



**Q2 2013**

**Management Discussion and Analysis  
Of Financial Condition and Results of Operations  
For the Three and Six Months Ended December 31, 2012 and December 31, 2011  
(Unaudited)**

## MANAGEMENT DISCUSSION AND ANALYSIS

*The following Management Discussion & Analysis (“MD&A”) prepared as of February 13, 2013, should be read in conjunction with DHX Media Ltd.’s (the “Company” or “DHX”) unaudited interim condensed consolidated financial statements and accompanying notes for the three and six months ended December 31, 2012 and 2011, as well as the Company’s latest annual MD&A (“2012 Annual MD&A”) and audited consolidated financial statements for the years ended June 30, 2012 and 2011 (as found on [www.sedar.com](http://www.sedar.com) or on DHX’s website at [www.dhxmedia.com](http://www.dhxmedia.com)). The unaudited interim condensed consolidated financial statements and accompanying notes for the three and six months ended December 31, 2012 and 2011 have been prepared in accordance with international financial reporting standards (“IFRS”).*

*The Company’s auditors, Pricewaterhouse Coopers LLP, have not reviewed the unaudited interim condensed consolidated financial statements and accompanying notes for the three and six months ended December 31, 2012 and 2011.*

DHX is a public company incorporated under the Canadian Business Corporations Act whose common shares are traded on the Toronto Stock Exchange (“TSX”) admitted on May 19, 2006 (symbol DHX). Additional information relating to the Company can be found on its website at [www.dhxmedia.com](http://www.dhxmedia.com) or on SEDAR at [www.sedar.com](http://www.sedar.com).

The Company prepares its financial statements in accordance with Canadian generally accepted accounting principles as set out in the CICA Handbook. In 2010, the CICA Handbook was revised to incorporate IFRS, and require publicly accountable enterprises to apply such standards effective for years beginning on or after January 1, 2011. Accordingly, the Company commenced reporting on this basis in its unaudited interim condensed consolidated financial statements for the first quarter of 2012 (three months ended September 30, 2011).

As a result of the adoption of IFRS, certain trends in operating results presented under CGAAP may no longer be applicable under IFRS. In particular, the accounting for overall consolidation, share-based compensation, business combinations, cumulative translation adjustment, withholding taxes payable, and deferred income taxes are significantly impacted by the changeover to IFRS – refer to “Accounting Policies and Transition to IFRS” section of the 2012 Annual MD&A (found on [www.sedar.com](http://www.sedar.com) or on DHX’s website at [www.dhxmedia.com](http://www.dhxmedia.com) for additional information).

Figures in this MD&A are shown as millions (for example, \$100,000 is shown as \$0.10 million) and are approximate and have been rounded to the nearest ten thousand.

This MD&A contains certain forward-looking statements, which reflect DHX management’s (“**Management**”) expectations regarding the Company’s growth, results of operations, performance, and business prospects and opportunities.

Statements about the Company’s future plans and intentions, results, levels of activity, performance, goals or achievements, or other future events constitute forward-looking statements. Wherever possible, words such as “may”, “will”, “should”, “could”, “expect”, “plan”, “intend”, “anticipate”, “believe”, “estimate”, “predict”, “pursue”, “continue”, “seek”, or “potential” or the negative or other variations of these words, or other similar words or phrases, have been used to identify these forward-looking statements. These statements reflect Management’s current beliefs and are based on information currently available to Management.

Forward-looking statements involve significant risk, uncertainties, and assumptions. Many factors could cause actual results, performance, or achievements to differ materially from the results discussed or implied in the forward-looking statements. These factors should be considered carefully and readers should not place undue reliance on the forward-looking statements. Although the forward-looking statements contained in this MD&A are based on what Management believes to be reasonable assumptions, the Company cannot assure readers that actual results will be consistent with these forward-looking statements. These forward-looking statements are made as of the date of this MD&A, and the Company assumes no obligation to update or revise them to reflect new events or circumstances. Many factors could cause the actual results, performance, or achievements of the Company to be materially different from any future results, performance, or achievements that may be expressed or implied by such forward-looking statements, including: general economic and market segment conditions, competitor activity, product capability and acceptance, international risk and currency exchange rates, and technology changes. An assessment of the risks that could cause actual results to materially differ from current expectations is contained in the “Risk Assessment” section of the 2012 Annual MD&A and “Risk Factors” section of the Company’s recently filed “Management Information Circular”.

The foregoing is not an exhaustive list and other risks are detailed from time to time in other continuous disclosure filings of the Company, including, among other filings, the Company’s recent “Management Information Circular” and “Final Short Form Prospectus”. Should one or more of these risks or uncertainties materialize, or should assumptions underlying the forward-looking statements prove incorrect, actual results may vary materially from those described herein as anticipated, believed, estimated, or expected.

## **Business of the Company**

DHX is a leading independent supplier, distributor, and licensor of television and film productions. The Company was originally the result of the combination of The Halifax Film Company Limited (“**Halifax Film**”) and Decode Entertainment Inc. (“**Decode**”) during Fiscal 2006 and at the time of initial public offering. Since that time DHX has added Studio B Productions (“**Studio B**”) on December 4, 2007, imX Communications Inc. (“**imX**”) on July 20, 2008, Wildbrain Entertainment Inc. (“**DHX Wildbrain**”) on September 14, 2010, and recently on October 22, 2012 the business of Cookie Jar Entertainment (“**DHX Cookie Jar**”).

The Company produces, distributes, and exploits the rights for television and film programming. DHX’s primary focus is on children’s, youth, and family (collectively “**Children’s and Family**”) productions because of the international sales potential and longer-term and multiple revenue streams that this genre of programming provides. Children’s and Family programming travels across cultures more easily than other genres and can therefore be sold into numerous markets, typically has a longer lifespan than other genres, and can be leveraged for merchandising and licensing revenues.

DHX’s content library includes over 8,500 half hours of programming. DHX is recognized for brands such as *Caillou*, *Richard Scarry’s Busytown Mysteries*, *Inspector Gadget*, *Johnny Test*, *Animal Mechanicals*, *Kid vs. Kat*, *Super WHY!*, *Rastamouse*, and *Yo Gabba Gabba!*. The Company also provides programming for Cookie Jar TV, the weekend morning block on CBS. DHX’s European licensing brand representation agency business, Copyright Promotions Licensing Group, (“**CPLG**”), represents numerous entertainment, sport and design brands. The Company’s prime-time production slate also includes notable achievements in the comedy genre, including the award-winning Canadian prime-time comedy series *This Hour Has 22 Minutes*, which is produced for the CBC and is now in its 20<sup>th</sup> season. In addition, *The Mighty Jungle* was awarded a 2011 Gemini Award for *Best Pre-School Programme*. DHX has offices in Toronto, Los Angeles, Vancouver, Halifax, London, Paris, Barcelona, Lisbon, Milan, Munich, and the Netherlands.

## **Revenue Model**

The Company earns revenues primarily from six categories: 1) proprietary production, which includes Canadian and other rights proprietary programs, 2) distribution (including digital distribution) of its proprietary and third party acquired titles, 3) producer and service fees, which includes production services for third parties, 4) merchandising and licensing (“**M&L**”) for owned brands (including, among others, *Yo Gabba Gabba*, *Caillou*, *Richard Scarry’s Busytown Mysteries*, *Johnny Test*, and *Rastamouse*) and music and royalties, 5) M&L represented which includes the Company’s newly acquired CPLG (as part of the purchase of Cookie Jar Entertainment on October 22, 2012 (“**Cookie Jar Transaction**”), please see Cookie Jar Acquisition section of this MD&A for further details), and 6) other revenues which includes rental of studios and office facilities and new media revenue. The Company is able to generate revenue from productions by licensing its initial broadcast rights and pre-licensing of territories for its programs. Production revenues include the initial broadcast license revenues and any pre-sales or distribution advances included in the initial financing of the production of a film and television program. Once a production is completed and delivered, the program is included in the Company’s library of film and television programming. Further revenue from exploitation of the program is included in distribution revenue if it relates to television licences and in M&L if it relates to royalties or revenues generated from non-television licenses. The Company also generates revenue from programs in which it retains Canadian and other limited participation rights and, in certain instances, from production services for productions whose copyright is owned by third parties.

### ***Production Revenue***

The Company derives proprietary production revenues, which includes other proprietary titles with Canadian and other rights, from the grant of initial broadcast rights for the initial showing of commissioned productions and pre-licensing of territories. These fees are typically collected partially upon commissioning of a production, during production, and finally once a completed production is delivered for broadcast, and at some point in time after delivery as a holdback (See note 3 of the audited consolidated financial statements for the years ended June 30, 2012 and 2011 for details on revenue recognition).

### ***Distribution Revenue***

The Company is able to retain or obtain the ownership rights to its proprietary, other proprietary titles, and third party acquired titles, which permits the Company to generate further revenues from the distribution of the Company’s productions. In addition to generating revenues from the sale of initial broadcast rights, the Company is able to concurrently generate revenues from the sale of broadcast rights in other jurisdictions and on other platforms (such as DVD, home entertainment, and digital platforms) for specified periods of time. Distribution revenue also includes theatrical and other revenues generated on its feature films and movies of the week (“**MOW’s**”).

***Producer and Service Fee Revenue***

Producer and service fee revenue includes revenue accounted for using the percentage of completion method for revenues for service and corporate overhead fees earned for producing television shows and MOW's.

***M&L-Owned, Music and Other Royalties***

M&L for owned brands and other various licensing royalties includes revenues from DHX's proprietary brands (among others, *Yo Gabba Gabba!*, *Rastamouse*, *Caillou*, and *Johnny Test*) and revenues earned on music publishing rights, music retransmission rights, and other royalties.

***M&L-Represented***

M&L-represented includes revenues earned from CPLG. CPLG is an agency business (acquired as part of the Cookie Jar acquisition) based in Europe that earns commissions on M&L from representing independently owned brands from film studios and other third parties.

***Other Revenue***

Other revenue includes new media revenues earned on new media and interactive games and apps, and revenue earned from rental of studios, equipment, and office facilities.

