



Management Presentation

Second Quarter 2018 Results

August 2, 2018

# FORWARD LOOKING STATEMENTS & OTHER INFORMATION

This presentation contains forward-looking statements. Statements in this presentation that are not historical facts, including without limitation statements about the Company's beliefs and expectations, earnings guidance, recent business and economic trends, potential acquisitions, and estimates of amounts for redeemable noncontrolling interests and deferred acquisition consideration, constitute forward-looking statements. Words such as "estimates", "expects", "contemplates", "will", "anticipates", "projects", "plans", "intends", "believes", "forecasts", "may", "should", and variations of such words or similar expressions are intended to identify forward-looking statements. These statements are based on current plans, estimates and projections, and are subject to change based on a number of factors, including those outlined below. Forward-looking statements speak only as of the date they are made, and the Company undertakes no obligation to update publicly any of them in light of new information or future events, if any.

Forward-looking statements involve inherent risks and uncertainties. A number of important factors could cause actual results to differ materially from those contained in any forward-looking statements. Such risk factors include, but are not limited to, the following:

- risks associated with severe effects of international, national and regional economic conditions;
- the Company's ability to attract new clients and retain existing clients;
- the spending patterns and financial success of the Company's clients;
- the Company's ability to retain and attract key employees;
- the Company's ability to remain in compliance with its debt agreements and the Company's ability to finance its contingent payment obligations when due and payable, including but not limited to those relating to redeemable noncontrolling interests and deferred acquisition consideration;
- the successful completion and integration of acquisitions which complement and expand the Company's business capabilities, and the potential impact of one or more asset sales;
- foreign currency fluctuations; and
- risks associated with the ongoing DOJ investigation of the historical production bidding practices at one of the Company's subsidiaries.

The Company's business strategy includes ongoing efforts to engage in acquisitions of ownership interests in entities in the marketing communications services industry. The Company intends to finance these acquisitions by using available cash from operations and through incurrence of bridge or other debt financing, either of which may increase the Company's leverage ratios, or by issuing equity, which may have a dilutive impact on existing shareholders proportionate ownership. At any given time the Company may be engaged in a number of discussions that may result in one or more acquisitions. These opportunities require confidentiality and may involve negotiations that require quick responses by the Company. Although there is uncertainty that any of these discussions will result in definitive agreements or the completion of any transactions, the announcement of any such transaction may lead to increased volatility in the trading price of the Company's securities.

Investors should carefully consider these risk factors and the additional risk factors outlined in more detail in the Company's 2017 Annual Report on Form 10-K under the caption "Risk Factors", and in the Company's other SEC filings.



## SUMMARY

- 2018 continues to be challenging and we are taking the necessary steps to improve our financial performance
- Revenue decline reflects expected client cutbacks, delays, and slower conversion of our new business pipeline; positive 1H net new business and easing comparisons provide visibility to better 2H topline
- Year-to-date Adjusted EBITDA impacted by the cost of implementing new accounting rules, as well as restructuring-related severance and real estate consolidation expenses, which totaled \$12 million; significantly higher profitability expected in 2H 2018
- Closed acquisition of Instrument (April 2), deepening expertise in digital
- Maintaining 2018 guidance. The only change to guidance relates to the net foreign exchange impact due to the stronger US dollar

## SECOND QUARTER 2018 FINANCIAL HIGHLIGHTS

- ***Adopted ASC 606 effective January 1, 2018 using the Modified Retrospective Method, therefore reported results are not comparable with the prior period (which continues to be reported under ASC 605). See slide 6 for a reconciliation.***
- Revenue of \$379.7 million versus \$390.5 million (as reported under ASC 605), a decline of -2.8%; excluding the impact of the adoption of ASC 606, revenue was \$389.5 million, or -0.3%
- Organic revenue declined -1.7%, including a negligible impact from billable pass-through costs
- Net income attributable to MDC Partners common shareholders of \$1.1 million versus income of \$8.0 million (as reported under ASC 605); excluding the impact of the adoption of ASC 606, Net loss attributable to MDC Partners common shareholders was (\$4.5) million
- Adjusted EBITDA of \$43.0 million versus \$47.0 million (as reported under ASC 605); excluding the impact of the adoption of ASC 606, Adjusted EBITDA was \$33.9 million. The quarter included over \$6 million of one-time costs related to restructuring-related severance, real estate consolidation expense, and incremental professional fees associated with the adoption of ASC 606, in addition to the absence of \$1 million from LBN (sold August 2017).
- Net new business wins of \$17.1 million

Note: See appendix for definitions of non-GAAP measures



# FIRST HALF 2018 FINANCIAL HIGHLIGHTS

- ***Adopted ASC 606 effective January 1, 2018 using the Modified Retrospective Method, therefore reported results are not comparable with the prior period (which continues to be reported under ASC 605). See slide 6 for a reconciliation.***
- Revenue of \$706.7 million versus \$735.2 million (as reported under ASC 605), a decline of -3.9%; excluding the impact of the adoption of ASC 606, revenue was \$737.7 million, or 0.3%
- Organic revenue declined -0.5%, including a 160 basis points benefit from higher billable pass-through costs
- Net loss attributable to MDC Partners common shareholders of (\$30.1) million versus a loss of (\$1.7) million (as reported under ASC 605); excluding the impact of the adoption of ASC 606, Net loss attributable to MDC Partners common shareholders was (\$31.5) million
- Adjusted EBITDA of \$50.8 million versus \$82.8 million (as reported under ASC 605); excluding the impact of the adoption of ASC 606, Adjusted EBITDA was \$47.8 million. The first half included \$12 million of one-time costs related to restructuring-related severance, real estate consolidation expense, and incremental professional fees associated with the adoption of ASC 606, in addition to the absence of nearly \$2 million from LBN (sold August 2017).
- Net new business wins of \$37.1 million

Note: See appendix for definitions of non-GAAP measures



# CONSOLIDATED REVENUE AND EARNINGS

(US\$ in millions, except percentages)

