in cash flow from operations resulted from the factors stated under **Revenue, Gross Profit, General & Administrative Expenses** and **EBITDA**.

Capital expenditures were reduced to \$0.8 million for the quarter ended September 30, 2014 compared to \$1.2 million for the same quarter in the prior year. \$0.5 million of the expenditures were investment capital expenditures, the majority of which related to software and IT infrastructure. \$0.3 million were sustaining capital expenditures.

See "**Summary of Financial Position, Financial Requirements and Liquidity**" for further details.

#### Related Party Transactions

During the quarter ended September 30, 2014, the Company and its affiliates recorded administration, consulting, interest and other expenses of \$0.3 million from Madison Venture Corporation ("Madison") and its subsidiaries. Madison is a minority shareholder of the Company and certain of its officers and directors are officers and directors of the Company. Madison provides strategic, financial, transactional advisory services and administrative services to the Company on an ongoing basis and received \$0.1 million for these services in 2014. These services have been provided with the intention of maintaining an efficient and cost effective corporate overhead structure, instead of i) hiring more full-time corporate and administrative staff and thereby increasing fixed overhead costs and ii) retaining outside professional advisory firms on a more extensive basis. These services were provided in the normal course of operations and were measured at the exchange amount, which represented the amount of consideration established and agreed to by the related parties.

In addition, Madison was required to be the guarantor of a loan relating to the acquisition of interests in certain community newspapers in 2007. During the quarter, \$0.1 million of interest was incurred by a subsidiary of the Company in connection with the loan, which interest was paid by Madison and reimbursed by the subsidiary. Madison charges a fee of 50 basis points for the guarantee, which was \$17 thousand for the quarter.

Other de-minimis office related expenses were paid to Madison during the quarter in relation to office space shared to reduce expenses.

The related party transactions have been reviewed by the independent members of the Company's Audit Committee and have been deemed to be fair and incurred in the best interests of the Company and its shareholders.

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### Summary of Selected Quarterly Results

The following outlines the significant financial performance measures for Glacier for the last eight quarters:

<i>(thousands of dollars) except share and per share amounts</i>	Trailing 12 Months	Q3 2014	Q2 2014	Q1 2014	Q4 2013
Revenue	\$ 284,734	\$ 65,024	\$ 76,419	\$ 67,215	\$ 76,076
EBITDA <sup>(1)</sup>	\$ 30,938	\$ 4,354	\$ 10,938	\$ 5,818	\$ 9,828
EBITDA margin <sup>(1)</sup>	10.9%	6.7%	14.3%	8.7%	12.9%
EBITDA per share <sup>(1)</sup>	\$ 0.35	\$ 0.05	\$ 0.12	\$ 0.07	\$ 0.12
Interest expense, net	\$ 4,759	\$ 1,012	\$ 1,185	\$ 1,182	\$ 1,380
Net income attributable to common shareholders before non-recurring items <sup>(1)(2)(3)</sup>	\$ 25,200	\$ 1,351	\$ 5,754	\$ 1,893	\$ 16,202
Net income attributable to common shareholders before non-recurring items per share <sup>(1)(2)(3)</sup>	\$ 0.28	\$ 0.02	\$ 0.06	\$ 0.02	\$ 0.18
Net income (loss) attributable to common shareholders	\$ (56,368)	\$ 2,001	\$ 4,434	\$ 1,537	\$ (64,340)
Net income (loss) attributable to common shareholders per share	\$ (0.63)	\$ 0.02	\$ 0.05	\$ 0.02	\$ (0.73)
Cash flow from operations <sup>(1)(2)(3)</sup>	\$ 31,556	\$ 4,522	\$ 11,364	\$ 6,334	\$ 9,336
Cash flow from operations per share <sup>(1)(2)(3)</sup>	\$ 0.35	\$ 0.05	\$ 0.13	\$ 0.07	\$ 0.10
Capital expenditures	\$ 3,627	\$ 753	\$ 802	\$ 757	\$ 1,315
Debt net of cash outstanding before deferred financing charges and other expenses	\$ 79,814	\$ 79,814	\$ 87,589	\$ 94,000	\$ 94,723
Equity attributable to common shareholders	\$ 282,156	\$ 282,156	\$ 284,070	\$ 281,042	\$ 282,951
Weighted average shares outstanding, net	89,083,105	89,083,105	89,083,105	89,083,105	89,083,105

	Trailing 12 Months	Q3 2013	Q2 2013	Q1 2013	Q4 2012
Revenue	\$ 296,720	\$ 68,341	\$ 80,680	\$ 70,526	\$ 77,173
EBITDA <sup>(1)</sup>	\$ 33,710	\$ 5,610	\$ 11,021	\$ 6,232	\$ 10,847
EBITDA margin <sup>(1)</sup>	11.4%	8.2%	13.7%	8.8%	14.1%
EBITDA per share <sup>(1)</sup>	\$ 0.38	\$ 0.06	\$ 0.12	\$ 0.07	\$ 0.12
Interest expense, net	\$ 5,669	\$ 1,440	\$ 1,468	\$ 1,233	\$ 1,528
Net income attributable to common shareholders before non-recurring items <sup>(1)(2)(3)</sup>	\$ 8,212	\$ 1,080	\$ 2,609	\$ 729	\$ 3,794
Net income attributable to common shareholders before non-recurring items per share <sup>(1)(2)(3)</sup>	\$ 0.09	\$ 0.01	\$ 0.03	\$ 0.01	\$ 0.04
Net (loss) income attributable to common shareholders	\$ (5,181)	\$ (1,531)	\$ 1,386	\$ (368)	\$ (4,668)
Net (loss) income attributable to common shareholders per share	\$ (0.06)	\$ (0.02)	\$ 0.02	\$ 0.00	\$ (0.05)
Cash flow from operations <sup>(1)(2)(3)</sup>	\$ 35,564	\$ 6,039	\$ 11,511	\$ 6,855	\$ 11,159
Cash flow from operations per share <sup>(1)(2)(3)</sup>	\$ 0.40	\$ 0.07	\$ 0.13	\$ 0.08	\$ 0.12
Capital expenditures	\$ 11,851	\$ 1,234	\$ 8,057	\$ 1,131	\$ 1,429
Debt net of cash outstanding before deferred financing charges and other expenses	\$ 109,482	\$ 109,482	\$ 118,148	\$ 118,494	\$ 123,734
Equity attributable to common shareholders	\$ 348,152	\$ 348,152	\$ 349,843	\$ 348,905	\$ 347,705
Weighted average shares outstanding, net	89,298,090	89,083,105	89,234,311	89,243,102	89,354,650

Notes:

<sup>(1)</sup> Refer to "Non-IFRS Measures" section for discussion of non-IFRS measures used in this table.

<sup>(2)</sup> Net income attributable to common shareholders and cash flow from operations have been adjusted for non-recurring items. Refer to "EBITDA, Cash Flow from Operations and Net Income Attributable to Common Shareholders Before Non-Recurring Items Reconciliation"

<sup>(3)</sup> For non-recurring items in the prior quarters, refer to the prior quarter management discussion & analysis.

The main factors affecting comparability of results over the last eight quarters are:

- Operating performance of the Company's various business units and general market conditions during the reported periods;
- The acquisitions and dispositions made throughout 2013 and 2014;
- Quarterly fluctuations in restructuring and transaction and transition expenses;
- A goodwill, intangible asset and investment in associate impairment charge of \$8.5 million in the fourth quarter of 2012 and \$79.0 million in the fourth quarter of 2013;
- Goodwill and intangible asset impairments in certain joint ventures and associates included in equity earnings in the fourth quarter of 2013;

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- A gain on sale of the Kamloops land and building of \$1.8 million in the third quarter of 2014; and
- The cyclical nature of certain of Glacier's businesses.

### EBITDA, Cash Flow from Operations and Net Income Attributable to Common Shareholders Before Non-Recurring Items Reconciliation

The following table reconciles the Company's net income attributable to common shareholders as reported under IFRS to EBITDA, cash flow from operations and net income attributable to common shareholders before non-recurring items.