## SUMMARY CONSOLIDATED FINANCIAL INFORMATION

The summary consolidated financial information set out below for the three and six months ended December 31, 2012 and 2011 has been prepared in accordance with IFRS, and is derived from the Company's unaudited interim condensed consolidated financial statements and accompanying notes for the three and six months ended December 31, 2012 and 2011, and can be found at [www.sedar.com](http://www.sedar.com) or DHX's website at [www.dhxmedia.com](http://www.dhxmedia.com). **Each reader should read the following information in conjunction with those statements and the related notes.**

	Three Months Ended December 31, 2012 (\$000)	Three Months Ended December 31, 2011 (\$000)	Six Months Ended December 31, 2012 (\$000)	Six Months Ended December 31, 2011 (\$000)
	(except per share data)		(except per share data)	
<b>Consolidated Statements of Income (Loss) and Comprehensive Income (Loss)</b>				
<b>Data:<sup>1</sup></b>				
Revenues.....	26,358	24,675	39,873	41,619
Direct production costs and amortization of film and television produced.....	(10,900)	(16,990)	(18,991)	(28,834)
Amortization of book value of acquired DHX Cookie Jar library.....	(1,474)	-	(1,474)	-
Gross margin <sup>2</sup> .....	13,984	7,685	19,408	12,785
Selling, general, and administrative <sup>3</sup> .....	(9,346)	(4,140)	(13,411)	(7,824)
Impairment in value of investment in film and television programs.....	-	-	-	(135)
Share of loss of associates.....	(56)	(7)	(81)	(26)
Amortization, finance and other expenses, net <sup>3</sup> .....	(3,834)	(1,001)	(5,395)	(1,797)
Provision for income taxes.....	(461)	(702)	(306)	(850)
Net income.....	287	1,835	215	2,153
Cumulative translation adjustment.....	130	(352)	(385)	515
Realized loss on available for sale investments.....	29	-	29	-
Change in fair value of available-for-sale investments, net of tax.....	(228)	55	(135)	68
Comprehensive income (loss).....	218	1,538	(276)	2,736
Basic earnings per common share.....	0.00	0.03	0.00	0.04
Diluted earnings per common share.....	0.00	0.03	0.00	0.04
Weighted average common shares outstanding (expressed in thousands)				
Basic.....	90,392	60,648	71,732	61,057
Diluted.....	93,537	60,724	73,900	61,132
	As at December 31, 2012 (\$000)	As at June 30, 2012 (\$000)		
<b>Consolidated Balance Sheet Data:</b>				
Cash, restricted cash, and short-term investments.....	17,563	22,489		
Investment in film and television programs.....	121,094	44,163		
Total assets.....	336,520	134,961		
Total liabilities.....	171,714	56,061		
Shareholders' equity.....	164,806	78,900		

<sup>1</sup>The financial information for the three and six months ended December 31, 2012 in the table includes full quarterly results for all divisions except DHX Cookie Jar, which includes only 70 days of activity. The financial information for the three and six months ended December 31, 2011 in the table includes full quarterly results for all divisions except DHX Cookie Jar, which is excluded as it was prior to the Cookie Jar acquisition.

<sup>2</sup>Certain of the comparative Non-GAAP Financial Measures ("NGFM") are adjusted for all necessary adjustments, consisting of normal recurring adjustments and any changes in the current definition of NGFM (see "Use of Non-GAAP Financial Measures" section of this MD&A for further details).

<sup>3</sup>SG&A for the three and six months ended December 31, 2012 includes one-time severance and lease and contract breakage costs of \$2.00 million and \$2.00 million respectively (2011-nil and nil). Other costs include one-time acquisition costs of \$0.86 million and \$1.37 million respectively (2011-nil and nil).

**Results for the six months ended December 31, 2012 (“Six Months 2013”) compared to the six months ended December 31, 2011 (“Six Months 2012”)**

***Revenues***

Revenues for Six Months 2013 were \$39.87 million, down 4% from \$41.62 million for Six Months 2012. The decrease in Six Months 2013 was generally due to decreases in production revenue (proprietary and producer and service fees) and scheduled timing of *Yo Gabba Gabba! Live!* shows and was offset by significantly higher distribution revenue generally driven by the proliferation of new digital buyers and the acquisition of DHX Cookie Jar.

*Proprietary production revenues:* Proprietary production revenues for Six Months 2013 were \$5.18 million, a decrease of 43% compared to \$9.12 million for Six Months 2012. The overall decrease was mainly due to scheduled timing of deliveries (see delivery chart below for further details).

For Six Months 2013, the Company added 36 half-hours to the library. The breakdown for Six Months 2013 for production, which generated \$5.18 million of proprietary film and television program production revenue, is 22.0 half-hours versus the 46.0 half-hours for Six Months 2012, where the programs have been delivered and the license periods have commenced and 14.0 half-hours in intellectual property (“IP”) rights for third party produced titles (19.0 half-hours in Six Months 2012). Six Months 2013 proprietary deliveries were in line with scheduled deliveries and Management’s expectations.

DHX continued to strategically target third party produced titles for IP rights. As noted above, for Six Months 2013, the Company added to the library 13.0 half-hours for *Rastamouse* and 1.0 half-hour for *She-Zow*. For Six Months 2012, the Company added 6.0 half-hours for *How to be Indie* and 13.0 half-hours for *Rastamouse*.

The breakdown for content library deliveries (including proprietary deliveries and deliveries on IP rights for third party produced titles) and dollar value subtotals per category for Six Months 2013 and Six Months 2012 was as follows:

Category and Title	Season or Type	Six Months 2013		Six Months 2012	
		\$ Million	Half-hours	\$ Million	Half-hours
<b>Children's and Family:</b>					
<b>Proprietary</b>					
<i>Johnny Test</i>	V		N/A <sup>1</sup>		-
<i>Monster Math Squad</i>	I		N/A <sup>1</sup>		3.0
<i>Monster Math Squad</i>	II		10.0		-
<i>Mudpit</i>	I		N/A <sup>1</sup>		-
<i>Pirates</i>	II		-		N/A <sup>1</sup>
<i>Super Why (CBC)</i>	II		-		12.0
<i>That's So Weird!</i>	III		-		13.0
<i>Subtotals</i>		\$ 1.03	10.0	\$ 5.19	28.0
<b>Other Proprietary Titles with Canadian and Other Rights</b>					
<i>Doozers</i>	I		N/A <sup>1</sup>		-
<i>Martha Speaks (TVO)</i>	IV		-		5.0
<i>Waybuloo (RDF Rights)</i>	III		-		N/A <sup>1</sup>
<i>Subtotals</i>		\$ 1.76	-	\$ 1.38	5.0
<b>Third Party Produced Titles with IP Rights</b>					
<i>How to Be Indie</i>			-		6.0
<i>Rastamouse</i>			13.0		13.0
<i>She Zow</i>			1.0		-
<i>Subtotals</i>			14.0		19.0
<b>Total Children's and Family</b>		<b>\$ 2.79</b>	<b>24.0</b>	<b>\$ 6.57</b>	<b>52.0</b>
<b>Drama:</b>					
<b>Proprietary</b>					
<i>American Refugees</i>	Demo		-		1.0
<i>Subtotals</i>		\$ -	-	\$ 0.05	1.0
<b>Other Proprietary Titles with Canadian and Other Rights</b>					
<i>Ice Road Terror</i>	MOW		-		N/A <sup>1</sup>
<i>Killer Mountain</i>	MOW		-		N/A <sup>1</sup>
<i>Subtotals</i>		\$ -	-	\$ 0.09	-
<b>Total Drama</b>		<b>\$ -</b>	<b>-</b>	<b>\$ 0.14</b>	<b>1.0</b>
<b>Comedy:</b>					
<b>Proprietary</b>					
<i>Comedy Pilot (CBC)</i>	Pilot		1.0		-
<i>This Hour Has 22 Minutes</i>	XIX		-		12.0
<i>This Hour Has 22 Minutes</i>	XX		11.0		-
<b>Total Comedy</b>		<b>\$ 2.39</b>	<b>12.0</b>	<b>\$ 2.41</b>	<b>12.0</b>
<b>Total Proprietary</b>		\$ 3.42	22.0	\$ 7.65	41.0
<b>Total Other Proprietary Titles with Canadian and Other Rights</b>		\$ 1.76	-	\$ 1.47	5.0
<b>Total Third Party Produced Titles with IP Rights</b>		\$ -	14.0	\$ -	19.0
		<b>\$ 5.18</b>	<b>36.0</b>	<b>\$ 9.12</b>	<b>65.0</b>

<sup>1</sup>N/A – Not applicable as deliveries of half-hours have either already been counted when title delivered in the first instance or in the case of the shows using percentage of completion method, may not yet be delivered.

Producer and service fee revenues: For Six Months 2013, the Company earned \$12.66 million for producer and service fee revenues, a decrease of 22% versus the \$16.25 million for Six Months 2012. This was due to Management's decision, coming out

of its integration with DHX Cookie Jar and specifically to lower SG&A on lower margin parts of the business, to wind down its lower margin LA service studio and focus on its higher margin animation studios in Canada. Also, it was further due to the delay in scheduling of two productions (approximately representing \$2-3 million in revenue). Management expects service production revenue to generally be caught up in Q3 and Q4 2013.

*Distribution revenues:* For Six Months 2013, distribution revenues were up 235% to \$10.59 million from \$3.16 million for Six Months 2012, primarily due to the proliferation of new digital customers and the addition of DHX Cookie Jar. For the Six Months 2013, the Company closed significant deals, among others previously announced, as follows: Gaiam Vivendi Entertainment, Dish Network LLC, Viacom Media Networks, PBS, Daily Motion, and Turner Broadcasting System Europe.