	Three Months Ended June 30,			Six Months Ended June 30,		
	2018 (1)	2017	% Change	2018 (1)	2017	% Change
<b>Revenue</b>	\$ 379.7	\$ 390.5	(2.8) %	\$ 706.7	\$ 735.2	(3.9) %
<b>Operating expenses</b>						
Cost of services sold	253.4	267.8	(5.4) %	496.4	505.4	(1.8) %
Office and general expenses	83.9	85.6	(2.0) %	167.8	173.4	(3.3) %
Depreciation and amortization	11.7	10.8	8.7 %	24.1	21.7	11.1 %
Other asset impairment	-	-	NM %	2.3	-	NM %
<b>Operating profit</b>	30.8	26.4	16.6 %	16.1	34.8	(53.6) %
Other, net	(6.0)	6.6		(12.2)	9.2	
Interest expense and finance charges	(17.0)	(15.7)		(33.2)	(32.5)	
Interest income	0.2	0.2		0.3	0.4	
Income tax benefit (expense)	(2.0)	(4.6)		6.4	(8.6)	
Equity in earnings (losses) of non-consolidated affiliates	(0.0)	0.6		0.1	0.5	
<b>Net income (loss)</b>	6.0	13.5		(22.6)	3.8	
Net income attributable to non-controlling interests	(2.5)	(2.2)		(3.4)	(3.1)	
Accretion on and net income allocated to convertible preference shares	(2.3)	(3.3)		(4.1)	(2.4)	
<b>Net income (loss) attributable to MDC Partners Inc. common shareholders</b>	<u>\$ 1.1</u>	<u>\$ 8.0</u>		<u>\$ (30.1)</u>	<u>\$ (1.7)</u>	

<sup>1</sup> Effective January 1, 2018, we adopted ASC Topic 606, "Revenue from Contracts with Customers" (ASC 606). ASC 606 was applied using the modified retrospective method, with the cumulative effect of the initial adoption being recognized as an adjustment to opening retained earnings at January 1, 2018. As a result, comparative prior periods have not been adjusted and continue to be reported under ASC 605 "Revenue Recognition" (ASC 605). For the three months ended June 30, 2018, the adoption of ASC 606 reduced revenue by \$9.7 million, increased operating profit by \$9.0 million, and increased Net income attributable to MDC Partners common shareholders by \$5.6 million, or \$0.10 per share. For the six months ended June 30, 2018, the adoption of ASC 606 reduced revenue by \$31.0 million, increased operating profit by \$3.0 million, and decreased Net loss attributable to MDC Partners common shareholders by \$1.4 million, or \$0.02 per share. As required, we have provided a reconciliation of the current presentation under ASC 606 to the prior presentation under ASC 605 on page 6 of this presentation.

Note: Actuals may not foot due to rounding.



# IMPACT OF ADOPTION OF ASC 606 ON REPORTED RESULTS

(US\$ in millions, except percentages)

	Three Months Ended June 30, 2018			Six Months Ended June 30, 2018		
	As Reported	Adjustments	Adjusted to	As Reported	Adjustments	Adjusted to
			Exclude Impact of Adoption of ASC 606			Exclude Impact of Adoption of ASC 606
<b>Revenue</b>	\$ 379.7	\$ 9.7	\$ 389.5	\$ 706.7	\$ 31.0	\$ 737.7
Costs of services sold	253.4	18.8	272.2	496.4	34.0	530.4
Operating profit (loss)	30.8	(9.0)	21.7	16.1	(3.0)	13.2
Net income (loss) attributable to MDC Partners, Inc. common shareholders	1.1	(5.6)	(4.5)	(30.1)	(1.4)	(31.5)
Income (loss) per common share - basic and diluted	0.02	(0.10)	(0.08)	(0.53)	(0.02)	(0.55)
Organic revenue decline	-1.7%	-	-1.7%	-0.5%	-	-0.5%
<b>Adjusted EBITDA (1)</b>	\$ 43.0	\$ (9.0)	\$ 33.9	\$ 50.8	\$ (3.0)	\$ 47.8
<i>margin</i>	11.3%		8.7%	7.2%		6.5%

<sup>1</sup> Adjusted EBITDA is a non-GAAP measure. See appendix for the definition.

<sup>2</sup> The above table summarizes the impact of the adoption of ASC 606 on our US GAAP and non-GAAP performance metrics.

Note: Actuals may not foot due to rounding.



# REVENUE SUMMARY

(US\$ in millions, except percentages)

	Three Months Ended		Six Months Ended	
	Revenue \$	% Change	Revenue \$	% Change
<b>June 30, 2017 (ASC 605)</b>	<b>\$390.5</b>		<b>\$735.2</b>	
Organic revenue decline	(6.7)	(1.7%)	(3.4)	(0.5%)
Non-GAAP acquisitions (dispositions), net	2.5	0.6%	(2.8)	(0.4%)
Foreign exchange impact, net	3.1	0.8%	8.6	1.2%
Impact of adoption of ASC 606 (1)	(9.7)	(2.5%)	(31.0)	(4.2%)
<b>Total change</b>	<b>(10.8)</b>	<b>(2.8%)</b>	<b>(28.5)</b>	<b>(3.9%)</b>
<b>June 30, 2018 (ASC 606)</b>	<b>\$379.7</b>		<b>\$706.7</b>	

- **Organic revenue decline of -1.7%, including a negligible impact from billable pass-through costs incurred on clients' behalf**
- **Organic revenue excluding the impact from billable pass-through costs improved sequentially, despite a nearly 300 basis points more difficult comparison**

<sup>1</sup> Impact of adoption of ASC 606: In accordance with the adoption of ASC 606, we were required to change certain aspects of our revenue recognition accounting policy as it relates to performance incentives, retainer fees, and certain third-party pass-through and out-of-pocket costs. Under the prior guidelines, performance incentives were recognized in revenue when specific quantitative goals were achieved, or when the Company's performance against qualitative goals was determined by the client. Under ASC 606, the Company now estimates the amount of the incentive that will be earned at the inception and throughout the term of the contract. Additionally, previously, fees for non-refundable retainers were generally recognized on a straight-line basis over the term of the specific customer arrangement. Under ASC 606, an input method is typically used to measure progress and recognize revenue for these types of arrangements. Finally, the adoption of ASC 606 resulted in certain client arrangements previously being accounted for as principal, now being accounted for as agent. In these instances, certain third-party pass-through and out-of-pocket costs which were billed to clients in connection with services being provided, are no longer included in revenue and therefore the revenue recorded is equal to the net amount retained.

Note: Actuals may not foot due to rounding.