(thousands of dollars) except share and per share amounts	Three months ended		Nine month ended	
	September 30, 2014	September 30, 2013	September 30, 2014	September 30, 2013
<b>EBITDA <sup>(1)</sup></b>				
Net income (loss) attributable to common shareholders	\$ 2,001	\$ (1,531)	\$ 7,972	\$ (513)
Add (deduct):				
Non-controlling interest	\$ 629	\$ 800	\$ 2,951	\$ 3,077
Net interest expense	\$ 1,012	\$ 1,440	\$ 3,379	\$ 4,141
Depreciation of property, plant and equipment	\$ 1,522	\$ 1,563	\$ 4,328	\$ 4,714
Amortization of intangible assets	\$ 2,171	\$ 2,033	\$ 6,250	\$ 5,879
Other income	\$ (1,866)	\$ (311)	\$ (2,602)	\$ (442)
Other expenses	\$ 1,023	\$ 2,750	\$ 3,215	\$ 5,020
Share of earnings from joint ventures and associates	\$ (2,542)	\$ (730)	\$ (6,811)	\$ (1,023)
Income tax expense (recovery)	\$ 404	\$ (404)	\$ 2,428	\$ 2,010
<b>EBITDA <sup>(1)</sup></b>	<b>\$ 4,354</b>	<b>\$ 5,610</b>	<b>\$ 21,110</b>	<b>\$ 22,863</b>
<b>Cash flow from operations before non-recurring items <sup>(1)</sup></b>				
Net income (loss) attributable to common shareholders	\$ 2,001	\$ (1,531)	\$ 7,972	\$ (513)
Add (deduct):				
Non-controlling interest	\$ 629	\$ 800	\$ 2,951	\$ 3,077
Depreciation and amortization	\$ 3,693	\$ 3,596	\$ 10,578	\$ 10,593
Employee future benefit expense in excess of employer contributions	\$ 412	\$ 303	\$ 953	\$ 962
Deferred income tax expense (recovery)	\$ 404	\$ (404)	\$ 2,428	\$ 2,010
Interest expense	\$ 1,055	\$ 1,488	\$ 3,516	\$ 4,214
Share of earnings from joint ventures and associates	\$ (2,542)	\$ (730)	\$ (6,811)	\$ (1,023)
Other non-cash (income) expense	\$ (1,547)	\$ 94	\$ (800)	\$ 772
Other income	\$ -	\$ -	\$ (605)	\$ -
Restructuring costs	\$ 281	\$ 1,756	\$ 1,427	\$ 2,709
Transaction and transition costs	\$ 136	\$ 667	\$ 611	\$ 1,604
<b>Cash flow from operations before non-recurring items <sup>(1)</sup></b>	<b>\$ 4,522</b>	<b>\$ 6,039</b>	<b>\$ 22,220</b>	<b>\$ 24,405</b>
<b>Net income attributable to common shareholders before non-recurring items <sup>(1)</sup></b>				
Net income (loss) attributable to common shareholders	\$ 2,001	\$ (1,531)	\$ 7,972	\$ (513)
Add (deduct):				
Other expenses	\$ 735	\$ 431	\$ 1,395	\$ 861
Other income	\$ (1,802)	\$ (243)	\$ (2,407)	\$ (243)
Restructuring costs	\$ 281	\$ 1,756	\$ 1,427	\$ 2,709
Transaction and transition costs	\$ 136	\$ 667	\$ 611	\$ 1,604
<b>Net income attributable to common shareholders before non-recurring items <sup>(1)</sup></b>	<b>\$ 1,351</b>	<b>\$ 1,080</b>	<b>\$ 8,998</b>	<b>\$ 4,418</b>
Weighted average shares outstanding, net	<b>89,083,105</b>	<b>89,083,105</b>	<b>89,083,105</b>	<b>89,186,253</b>
<b>EBITDA per share <sup>(1)</sup></b>	<b>\$ 0.05</b>	<b>\$ 0.06</b>	<b>\$ 0.24</b>	<b>\$ 0.26</b>
Net income attributable to common shareholders before non-recurring items per share <sup>(1)</sup>	\$ 0.02	\$ 0.01	\$ 0.10	\$ 0.05
Net income (loss) attributable to common shareholders per share	\$ 0.02	\$ (0.02)	\$ 0.09	\$ (0.01)
Cash flow from operations per share before non-recurring items <sup>(1)</sup>	\$ 0.05	\$ 0.07	\$ 0.25	\$ 0.27

Notes:

<sup>(1)</sup> Refer to "Non-IFRS Measures" section for discussion of non-IFRS measures used in this table.

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### Reconciliation of Adjusted Results

The following table reconciles the Company's results as reported under IFRS to the results presented on an adjusted basis that includes the Company's shares of revenue, expenses, assets and liabilities from its joint venture operations, which reflects the basis on which management makes its operating decisions and performance evaluation.

(thousands of dollars) except share and per share amounts	Three months ended September 30, 2014			Three months ended September 30, 2013		
	Per IFRS	Differential	Adjusted <sup>(1)</sup>	Per IFRS	Differential	Adjusted <sup>(1)</sup>
Revenue	\$ 65,024	\$ 9,909	\$ 74,933	\$ 68,341	\$ 8,275	\$ 76,616
Gross profit <sup>(3)</sup>	\$ 18,273	\$ 5,176	\$ 23,449	\$ 19,208	\$ 5,615	\$ 24,823
Gross margin	28.1%		31.3%	28.1%		32.4%
EBITDA <sup>(1)</sup>	\$ 4,354	\$ 3,729	\$ 8,083	\$ 5,610	\$ 2,436	\$ 8,046
EBITDA margin <sup>(1)</sup>	6.7%		10.8%	8.2%		10.5%
EBITDA per share <sup>(1)</sup>	\$ 0.05		\$ 0.09	\$ 0.06		\$ 0.09
Net income attributable to common shareholders before non-recurring items <sup>(1)(2)(4)</sup>	\$ 1,351	\$ 455	\$ 1,806	\$ 1,080	\$ (525)	\$ 555
Net income attributable to common shareholders per share before non-recurring items <sup>(1)(2)(4)</sup>	\$ 0.02		\$ 0.02	\$ 0.01		\$ 0.01
Cash flow from operations before non-recurring items <sup>(1)(2)(4)</sup>	\$ 4,522	\$ 3,215	\$ 7,737	\$ 6,039	\$ 2,319	\$ 8,358
Cash flow from operations per share <sup>(1)(2)(4)</sup>	\$ 0.05		\$ 0.09	\$ 0.07		\$ 0.09
Total assets	\$ 491,860	\$ 17,343	\$ 509,203	\$ 597,041	\$ 19,234	\$ 616,275
Weighted average shares outstanding, net	89,083,105		89,083,105	89,083,105		89,083,105

(thousands of dollars) except share and per share amounts	Nine months ended September 30, 2014			Nine months ended September 30, 2013		
	Per IFRS	Differential	Adjusted <sup>(1)</sup>	Per IFRS	Differential	Adjusted <sup>(1)</sup>
Revenue	\$ 208,658	\$ 30,070	\$ 238,728	\$ 219,547	\$ 22,979	\$ 242,526
Gross profit <sup>(3)</sup>	\$ 65,020	\$ 15,261	\$ 80,281	\$ 66,149	\$ 10,543	\$ 76,692
Gross margin	31.2%		33.6%	30.1%		31.6%
EBITDA <sup>(1)</sup>	\$ 21,110	\$ 10,954	\$ 32,064	\$ 22,863	\$ 6,438	\$ 29,301
EBITDA margin <sup>(1)</sup>	10.1%		13.4%	10.4%		12.1%
EBITDA per share <sup>(1)</sup>	\$ 0.24		\$ 0.36	\$ 0.26		\$ 0.33
Net income attributable to common shareholders before non-recurring items <sup>(1)(2)(4)</sup>	\$ 8,998	\$ 600	\$ 9,598	\$ 4,418	\$ 1,095	\$ 5,513
Net income attributable to common shareholders per share before non-recurring items <sup>(1)(2)(4)</sup>	\$ 0.10		\$ 0.11	\$ 0.05		\$ 0.06
Cash flow from operations before non-recurring items <sup>(1)(2)(4)</sup>	\$ 22,220	\$ 9,571	\$ 31,791	\$ 24,405	\$ 6,052	\$ 30,457
Cash flow from operations per share <sup>(1)(2)(4)</sup>	\$ 0.25		\$ 0.36	\$ 0.27		\$ 0.34
Total assets	\$ 491,860	\$ 17,343	\$ 509,203	\$ 597,041	\$ 19,234	\$ 616,275
Weighted average shares outstanding, net	89,083,105		89,083,105	89,186,253		89,186,253

#### Notes:

- (1) Refer to "Non-IFRS Measures" section for discussion of non-IFRS measures used in this table.
- (2) IFRS net income attributable to common shareholders and cash flow from operations have been adjusted for non-recurring items. Refer to "EBITDA, Cash Flow from Operations and Net Income Attributable to Common Shareholders Before Non-Recurring Items Reconciliation"
- (3) Gross profit for these purposes excludes depreciation and amortization.
- (4) For non-recurring items excluded in the prior period, refer to previously reported financial statements.