*M&L-owned (including music and other royalty revenues):* For Six Months 2013, M&L-owned decreased 31% to \$6.55 million (Six Months 2012-\$9.52 million). For Six Months 2013, there were 13 *Yo Gabba Gabba! Live!* shows generating \$2.28 million as compared to Six Months 2012 which included the entire 2011 calendar year *Yo Gabba Gabba!* tour representing \$6.26 million in revenue. For Six Months 2013, other *Yo Gabba Gabba!* M&L revenue was \$2.49 million, up 12% from \$2.22 million for Six Months 2012. The remaining M&L-owned was \$1.78 million (\$0.65 million relating to DHX Cookie Jar), up 72% from \$1.04 million for Six Months 2012.

*M&L-represented revenues:* For Six Months 2013, M&L-represented revenue was \$2.10 million from CPLG (Six Months 2012-nil) which only included 70 days of activity and was acquired as part of the acquisition of DHX Cookie Jar.

*Rental and new media revenues:* For Six Months 2013, new media revenues decreased 23% to \$2.65 million (Six Months 2012-\$3.42 million) based primarily on scheduled timing of certain UMIGO deliverables. For Six Months 2013, rental revenues were \$0.14 million, down 7% from Six Months 2012 of \$0.15 million, as a result of lower rental revenues of studio and office facilities to third parties of the Company's Toronto office.

### **Gross Margin**

Gross margin for Six Months 2013 was \$19.41 million, an increase in absolute dollars of 52% compared to \$12.79 million for Q1 2012. DHX is pleased to report the overall gross margin for Six Months 2013 at 49% of revenue was above the high end of Management's expectations, driven mainly by a strong Q2 2013 for margins on production, new digital distribution deals, and M&L revenues. Gross margin for Six Months 2013 was calculated as revenues of \$39.87 million less direct production costs and amortization of investment in film of \$18.99 million and less \$1.47 million amortization of the acquired DHX Cookie Jar library (Six Months 2012-\$41.62 million less \$28.83 million and less nil, respectively).

For Six Months 2013, the margins for each revenue category in absolute dollars and as a margin percentage were as follows: production revenue margin of \$2.11 million or 41%, net producer and service fee revenue margin of \$4.67 million or 37%, distribution revenue margin of \$5.84 million or 55% (\$5.16 million or 49% when \$0.68 million for the amortization of acquired libraries is removed), M&L-owned margin was \$4.34 million or 66%, M&L-represented revenue margin at \$1.89 million or 90%, new media margin at \$0.42 million or 16%, and rental revenue margin of \$0.14 million or 100%.

Production margin at 41%, based on product delivery mix, was at the high end of Management's expectations. Producer and service fee margins can vary greatly and at 37% is at the high end of Management's expectations. Distribution margin can fluctuate greatly from title-to-title and at 55% is at the high end of Management's expectations.

### **Operating Expenses (Income)**

#### **SG&A**

SG&A costs for Six Months 2013 were up 71% at \$13.41 million compared to \$7.82 million for Six Months 2012. The increase in SG&A is due to the inclusion of \$2.84 million for DHX Cookie Jar which was acquired on October 22, 2012, a non-cash charge of \$0.73 million of share-based compensation (Six Months 2012-\$0.31 million) which included a one-time charge of \$0.39 million related to warrants granted in connection with the Cookie Jar Acquisition, and \$2.00 million for severance and workforce harmonization costs related to the integration of DHX Cookie Jar.

#### **Amortization**

For Six Months 2013, amortization was up 51% to \$2.57 million (Six Months 2012-\$1.70 million). For Six Months 2013, the amortization of acquired libraries was up 42% to \$0.68 million (the balance of amortization of acquired library of \$1.47 million (Six Months 2012-nil) is shown as a reduction of gross margin noted above) primarily due to the Cookie Jar acquisition (Six Months 2012-\$0.48 million) which relates to the library titles that have a maximum 20 year life for amortization purposes, have minimal ongoing cash costs associated with selling, and are viewed as long-term assets. For Six Months 2013, amortization of PP&E was up 18% to \$0.94 million primarily due to the Cookie Jar acquisition (Six Months 2012-\$0.80 million). For Six Months 2013, amortization of intangible assets was up 126% to \$0.95 million primarily due to the Cookie Jar acquisition (Six Months 2012-0.42 million).

### *Development Expenses and Other One-time Charges*

During Six Months 2013, development expenses were up 305% to \$0.85 million (Six Months 2012-\$0.21 million) and include \$0.57 million (Six Months 2012-nil) of one-time costs on terminated development contracts as a result of the integration subsequent to the acquisition of DHX Cookie Jar.

### *Acquisition Costs*

During Six Months 2013, Cookie Jar acquisition costs were \$1.37 million (Six Months 2012-nil).

### *Impairment in Value of Investment in Film and Television Programs*

During Six Months 2013, the Company did not record an impairment in value of investments in film and television programs (Six Months 2012 - \$0.14 million).

### *Share of Loss of Associates*

For Six Months 2013, the Company recorded its share of loss of associates of \$0.08 million for its investment in Tribal Nova (Q1 2012-\$0.03 million). For Six Months 2013, the \$0.08 million loss was made up of \$0.12 million in amortization of Tribal Nova intangibles and an income pickup of \$0.04 million for the Company's share of Tribal Nova.

### *Finance Income and Expenses*

For Six Months 2013, the Company recorded net finance expense of \$0.58 million versus \$0.11 million net finance income for Six Months 2012. Six Months 2013 net finance expense consists of \$0.33 million for finance costs on long-term debt and capital leases (Six Months 2012-\$0.05 million), \$0.23 million for finance and bank charges including interest on the revolving line of credit (Six Months 2012-\$0.05 million), interest accreted from deferred financing fees of \$0.13 million (Six Months 2012-nil), offset by a foreign exchange gain of \$0.06 million (Six Months 2012-\$0.15 million foreign exchange gain) and finance income of \$0.05 million (Six Months 2012-\$0.12 million).

### ***EBITDA and Adjusted EBITDA***

For Six Months 2013, EBITDA was \$4.39 million, down \$0.88 million or 17% versus \$5.27 million for Six Months 2012. For Six Months 2013, Adjusted EBITDA was \$8.72 million, up \$3.45 million or 65% over \$5.27 million for Six Months 2012. For Six Months 2013, Adjusted EBITDA includes add backs for one-time charges, noted herein, relating to the Cookie Jar Acquisition totalling \$4.33 million ("**CJ One-time Charges**"), consisting of \$0.39 million for warrants granted shown in share-based compensation in SG&A, \$2.00 million for severance costs shown in salaries and employee benefits in SG&A, \$0.57 million for terminated development contracts shown in development expenses and other, and \$1.37 million for acquisition costs.

### ***Income Taxes***

Income tax for Six Months 2013 was an expense of \$0.31 million (Six Months 2012-\$0.85 million expense) made up of \$0.35 million recovery (Six Months 2012-\$0.74 million expense) for current income tax, and deferred income tax expense of \$0.66 million (Six Months 2012-\$0.11 million expense).

### ***Net Income (Loss) and Comprehensive Income (Loss)***

For Six Months 2013 stated net income was \$0.22 million, compared to \$2.15 million income for Six Months 2012, or a decrease of \$1.93 million in absolute dollars or 90%. For Six Months 2013, net income normalized for CJ One-time Charges of \$2.95 million (net of tax effect of \$1.38 million) was \$3.17 million, (up 47% or \$0.04 basic and diluted earnings per share) as compared to \$2.15 million net income for Six Months 2012.

Comprehensive loss for Six Months 2013 was \$0.28 million, compared to \$2.74 million income for Six Months 2012, or a decrease of \$3.02 million in absolute dollars, made up of a decrease in cumulative translation adjustments of \$0.91 million and a decrease in net income of \$1.93 million, a decrease in fair value of available-for-sale investments of \$0.21 million, offset by an increase in realized gain on available for sale assets of \$0.03 million.

## SELECTED CONSOLIDATED QUARTERLY FINANCIAL INFORMATION

The following table sets out selected consolidated financial information for each of the last eight quarters with the last one being the most recent quarter ended December 31, 2012. In the opinion of Management, this information has been prepared on the same basis as the audited consolidated financial statements for the years ended June 30, 2012 and 2011 as filed on www.sedar.com or DHX's website at www.dhxmedia.com, and all necessary adjustments, consisting only of normal recurring adjustments, have been included in the amounts stated below to present fairly the unaudited quarterly results when read in conjunction with the audited consolidated financial statements and the notes to those statements. *The operating results for any quarter should not be relied upon as an indication of results for any future period.*

	Fiscal 2013 <sup>1</sup>		Fiscal 2012 <sup>1</sup>				Fiscal 2011 <sup>1</sup>	
	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3
	31-Dec	30-Sep	30-Jun	31-Mar	31-Dec	30-Sep	30-Jun	31-Mar
(All numbers are in thousands except per share data)	\$	\$	\$	\$	\$	\$	\$	\$
Revenue	26,358	13,515	14,409	16,619	24,675	16,944	11,518	12,283
Gross Margin <sup>2</sup>	13,984	5,424	5,818	6,116	7,685	5,100	4,740	5,512
EBITDA <sup>2</sup>	3,449	940	1,715	2,117	3,625	1,646	812	1,465
Adjusted EBITDA <sup>2 &amp; 3</sup>	6,873	1,846	N/A	N/A	N/A	N/A	N/A	N/A
Net Income (Loss)	287	(72)	348	546	1,835	318	(204)	237
Comprehensive Income (Loss)	218	(494)	770	230	1,538	1,198	(424)	427
Basic Earnings Per Common Share <sup>4</sup>	0.00	0.00	0.01	0.01	0.03	0.01	0.00	0.00
Diluted Earnings Per Common Share <sup>4</sup>	0.00	0.00	0.01	0.01	0.03	0.01	0.00	0.00
Adjusted Basic Earnings Per Common Share <sup>5</sup>	0.03	0.01	N/A	N/A	N/A	N/A	N/A	N/A
Adjusted Diluted Earnings Per Common Share <sup>5</sup>	0.03	0.01	N/A	N/A	N/A	N/A	N/A	N/A

<sup>1</sup>The financial information for Q2 2013 includes only 70 days activity for DHX Cookie Jar. The financial information for Q1 2013 and prior quarters does not include DHX Cookie Jar.