# REVENUE BY GEOGRAPHY AND SEGMENT

(US\$ in millions, except percentages)

	Three Months Ended June 30, 2018			Six Months Ended June 30, 2018		
	Total Revenue	Total Growth	Organic Revenue Growth (Decline)	Total Revenue	Total Growth	Organic Revenue Growth (Decline)
United States	\$295.3	(3.0%)	(2.1%)	\$551.8	(4.7%)	(2.0%)
Canada	<u>33.1</u>	<u>8.2%</u>	<u>(7.6%)</u>	<u>59.5</u>	<u>4.2%</u>	<u>(4.6%)</u>
<i>North America</i>	328.4	(2.0%)	(2.6%)	611.3	(3.9%)	(2.2%)
Other	<u>51.4</u>	<u>(7.4%)</u>	<u>3.7%</u>	<u>95.5</u>	<u>(3.6%)</u>	<u>10.8%</u>
<b>Total</b>	<b>\$379.7</b>	<b>(2.8%)</b>	<b>(1.7%)</b>	<b>\$706.7</b>	<b>(3.9%)</b>	<b>(0.5%)</b>
Global Integrated Agencies	\$182.6	(12.7%)	(7.8%)	\$333.0	(14.3%)	(6.6%)
Domestic Creative Agencies	26.4	3.5%	1.7%	50.7	3.0%	(0.3%)
Specialized Communications	43.9	(0.4%)	(11.9%)	87.1	2.7%	(3.6%)
Media Services	33.3	(21.9%)	(10.5%)	69.4	(17.2%)	(7.4%)
All Other	<u>93.5</u>	<u>35.2%</u>	<u>27.3%</u>	<u>166.5</u>	<u>29.1%</u>	<u>24.4%</u>
<b>Total</b>	<b>\$379.7</b>	<b>(2.8%)</b>	<b>(1.7%)</b>	<b>\$706.7</b>	<b>(3.9%)</b>	<b>(0.5%)</b>

- **Excluding the impact of the adoption of ASC 606, Q2 revenue was \$389.5 million**
- **U.S. organic revenue decline similar to Q1 despite more difficult comparisons**

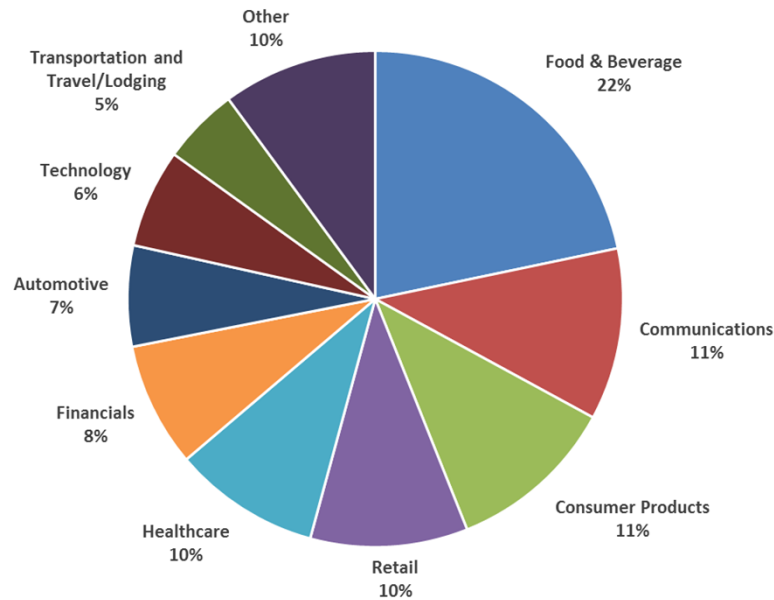
<sup>1</sup> Due to changes in the Company's internal management and reporting structure during 2018, reportable segment results for periods presented prior to the second quarter of 2018 have been recasted to reflect the reclassification of certain businesses between segments. The changes were as follows: 1) Source Marketing, previously within the All Other category, was included within the Doner operating segment, which is aggregated into the Global Integrated Agencies reportable segment, 2) Yamamoto, previously within the All Other category, was included within the Domestic Creative Agencies reportable segment, and 3) Bruce Mau Design, Hello Design and Northstar Research Partners, previously within the All Other category, and Varick Media Management, previously within the Media Services reportable segment, were included into a newly formed operating segment, Yes & Company, which is aggregated within the Media Services reportable segment.

Note: Actuals may not foot due to rounding



# REVENUE BY CLIENT INDUSTRY

## Q2 2018 Mix



## Year-over-Year Growth by Category

	Q2 2018	2018 YTD
Above 10%	Financials, Transportation and Travel/Lodging	Financials, Healthcare, Transportation and Travel/Lodging
0% to 10%	Food & Beverage, Healthcare	Consumer Products, Food & Beverage
Below 0%	Automotive, Communications, Consumer Products, Retail, Technology	Automotive, Communications, Retail, Technology

- **Best performing sectors: Financials, Healthcare, Transportation and Travel/Lodging**
- **Top 10 clients decreased to 22.1% of revenue vs 24.6% a year ago (largest <4%)**

Note: Actuals may not foot due to rounding. Year-over-year category growth shown on a reported basis, normalized for the impact of adoption of ASC 606.



# ADJUSTED EBITDA

(US\$ in millions, except percentages)

	Three Months Ended June 30,			Six Months Ended June 30,		
	2018 (ASC 606)	2017 (ASC 605)	% Change	2018 (ASC 606)	2017 (ASC 605)	% Change
Advertising and Communications Group	\$ 54.8	\$ 56.0	(2.1) %	\$ 72.7	\$ 99.3	(26.8) %
Global Integrated Agencies	24.5	24.4	0.4 %	20.8	41.3	(49.7) %
Domestic Creative Agencies	6.0	5.6	8.1 %	10.5	10.3	1.9 %
Specialized Communications	7.2	6.8	5.8 %	13.1	13.3	(1.0) %
Media Services	(0.2)	5.4	(103.8) %	0.9	9.5	(90.2) %
All Other	17.2	13.8	25.0 %	27.4	25.0	9.7 %
Corporate Group	(11.8)	(9.0)	31.7 %	(22.0)	(16.5)	33.1 %
<b>Adjusted EBITDA (1)</b>	<b>\$ 43.0</b>	<b>\$ 47.0</b>	<b>(8.6) %</b>	<b>\$ 50.8</b>	<b>\$ 82.8</b>	<b>(38.7) %</b>
<i>margin</i>	<i>11.3%</i>	<i>12.0%</i>		<i>7.2%</i>	<i>11.3%</i>	

- **1H 2018 Adjusted EBITDA included \$12 million of costs related to ASC 606 adoption professional fees, restructuring-related severance, and real-estate consolidation expense**

<sup>1</sup> Adjusted EBITDA is a non-GAAP measure. See appendix for the definition.

<sup>2</sup> Due to changes in the Company's internal management and reporting structure during 2018, reportable segment results for periods presented prior to the second quarter of 2018 have been recasted to reflect the reclassification of certain businesses between segments. The changes were as follows: 1) Source Marketing, previously within the All Other category, was included within the Doner operating segment, which is aggregated into the Global Integrated Agencies reportable segment, 2) Yamamoto, previously within the All Other category, was included within the Domestic Creative Agencies reportable segment, and 3) Bruce Mau Design, Hello Design and Northstar Research Partners, previously within the All Other category, and Varick Media Management, previously within the Media Services reportable segment, were included into a newly formed operating segment, Yes & Company, which is aggregated within the Media Services reportable segment.