### Summary of Financial Position, Financial Requirements and Liquidity

Glacier generates sufficient cash flow from operations to meet anticipated working capital, capital expenditures, and debt service requirements.

As at September 30, 2014, Glacier had consolidated cash and cash equivalents of \$6.8 million, current and long-term debt of \$86.6 million before adjustment for deferred financing fees attributable directly to the issuance of long-term debt, and working capital of \$20.8 million excluding deferred revenue. Glacier's actual cash working capital is greater than reflected by the amounts indicated on the consolidated balance sheet due to deferred revenue relating to quarterly updates, renewals and newspaper subscriptions that have been paid for by subscribers but not yet delivered; and the costs associated with the fulfillment of this liability are less than the amount indicated in current liabilities.

Capital expenditures were \$0.8 million for the quarter ended September 30, 2014 compared to \$1.2 million for the same quarter in the prior year. \$0.5 million of the expenditures were investment capital expenditures, the majority of which related to software and IT infrastructure. \$0.3 million were sustaining capital expenditures.

# GLACIER MEDIA INC.

## INTERIM REPORT

September 30, 2014

### Changes in Financial Position

(thousands of dollars)	For the three months ended		For the nine months ending	
	September 30, 2014	September 30, 2013	September 30, 2014	September 30, 2013
Cash generated from (used in)				
Operating activities	6,337	7,272	16,355	25,179
Investing activities	4,918	1,150	8,937	(5,839)
Financing activities	(10,703)	(8,548)	(25,473)	(16,987)
Increase (Decrease) in cash	552	(126)	(181)	2,353

The changes in the components of cash flows during the 2014 and 2013 are detailed in the consolidated statements of cash flows of the financial statements. The more significant changes are discussed below.

#### Operating Activities

Glacier generated cash from operations before non-recurring items and changes in non-cash operating accounts of \$4.5 million compared to \$6.0 million for the same period in the prior year as a result of the factors stated under **Revenue, Gross Profit, General & Administrative Expenses** and **EBITDA**. Cash flows from operations before non-recurring items and after change in non-cash working capital was \$6.8 million compared to \$9.7 million for the same period in the prior year.

#### Investing Activities

Cash generated by investing activities totalled \$4.9 million for the three months ended September 30, 2014 compared to \$1.2 million for the same quarter in 2013. Investing activities included \$0.5 million of investment capital expenditures, \$0.3 million of sustaining capital expenditures, distributions received of \$1.8 million, \$4.8 million proceeds received from disposal of assets and other investing activities.

#### Financing Activities

Cash used for financing activities was \$10.7 million for the period ended September 30, 2014 compared to \$8.5 million for the same period in 2013. The Company made net debt repayments of \$7.2 million for the quarter ended September 30, 2014 compared to \$5.1 million for the same period in the prior year. In the three months ended September 30, 2014, the Company distributed \$0.3 million to its minority partners (non-controlling interests), paid \$1.3 million in interest and \$1.8 million of dividends.

#### Outstanding Share Data

As at September 30, 2014 and October 12, 2014, there were 89,083,105 common shares and 1,115,000 share purchase warrants outstanding.

The warrants outstanding allow the holder to purchase one common share per warrant at \$4.48 per share. The warrants expire on June 28, 2019, unless extended.

#### Contractual Agreements

During the three months ended September 30, 2014, the Company amended its current revolving loan facility, extending it to September 30, 2016. Under the terms of the amendment, a portion of the revolving facility was converted to a term facility and all other terms were substantially the same as under the existing agreement. The term facility requires annual principal payments of \$3.0 million, paid quarterly. The Company also has additional long-term debt with a major international bank which is held by ANGLP and is non-recourse to the Company.

The Company has also entered into operating leases for premises and office equipment, which expire on various dates up to 2023.

## GLACIER MEDIA INC.

### INTERIM REPORT

September 30, 2014

In summary, the Company's contractual obligations due over the next five calendar years, are as follows:

(thousands of dollars)	Total	2014	2015	2016	2017	2018	Thereafter
Long-term debt	85,973	2,447	9,705	73,168	79	83	491
Operating leases	26,388	4,307	4,528	3,929	3,686	2,990	6,948
	112,361	6,754	14,233	77,097	3,765	3,073	7,439

Under various financing arrangements with its banks, the Company, its subsidiaries, and its affiliates are required to meet certain covenants. The Company, its subsidiaries, and its affiliates were fully in compliance with these covenants at September 30, 2014 and September 30, 2013.

### Financial Instruments

The Company's activities result in exposure to a variety of financial risks, including risks relating to foreign exchange, credit, interest rate, and liquidity risk.

A small portion of the Company's products are sold at prices denominated in U.S. dollars or based on prevailing U.S. dollar prices while the majority of its operational costs and expenses are incurred in Canadian dollars. An increase in the value of the Canadian dollar relative to the U.S. dollar reduces the revenue in Canadian dollar terms realized by the Company from sales made in U.S. dollars. The Company also has investments in self-sustaining operations in the United States, whose earnings are exposed to foreign exchange risk.

The Company has, in the past, hedged a portion of its foreign exchange exposure with financial forward contracts. As at September 30, 2014, the Company did not have any foreign exchange forward contracts.

The Company sells its products and services to a variety of customers under various payment terms and therefore is exposed to credit risks from its trade receivables from customers. The Company has adopted policies and procedures designed to limit these risks. The carrying amounts for trade receivables are net of applicable allowances for doubtful accounts, which are estimated based on past experience, specific risks associated with the customer and other relevant information. The Company is protected against any concentration of credit risk through its products, broad clientele and geographic diversity.

The Company's interest rate risk mainly arises from the interest rate impact on cash and floating rate debt. The Company actively manages its interest rate risk through ongoing monitoring of market interest rates and the overall economic situation. In the past, the Company had entered into five year amortizing interest rate swap contracts with fixed interest rates and variable acceptance fees.

The Company is exposed to liquidity risk with respect to trade payables, long-term debt, derivatives and contractual obligations. The Company manages liquidity by maintaining adequate cash balances and by having appropriate lines of credit available. In addition, the Company continuously monitors and reviews both actual and forecasted cash flows. Management believes that future cash flows from operations and the availability under existing banking arrangements will be adequate to support its financial liabilities.

The carrying value of certain financial instruments maturing in the short-term approximates their fair value. These financial instruments include cash and cash equivalents, trade and other receivables, trade payables, dividends payable, and other current liabilities. The fair value of the other financial instruments is determined essentially by discounting cash flows or quoted market prices. The fair values calculated approximate the amounts for which the financial instruments could be settled between consenting parties, based on current market data for similar instruments. Consequently, as estimates must be used to determine fair value, they must not be interpreted as being realizable in the event of an immediate settlement of the instruments. For fair value estimates relating to derivatives and available-for-sale securities, the Company classifies its fair value measurements within a fair value hierarchy, which reflects the significance of the inputs used in making the measurements. The fair value of all of the Company's available for sale financial instruments was determined using quoted prices in active markets.