<sup>2</sup>Certain of the comparative Non-GAAP Financial Measures ("NGFM") are adjusted for all necessary adjustments, consisting of normal recurring adjustments and any changes in the current definition of NGFM (see "Use of Non-GAAP Financial Measures" section of this MD&A for further details).

<sup>3</sup>The Q2 2013 Adjusted EBITDA figures shown above were adjusted for other one-time charges of \$3.43 million (Q1 2013-\$0.91 million) as management believes the adjusted figures to be a more meaningful indicator of operating performance (see "Reconciliation of Historical Results to EBITDA and Adjusted EBITDA" of this MD&A).

<sup>4</sup>Note that for Q4 2012 basic and diluted earnings per common share is \$0.01, however, due to rounding, the calculation for Fiscal 2012 basic and diluted earnings per common share is \$0.05 (please see note 24 of the audited consolidated financial statements for the years ended June 30, 2012 and 2011 for further details).

<sup>5</sup>Adjusted basic and diluted earnings per share have been calculated by adding back the one-time Cookie Jar charges for Q2 2013 of \$2.23 million (net of \$1.20 million tax effect) (Q1 2013-one-time charges of \$0.73 million (net of \$0.18 million tax effect)) to the period net income and dividing by the weighted average shares outstanding for the corresponding period (for weighted average common shares outstanding, please see page 5 "Summary of Consolidated Financial Information" in this MD&A).

N/A – not applicable as there were no adjustments in the corresponding period.

**Results for the three months ended December 31, 2012 (“Q2 2013”) compared to the three months ended December 31, 2011 (“Q2 2012”)**

***Revenues***

Revenues for Q2 2013 were \$26.36 million, up 7% from \$24.68 million for Q2 2012. The increase in Q2 2013 was generally due to a significant increase in distribution revenue driven by a proliferation of new digital buyers and the acquisition of DHX Cookie Jar and offset generally by a reduction in producer and service fee revenue (driven by Management’s decision to wind down lower margin service work in its LA studio) and scheduled timing of *Yo Gabba Gabba! Live!* shows.

*Proprietary production revenues:* Proprietary production revenues for Q2 2013 were \$3.66 million, a decrease of 26% compared to \$4.92 million for Q2 2012. The overall decrease was mainly due to scheduled timing of deliveries and in particular no activity in Q2 2013 for DHX Cookie Jar (see delivery chart below for further details).

For Q2 2013, the Company added 21.0 half-hours to the library. The breakdown for Q2 2013 is 14.0 half-hours - \$3.66 million of proprietary film and television program production revenue versus the 31.0 half-hours for Q2 2012, where the programs have been delivered and the license periods have commenced for consolidated entities and 7.0 half-hours in intellectual property (“IP”) rights for third party produced titles (1.0 half-hours in Q2 2012). Q2 2013 proprietary deliveries were in line with scheduled deliveries and Management’s expectations.

DHX continued to strategically target third party produced titles for IP rights. As noted above, for Q2 2013, the Company added to the library 7.0 half-hours for *Rastamouse*. For Q2 2012, the Company added 1.0 half-hours for *Rastamouse*.

The breakdown for content library deliveries (including proprietary deliveries and deliveries on IP rights for third party produced titles) and dollar value subtotals per category for Q2 2013 and Q2 2012 was as follows:

Category and Title	Season or Type	Q2 2013		Q2 2012	
		\$ Million	Half-hours	\$ Million	Half-hours
<b>Children's and Family:</b>					
<b>Proprietary</b>					
<i>Johnny Test</i>	V		N/A <sup>1</sup>		-
<i>Monster Math Squad</i>	I		-		3.0
<i>Monster Math Squad</i>	II		4.0		-
<i>Mudpit</i>	I		N/A <sup>1</sup>		-
<i>Super WHY! (CBC)</i>	II		-		5.0
<i>That's So Weird!</i>	III		-		9.0
<i>Subtotals</i>		\$ 0.49	4.0	\$ 2.55	17.0
<b>Other Proprietary Titles with Canadian and Other Rights</b>					
<i>Doozers</i>	I		N/A <sup>1</sup>		-
<i>Martha Speaks (TVO)</i>	IV		-		5.0
<i>Subtotals</i>		\$ 1.17	-	\$ 0.46	5.0
<b>Third Party Produced Titles with IP Rights</b>					
<i>Rastamouse</i>			7.0		1.0
<i>Subtotals</i>			7.0		1.0
<b>Total Children's and Family</b>		<b>\$ 1.66</b>	<b>11.0</b>	<b>\$ 3.01</b>	<b>23.0</b>
<b>Drama:</b>					
<b>Other Proprietary Titles with Canadian and Other Rights</b>					
<i>Ice Road Terror</i>	MOW		-		N/A <sup>1</sup>
<i>Killer Mountain</i>	MOW		-		N/A <sup>1</sup>
<i>Subtotals</i>		\$ -	-	\$ 0.10	N/A
<b>Total Drama</b>		<b>\$ -</b>	<b>-</b>	<b>\$ 0.10</b>	<b>-</b>
<b>Comedy:</b>					
<b>Proprietary</b>					
<i>Comedy Pilot (CBC)</i>	Pilot		1.0		-
<i>This Hour Has 22 Minutes</i>	XIX		-		9.0
<i>This Hour Has 22 Minutes</i>	XX		9.0		-
<b>Total Comedy</b>		<b>\$ 2.00</b>	<b>10.0</b>	<b>\$ 1.81</b>	<b>9.0</b>
<b>Total Proprietary</b>		\$ 2.49	14.0	\$ 4.36	26.0
<b>Total Other Proprietary Titles with Canadian and Other Rights</b>		\$ 1.17	-	\$ 0.56	5.0
<b>Total Third Party Produced Titles with IP Rights</b>		\$ -	7.0	\$ -	1.0
		<b>\$ 3.66</b>	<b>21.0</b>	<b>\$ 4.92</b>	<b>32.0</b>

<sup>1</sup>N/A – Not applicable as deliveries of half-hours have either already been counted when title delivered in the first instance or in the case of the shows using percentage of completion method, may not yet be delivered.

Producer and service fee revenues: For Q2 2013, the Company earned \$5.82 million for producer and service fee revenues, a decrease of 41% versus the \$9.85 million for Q2 2012. This was due to Management's decision, coming out of its integration with

DHX Cookie Jar and specifically to lower SG&A on lower margin parts of the business, to wind down its lower margin LA service studio and focus on its higher margin animation studios in Canada. Also, it was further due to the delay in scheduling of two productions (approximately representing \$2-3 million in revenue). Management expects service production revenue to generally be caught up in Q3 and Q4 2013.

*Distribution revenues:* For Q2 2013, Management is pleased to report distribution revenues were up 417% to \$9.26 million from \$1.79 million for Q2 2012, primarily due to the proliferation of new digital customers and the addition of DHX Cookie Jar. For the Q2 2013, the Company closed significant deals, among others previously announced, as follows: Gaiam Vivendi Entertainment, Dish Network LLC, Viacom Media Networks, PBS, Daily Motion, and Turner Broadcasting System Europe.

*M&L-owned (including music and other royalty revenues):* For Q2 2013, M&L-owned decreased 40% to \$4.19 million (Q2 2012-\$7.01 million). For Q2 2013, there were 13 scheduled *Yo Gabba Gabba! Live!* shows generating \$2.28 million (representing approximately 25% of expected revenue for the 2013 fiscal year tour) as compared to Q2 2012 of several tour stops representing \$5.15 million in revenue. For Q2 2013, other *Yo Gabba Gabba!* M&L was \$0.94 million, down 14% from \$1.09 million for Q2 2012. The remaining M&L-owned was \$0.82 million, up 8% as compared to \$0.76 million for Q2 2012.

*M&L-represented revenues:* For Q2 2013, M&L-represented revenue was \$2.10 million from CPLG (Q2 2012-nil) which only included 70 days of activity and was acquired as part of the acquisition of DHX Cookie Jar.

*New Media and Rental revenues:* For Q2 2013, new media revenues increased 20% to \$1.26 million (Q2 2012-\$1.05 million) based primarily on scheduled timing of certain UMIGO deliverables. For Q2 2013, rental revenues were \$0.07 million, up 17% from Q2 2012 of \$0.06 million, as a result of rental revenues of studio and office facilities to third parties of the Company's Toronto office.

### **Gross Margin**

Gross margin for Q2 2013 was \$13.99 million, an increase in absolute dollars of 82% compared to \$7.69 million for Q2 2012. DHX is pleased to report the overall gross margin for Q2 2013 at 53% of revenue was above the high end of Management's expectations, driven by a strong quarter for margins on new digital distribution deals, production, and M&L revenues. Gross margin for Q2 2013 was calculated as revenues of \$26.36 million less direct production costs and amortization of investment in film of \$10.90 million and less \$1.47 million amortization of the acquired DHX Cookie Jar library (Q2 2012-\$24.68 million less \$16.99 million and less nil, respectively).

For Q2 2013, the margins for each revenue category in absolute dollars and as a margin percentage were as follows: production revenue margin of \$1.50 million or 41%, net producer and service fee revenue margin of \$2.55 million or 44%, distribution revenue margin of \$5.33 million or 58% (\$4.87 million or 53% when \$0.46 million for the amortization of acquired libraries is removed), M&L-owned margin was \$2.56 million or 61%, M&L-represented revenue margin was \$1.89 million or 90%, new media margin at \$0.09 million or 7%, and rental revenue margin of \$0.07 million or 100%.

Production margin at 41%, based on product delivery mix, was at the high end of Management's expectations. Producer and service fee margins can vary greatly and at 44% is at the high end of Management's expectations. Distribution margin can fluctuate greatly from title-to-title and at 58% is at the high end of Management's expectations.

### **Operating Expenses (Income)**

#### **SG&A**

SG&A costs for Q2 2013 were up 126% at \$9.35 million compared to \$4.14 million for Q2 2012. The increase in SG&A in Q2 2013 is due to the inclusion of \$2.84 million (Q2 2012-nil) for DHX Cookie Jar which was acquired on October 22, 2012 and \$2.00 million (Q2 2012-nil) for severance and workforce harmonization costs related to the integration of DHX Cookie Jar.