Note: Actuals may not foot due to rounding.



# SUMMARY OF CASH FLOW

(US\$ in millions)

	<b>Six Months Ended June 30,</b>	
	<b>2018</b>	<b>2017</b>
Net cash used in operating activities	(\$61.7)	(\$0.7)
Net cash used in investing activities	(36.1)	(22.9)
Net cash provided by financing activities	76.3	17.1
Effect of exchange rate changes on cash and cash equivalents	<u>0.3</u>	<u>(1.1)</u>
<b>Net decrease in cash and cash equivalents</b>	<b><u>(\$21.2)</u></b>	<b><u>(\$7.6)</u></b>

<sup>1</sup> Effective January 1, 2018, we adopted ASU 2016-15, "Statement of Cash Flows", which clarifies how cash receipts and cash payments in certain transactions are presented and classified on the statement of cash flows. We applied ASU 2016-15 on a retrospective basis, and accordingly the prior period has been reclassified to conform to the new standard.

# 2018 FINANCIAL OUTLOOK

- **2018 financial guidance is maintained as follows. The only change to guidance relates to the foreign exchange impact due to the stronger US dollar.**
- **Guidance excludes the approximately \$2.5 million cost of the Corporate restructuring in the third quarter of 2018.**

## 2018 Outlook Commentary

### **Organic Revenue Growth**

We expect 1-3% growth in organic revenue, whose definition excludes the impact of the adoption of ASC 606 in the reconciliation of reported revenue.

### **Pass-through and Out-of Pocket Costs**

The adoption of ASC 606 resulted in certain client contracts previously being accounted for as principal, now being accounted for as agent. This results in a reduction in full year gross revenue of approximately \$65 million with a corresponding reduction in direct costs, with no impact on profit.

### **Foreign Exchange Impact, net**

Assuming currency rates remain where they are, and based on our most recent projections, the net impact of foreign exchange is expected to be neutral to full year revenue versus a positive 50 basis point impact previously.

### **Impact of Non-GAAP Acquisitions (Dispositions), net**

Our current expectations are that the impact of acquisitions, net of disposition activity, will increase revenue by approximately 80 basis points.

### **Adjusted EBITDA Margin**

We expect margins to be flat to 40 basis points of expansion. Our outlook incorporates an approximately 60 basis point benefit from the shift from gross to net revenue accounting related to certain client contracts. Our outlook therefore implies an approximately 60 to 20 basis point reduction of margins on a full year basis, excluding the accounting change impact and the cost of the Corporate restructuring.

Note: The Company has excluded a quantitative reconciliation with respect to the Company's 2018 guidance under the "unreasonable efforts" exception in item 10(e)(1)(i)(B) of Regulation S-K. A reconciliation of Adjusted EBITDA Margin and Organic Revenue Growth to the closest GAAP financial measure is not available without unreasonable efforts on a forward-looking basis due to the high variability, complexity and low visibility with respect to stock-based compensation, deferred acquisition consideration adjustments, distributions from non-consolidated affiliates, impact of acquisitions and dispositions, foreign exchange impact and other items excluded from Adjusted EBITDA and Organic Revenue Growth. For the same reasons, the Company is unable to address the probable significance of the unavailable information, which could have a potentially unpredictable, and potentially significant, impact on future GAAP financial results.

Note: See appendix for definitions of non-GAAP measures



# APPENDIX

## APPLICATION OF ASC 606

- Adopted ASC 606 effective January 1, 2018
- Only the accounting changes
  - **No change** to our business model or performance metrics
  - **No change** to our client relationships or underlying client contracts
  - **No change** to cash or cash flow
  - **No change** to 2018 Adjusted EBITDA dollar targets
- Summary of key changes and impacts

Item	What Changes	Net Impact
Retainers and Projects	Previously recognized on a straight-line basis over the term of the customer arrangement; under ASC 606, an input method is used to measure progress and recognize revenue	Changes timing of revenue recognition between quarters. Immaterial impact on full year revenue or Adjusted EBITDA.
Incentive Compensation	Previously recognized when specific quantitative goals were achieved, or when performance against qualitative goals was determined by the client; under ASC 606, treated as variable consideration and estimated at inception and throughout the term of contract	Accelerates revenue recognition between quarters. Immaterial impact on full year revenue or Adjusted EBITDA.
Third-party Pass-through and Out-of-pocket Costs	Certain client arrangements previously accounted for as principal are now accounted for as agent, which means certain third-party costs are no longer included in revenue	Decreases revenue and expense, dollar for dollar. No impact on Adjusted EBITDA.



# REVENUE TRENDING SCHEDULE

(US\$ in thousands, except percentages)