## **GLACIER MEDIA INC.**

INTERIM REPORT

September 30, 2014

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### **Business Environment and Risks**

A comprehensive discussion of Risks and Uncertainties was included in the 2013 Annual Report and can be found on SEDAR.

### **Disclosure Controls and Internal Controls over Financial Reporting**

The Company has established disclosure controls and procedures to ensure that the information disclosed in this MD&A and the related financial statements was properly recorded, processed, summarized and reported to the Audit Committee and the Board.

The Company did not make any changes to its internal controls over financial reporting ("ICFR") during the most recent period ended September 30, 2014 which materially affected, or are reasonably likely to materially affect, the Company's ICFR.

### **Future Accounting Policies**

In May 2014, the IASB issued IFRS 15, Revenue from Contracts with Customers, which will supersede IAS 18. The new standard is effective for annual periods beginning on or after January 1, 2017. The Company is still in the process of assessing the impact, if any, on the financial statements of this new standard.

In July 2014, the IASB issued IFRS 9, Financial Instruments, which addresses classification and measurement of financial assets. The new standard is effective for annual periods beginning on or after January 1, 2018, with early adoption permitted. The Company is in the process of assessing the impact, if any, on the financial statements of this new standard.

### **Critical Accounting Estimates**

The preparation of the interim condensed consolidated financial statements in conformity with International Financial Reporting Standards requires management to make estimates and assumptions that affect the amounts recorded in the consolidated financial statements. Management regularly reviews these estimates, including those related to useful lives for depreciation and amortization, impairment of long-lived assets, certain trade receivables, pension and other employee future benefit plans based on currently available information. While it is reasonably possible that circumstances may arise which cause actual results to differ from these estimates, management does not believe it is likely that any such differences will materially affect Glacier's financial position.

**GLACIER MEDIA INC.****INTERIM CONSOLIDATED STATEMENTS OF OPERATIONS**

Three and nine months ended September 30, 2014 and 2013

(Expressed in thousands of Canadian dollars, except share and per share amounts)

(Unaudited)

	Three months ended September 30,		Nine months ended September 30,	
	2014	2013	2014	2013
	\$	\$	\$	\$
<b>Revenue</b>	<b>65,024</b>	68,341	<b>208,658</b>	219,547
Expenses before depreciation and amortization				
Direct expenses (Note 15)	<b>46,751</b>	49,133	<b>143,638</b>	153,398
General and administrative (Note 15)	<b>13,919</b>	13,598	<b>43,910</b>	43,286
	<b>4,354</b>	5,610	<b>21,110</b>	22,863
Interest expense, net (Note 13)	<b>1,012</b>	1,440	<b>3,379</b>	4,141
Depreciation of property, plant and equipment	<b>1,522</b>	1,563	<b>4,328</b>	4,714
Amortization of intangible assets	<b>2,171</b>	2,033	<b>6,250</b>	5,879
Other income (Note 14)	<b>(1,866)</b>	(311)	<b>(2,602)</b>	(442)
Other expenses (Note 14)	<b>1,023</b>	2,750	<b>3,215</b>	5,020
Share of (earnings) loss from joint ventures and associates (Note 7)	<b>(2,542)</b>	(730)	<b>(6,811)</b>	(1,023)
<b>Net income (loss) before income taxes</b>	<b>3,034</b>	(1,135)	<b>13,351</b>	4,574
Income tax expense (recovery) (Note 12 and 18)	<b>404</b>	(404)	<b>2,428</b>	2,010
<b>Net income (loss) for the period</b>	<b>2,630</b>	(731)	<b>10,923</b>	2,564
Net income (loss) attributable to:				
Common shareholders	<b>2,001</b>	(1,531)	<b>7,972</b>	(513)
Non-controlling interest	<b>629</b>	800	<b>2,951</b>	3,077
Earnings (loss) per share attributable to common shareholders				
Basic and diluted	<b>0.02</b>	(0.02)	<b>0.09</b>	(0.01)
Weighted average number of common shares				
Basic and diluted	<b>89,083,105</b>	89,083,105	<b>89,083,105</b>	89,186,253

See accompanying notes to these interim consolidated financial statements

**GLACIER MEDIA INC.****INTERIM CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**

Three and nine months ended September 30, 2014 and 2013

(Expressed in thousands of Canadian dollars)

(Unaudited)

	Three months ended September 30,		Nine months ended September 30,	
	2014	2013	2014	2013
	\$	\$	\$	\$
Net income (loss) for the period	2,630	(731)	10,923	2,564
Other comprehensive (loss) income (net of tax) (Note 11)				
Actuarial (loss) gain on defined benefit pension plans <sup>(1)</sup>	(1,585)	1,699	(2,530)	5,292
Unrealized loss on investments classified as available-for-sale <sup>(2)</sup>	91	(155)	2	(417)
Share of other comprehensive (loss) income from joint ventures and associates (Note 7) <sup>(1)</sup>	(708)	134	(1,008)	1,346
Other comprehensive (loss) income, net of tax	(2,202)	1,678	(3,536)	6,221
<b>Total comprehensive income</b>	<b>428</b>	<b>947</b>	<b>7,387</b>	<b>8,785</b>
Total comprehensive income (loss) attributable to:				
Common shareholders	(133)	94	4,548	5,515
Non-controlling interest	561	853	2,839	3,270

<sup>(1)</sup> Recorded directly in retained earnings.<sup>(2)</sup> Recycles through the consolidated statement of operations in future periods.

See accompanying notes to these interim consolidated financial statements

**GLACIER MEDIA INC.****INTERIM CONSOLIDATED BALANCE SHEETS**

As at September 30, 2014 and December 31, 2013

(Expressed in thousands of Canadian dollars)

(Unaudited)

	As at September 30, 2014	As at December 31, 2013
	\$	\$
<b>Assets</b>		
<b>Current assets</b>		
Cash and cash equivalents	6,789	6,970
Trade and other receivables	49,089	56,212
Inventory	4,371	5,104
Prepaid expenses	2,129	2,487
	<b>62,378</b>	<b>70,773</b>
<b>Non-current assets</b>		
Investments in joint ventures and associates (Note 7)	107,299	108,539
Other investments	3,457	3,367
Other assets	1,976	2,073
Property, plant and equipment (Note 8)	43,815	50,372
Intangible assets (Note 9)	106,087	111,019
Goodwill	166,848	167,409
	<b>491,860</b>	<b>513,552</b>
<b>Liabilities</b>		
<b>Current liabilities</b>		
Trade and other payables	26,770	33,987
Dividends payable	1,781	1,781
Deferred revenue	12,664	16,195
Current portion of long-term debt (Note 10)	9,737	6,733
Other current liabilities	3,277	3,523
	<b>54,229</b>	<b>62,219</b>
<b>Non-current liabilities</b>		
Non-current portion of deferred revenue	1,486	1,576
Other non-current liabilities	1,707	1,641
Post-employment benefit obligation	8,935	4,539
Long-term debt (Note 10)	76,236	94,655
Deferred income taxes (Note 18)	17,624	16,166
	<b>160,217</b>	<b>180,796</b>
<b>Equity</b>		
Share capital	198,605	198,605
Contributed surplus	8,951	8,951
Accumulated other comprehensive loss (Note 11)	(925)	(927)
Retained earnings	75,525	76,322
	<b>282,156</b>	<b>282,951</b>
<b>Total equity attributable to common shareholders</b>	<b>282,156</b>	<b>282,951</b>
<b>Non-controlling interest</b>	<b>49,487</b>	<b>49,805</b>
	<b>331,643</b>	<b>332,756</b>
<b>Total liabilities and equity</b>	<b>491,860</b>	<b>513,552</b>

Subsequent event (Note 18)

See accompanying notes to these interim consolidated financial statements

# GLACIER MEDIA INC.

## INTERIM CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

Nine months ended September 30, 2014 and 2013

(Expressed in thousands of Canadian dollars, except share amounts)

(Unaudited)