#### **Amortization**

For Q2 2013, amortization was up 110% to \$1.72 million (Q2 2012-\$0.82 million). For Q2 2013, the amortization of acquired libraries was up 360% to \$0.46 million (the balance of amortization of acquired library of \$1.47 million (Q2 2012-nil) is shown as a reduction of gross margin noted above) primarily due to the Cookie Jar acquisition (Q2 2012-\$0.10 million) which relates to the library titles that have a maximum 20 year life for amortization purposes, have minimal ongoing cash costs associated with selling, and are viewed as long-term assets. For Q2 2013, amortization of PP&E was up 2% to \$0.52 million primarily due to the Cookie Jar acquisition (Q2 2012-\$0.51 million). For Q2 2013, amortization of intangible assets was up 252% to \$0.74 million primarily due to the Cookie Jar acquisition (Q2 2012-0.21 million).

### *Development Expenses and Other One-time Charges*

During Q2 2013, development expenses were up 887% to \$0.79 million (Q2 2012-\$0.08 million) and include \$0.57 million (Q2 2012-nil) of one-time costs on terminated development contracts as a result of the integration subsequent to the acquisition of DHX Cookie Jar.

### *Acquisition Costs*

During Q2 2013, Cookie Jar acquisition costs were \$0.85 million (Q2 2012-nil).

### *Share of Loss of Associates*

For Q2 2013, the Company recorded its share of loss of associates of \$0.05 million for its investment in Tribal Nova (Q2 2012-\$0.01 million). For Q2 2013, the \$0.05 million loss was made up of \$0.06 million in amortization of Tribal Nova intangibles, offset by an income pick up of \$0.01 million for the Company's share of Tribal Nova.

### *Finance Income and Expenses*

For Q2 2013, the Company recorded net finance expense of \$0.44 million versus \$0.10 million net finance expense for Q2 2012. Q2 2013 net finance expense consists of \$0.31 million for finance costs on long-term debt and capital leases (Q2 2012-\$0.02 million), \$0.16 million for finance and bank charges including interest on the revolving line of credit (Q2 2012-\$0.03 million), interest accreted on deferred financing fees of \$0.13 million (Q2 2012-nil), offset by a foreign exchange gain of \$0.11 million (Q2 2012-\$0.11 million foreign exchange loss) and finance income of \$0.05 million (Q2 2012-\$0.06 million).

### *EBITDA and Adjusted EBITDA*

For Q2 2013, EBITDA was \$3.45 million, down \$0.17 million or 5% versus \$3.62 million for Q2 2012. For Q2 2013, Adjusted EBITDA was \$6.87 million, up \$3.25 million or 90% over \$3.62 million for Q2 2012. For Q2 2013, Adjusted EBITDA includes add backs for one-time charges, noted herein, relating to the Cookie Jar Acquisition totalling \$3.43 million ("**Q2 2013 CJ One-time Charges**"), consisting of \$2.00 million, shown in salaries and employee benefits in SG&A, for severance costs, and \$0.57 million for terminated development contracts, shown in development expenses and other, and \$0.86 million for acquisition costs.

### *Income Taxes*

Income tax for Q2 2013 was an expense of \$0.47 million (Q2 2012-\$0.70 million expense) made up of \$0.35 million recovery (Q2 2012-\$0.55 million expense) for current income tax, and deferred income tax expense of \$0.82 million (Q2 2012-\$0.15 million expense).

### *Net Income (Loss) and Comprehensive Income (Loss)*

For Q2 2013 stated net income was \$0.29 million, compared to \$1.83 million income for Q2 2012, or a decrease of \$1.54 million in absolute dollars or 84%. For Q2 2013, net income normalized for Q2 2103 CJ One-time Charges of \$2.23 million (net of tax effect of \$1.20 million) was \$2.52 million, (up 38% or \$0.03 basic and diluted earnings per share) as compared to \$1.83 million net income for Q2 2012.

Comprehensive income for Q2 2013 was \$0.21 million, compared to \$1.54 million income for Q2 2012, or a decrease of \$1.33 million in absolute dollars, made up of an increase in cumulative translation adjustments of \$0.47 million and an increase in realized gain on available for sale assets of \$0.03 million, offset by a decrease in net income of \$1.54 million and a decrease in fair value of available-for-sale investments of \$0.29 million.

<b>Liquidity and Capital Resources</b>	<b>December 31, 2012</b>	<b>June 30, 2012</b>		
	<b>\$</b>	<b>\$</b>		
<i>(Amounts in Thousands, Except Balance Sheet Ratios)</i>				
<b>Key Balance Sheet Amounts and Ratios:</b>				
Cash, restricted cash, and short-term investments.....	17,563	22,489		
Long-term assets .....	115,520	24,905		
Working capital.....	96,651	59,600		
Long-term and other liabilities.....	47,365	5,605		
Working capital ratio <sup>(1)</sup> .....	1.78	2.18		
Financing activities.....	<b>Three Months Ended December 31, 2012</b>	<b>Three Months Ended December 31, 2011</b>	<b>Six Months Ended December 31, 2012</b>	<b>Six Months Ended December 31, 2011</b>
	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>
<b>Cash Inflows (Outflows) by Activity:</b>				
Operating activities.....	(2,830)	4,400	(5,821)	6,246
Financing activities.....	6,403	(5,907)	7,708	(8,296)
Investing activities.....	(4,638)	3,631	(5,283)	(225)
Effect of foreign exchange rate changes on cash.....	(736)	(89)	(810)	44
Net cash inflows (outflows).....	<u>(1,801)</u>	<u>2,035</u>	<u>(4,206)</u>	<u>(2,231)</u>
Adjusted Operating Activities <sup>2</sup>	<u>(119)</u>	<u>3,848</u>	<u>(886)</u>	<u>2,944</u>

- (1) Working capital ratio is current assets divided by current liabilities (see the interim unaudited condensed consolidated financial statements for the three months ended December 31, 2012 and 2011).
- (2) For the three and six months ended December 31, 2012 Adjusted Operating Activities were an outflow of (\$119) and (\$886) (three and six months ended December 31, 2011 – an inflow of \$3,848 and 2,944) calculated as cash outflows from operating activities of (\$2,830) and (\$5,821) (three and six months ended December 31, 2011-inflow of \$4,400 and 6,246) adjusted by proceeds from interim production financing of \$2,711 and \$4,935 (three and six months ended December 2011-repayment of (\$552) and (\$3,302)). See “Use of Non-GAAP Financial Measures” section of this MD&A for a definition of Adjusted Operating Activities.

### **Changes in Cash**

Cash at December 31, 2012 was \$14.96 million, as compared to \$16.76 million and \$19.17 million at September 30, 2012 and June 30, 2012 respectively. For the three month period ended December 31, 2012 the cash balance decreased \$1.80 million when comparing it to the cash balance as at September 30, 2012.

For the six months ended December 31, 2012 cash flows used in operating activities were \$5.82 million. Cash flows provided by operating activities were net income of \$0.22 million and adding back non-cash items of amortization of film and television programs, acquired library, PP&E, intangible assets, share of loss of associates, realized loss on disposal of short-term investments, share-based compensation, and deferred income tax expense of \$4.29 million, \$2.15 million, \$0.94 million, \$0.95 million, \$0.08 million, \$0.03 million, \$0.72 million, and \$0.66 million respectively. Cash flows used in operating activities were \$0.15 million for unrealized foreign exchange gain, \$5.31 million for the net change in non-cash working capital balances related to operations, and \$10.40 million for net investments in film and television. Note actual cash paid out of operating activities during six month ended December 31, 2012 relating to one-time Cookie Jar acquisition costs was \$3.77 million.

For the six months ended December 31, 2012 cash flows from financing activities were \$7.71 million. Cash flows used in financing activities resulted from an increase in deferred financing fees of \$0.74 million, repayments of long-term debt and obligations under capital leases of \$60.68 million, and repayment of subordinated shareholder debt assumed on acquisitions of \$8.66 million. Cash flows from financing activities were provided by proceeds from issuance of common shares of \$17.36 million, proceeds from issuing of common shares related to employee share purchase plan and options of \$0.01 million, proceeds from bank indebtedness of \$7.34 million, proceeds from interim production financing of \$4.93 million, proceeds from long-term debt of \$48.15 million.

For the six months ended December 31, 2012 cash flows from investing activities were a use of cash of \$5.28 million. Cash flows from investing activities were provided by proceeds on disposal of short-term investments of \$3.29 million. Cash flows used in investing activities were \$2.19 million for business acquisitions, increase in restricted cash of \$2.60 million, acquisition of PP&E of \$1.07 million, change in long-term receivables and payables of \$0.82 million, and decrease in long-term deferred revenue of \$1.89 million.

### **Working Capital**

Working capital (“**Working Capital**”) represents the Company’s current assets less current liabilities. Working Capital increased by \$37.05 million as at December 31, 2012 versus June 30, 2012.

Based on the Company's current revenue expectations for Fiscal 2013, which are based on contracted and expected production, distribution, M&L, and other revenue, the Company believes cash generated from operations and existing resources will be sufficient to satisfy Working Capital needs for at least the next twelve months. Management believes the current Working Capital surplus totalling \$96.65 million is sufficient to execute its current business plan.

#### ***Pre-existing Royal Bank Revolving Master Credit Facility***

On October 22, 2012, upon closing ("**Cookie Jar Closing**") the Cookie Jar Acquisition ("**Cookie Jar Acquisition**") (see Cookie Jar Acquisition section of this MD&A for further details) all the existing RBC facilities under the RBC Master Agreement were paid in full and replaced with the new Syndicated Master Credit Agreement (the "**Syndicated Master Credit Agreement**").