	2016 (ASC 605)					2017 (ASC 605)					2018 (ASC 606)		
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	YTD
<b>Revenue</b>													
United States	\$252,199	\$272,992	\$274,506	\$304,016	\$1,103,712	\$274,682	\$304,463	\$289,701	\$303,517	\$1,172,364	\$256,524	\$295,268	\$551,792
Canada	<u>28,406</u>	<u>33,614</u>	<u>30,233</u>	<u>31,848</u>	<u>124,101</u>	<u>26,470</u>	<u>30,583</u>	<u>31,418</u>	<u>34,622</u>	<u>123,093</u>	<u>26,379</u>	<u>33,086</u>	<u>59,465</u>
North America	280,605	306,606	304,739	335,864	1,227,813	301,152	335,046	321,119	338,140	1,295,457	282,903	328,354	611,257
Other	<u>28,437</u>	<u>30,442</u>	<u>44,515</u>	<u>54,578</u>	<u>157,972</u>	<u>43,548</u>	<u>55,487</u>	<u>54,680</u>	<u>64,608</u>	<u>218,323</u>	<u>44,066</u>	<u>51,389</u>	<u>95,455</u>
<b>Total</b>	<b>\$309,042</b>	<b>\$337,048</b>	<b>\$349,254</b>	<b>\$390,442</b>	<b>\$1,385,785</b>	<b>\$344,700</b>	<b>\$390,533</b>	<b>\$375,799</b>	<b>\$402,747</b>	<b>\$1,513,779</b>	<b>\$326,968</b>	<b>\$379,743</b>	<b>\$706,711</b>
<b>% of Revenue</b>													
United States	81.6%	81.0%	78.6%	77.9%	79.6%	79.7%	78.0%	77.1%	75.4%	77.4%	78.5%	77.8%	78.1%
Canada	<u>9.2%</u>	<u>10.0%</u>	<u>8.7%</u>	<u>8.2%</u>	<u>9.0%</u>	<u>7.7%</u>	<u>7.8%</u>	<u>8.4%</u>	<u>8.6%</u>	<u>8.1%</u>	<u>8.1%</u>	<u>8.7%</u>	<u>8.4%</u>
North America	90.8%	91.0%	87.3%	86.0%	88.6%	87.4%	85.8%	85.4%	84.0%	85.6%	86.5%	86.5%	86.5%
Other	<u>9.2%</u>	<u>9.0%</u>	<u>12.7%</u>	<u>14.0%</u>	<u>11.4%</u>	<u>12.6%</u>	<u>14.2%</u>	<u>14.6%</u>	<u>16.0%</u>	<u>14.4%</u>	<u>13.5%</u>	<u>13.5%</u>	<u>13.5%</u>
<b>Total</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>
<b>Total Growth %</b>													
United States	0.1%	0.6%	1.5%	4.4%	1.7%	8.9%	11.5%	5.5%	(0.2%)	6.2%	(6.6%)	(3.0%)	(4.7%)
Canada	<u>(4.8%)</u>	<u>(5.1%)</u>	<u>2.3%</u>	<u>(6.9%)</u>	<u>(3.8%)</u>	<u>(6.8%)</u>	<u>(9.0%)</u>	<u>3.9%</u>	<u>8.7%</u>	<u>(0.8%)</u>	<u>(0.3%)</u>	<u>8.2%</u>	<u>4.2%</u>
North America	(0.4%)	(0.1%)	1.6%	3.2%	1.1%	7.3%	9.3%	5.4%	0.7%	5.5%	(6.1%)	(2.0%)	(3.9%)
Other	<u>39.5%</u>	<u>2.2%</u>	<u>57.0%</u>	<u>62.2%</u>	<u>40.8%</u>	<u>53.1%</u>	<u>82.3%</u>	<u>22.8%</u>	<u>18.4%</u>	<u>38.2%</u>	<u>1.2%</u>	<u>(7.4%)</u>	<u>(3.6%)</u>
<b>Total</b>	<b>2.3%</b>	<b>0.1%</b>	<b>6.3%</b>	<b>8.8%</b>	<b>4.5%</b>	<b>11.5%</b>	<b>15.9%</b>	<b>7.6%</b>	<b>3.2%</b>	<b>9.2%</b>	<b>(5.1%)</b>	<b>(2.8%)</b>	<b>(3.9%)</b>
<b>Organic Revenue Growth (Decline) %</b>													
United States	(1.2%)	(0.1%)	1.0%	4.3%	1.1%	8.9%	11.5%	6.0%	1.3%	6.7%	(1.8%)	(2.1%)	(2.0%)
Canada	<u>4.5%</u>	<u>(0.6%)</u>	<u>2.0%</u>	<u>(6.0%)</u>	<u>(0.2%)</u>	<u>(7.6%)</u>	<u>(2.5%)</u>	<u>0.2%</u>	<u>3.8%</u>	<u>(1.4%)</u>	<u>(1.1%)</u>	<u>(7.6%)</u>	<u>(4.6%)</u>
North America	(0.6%)	(0.1%)	1.1%	3.2%	1.0%	7.2%	10.0%	5.4%	1.5%	5.9%	(1.8%)	(2.6%)	(2.2%)
Other	<u>41.4%</u>	<u>4.7%</u>	<u>19.1%</u>	<u>9.5%</u>	<u>16.5%</u>	<u>(11.1%)</u>	<u>28.5%</u>	<u>23.8%</u>	<u>14.2%</u>	<u>15.1%</u>	<u>19.8%</u>	<u>3.7%</u>	<u>10.8%</u>
<b>Total</b>	<b>2.2%</b>	<b>0.3%</b>	<b>2.7%</b>	<b>3.8%</b>	<b>2.3%</b>	<b>5.6%</b>	<b>11.7%</b>	<b>7.8%</b>	<b>3.3%</b>	<b>7.0%</b>	<b>1.0%</b>	<b>(1.7%)</b>	<b>(0.5%)</b>
<b>Growth % from Foreign Exchange</b>													
United States	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Canada	<u>(9.3%)</u>	<u>(4.6%)</u>	<u>0.3%</u>	<u>0.5%</u>	<u>(3.2%)</u>	<u>3.2%</u>	<u>(4.6%)</u>	<u>4.2%</u>	<u>4.9%</u>	<u>1.8%</u>	<u>4.3%</u>	<u>4.0%</u>	<u>4.2%</u>
North America	(1.0%)	(0.5%)	0.0%	0.1%	(0.3%)	0.3%	(0.5%)	0.4%	0.5%	0.2%	0.4%	0.4%	0.4%
Other	<u>(4.3%)</u>	<u>(3.0%)</u>	<u>(7.4%)</u>	<u>(13.4%)</u>	<u>(7.5%)</u>	<u>(9.8%)</u>	<u>(11.7%)</u>	<u>3.0%</u>	<u>7.4%</u>	<u>(0.6%)</u>	<u>10.0%</u>	<u>3.4%</u>	<u>6.3%</u>
<b>Total</b>	<b>(1.2%)</b>	<b>(0.7%)</b>	<b>(0.6%)</b>	<b>(1.2%)</b>	<b>(0.9%)</b>	<b>(0.6%)</b>	<b>(1.5%)</b>	<b>0.8%</b>	<b>1.4%</b>	<b>0.1%</b>	<b>1.6%</b>	<b>0.8%</b>	<b>1.2%</b>
<b>Growth % from Acquisitions (Dispositions), net</b>													
United States	1.3%	0.7%	0.4%	0.2%	0.6%	0.0%	0.0%	(0.5%)	(1.4%)	(0.5%)	(1.5%)	1.1%	(0.1%)
Canada	<u>0.0%</u>	<u>0.0%</u>	<u>0.0%</u>	<u>(1.5%)</u>	<u>(0.4%)</u>	<u>(2.4%)</u>	<u>2.0%</u>	<u>(0.5%)</u>	<u>0.0%</u>	<u>(1.2%)</u>	<u>0.0%</u>	<u>0.0%</u>	<u>0.0%</u>
North America	1.2%	0.6%	0.4%	0.0%	0.5%	(0.2%)	(0.2%)	(0.5%)	(1.3%)	(0.6%)	(1.4%)	1.0%	(0.1%)
Other	<u>2.4%</u>	<u>0.5%</u>	<u>45.3%</u>	<u>66.1%</u>	<u>31.9%</u>	<u>74.1%</u>	<u>65.5%</u>	<u>(3.9%)</u>	<u>(3.2%)</u>	<u>23.7%</u>	<u>(2.7%)</u>	<u>(1.3%)</u>	<u>(1.9%)</u>
<b>Total</b>	<b>1.3%</b>	<b>0.6%</b>	<b>4.3%</b>	<b>6.2%</b>	<b>3.2%</b>	<b>6.6%</b>	<b>5.7%</b>	<b>(0.9%)</b>	<b>(1.6%)</b>	<b>2.2%</b>	<b>(1.5%)</b>	<b>0.6%</b>	<b>(0.4%)</b>