	Attributable to common shareholders							Non-controlling interest	Total equity
	Share capital		Contributed surplus	Accumulated other comprehensive loss	Retained earnings	Total			
	Shares	Amount							
		\$	\$	\$	\$	\$	\$	\$	
Balance, December 31, 2013	89,083,105	198,605	8,951	(927)	76,322	282,951	49,805	332,756	
Net income for the period	-	-	-	-	7,972	7,972	2,951	10,923	
Other comprehensive (loss) income (net of tax)	-	-	-	2	(3,426)	(3,424)	(112)	(3,536)	
Total comprehensive income for the period	-	-	-	2	4,546	4,548	2,839	7,387	
Dividends declared on common shares	-	-	-	-	(5,343)	(5,343)	-	(5,343)	
Repurchase of non-controlling interests	-	-	-	-	-	-	(769)	(769)	
Non-controlling interest on acquisition	-	-	-	-	-	-	(211)	(211)	
Distributions to non-controlling interests	-	-	-	-	-	-	(2,177)	(2,177)	
<b>Balance, September 30, 2014</b>	<b>89,083,105</b>	<b>198,605</b>	<b>8,951</b>	<b>(925)</b>	<b>75,525</b>	<b>282,156</b>	<b>49,487</b>	<b>331,643</b>	
Balance, December 31, 2012	89,243,102	198,962	8,844	(520)	140,419	347,705	48,528	396,233	
Net income (loss) for the period	-	-	-	-	(513)	(513)	3,077	2,564	
Other comprehensive income (loss) (net of tax)	-	-	-	(404)	6,432	6,028	193	6,221	
Total comprehensive income (loss) for the period	-	-	-	(404)	5,919	5,515	3,270	8,785	
Dividends declared on common shares	-	-	-	-	(5,525)	(5,525)	-	(5,525)	
Distributions to non-controlling interests	-	-	-	-	-	-	(1,584)	(1,584)	
Repurchase of common shares	(159,997)	(357)	107	-	-	(250)	-	(250)	
Non-controlling interest on acquisition	-	-	-	-	-	-	502	502	
<b>Balance, September 30, 2013</b>	<b>89,083,105</b>	<b>198,605</b>	<b>8,951</b>	<b>(924)</b>	<b>140,813</b>	<b>347,445</b>	<b>50,716</b>	<b>398,161</b>	

See accompanying notes to these interim consolidated financial statements

**GLACIER MEDIA INC.****INTERIM CONSOLIDATED STATEMENTS OF CASH FLOWS**

Three and nine months ended September 30, 2014 and 2013

(Expressed in thousands of Canadian dollars)

(Unaudited)

	Three months ended September 30,		Nine months ended September 30,	
	2014	2013	2014	2013
	\$	\$	\$	\$
<b>Operating activities</b>				
Net income (loss)	2,630	(731)	10,923	2,564
Items not affecting cash				
Depreciation of property, plant and equipment	1,522	1,563	4,328	4,714
Amortization of intangible assets	2,171	2,033	6,250	5,879
Gain on acquisition	-	-	-	-
Net gain on disposal of assets	-	-	-	-
Impairment expense	-	-	-	-
Employee future benefit expense in excess of employer contributions	412	303	953	962
Deferred income taxes	404	(404)	2,428	2,010
Interest expense (Note 13)	1,055	1,488	3,516	4,214
Share of earnings from joint ventures and associates	(2,542)	(730)	(6,811)	(1,023)
Other non-cash (income) expense	(1,547)	94	(800)	772
Cash flow from operations before changes in non-cash operating accounts	4,105	3,616	20,787	20,092
Changes in non-cash operating accounts				
Trade and other receivables	3,143	3,672	6,457	6,997
Inventory	(664)	(989)	738	1,037
Prepaid expenses	1,194	846	351	75
Trade and other payables	553	1,902	(8,357)	(1,692)
Deferred revenue	(1,994)	(1,775)	(3,621)	(1,330)
Cash generated from operating activities	6,337	7,272	16,355	25,179
<b>Investing activities</b>				
Acquisitions, inclusive of bank indebtedness assumed and related financing liabilities	(290)	(1,222)	(290)	(1,828)
Net cash acquired on acquisitions	154	-	154	524
Investments in (derecognition of) joint ventures and associates	-	(50)	(48)	(3,460)
Other investing activities	(614)	(500)	(162)	(816)
Proceeds from disposal of assets	4,804	2,776	4,989	6,726
Distributions received from joint ventures and associates	1,836	1,380	6,825	3,437
Repurchase of non-controlling interest	(219)	-	(219)	-
Purchase of property, plant and equipment	(340)	(880)	(1,252)	(9,164)
Purchase of intangible assets	(413)	(354)	(1,060)	(1,258)
Cash generated from (used in) investing activities	4,918	1,150	8,937	(5,839)
<b>Financing activities</b>				
Proceeds from long-term debt	-	-	-	3,871
Distribution to non-controlling interests	(348)	(265)	(1,198)	(1,065)
Dividends paid	(1,782)	(1,784)	(5,344)	(3,569)
Interest paid	(1,339)	(1,404)	(3,817)	(4,064)
Repayment of long-term debt	(7,234)	(5,095)	(15,114)	(11,910)
Repurchase of common shares	-	-	-	(250)
Cash used in financing activities	(10,703)	(8,548)	(25,473)	(16,987)
Net cash (outflow) inflow	552	(126)	(181)	2,353
Cash and cash equivalents, beginning of period	6,237	3,712	6,970	1,233
<b>Cash and cash equivalents, end of period</b>	<b>6,789</b>	<b>3,586</b>	<b>6,789</b>	<b>3,586</b>

See accompanying notes to these interim consolidated financial statements

# GLACIER MEDIA INC.

## CONDENSED NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS

Three and nine months ended September 30, 2014 and 2013

(Expressed in thousands of Canadian dollars)

(Unaudited)

### 1. General business description

Glacier Media Inc. ("Glacier" or the "Company") is an information communications company providing primary and essential information and related services through print and digital media. Glacier is pursuing this strategy through its core business segments: the Community Media and Trade Information, and Business and Professional sectors.

The Company is incorporated under the Canada Business Corporations Act, with common shares listed on the Toronto Stock Exchange ("TSX"). The address of its head office is 2188 Yukon Street, Vancouver, British Columbia.

### 2. Basis of preparation

These condensed interim consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB") applicable to the preparation of interim consolidated financial statements, including IAS 34, Interim Financial Reporting. The condensed interim consolidated financial statements should be read in conjunction with the annual consolidated financial statements for the year ended December 31, 2013, which have been prepared in accordance with IFRS as issued by the IASB.

These interim condensed consolidated financial statements have been approved by the Board of Directors for issue on November 13, 2014.

### 3. Significant accounting policies

The principal accounting policies adopted in the preparation of these condensed interim consolidated financial statements are the same as those applied to the consolidated financial statements for the year ended December 31, 2013. The policies applied are based on the International Financial Reporting Standards issued effective as at the date the board of directors approved these consolidated financial statements.

### 4. New accounting standards

The Company adopted IFRIC 21, Levies ("IFRIC 21") on January 1, 2014 with retrospective application. IFRIC 21 provides guidance on the accounting for a liability to pay a levy, if that liability is within the scope of IAS 37, Provisions, Contingent Liabilities and Contingent Assets. Levies are imposed by governments in accordance with the legislation and do not include income taxes, which are accounted for under IAS 12, Income Taxes or fines or other penalties imposed for breaches of legislation. The interpretation was issued to address diversity in practice around when the liability to pay a levy is recognized. An example of a common levy is property taxes.

The adoption of IFRIC 21 did not affect the Company's financial results or disclosures as our analysis determined that no changes were required to the existing accounting treatment of levies.

### 5. Accounting standards issued but not yet applied

In May 2014, the IASB and the Financial Accounting Standards Board ("FASB") completed its joint project to clarify the principles for recognizing revenue and to develop a common revenue standard for IFRS and United States Generally Accepted Accounting Principles ("US GAAP"). As a result of the joint project, the IASB issued IFRS 15, Revenue from Contracts with Customers. IFRS 15 establishes principles to address the nature, amount, timing and uncertainty of revenue and cash flows arising from an entity's contracts with customers.