#### ***New Syndicated Master Credit Agreement***

Concurrently with the Cookie Jar Closing, DHX entered into a new credit facility with a syndicate of Canadian banks led by Royal Bank Capital Markets that replaced the existing indebtedness of DHX and Cookie Jar, other than production-specific financing obtained by DHX and Cookie Jar's subsidiaries. The Syndicated Master Credit Agreement consists of two senior secured credit facilities (the "**Credit Facilities**") in an aggregate principal amount of up to \$70 million, including a term loan credit facility in the aggregate amount of \$50 million (the "**Term Facility**"), fully drawn down on closing (December 31, 2012-\$49.26 million), and a revolving loan credit facility in the aggregate amount of up to \$20 million (the "**Revolving Facility**") (\$5.5 million of which was drawn at the Cookie Jar Closing and \$10.0 million at December 31, 2012). The Term Facility was used to repay certain indebtedness of DHX and its subsidiaries, including certain indebtedness of Cookie Jar assumed as part of the Cookie Jar Acquisition, and to pay fees and expenses incurred in connection with the Cookie Jar Acquisition. The Revolving Facility is available for working capital and general corporate purposes.

DHX and certain of its subsidiaries as guarantors provided a first priority security interest in respect of all of the capital stock of the subsidiaries of DHX and the guarantors and all present and after-acquired real and personal property of DHX and the guarantors in favour of the lender as security for the Credit Facilities. The Term Facility will mature four years from the closing date of the Credit Facilities and is subject to annual amortization payments (as a percentage of the initial amount of the Term Facility) of (i) 7% in 2013, (ii) 8% in 2014, (iii) 12% in 2015 and (iv) 13% in 2016, all payable in equal quarterly installments in each case with the balance payable in full on the maturity date. The Revolving Facility is payable in full on the maturity date of the Term Facility.

#### ***Capital Management***

The Company's objectives when managing capital are to provide an adequate return to shareholders, safeguard its assets, maintain a competitive cost structure and continue as a going concern in order to pursue the development, production, distribution, and licensing of its film and television properties.

To facilitate the management of its capital structure, the Company prepares annual expenditure operating budgets that are updated as necessary depending on various factors, including industry conditions and operating cash flow. The annual and updated budgets are reviewed by the board of directors.

The Company monitors capital using a number of financial ratios, specifically, as at December 31, 2012, under the new Credit Facilities, including but not limited to:

- Leverage Ratio, defined as funded debt (the total of all obligations for borrowed money which bear interest or imputed interest (not including interim production financing), all capital lease obligations, and any contingent liabilities) ("**Funded Debt**") to consolidated adjusted EBITDA (consolidated adjusted EBITDA less foreign exchange gains or losses on intercompany debt, production-related EBITDA and one-time Cookie Jar acquisition costs); and
- The Fixed Charge Ratio, defined as consolidated adjusted EBITDA less current income taxes and unfunded capital expenditures to fixed charges (consolidated interest expense and scheduled principal payments on Funded Debt).

The following table illustrates the financial ratios calculated on a rolling twelve-month basis as at:

	<b>Measure targets</b>	<b>December 31, 2012</b>
Leverage Ratio	< 2.5x	2.07x
Fixed Charge Ratio	> 1.5x	5.12x

The Company is in compliance with these and all previous ratios.

## Contractual Obligations

As of December 31, 2012

### Payments Due by Period

(All amounts are in thousands)

	Total	Fiscal 2013	Fiscal 2014- 2015	Fiscal 2016- 2017	After Fiscal 2018
	\$	\$	\$	\$	\$
Bank indebtedness <sup>(1)</sup> .....	10,000	10,000	-	-	-
Capital lease for equipment <sup>(2)</sup> .....	472	272	200	-	-
Long-term debt payments (principal and interest) <sup>(3)</sup> .....	55,999	2,617	12,531	40,053	798
Operating leases <sup>(4)</sup> .....	9,339	1,860	3,976	2,212	1,291
<b>Total Contractual Obligations</b> .....	<b>75,810</b>	<b>14,749</b>	<b>16,707</b>	<b>42,265</b>	<b>2,089</b>

- (1) Revolving Facility with a maximum amount of \$20.0 million bearing implied interest based on LIBOR at 4.75%.
- (2) Pursuant to capital leases for video editing, leaseholds, and other office and production equipment, the obligations bear implied interest ranging from 4.0% to 9.8% and mature from February 2013 to October 2016. Principal balances are included in note 10 to the unaudited interim condensed consolidated financial statements for the period ended December 31, 2012.
- (3) See note 10 to the unaudited interim condensed consolidated financial statements for the period ended December 31, 2012 for details.
- (4) Pursuant to operating leases. See note 16 to the unaudited interim condensed consolidated financial statements for the period ended December 31, 2012 for details

## Outlook

The Company's December 31, 2012 balance sheet remains strong with approximately \$15.0 million in cash on hand. Management continues to focus on its core strengths of developing, producing, distributing its 8,500 half-hour library, and licensing the best possible quality Children's and Family programs with goals of increasing cash flows from operations and profitability through existing production and distribution streams and emerging music and M&L opportunities. The Company is committed to growing its content library by its previously stated goal of 5-10% organically and through acquisitions of third party titles.

On October 22, 2012, DHX completed the Cookie Jar Acquisition and as such the following outlook has been revised to include expected results for both DHX (prior to the Cookie Jar Acquisition) and DHX Cookie Jar.

For the remaining six months of Fiscal 2013 ("**Remainder of Fiscal 2013**"), DHX's revised target for the category of production revenue (proprietary and producer and service fee) is \$27.5-37.5 million with a combined target gross margin of 20%-35% (Fiscal 2012-26% combined margin). It is worth noting that the Cookie Jar margin on production has historically been 10-15%. DHX's combined proprietary pipeline continues to build (including, amount others, *Dr. Dimensionpants!*, *This Hour Has 22 Minutes*, *Johnny Test*, *Packages from Planet X*, *Doozers*, *Ella the Elephant*, and *Satisfaction*) and is now stronger as we have added 3-5 expected new shows in the coming 4-6 quarters from the Cookie Jar development slate.

In addition, consistent with the Company's strategy to grow its content library, for Fiscal 2013, the Company expects to add 25-50 half-hours (note: approximately 50 half-hours contracted to be added over the next 12-18 months with offers out on more than 35 additional half-hours) for third party produced titles where the Company has significant IP rights. These include, among other titles, the hit series *Rastamouse*, *She-Zow*, and *Grandpa in my Pocket*, and now *Deadtime Stories* from DHX Cookie Jar. As such, for the Remainder of Fiscal 2013, DHX's revised target for the category of distribution (library) revenues is \$12-16 million.

For the Remainder of Fiscal 2013, DHX's revised target for M&L on owned brands (*Yo Gabba Gabba!*, including *Yo Gabba Gabba! Live!*, *Rastamouse*, *Caillou*, *Richard Scarry's Busy Town Mysteries*, and *Johnny Test*) is from \$9-12 million. In addition, for the Remainder of Fiscal 2013, DHX's revised target for music and royalty revenue is \$1-1.5 million.

For the Remainder of Fiscal 2013, as a result of the Cookie Jar Acquisition, the Company's newly acquired European M&L brand representation group (CPLG) is targeting \$6-8 million in revenues for M&L represented. It is worth noting that because CPLG is a licensing agency business, there is very little direct cost of goods sold (historically 5-15%) and the majority of the expenses against this category are SG&A and are included in DHX's revised SG&A targets noted below.

For the Remainder of Fiscal 2013, new media revenue is targeted in the range of \$2-3 million including the property UMIGO and other revenues including rentals are expected to be in the range of \$0.25-\$0.50 million.

For 2013, Management expects revised gross margins for each revenue category to range as follows: 20-35% for combined production, 40-60% for distribution, 50-65% for owned M&L, 65-75% for music and royalty, 85-95% for M&L represented, 15-30% for new media, and 90-95% for rental.

For the Remainder of Fiscal 2013, DHX expects SG&A to range from \$15.5-17 million, including \$6-7 million for CPLG, \$1-2 million for one-time restructuring costs associated with severances, lease terminations, and contract buyouts in achieving the Company's remaining synergies related to the Cookie Jar Acquisition.

For Fiscal 2013, amortization of all categories and development expense when considered together are expected to be in the range of \$5.75-6.5 million (including an estimated \$2 million for amortization of intangibles related to Cookie Jar Acquisition). For Fiscal 2013, share-based compensation and other expenses are expected to be in the following ranges respectively: \$1-1.5 million and \$0.25-0.50 million. For the Remainder of Fiscal 2013, as a result of the new Credit Facilities, finance expense is expected to range from \$1.25-1.75 million.

### **Update on Cookie Jar Integration**

The Cookie Jar Acquisition was completed on October 22, 2012 and Management immediately began to implement its integration plan. The Company completed the integration of all staff located in Toronto into the DHX offices and has sublet the former Cookie Jar Toronto offices for the remaining three year term. The Company has also integrated three offices in California into a central office located in Sherman Oaks and has terminated the former Cookie Jar office lease in Burbank, effective March 31, 2013. Management is pleased to report that the Company has exceeded its previously stated target in run rate synergies of \$8.0 million and now expects to achieve \$10.0 million in run rate synergies.

Synergies are generally comprised of the following:

- Workforce harmonization savings of \$8.0 million;
- Lease savings of \$0.8 million;
- Information technology (“IT”) savings of \$0.25 million;
- Travel, general and office savings of \$0.5 million;
- Marketing and trade show costs savings of \$0.25 million; and
- Insurance and administration savings of \$0.2 million.

Timing of the synergies noted above is as follows:

- The workforce, IT, lease terminations, insurance, and administration changes have been communicated and implemented and are anticipated to largely take effect by June 30, 2013;
- The remaining changes for travel and marketing are related to policy changes and efficiencies and are also expected to take full effect by June 30, 2013.

Restructuring costs associated with achieving the savings are expected to total approximately \$3.5-4.5 million. Actual costs and costs to be incurred on quarterly basis as follows:

- Q1 & Q2 2013 actuals - approximately \$2.5 million
- Q3 2013 expected - \$0.75-1.25 million
- Q4 2013 expected - \$0.25-0.75 million.