Note: See appendix for definitions of non-GAAP measures  
 Note: Actuals may not foot due to rounding



# ADJUSTED EBITDA TRENDING SCHEDULE

(US\$ in thousands, except percentages)

	2016 (ASC 605)					2017 (ASC 605)					2018 (ASC 606)		
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	YTD
<b>ADVERTISING AND COMMUNICATIONS GROUP</b>													
Revenue	\$309,042	\$337,047	\$349,254	\$390,442	\$1,385,785	\$344,700	\$390,532	\$375,800	\$402,747	\$1,513,779	\$326,968	\$379,743	\$706,711
Operating profit (loss)	21,678	36,868	(3,700)	37,703	92,549	16,969	36,069	47,944	71,833	172,815	(561)	43,912	43,351
Depreciation and amortization	10,823	10,926	11,053	12,059	44,861	10,588	10,467	10,997	10,324	42,376	12,151	11,543	23,694
Goodwill and other asset impairment	-	-	29,631	18,893	48,524	-	-	-	3,238	3,238	-	-	-
Stock-based compensation	3,881	4,880	4,623	5,094	18,478	4,345	5,023	5,903	6,945	22,216	3,789	4,382	8,171
Acquisition deal costs (2)	65	402	639	31	1,137	-	-	-	-	-	-	-	-
Deferred acquisition consideration adjustments	6,327	(299)	11,152	(9,211)	7,969	11,431	4,306	(2,462)	(18,173)	(4,898)	2,586	(5,067)	(2,481)
Distributions from non-consolidated affiliates	-	-	-	-	-	-	105	-	-	105	-	-	-
<b>Adjusted EBITDA (1)</b>	<b>\$42,774</b>	<b>\$52,777</b>	<b>\$53,398</b>	<b>\$64,569</b>	<b>\$213,518</b>	<b>\$43,334</b>	<b>\$55,969</b>	<b>\$62,382</b>	<b>\$74,167</b>	<b>\$235,852</b>	<b>\$17,965</b>	<b>\$54,770</b>	<b>\$72,735</b>
<b>CORPORATE GROUP</b>													
Revenue	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Operating loss	(13,130)	(12,801)	(7,051)	(11,136)	(44,118)	(8,570)	(9,688)	(10,724)	(11,874)	(40,856)	(14,072)	(13,140)	(27,212)
Depreciation and amortization	397	510	359	319	1,585	310	299	255	234	1,098	224	160	384
Goodwill and other asset impairment	-	-	-	-	-	-	-	-	1,177	1,177	2,317	-	2,317
Stock-based compensation	804	650	605	466	2,525	605	517	477	535	2,134	1,248	1,221	2,469
Acquisition deal costs (2)	488	505	167	343	1,503	-	-	-	-	-	-	-	-
Distributions from non-consolidated affiliates	-	-	1,247	802	2,049	-	-	1,118	2,716	3,834	20	11	31
Other items, net	1,486	252	(2,463)	371	(354)	135	(100)	330	(112)	253	122	(68)	54
<b>Adjusted EBITDA (1)</b>	<b>(\$9,955)</b>	<b>(\$10,884)</b>	<b>(\$7,136)</b>	<b>(\$8,835)</b>	<b>(\$36,810)</b>	<b>(\$7,521)</b>	<b>(\$8,971)</b>	<b>(\$8,544)</b>	<b>(\$7,324)</b>	<b>(\$32,360)</b>	<b>(\$10,141)</b>	<b>(\$11,816)</b>	<b>(\$21,957)</b>
<b>TOTAL</b>													
Revenue	\$309,042	\$337,047	\$349,254	\$390,442	\$1,385,785	\$344,700	\$390,532	\$375,800	\$402,747	\$1,513,779	\$326,968	\$379,743	\$706,711
Operating profit (loss)	8,548	24,067	(10,751)	26,567	48,431	8,399	26,381	37,220	59,959	131,959	(14,633)	30,772	16,139
Depreciation and amortization	11,220	11,436	11,412	12,378	46,446	10,898	10,766	11,252	10,558	43,474	12,375	11,703	24,078
Goodwill and other asset impairment	-	-	29,631	18,893	48,524	-	-	-	4,415	4,415	2,317	-	2,317
Stock-based compensation	4,685	5,530	5,228	5,560	21,003	4,950	5,540	6,380	7,480	24,350	5,037	5,603	10,640
Acquisition deal costs (2)	553	907	806	374	2,640	-	-	-	-	-	-	-	-
Deferred acquisition consideration adjustments	6,327	(299)	11,152	(9,211)	7,969	11,431	4,306	(2,462)	(18,173)	(4,898)	2,586	(5,067)	(2,481)
Distributions from non-consolidated affiliates	-	-	1,247	802	2,049	-	105	1,118	2,716	3,939	20	11	31
Other items, net	1,486	252	(2,463)	371	(354)	135	(100)	330	(112)	253	122	(68)	54
<b>Adjusted EBITDA (1)</b>	<b>\$32,819</b>	<b>\$41,893</b>	<b>\$46,262</b>	<b>\$55,734</b>	<b>\$176,708</b>	<b>\$35,813</b>	<b>\$46,998</b>	<b>\$53,838</b>	<b>\$66,843</b>	<b>\$203,492</b>	<b>\$7,824</b>	<b>\$42,954</b>	<b>\$50,778</b>

<sup>1</sup> Adjusted EBITDA is a non-GAAP measure. See appendix for the definition

<sup>2</sup> Prior to 2017, Adjusted EBITDA included an additional adjustment for acquisition deal costs. Beginning with 2017, on a prospective basis we no longer include the acquisition deal cost adjustment but we continue to disclose this metric for your reference.

Note: Actuals may not foot due to rounding.