## GLACIER MEDIA INC.

### CONDENSED NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS

Three and nine months ended September 30, 2014 and 2013

(Expressed in thousands of Canadian dollars)

(Unaudited)

#### 5. Accounting standards issued but not yet applied (continued)

IFRS 15 will be effective for annual periods beginning on or after January 1, 2017, with early adoption permitted. The Company is still in the process of assessing the impact, if any, on the financial statements of this new standard.

In July 2014, the IASB issued IFRS 9, Financial Instruments, which addresses classification and measurement of financial assets and replaces the multiple category and measurement models for debt instruments in IAS 39, Financial Instruments: Recognition and Measurement. Debt instruments will be measured with a new mixed measurement model having only two categories: amortized cost and fair value through profit and loss. The new standard also addresses financial liabilities which largely carries forward existing requirements in IAS 39, with the exception of fair value changes to credit risk for liabilities designated at fair value through profit and loss which are generally to be recorded in other comprehensive income. The new standard is effective for annual periods beginning on or after January 1, 2018, with early adoption permitted.

#### 6. Critical accounting estimates and judgements

The preparation of the consolidated financial statements requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. Actual results may differ from these estimates.

In preparing these condensed interim consolidated financial statements, the significant judgements made by management in applying the Company's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the consolidated financial statements for the year ended December 31, 2013.

#### 7. Investments in joint ventures and associates

The Company's share of the joint ventures and associates consists of the following:

(thousands of dollars)	As at and for the period ended September 30, 2014 \$	As at and for the year ended December 31, 2013 \$
Balance, beginning of period	108,539	114,222
Investments in (derecognition of) joint ventures and associates	(218)	5,775
Share of earnings for the period	6,811	468
Share of other comprehensive income for the year (net of tax)	(1,008)	1,535
Distributions and dividends received and other equity movements	(6,825)	(6,448)
Impairment of investment in associate	-	(7,013)
Balance, end of period	107,299	108,539

During the quarter ended September 30, 2014, the Company obtained control of a community media publication in the Prairies. Previously this entity had been accounted for as an associate. There was no gain or loss recorded on the transaction.

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**8. Property, plant and equipment**

(thousands of dollars)	As at September 30, 2014		
	Cost	Accumulated depreciation	Carrying amount
	\$	\$	\$
Land	5,465	-	5,465
Buildings	14,535	(2,095)	12,440
Production equipment	47,170	(27,534)	19,636
Office equipment and leaseholds	24,984	(18,710)	6,274
	<b>92,154</b>	<b>(48,339)</b>	<b>43,815</b>

  

(thousands of dollars)	As at December 31, 2013		
	Cost	Accumulated depreciation	Carrying amount
	\$	\$	\$
Land	7,635	-	7,635
Buildings	15,434	(1,849)	13,585
Production equipment	47,418	(25,906)	21,512
Office equipment and leaseholds	24,721	(17,081)	7,640
	<b>95,208</b>	<b>(44,836)</b>	<b>50,372</b>

During the quarter, the Company sold land and building assets with a carrying value of \$3.0 million for proceeds of \$4.8 million, resulting in a gain on sale of \$1.8 million (refer to Note 14).

**GLACIER MEDIA INC.****CONDENSED NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS**

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**9. Intangible assets**

The Company has various intangible assets including customer relationships, subscription lists, mastheads, software, web sites, copyrights and trademarks. Of these, certain mastheads and trademarks are considered to have an indefinite life and are therefore not amortized. Intangible assets are as follows:

(thousands of dollars)	As at September 30, 2014		
	Cost	Accumulated amortization	Carrying amount
	\$	\$	\$
Indefinite life			
Mastheads and trademarks	71,441	-	71,441
Finite life			
Copyrights	12,482	(10,167)	2,315
Customer relationships	56,652	(29,823)	26,829
Subscription lists	3,851	(2,790)	1,061
Software and websites	19,175	(14,734)	4,441
	<b>163,601</b>	<b>(57,514)</b>	<b>106,087</b>
(thousands of dollars)	As at December 31, 2013		
	Cost	Accumulated amortization	Carrying amount
	\$	\$	\$
Indefinite life			
Mastheads and trademarks	71,405	-	71,405
Finite life			
Copyrights	12,482	(10,099)	2,383
Customer relationships	56,598	(25,289)	31,309
Subscription lists	3,851	(2,764)	1,087
Software and websites	18,118	(13,283)	4,835
	<b>162,454</b>	<b>(51,435)</b>	<b>111,019</b>

**GLACIER MEDIA INC.****CONDENSED NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS**

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**10. Long-term debt**

The Company has the following long-term debt outstanding:

(thousands of dollars)	As at September 30, 2014	As at December 31, 2013
	\$	\$
<b>Current</b>		
ANGLP non-recourse debt	6,667	6,667
Term bank loan	3,000	-
Mortgages and other loans	70	66
	<b>9,737</b>	6,733
<b>Non-current</b>		
Revolving bank loan	47,500	82,000
Term bank loan	21,450	-
ANGLP non-recourse debt	7,125	12,102
Mortgages and other loans	791	858
Deferred financing costs	(630)	(305)
	<b>76,236</b>	94,655
	<b>85,973</b>	101,388

Changes to the Company's debt obligation were as follows:

(thousands of dollars)	As at September 30, 2014	As at December 31, 2013
	\$	\$
Balance, beginning of period	101,388	124,388
Proceeds from additional borrowings	-	3,832
Financing charges	(301)	203
Principal portion of finance lease payments	-	(660)
Repayment of debt	(15,114)	(26,375)
Balance, end of period	<b>85,973</b>	101,388

Under various financing arrangements with its banks, the Company is required to meet certain covenants. The Company was in compliance with these covenants at September 30, 2014 and December 31, 2013.

During the three months ended September 30, 2014, the Company amended its current revolving loan facility, extending it to September 30, 2016. Under the terms of the amendment, a portion of the revolving facility was converted to a term facility and all other terms were substantially the same as under the existing agreement. The term facility requires annual principal payments of \$3.0 million, paid quarterly.

# GLACIER MEDIA INC.

## CONDENSED NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS Three and nine months ended September 30, 2014 and 2013

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### 11. Other comprehensive (loss) income

The components of other comprehensive (loss) income are as follows:

(thousands of dollars)	Accumulated other comprehensive loss			Retained earnings			Total comprehensive loss
	Equity Securities classified as available for sale	Cumulative Translation Adjustment	Total	Actuarial gains (losses) on defined benefit plans	Total	Non-controlling interest	
	\$	\$	\$	\$	\$	\$	\$
Balance, December 31, 2013	(805)	(122)	(927)	394	394	(25)	(558)
Actuarial loss on defined benefit plans	-	-	-	(2,449)	(2,449)	(81)	(2,530)
Unrealized gain on available-for-sale investments	2	-	2	-	-	-	2
Share of other comprehensive loss from joint ventures and associates	-	-	-	(977)	(977)	(31)	(1,008)
<b>Other comprehensive (loss) income for the period</b>			<b>2</b>		<b>(3,426)</b>	<b>(112)</b>	<b>(3,536)</b>
<b>Balance, September 30, 2014</b>	<b>(803)</b>	<b>(122)</b>	<b>(925)</b>	<b>(3,032)</b>	<b>(3,032)</b>	<b>(137)</b>	<b>(4,094)</b>
Balance, December 31, 2012	(395)	(125)	(520)	(7,894)	(7,894)	(269)	(8,683)
Actuarial gain on defined benefit plans	-	-	-	5,128	5,128	164	5,292
Unrealized loss on available-for-sale investments	(404)	-	(404)	-	-	(13)	(417)
Share of other comprehensive income from joint ventures and associates	-	-	-	1,304	1,304	42	1,346
<b>Other comprehensive income (loss) for the period</b>			<b>(404)</b>		<b>6,432</b>	<b>193</b>	<b>6,221</b>
<b>Balance, September 30, 2013</b>	<b>(799)</b>	<b>(125)</b>	<b>(924)</b>	<b>(1,462)</b>	<b>(1,462)</b>	<b>(76)</b>	<b>(2,462)</b>

Other comprehensive (loss) income items that do not recycle through the consolidated statement of operations in future periods are recorded directly in retained earnings.