### **Cookie Jar Acquisition**

On October 22, 2012, the Company announced the closing of the acquisition of the business of Cookie Jar Entertainment (“**Cookie Jar**”) pursuant to the share purchase agreement entered into on August 20, 2012. The consideration for the Cookie Jar Acquisition was made up of a combination of approximately 36 million shares, \$5.0 million cash, and the assumption of approximately \$65.5 million of debt.

The Cookie Jar Acquisition has significantly strengthened DHX’s industry position in television production and distribution, interactive content and entertainment licensing. Cookie Jar is one of the industry’s leaders in the creation, production and marketing of animated and live-action programming. Its library of nearly 6,000 half-hour episodes of television features some of the world’s most recognizable children’s series including *Richard Scarry’s Busytown Mysteries*, *Caillou*, *The Doodlebops*, *Inspector Gadget* and *Johnny Test*. Cookie Jar programmes Cookie Jar TV, the weekend morning block on CBS. CPLG, Cookie Jar’s full-service international licensing agency, represents numerous entertainment, sport and design brands such as *Strawberry Shortcake*, *Richard Scarry*, *St. Andrews Links* and *Skylanders*.

DHX expects that the combination of DHX and Cookie Jar libraries, and expertise in licensing and distribution that both companies have developed, will provide significant advantages to the combined company for the benefit of DHX’s business and Shareholders. These advantages include:

- significantly strengthened capabilities in the rapidly growing digital segment;
- broadened relationships with distributors including Amazon, Comcast, DISH, Hulu, Netflix, Samsung, Telmex and Vivendi;

- creation of substantial scale with the addition of Cookie Jar's \$48.27 million in revenue per the audited financial statements for the year ended August 31, 2012 (for further details, please see Schedule A of the Business Acquisition Report filed on [www.sedar.com](http://www.sedar.com) on December 21, 2012);
- greater diversification of revenue streams across operating segments with a greater proportion of revenue derived from higher margin segments;
- combination of two portfolios of globally recognized brands that can be seen in approximately 160 countries;
- increase to content library of children's programming by a factor of more than three times, from approximately 2,550 to approximately 8,550 half-hour episodes;
- expanded global merchandising opportunities and licensing capabilities for DHX's owned properties as well as third-party brand management and licensing opportunities;
- ability to programme Cookie Jar TV on the CBS network in the United States on Saturday mornings;
- significant cost synergies, currently estimated to be \$10 million annually (up from \$8 million previously reported), leading to greater fixed cost coverage and margins;
- improved market position and negotiating strength; and
- increased market capitalization may increase potential investor audience and potential for improved liquidity in shares.

### **Offering**

On October 3, 2012, the Company announced the closing of its previously announced public offering of 13,002,000 subscription receipts (“**the Subscription Receipts**”) after full exercise of the underwriter’s overallotment option, at a price of \$1.50 per subscription receipt (the “**Offering**”). The net proceeds of \$18.29 million from the Offering (after deducting the underwriters' fees and Offering expenses of \$1.21 million) was used to reduce indebtedness resulting from the Cookie Jar Acquisition.

### **Seasonality**

Results of operations for any period are dependent on the number and timing of film and television programs delivered, which cannot be predicted with certainty. Consequently, the Company’s results from operations may fluctuate materially from period-to-period and the results of any one period are not necessarily indicative of results for future periods. Cash flows may also fluctuate and are not necessarily closely correlated with revenue recognition. During the initial broadcast of the rights the Company is somewhat reliant on the broadcaster’s budget and financing cycles and at times the license period gets delayed and commences at a later date than originally projected.

The Company’s film and television revenues vary significantly from quarter to quarter driven by contracted deliveries with the primary broadcasters. Although with the Company’s recent diversification of its revenue mix, particularly in the strengthening of the distribution revenue stream, some of the quarterly unevenness is improving slightly and becoming more predictable. Distribution revenues are contract and demand driven and can fluctuate significantly from period-to-period.

### **Critical Accounting Estimates**

The preparation of the financial statements in conformity with IFRS requires Management to make estimates, judgements, and assumptions that Management believes are reasonable based upon the information available. These estimates, judgements, and assumptions affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the reporting year or period. Actual results can differ from those estimates (refer to page 2 of this MD&A for more information regarding forward-looking information). For a discussion of all of the Company’s accounting policies, refer to note 3 of the audited consolidated financial statements for the years ended June 30, 2012 and 2011 on [www.sedar.com](http://www.sedar.com) or DHX’s website at [www.dhxmedia.com](http://www.dhxmedia.com).

### **Future Accounting Standard Changes**

The IASB has issued IFRS 10, 11, 12, and 13 effective for annual periods beginning on or after January 1, 2013. The IASB has also issued IFRS 9 effective for annual periods beginning on or after January 1, 2015, with early adoption permitted. IFRS 9 introduces new classification and measurement requirements for financial instruments. IFRS 10 defines the principles of control and establishes the basis of when and how an entity should be included within a set of consolidated financial statements. IFRS 11, *Joint Ventures* – establishes principles to determine the type of joint arrangement and guidance for financial reporting activities required by the entities that have an interest in arrangements which are controlled jointly. IFRS 12, *Disclosure of Interests in*

*Other Entities* – requires extensive disclosures relating to a company’s interest in subsidiaries, joint arrangements, associates, and unconsolidated structured entities. IFRS 13, *Fair Value Measurement* – defines fair value, provides guidance in a single framework for measuring fair value and identifies the required disclosures pertaining to fair value measurement. DHX continues to assess the impact of IFRS 9, 10, 11, 12, and 13 on its consolidated statement of operations and financial position.

## **Financial Instruments and Risk Management**

The Company’s financial instruments consist of cash, restricted cash, short-term investments, amounts receivable, long-term investment, bank indebtedness, interim production financing, accounts payable and accrued liabilities, long-term debt and obligations under capital leases, and the other liability. The Company, through its financial assets and liabilities, has exposure to the following risks from its use of financial instruments: credit risk, interest rate risk, liquidity risk, and currency risk. Management monitors risk levels and reviews risk management activities as they determine to be necessary.

### ***Credit Risk***

Amounts receivable from the Canadian federal government and other government agencies in connection with production financing represents 48% of total amounts receivable at December 31, 2012 (June 30, 2012 - 62%). Certain of these amounts are subject to audit by the government agencies. The Company adjusts amounts receivable from Canadian federal government and other government agencies including federal and provincial tax credits receivables in connection with production financing, quarterly and annually for any known differences arising from internal or external audit of these amounts.

The balance of trade amounts receivable are primarily with Canadian broadcasters and large international distribution companies. The Company has recorded an allowance for doubtful accounts of less than 1% against the gross amounts of trade receivables, and management believes that the net amount of trade receivables is fully collectible.

### ***Interest Rate Risk***

The Company is exposed to interest rate risk arising from fluctuations in interest rates as its interim production financing, certain long-term debt, and a portion of cash bear interest at floating rates. A 1% fluctuation would have an approximate \$0.75 million effect on annual net income (loss).

### ***Liquidity Risk***

The Company manages liquidity by forecasting and monitoring operating cash flows and through the use of capital leases and revolving credit facilities (see note 14 of the audited consolidated financial statements for June 30, 2012 for further details). As at December 31, 2012 the Company had cash on hand of \$14.96 million (June 30, 2012 - \$19.17 million) and no short-term investments (June 30, 2012 - \$3.32 million in Canadian government grade bonds).

### ***Currency Risk***

The Company’s activities which expose it to currency risk involve the holding of foreign currencies as well as incurring production costs and earning revenues that are denominated in foreign currencies. For every 1% change in the USD, GBP, or Euros exchange rate versus the Canadian dollar would be less than a \$0.10 million impact on net income (loss) and minimal effect on balance sheet items.

## **Risk Assessment**

The following are the specific and general risks that could affect the Company that each reader should carefully consider. Additional risks and uncertainties not presently known to the Company or that the Company does not currently anticipate will be material, may impair the Company’s business operations and its operating results and as a result could materially impact its business, results of operations, prospects, and financial condition. These specific and general risks are as follows: risks related to the nature of the entertainment industry, risks related to television and film industries, risks related to doing business internationally, loss of Canadian status, competition, limited ability to exploit filmed and television content library, protecting and defending against intellectual property claims, fluctuating results of operations, raising additional capital, concentration risk, reliance on key personnel, market share price fluctuations, risks associated with acquisitions and joint ventures, potential for budget overruns and other production risks, management estimates in revenues and earnings, stoppage of incentive programs, financial risks resulting from the Company’s capital requirements, government incentive program, change in regulatory environment, litigation, technological change, labour relations, and exchange rates. *For further details see "Risk Factors" contained in the Company’s 2012 Annual MD&A on [www.sedar.com](http://www.sedar.com) or DHX’s website at [www.dhxmedia.com](http://www.dhxmedia.com).*

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

The Company's Chief Executive Officer ("CEO") and Chief Financial Officer ("CFO") have designed or caused to be designed under their supervision, disclosure controls and procedures to provide reasonable assurance that material information is gathered and reported to senior management to permit timely decisions regarding public disclosure and to provide reasonable assurance that the information required to be disclosed in reports that are filed or submitted under Canadian securities legislation is recorded, processed, summarized, and reported within the time period specified in those rules.

The CEO and the CFO have also designed, or caused to be designed under their supervision, internal controls over financial reporting to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes.

In its annual filings dated September 28, 2012, the CEO and the CFO, after evaluating the effectiveness of the Company's disclosure controls and procedures, and internal control over financial reporting, concluded that as at June 30, 2012, both the Company's disclosure controls and procedures, and internal control over financial reporting were operating effectively. It should be noted that a control system, no matter how well conceived and operated, can provide only reasonable, not absolute, assurance that the objectives of the control system are met. Because of the inherent limitations in all control systems, no evaluation of controls can provide absolute assurance that all control issues, including instances of fraud, if any, have been detected.

There were no changes in internal controls over financial reporting during the three months ended December 31, 2012 that have materially affected, or are reasonably likely to materially affect, the Company's internal controls over financial reporting.