# RECONCILIATIONS

(US\$ in millions)

	2016					2017					2018		
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1	Q2	YTD
<b>Non-GAAP acquisitions (dispositions), net</b>													
GAAP revenue from current year acquisitions	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 11,066	11,066
GAAP revenue from prior year acquisitions *	6,556	2,817	17,083	24,657	51,113	18,552	24,983	-	-	43,535	-	-	-
Impact of adoption of ASC 606 exclusion	-	-	-	-	-	-	-	-	-	-	-	450	450
Foreign exchange impact	39	7	113	1,343	1,502	1,046	1,341	-	-	2,387	-	-	-
Contribution to organic revenue (growth) decline **	(2,783)	(896)	(3,142)	(3,300)	(10,121)	1,470	(6,399)	-	-	(4,929)	-	(3,417)	(3,417)
Prior year revenue from dispositions ***	-	-	-	(499)	(499)	(691)	(660)	(3,153)	(6,103)	(10,607)	(5,261)	(5,592)	(10,853)
Non-GAAP acquisitions (dispositions), net	\$ 3,812	\$ 1,928	\$ 14,054	\$ 22,201	\$ 41,995	\$ 20,377	\$ 19,265	\$ (3,153)	\$ (6,103)	\$ 30,386	\$ (5,261)	\$ 2,507	\$ (2,754)
<b>Other items, net</b>													
SEC investigation and class action litigation expenses	\$ 1,486	\$ 1,359	\$ 767	\$ 454	\$ 4,066	\$ 339	\$ 382	\$ 330	\$ 287	\$ 1,338	\$ 122	\$ 235	\$ 357
SEC final settlement payment	-	-	-	1,500	1,500	-	-	-	-	-	-	-	-
D&O insurance proceeds	-	(1,107)	(3,230)	(1,583)	(5,920)	(204)	(482)	-	(399)	(1,085)	-	(303)	(303)
Total other items, net	\$ 1,486	\$ 252	\$ (2,463)	\$ 371	\$ (354)	\$ 135	\$ (100)	\$ 330	\$ (112)	\$ 253	\$ 122	\$ (68)	\$ 54
<b>Cash interest, net &amp; other</b>													
Cash interest paid	\$ (25,703)	\$ (1,212)	\$ (1,063)	\$ (36,692)	\$ (64,670)	\$ (999)	\$ (30,567)	\$ (758)	\$ (30,571)	\$ (62,895)	\$ (649)	\$ (30,765)	\$ (31,414)
Bond interest accrual adjustment	11,995	(15,680)	(14,625)	20,800	2,490	(14,625)	14,625	(14,625)	14,625	-	(14,625)	14,625	-
Adjusted cash interest paid	(13,708)	(16,892)	(15,688)	(15,892)	(62,180)	(15,624)	(15,942)	(15,383)	(15,946)	(62,895)	(15,274)	(16,140)	(31,414)
Interest income	178	203	218	209	808	227	178	145	209	759	148	159	307
Other	-	-	-	-	-	-	-	-	-	-	-	-	-
Total cash interest, net & other	\$ (13,530)	\$ (16,689)	\$ (15,470)	\$ (15,683)	\$ (61,372)	\$ (15,397)	\$ (15,764)	\$ (15,238)	\$ (15,737)	\$ (62,136)	\$ (15,126)	\$ (15,981)	\$ (31,107)
<b>Capital expenditures, net</b>													
Capital expenditures	\$ (5,539)	\$ (7,909)	\$ (6,275)	\$ (9,709)	\$ (29,432)	\$ (9,413)	\$ (11,743)	\$ (7,149)	\$ (4,653)	\$ (32,958)	\$ (3,799)	\$ (5,890)	\$ (9,689)
Landlord reimbursements	-	871	248	3,651	4,770	75	3,146	1,357	1,858	6,436	219	851	1,070
Total capital expenditures, net	\$ (5,539)	\$ (7,038)	\$ (6,027)	\$ (6,058)	\$ (24,662)	\$ (9,338)	\$ (8,597)	\$ (5,792)	\$ (2,795)	\$ (26,522)	\$ (3,580)	\$ (5,039)	\$ (8,619)
<b>Miscellaneous other disclosures</b>													
Net income attributable to the noncontrolling interests	\$ 859	\$ 1,254	\$ 1,059	\$ 2,046	\$ 5,218	\$ 883	\$ 2,214	\$ 3,491	\$ 8,787	\$ 15,375	\$ 897	\$ 2,545	\$ 3,442
Cash taxes	\$ 143	\$ 664	\$ 1,991	\$ 97	\$ 2,895	\$ 1,293	\$ 2,130	\$ 3,486	\$ 1,191	\$ 8,100	\$ 1,333	\$ 1,293	\$ 2,626
Acquisition deal costs	\$ 553	\$ 907	\$ 806	\$ 374	\$ 2,640	\$ 234	\$ 242	\$ 216	\$ 185	\$ 877	\$ 376	\$ 335	\$ 711

\* GAAP revenue from prior year acquisitions for 2017 and 2016 relates to acquisitions which occurred in 2016 and 2015, respectively.

\*\* Contributions to organic revenue growth (decline) represents the change in revenue, measured on a constant currency basis, relative to the comparable pre-acquisition period for acquired businesses that is included in the Company's organic revenue growth (decline) calculation

\*\*\* Prior year revenue from dispositions reflects the incremental impact on revenue for the comparable period after the Company's disposition of such disposed business, plus revenue from each business disposed of by the Company in the previous year through the twelve month anniversary of the disposition.

Note: Actuals may not foot due to rounding



# AVAILABLE LIQUIDITY<sup>1</sup>

(US\$ in millions)

	<u>June 30, 2018</u>	<u>December 31, 2017</u>
Commitment Under Facility	\$325.0	\$325.0
Drawn	115.2	-
Undrawn Letters of Credit	5.2	5.1
<b>Undrawn Commitments Under Facility</b>	<b>\$204.5</b>	<b>\$319.9</b>
Total Cash & Cash Equivalents	25.0	46.2
<b>Liquidity</b>	<b>\$229.5</b>	<b>\$366.1</b>

<sup>1</sup> Subject to available borrowings under the Credit Facility.  
Note: Actuals may not foot due to rounding