Other comprehensive (loss) income items are reported net of the following tax effects:

(thousands of dollars)	For the three months ended September 30,		For the nine months ended September 30,	
	2014	2013	2014	2013
			\$	\$
Income tax effect of:				
Actuarial gain (loss) on defined benefit plans	557	(597)	913	(1,815)
Unrealized gain (loss) on available-for-sale investments	(13)	23	-	61

## GLACIER MEDIA INC.

### CONDENSED NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS

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#### 12. Income taxes

Income tax expense is recognized based on management's estimate of the weighted average annual income tax rate expected for the full financial year. The estimated average annual rate used for the three months ended September 30, 2014 was 26.0% (2013: 26.0%). The components of income tax expense are shown in the following table:

(thousands of dollars)	For the three months ended September 30,		For the nine months ended September 30,	
	2014	2013	2014	2013
	\$	\$	\$	\$
Current tax	-	-	-	-
Deferred tax	404	(404)	2,428	2,010
Income tax expense (recovery)	404	(404)	2,428	2,010

As at September 30, 2014, the Company has available non-capital losses and unclaimed tax credits which may be used to reduce future Canadian income taxes otherwise payable.

Refer to note 18 regarding the contingency relating to the CRA reassessment.

#### 13. Net interest expense

(thousands of dollars)	For the three months ended September 30,		For the nine months ended September 30,	
	2014	2013	2014	2013
	\$	\$	\$	\$
Interest income	(43)	(48)	(137)	(73)
Interest expense	1,055	1,488	3,516	4,214
Net interest expense	1,012	1,440	3,379	4,141

#### 14. Other income and other expenses

Other income includes a gain on sale of property, plant and equipment, fee income related to providing a guarantee on the debt of one of its associates and other items.

Other expenses includes restructuring costs and severance related to cost reduction initiatives, transaction and transition costs, loss on sale of assets, and other items.

**GLACIER MEDIA INC.****CONDENSED NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS**

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**15. Expense by nature**

(thousands of dollars)	For the three months ended September 30,		For the nine months ended September 30,	
	2014	2013	2014	2013
	\$	\$	\$	\$
Wages and benefits	<b>31,839</b>	34,038	<b>100,202</b>	105,066
Newsprint, ink and other printing costs	<b>8,016</b>	8,498	<b>24,341</b>	29,730
Delivery costs	<b>6,347</b>	6,785	<b>19,732</b>	20,848
Rent, utilities and other property costs	<b>3,366</b>	2,981	<b>9,996</b>	8,948
Advertising, marketing and other promotion costs	<b>2,632</b>	2,655	<b>8,770</b>	8,801
Third party production and editorial costs	<b>3,910</b>	3,601	<b>11,115</b>	10,800
Legal, bank, insurance and professional services	<b>1,858</b>	1,503	<b>5,204</b>	5,110
Data services, system maintenance, telecommunications and software licences	<b>1,383</b>	1,266	<b>3,873</b>	3,852
Fees, licences and other services	<b>357</b>	733	<b>1,718</b>	1,968
Event costs	<b>727</b>	616	<b>1,612</b>	1,000
Other	<b>235</b>	55	<b>985</b>	561
	<b>60,670</b>	62,731	<b>187,548</b>	196,684
Direct expenses	<b>46,751</b>	49,133	<b>143,638</b>	153,398
General and administrative expenses	<b>13,919</b>	13,598	<b>43,910</b>	43,286
	<b>60,670</b>	62,731	<b>187,548</b>	196,684

**16. Related party transactions**

In addition to other related party disclosures in the consolidated financial statements, the Company has the following related parties with which it completed transactions:

- (a) During the quarter ended September 30, 2014, the Company and its affiliates recorded administration, consulting, interest and other expenses of \$0.3 million (2013: \$0.4 million) from Madison Venture Corporation ("Madison") and its subsidiaries. Madison is a minority shareholder of the Company and certain of its officers and directors are officers and directors of the Company. Madison provides strategic, financial, transactional advisory services and administrative services to the Company on an ongoing basis and received \$0.1 million (2013: \$0.1 million) for these services in the quarter ended September 30, 2014. These services have been provided with the intention of maintaining an efficient and cost effective corporate overhead structure, instead of i) hiring more full-time corporate and administrative staff and thereby increasing fixed overhead costs and ii) retaining outside professional advisory firms on a more extensive basis.

These services were provided in the normal course of operations and were measured at the exchange amount, which represented the amount of consideration established and agreed to by the related parties. The Company also shares office space and purchases group insurance with Madison to reduce costs. In addition, Madison was required to be the guarantor of a loan relating to the acquisition of interests in certain community newspapers in 2007.

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#### 16. Related party transactions (continued)

The expenses for the related party transactions include:

(thousands of dollars)	For the three months ended September 30,		For the nine months ended September 30,	
	2014	2013	2014	2013
	\$	\$	\$	\$
Interest (i)	135	200	458	675
Consulting and administration fees (ii)	114	116	325	342
Office, telephone and other (iii)	15	26	101	118
Directors fees (iv)	12	13	38	51
Insurance (v)	-	-	-	431
	<b>276</b>	<b>355</b>	<b>922</b>	<b>1,617</b>

- (i) For the quarter ended September 30, 2014, \$0.1 million (2013: \$0.2 million) represents interest expense incurred by a subsidiary company on its borrowings, which was paid by Madison and reimbursed by the subsidiary. Due to the nature of the subsidiary financing, Madison is the direct and guarantor borrower for these borrowings. Madison charges a fee of 50 basis points for the guarantee, which was \$17 thousand for the quarter.
- (ii) Consulting and administration fees are charged by Madison for services related to transaction work, tax and financial planning, strategic planning and administration and are at rates consistent with those charged by third parties for similar services.
- (iii) Certain of the Company's officers and management shared office space with Madison during the year and paid fees related to their proportionate share of the utilities, telephones and other office services.
- (iv) The Company paid directors fees to Madison for the Company's non-management directors who are shareholders of Madison. These fees are the same amounts as those paid to the independent directors.
- (v) The Company purchased its general liability insurance in conjunction with Madison in order to obtain lower rates as part of a larger group and the Company reimbursed Madison for its proportionate share of the insurance.

The related party transactions have been reviewed by the independent members of the Company's Audit Committee and have been deemed to be fair and incurred in the best interests of the Company and its shareholders.

# GLACIER MEDIA INC.

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### 17. Segment disclosure

The Company and its subsidiaries operate in two distinct operating segments throughout Canada and the United States. These segments are the business and professional market that Specialty Technical Publishers ("STP"), Inceptus Media and ERIS and Fundata operate in and the community media and trade information market in which the rest of Glacier's businesses operate. All of the Company's assets are located in Canada except the assets of a joint venture located in the United States.

The chief operating decision maker reviews operating results and bases decisions on the actual economic interest in its joint ventures. Therefore, the Company presents its segments based on its adjusted results which include its share of the revenues, expenses, assets and liabilities from its joint ventures. A reconciliation of the segment disclosure to the statement of operations and balance sheet is provided below.

The following segment information is as at September 30, 2014 and December 31, 2013 and for the periods ended September 30, 2014 and 2013:

(thousands of dollars)	Community Media and Trade Information	Business and Professional	Corporate and Other	Total Operations	Differential <sup>(1)</sup>	IFRS Total
Three months ended September 30, 2014	\$	\$	\$	\$	\$	\$
Revenue						
Canada	66,205	3,538	-	69,743	(7,864)	61,879
United States	3,930	1,260	-	5,190	(2,045)	3,145
				74,933		65,024
Income (loss) before interest, taxes, depreciation and amortization	6,437	1,669	(23)	8,083	(3,729)	4,354
Interest	1,118	21	-	1,139	(127)	1,012
Amortization and depreciation	4,283	62	-	4,345	(652)	3,693
Other income	(1,862)	-	-	(1,862)	(4)	(1,866)
Other expense	694	120	183	997	26	1,023
Share of (earnings) loss from joint ventures and associates	(147)	169	-	22	(2,564)	(2,542)
Income tax	184	278	-	462	(58)	404
Segment Net income (loss)	2,167	1,019	(206)	2,980	(350)	2,630
Assets	466,767	41,256	1,180	509,203	(17,343)	491,860
Capital expenditures	1,144	180	-	1,324	(571)	753
Investment in joint ventures and associates	40,619	11,330	-	51,949	55,350	107,299

(1) Adjustments represent the differential between the IFRS consolidated results and the consolidated results of the Company including its share of its joint ventures.