### **Use of Non-GAAP Financial Measures**

In addition to the results reported in accordance with IFRS or GAAP, the Company uses various non-GAAP financial measures, which are not recognized under IFRS or GAAP, as supplemental indicators of our operating performance and financial position. These non-GAAP financial measures are provided to enhance the user's understanding of our historical and current financial performance and our prospects for the future. Management believes that these measures provide useful information in that they exclude amounts that are not indicative of our core operating results and ongoing operations and provide a more consistent basis for comparison between periods. The following discussion explains the Company's use of EBITDA, Adjusted EBITDA, Gross Margin, and Adjusted Operating Activities as measures of performance.

"**EBITDA**" means earnings (loss) before interest, taxes, depreciation, amortization, share-based compensation expense, finance expense (income), share of loss of associates, development expense, and impairment of certain investments in film and television programs; and "**Adjusted EBITDA**" also includes adjustments for other one-time charges. Amortization includes amortization of PP&E, acquired libraries, and intangible assets. EBITDA and Adjusted EBITDA are not earnings measures recognized by GAAP and do not have a standardized meaning prescribed by GAAP. Therefore, EBITDA and Adjusted EBITDA may not be comparable to similar measures presented by other issuers. Management believes EBITDA and Adjusted EBITDA to be meaningful indicators of our performance that provides useful information to investors regarding our financial condition and results of operation.

"**Gross Margin**" means revenue less direct production costs and amortization of film and television programs produced and new for Q2 2013, less amortization of the book value of the DHX Cookie Jar acquired library. Gross Margin is not an earnings measure recognized by GAAP and does not have a standardized meaning prescribed by GAAP. Therefore, Gross Margin may not be comparable to similar measures presented by other issuers.

"**Adjusted Operating Activities**" is a non-GAAP financial measure of cash inflows and outflows from operating activities adjusted for increases and decreases in interim production financing, as in Management's opinion, these are also an integral part of determining cash flows from operations. Adjusted Operating Activities is one of the key cash flow measurement tools used by Management in assessing cash flow performance.

**A reconciliation of historical results to EBITDA and Adjusted EBITDA is presented on the next page.**

## Reconciliation of Historical Results to EBITDA and Adjusted EBITDA

EBITDA and Adjusted EBITDA are not recognized earnings measures under GAAP and do not have standardized meanings prescribed by GAAP. Therefore EBITDA and Adjusted EBITDA may not be comparable to similar measures presented by other companies or issuers. Investors are cautioned that EBITDA and Adjusted EBITDA should not be construed as alternatives to net income or loss determined in accordance with GAAP as an indicator of the Company's performance or to cash flows from operating, investing, and financing activities as a measure of liquidity and cash flows. The following table reconciles income (loss) before income taxes, EBITDA and Adjusted EBITDA, and Gross Margin, based on the unaudited interim condensed consolidated financial statements for the three and six months ended December 31, 2012 and 2011 of the Company found on www.sedar.com and www.dhxmedia.com. For further description see "Use of Non-GAAP Financial Measures" elsewhere in this MD&A.

***The operating results for any period should not be relied upon as an indication of results for any future period.***

	Q2-2013	Q2-2012	Six Months Ended December 31, 2012	Six Months Ended December 31, 2011
	(\$000)	(\$000)	(\$000)	(\$000)
Income (loss) before income taxes for the period.....	748	2,537	521	3,003
Finance expense (income), net.....	442	105	579	(111)
Realized loss on disposals of short term investment.....	29	-	29	-
Share of loss of associates.....	56	7	81	26
Amortization <sup>2</sup> .....	1,717	821	2,567	1,698
Impairment in value of certain investment in film and television programs.....	-	-	-	135
Development and other expenses.....	219	75	277	210
Share-based compensation expense <sup>3</sup> .....	239	80	336	310
<b>EBITDA<sup>1</sup></b> .....	<b>3,450</b>	<b>3,625</b>	<b>4,390</b>	<b>5,271</b>
Other one-time adjustments <sup>4</sup> .....	3,424	-	4,330	-
<b>Adjusted EBITDA<sup>1, 3, 4</sup></b> .....	<b>6,874</b>	<b>3,625</b>	<b>8,720</b>	<b>5,271</b>
Selling, general and administrative, net of share-based compensation expense <sup>3</sup> and other one-time adjustments <sup>4</sup> .....	7,110	4,060	10,688	7,514
<b>Gross Margin<sup>1</sup></b> .....	<b>13,984</b>	<b>7,685</b>	<b>19,408</b>	<b>12,785</b>

<sup>1</sup>Certain of the comparative Non-GAAP Financial Measures ("NGFM") are adjusted for all necessary adjustments, consisting of normal recurring adjustments and any changes in the current definition of NGFM (see "Use of Non-GAAP Financial Measures" section of this MD&A for further details).

<sup>2</sup>Amortization is made up of amortization of PPE and intangibles and the portion of amortization of acquired library that relates to the amortization of the purchase accounting bump to fair value for all acquired libraries including DHX Cookie Jar. These add backs were as follows: for Q2 2013 \$1.26 million and \$0.46 million respectively (Q2 2012-\$0.72 million and \$0.10 million) and for Six Months 2013 \$1.89 million and \$0.68 million respectively (Six Months 2012-\$1.22 million and \$0.48 million).

<sup>3</sup>Share-based compensation for three and six months ended December 31, 2012 was \$0.24 million and \$0.73 million respectively (December 31, 2011-\$0.08 million and \$0.31 million), and includes a one-time adjustment of nil and \$0.39 million (December 31, 2011-nil and nil) for the fair value of the conditional warrants granted for the Cookie Jar acquisition to consultants of the Company and has been included in other one-time adjustments in note 4.

<sup>4</sup>Other one-time adjustments noted herein relating to the Cookie Jar acquisition for the three months ended December 31, 2012 of \$0.85 million for acquisition costs (Six Months 2013-\$1.37 million), \$2.00 million for severance costs (Six Months 2013-\$2.00 million), nil for share-based compensation (Six Months 2013-\$0.39 million), and \$0.57 million related to terminated development contracts (Six Months 2013-\$0.57 million) have been added back to get to Adjusted EBITDA as Management believes Adjusted EBITDA to be a more meaningful indicator of operating performance.



**DHX MEDIA LTD.**

**Q2 2013**

**Supplemental Information  
For the Three and Six Months Ended December 31, 2012**

**1. Summary of securities issued and options and warrants granted during the three months ended December 31, 2012 (expressed in thousands of Canadian dollars, except for shares and amounts per share)**

**a. Summary of securities issued**

	<b>Number of Common Shares</b>	<b>Value \$</b>
<b>Balance at June 30, 2012</b>	<b>53,069,712</b>	<b>65,841</b>
Shares issued as part of employee share purchase plan	2,443	3
<b>Balance at September 30, 2012</b>	<b>53,072,155</b>	<b>65,844</b>
Shares issued as part of employee share purchase plan	1,662	3
Shares issued as part of Cookie Jar acquisition	36,044,492	67,403
Shares issued for cash consideration	13,002,000	18,043
Options exercised	1,250	2
<b>Balance at December 31, 2012</b>	<b>102,121,559</b>	<b>151,295</b>

**b. Summary of options and warrants**

<b>Options</b>	<b>Number of Options</b>	<b>Weighted-average exercise price</b>
<b>Balance at June 30, 2012</b>	<b>4,343,750</b>	<b>\$0.90</b>
Options expired	(430,000)	1.62
<b>Balance at September 30, 2012</b>	<b>3,913,750</b>	<b>\$0.82</b>
Options granted to an Officer-Dana Landry	500,000	\$1.63
Options granted to an Officer-David Regan	200,000	\$1.81
Options granted to an Officer-Mark Gosine	150,000	\$1.81
Options granted to an Officer-Aaron Ames	200,000	\$1.81
Options granted to a Director-Rob Sobey	60,000	\$1.81
Options granted to a Director-Sir Graham Day	60,000	\$1.81
Options granted to a Director-J. William Ritchie	60,000	\$1.81
Options granted to a Director-Donald Wright	60,000	\$1.81
Options granted to a Director-Michael Hirsch	250,000	\$1.81
Options granted to employees	600,000	\$1.81
Options exercised	(1,250)	\$0.90
Options forfeited	(121,250)	\$0.86
<b>Balance at December 31, 2012</b>	<b>5,931,250</b>	<b>\$1.16</b>

<b>Warrants</b>	<b>Number of Warrants</b>	<b>Weighted-average exercise price</b>
<b>Balance at June 30, 2012, September 30, 2012, and December 31, 2012</b>	<b>1,000,000</b>	<b>0.78</b>

**c. Summary of securities as at the end of the reporting period**

**i. Authorized share capital**

Unlimited common shares without nominal or par value;  
100,000,000 preferred variable voting shares, redeemable at the option of the Company at any time at a millionth of a cent per share, no entitlement to dividends, voting.

**ii. Shares outstanding and recorded value**

102,121,559 common shares at a recorded value of \$151,295;  
100,000,000 preferred variable voting shares at a recorded value of nil.

**iii. Description of options and warrants**

See note 16(f) and 16(g) of the audited consolidated financial statements for the years ended June 30, 2012 and June 30, 2011.

**2. Directors and officers as at December 31, 2012**

**Directors**

Sir Graham Day (1) (2) (3) (4)	Lead Director of DHX, Chair of Governance Committee
Michael Donovan (1)	Director
Michael Hirsch	Executive Chairman, Director
John Loh (3) (4)	Director
J. William Ritchie (2) (3) (4)	Director
Michael Salaman (2)	Director
Robert Sobey (3)	Director, Chair of the Compensation Committee
Donald Wright (2) (3) (4)	Director, Chair of Audit Committee

**Officers**

Michael Donovan	CEO
Dana Landry	CFO
Steven DeNure	President and COO
Aaron Ames	Chief Integration Officer
Mark Gosine	EVP, Legal Affairs, Secretary and General Counsel
David Regan	EVP, Corporate Development & Investor Relations

- (1) Member of the Production Financing Committee
- (2) Member of the Audit Committee
- (3) Member of the Compensation Committee
- (4) Member of the Nominating and Governance Committee.