(thousands of dollars)	Community Media and Trade Information	Business and Professional	Corporate and Other	Total Operations	Differential <sup>(1)</sup>	IFRS Total
Three months ended September 30, 2013	\$	\$	\$	\$	\$	\$
Revenue						
Canada	68,378	3,221	-	71,599	(6,238)	65,361
United States	4,207	810	-	5,017	(2,037)	2,980
				76,616		68,341
Income (loss) before interest, taxes, depreciation and amortization	6,748	1,324	(26)	8,046	(2,436)	5,610
Interest	1,540	30	-	1,570	(130)	1,440
Amortization and depreciation	4,410	320	-	4,730	(1,134)	3,596
Other income	(311)	-	-	(311)	-	(311)
Other expense	2,442	343	63	2,848	(98)	2,750
Share of (earnings) loss from joint ventures and associates	21	695	-	716	(1,446)	(730)
Income tax	(323)	247	-	(76)	(328)	(404)
Segment Net income	(1,031)	(311)	(89)	(1,431)	700	(731)
Assets	490,026	46,178	1,192	537,396	(23,844)	513,552
Capital expenditures	2,768	88	-	2,856	(1,622)	1,234
Investment in joint ventures and associates	43,718	11,314	-	55,032	53,507	108,539

(1) Adjustments represent the differential between the IFRS consolidated results and the consolidated results of the Company including its share of its joint ventures.

# GLACIER MEDIA INC.

## CONDENSED NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS

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### 17. Segment disclosure (continued)

(thousands of dollars)	Community Media and Trade Information	Business and Professional	Corporate and Other	Total Operations	Differential <sup>(1)</sup>	IFRS Total
Nine months ended September 30, 2014	\$	\$	\$	\$	\$	\$
Revenue						
Canada	210,733	10,862	-	221,595	(22,781)	198,814
United States	13,907	3,226	-	17,133	(7,289)	9,844
				238,728		208,658
Income (loss) before interest, taxes, depreciation and amortization	27,158	4,973	(67)	32,064	(10,954)	21,110
Net interest expense	3,710	69	-	3,779	(400)	3,379
Depreciation and amortization	12,030	441	-	12,471	(1,893)	10,578
Other income	(2,100)	-	(500)	(2,600)	(2)	(2,602)
Other expense	3,079	121	196	3,396	(181)	3,215
Share of (earnings) loss from joint ventures and associates	601	(17)	-	584	(7,395)	(6,811)
Income tax (recovery) expense	2,775	766	-	3,541	(1,113)	2,428
Segment net income	7,063	3,593	237	10,893	30	10,923
Assets	466,767	41,256	1,180	509,203	(17,343)	491,860
Capital expenditures	3,496	220	-	3,716	(1,404)	2,312
Investments in joint ventures and associates	40,619	11,330	-	51,949	55,350	107,299

(1) Adjustments represent the differential between the IFRS consolidated results and the consolidated results of the Company including its share of its joint ventures.

(thousands of dollars)	Community Media and Trade Information	Business and Professional	Corporate and Other	Total Operations	Differential <sup>(1)</sup>	IFRS Total
Nine months ended September 30, 2013	\$	\$	\$	\$	\$	\$
Revenue						
Canada	218,823	9,573	-	228,396	(18,183)	210,213
United States	11,341	2,789	-	14,130	(4,796)	9,334
				242,526		219,547
Income (loss) before interest, taxes, depreciation and amortization	25,272	4,096	(67)	29,301	(6,438)	22,863
Net interest expense	4,327	84	-	4,411	(270)	4,141
Depreciation and amortization	11,612	591	-	12,203	(1,610)	10,593
Other income	(492)	-	-	(492)	50	(442)
Other expense	4,097	348	1,444	5,889	(869)	5,020
Share of (earnings) loss from joint ventures and associates	1,608	695	-	2,303	(3,326)	(1,023)
Income tax expense	1,846	681	-	2,527	(517)	2,010
Segment net income (loss)	2,274	1,697	(1,511)	2,460	104	2,564
Assets	490,026	46,178	1,192	537,396	(23,844)	513,552
Capital expenditures	13,280	438	-	13,718	(3,296)	10,422
Investments in joint ventures and associates	43,718	11,314	-	55,032	53,507	108,539

(1) Adjustments represent the differential between the IFRS consolidated results and the consolidated results of the Company including its share of its joint ventures.

## GLACIER MEDIA INC.

### CONDENSED NOTES TO THE INTERIM CONSOLIDATED FINANCIAL STATEMENTS

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#### 18. Contingency

As previously disclosed, in March 2013, an affiliate of the Company (the "affiliate") received correspondence from Canada Revenue Agency ("CRA") proposing to issue a notice of reassessment with respect to the utilization of non-capital losses by the affiliate, pertaining to certain taxation years from 2008 to 2011.

In October 2014, the affiliate received, from the CRA, tax notices of reassessment relating to the taxation years ended December 31, 2008 through 2013 inclusive. The potential for these reassessments has been anticipated for over a year and has been previously disclosed. The reassessments deny the application of non-capital losses, capital losses and scientific research and experimental development ("SR&ED") tax credits claimed for those years.

According to the notices of reassessment received, taxable income for the period 2008 to 2013 will increase in the amount of \$122.8 million. In addition, the CRA proposes to deny unused SR&ED tax credits of \$25.4 million and unused investment tax credits of \$5.9 million. As a result of the increases in taxable income, additional taxes payable for the reassessed years, including interest and penalties would be approximately \$45 million. The affiliate is currently reviewing the reassessments to determine their accuracy.

The affiliate will file a notice of objection to the CRA and if necessary a notice of appeal to the Tax Court of Canada. To object to the reassessments, the affiliate will be required to make a deposit of 50% of the reassessed amounts.

The Company, the affiliate and its counsel believe that the filing positions adopted by the affiliate are appropriate and in accordance with the law. The affiliate intends to vigorously defend such positions. The Company and the affiliate have not recorded a liability in their respective consolidated financial statements for the reassessed taxes payable described above, nor have they adjusted the carrying value of deferred tax assets recorded for unused carry-forward amounts. If the affiliate is successful in defending its positions, deposits made plus applicable interest will be refunded to the affiliate. There is no assurance that the affiliate's objections and appeals will be successful. If the CRA is successful, the affiliate will be required to pay the balance of taxes owing plus applicable interest, and will be required to write-off any remaining tax assets relating to the reassessed amounts.

## GLACIER MEDIA INC.

### CORPORATE INFORMATION

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#### Board of Directors

Bruce W. Aunger\*  
John S. Burns, Q.C.\*  
Sam Grippo  
Brian Hayward

S. Christopher Heming  
Jonathon J.L. Kennedy  
Tim McElvaine  
Geoffrey L. Scott\*

\*Member of the Audit Committee

#### Officers

Sam Grippo, Chairman  
Jonathon J.L. Kennedy, President & Chief Executive Officer  
Orest Smysnuik, CA, Chief Financial Officer  
Bruce W. Aunger, Secretary

#### Transfer Agent

Computershare Trust Company of Canada  
Toronto, Calgary and Vancouver

#### Auditors

PricewaterhouseCoopers LLP

#### Stock Exchange Listing

The Toronto Stock Exchange  
Trading symbol: GVC

#### Investor Relations

Institutional investors, brokers, security analysts and others requiring financial and corporate information about Glacier should visit our website [www.glaciermedia.ca](http://www.glaciermedia.ca) or contact: Orest Smysnuik, CA, Chief Financial Officer.

#### Corporate Office

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