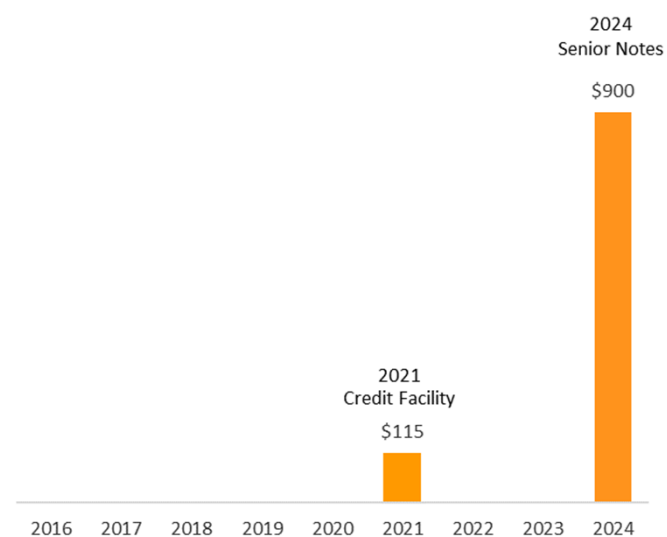
# CURRENT CREDIT PICTURE

## \$325 million Credit Facility Covenants (1)

(US\$ in millions)

	<u>Twelve Months Ended</u> <u>June 30,</u> <u>2018</u>
<b>Covenants</b>	
I. Total Senior Leverage Ratio	0.6
Maximum per covenant	2.0
II. Total Leverage Ratio	5.4
Maximum per covenant	5.5
III. Fixed Charges Ratio	2.4
Minimum per covenant	1.0
IV. Covenant EBITDA (2)	\$187.4
Minimum per covenant	\$105.0
<b>Debt Calculation</b>	
Total Senior Leverage, net (3)	\$110.3
Net Debt (4)	\$1,011.8

## Current Debt Maturity Profile (5)



<sup>1</sup> These ratios and measures are not based on generally accepted accounting principles and are not presented as alternatives measures of operating performance or liquidity. Some of these ratios and measures include, among other things, pro forma adjustments for acquisitions, one-time charges, and other items, as defined in the Credit Agreement. They are presented here to demonstrate compliance with the covenants in the Credit Agreement, as non-compliance with such covenants could have a material adverse effect on the Company.

<sup>2</sup> Covenant EBITDA is a measure that includes pro forma adjustments for acquisitions, one-time charges, and other items, as defined in the Credit Agreement.

<sup>3</sup> Total Senior Leverage is a measure that includes borrowings under the Credit Agreement, outstanding letters of credit, less cash held in depository accounts, as defined in the Credit Agreement.

<sup>4</sup> Net Debt is a measure that includes borrowings under the Credit Agreement, the Senior Notes, other outstanding debt and letters of credit, less cash held in depository accounts, as defined in the Credit Agreement. Net Debt does not include Deferred Acquisition Consideration with the exception of certain fixed components (\$1.3 million as of June 30, 2018 and \$2.9 million as of December 31, 2017), and it does not include minority interest.

<sup>5</sup> Based on borrowings as of June 30, 2018. Excludes capital leases, other outstanding debt and letters of credit, and Deferred Acquisition Consideration.

Note: Actuals may not foot due to rounding



# TEMPORAL PUT OBLIGATIONS AND IMPACT ON ADJUSTED EBITDA

<b>Estimated Put Impact at June 30, 2018</b>				
(US\$ in millions)	<b>Payment Consideration</b>			<b>Incremental Income in Period</b>
	<b>Cash</b>	<b>Stock</b>	<b>Total</b>	
<b>2018</b>	\$3.7	\$0.0	\$3.7	\$2.4
<b>2019</b>	2.1	0.0	2.1	0.1
<b>2020</b>	3.4	0.1	3.5	1.5
<b>2021</b>	2.0	0.0	2.0	0.0
<b>Thereafter</b>	2.0	0.0	2.0	0.2
<b>Total</b>	\$13.2	\$0.1	\$13.3 (1)	\$4.2

**Effective Multiple 3.2x**

<sup>1</sup> This amount is in addition to (i) \$37.0 million of options to purchase only exercisable upon termination not within the control of the Company, or death, and (ii) the excess of the initial redemption value recorded in Redeemable Noncontrolling Interests over the amount the Company would be required to pay to the holders should the Company acquire the remaining ownership interests.  
Note: Actuals may not foot due to rounding

# DEFINITION OF NON-GAAP MEASURES

In addition to its reported results, MDC Partners has included in its earnings release and supplemental management presentation certain financial results that the Securities and Exchange Commission defines as "non-GAAP financial measures." Management believes that such non-GAAP financial measures, when read in conjunction with the Company's reported results, can provide useful supplemental information for investors analyzing period to period comparisons of the Company's results. Such non-GAAP financial measures include the following:

**Organic Revenue:** Organic Revenue: "Organic revenue growth" and "organic revenue decline" refer to the positive or negative results, respectively, of subtracting both the foreign exchange and acquisition (disposition) components from total revenue growth, excluding the impact of adopting ASC 606. The acquisition (disposition) component is calculated by aggregating prior period revenue for any acquired businesses, less the prior period revenue of any businesses that were disposed of during the current period. The organic revenue growth (decline) component reflects the constant currency impact of (a) the change in revenue of the partner firms which the Company has held throughout each of the comparable periods presented, and (b) "non-GAAP acquisitions (dispositions), net". Non-GAAP acquisitions (dispositions), net consists of (i) for acquisitions during the current year, the revenue effect from such acquisition as if the acquisition had been owned during the equivalent period in the prior year and (ii) for acquisitions during the previous year, the revenue effect from such acquisitions as if they had been owned during that entire year (or same period as the current reportable period), taking into account their respective pre-acquisition revenues for the applicable periods, and (iii) for dispositions, the revenue effect from such disposition as if they had been disposed of during the equivalent period in the prior year.

**Net New Business:** Estimate of annualized revenue for new wins less annualized revenue for losses incurred in the period.

**Adjusted EBITDA:** Adjusted EBITDA is a non-GAAP measure that represents operating profit (loss) plus depreciation and amortization, stock-based compensation, deferred acquisition consideration adjustments, distributions from non-consolidated affiliates, and other items. Prior to 2017, Adjusted EBITDA included an additional adjustment for acquisition deal costs. Beginning with 2017, on a prospective basis we no longer include the acquisition deal cost adjustment but we continue to disclose this metric for your reference.

Included in the Company's earnings release and supplemental management presentation are tables reconciling MDC Partners' reported results to arrive at certain of these non-GAAP financial measures. We are unable to reconcile our projected 2018 organic revenue growth to the corresponding GAAP measure because we are unable to predict the 2018 impact of foreign exchange due to the unpredictability of future changes in foreign exchange rates and because we are unable to predict the occurrence or impact of any acquisitions, divestitures or other potential changes. We are unable to reconcile our projected 2018 increase in Adjusted EBITDA margin to the corresponding GAAP measure because the amount and timing of many future charges that impact these measures (such as amortization of future acquired intangible assets, foreign exchange transaction gains or losses, impairment charges, and provision or benefit for income taxes) are variable, uncertain, or out of our control and therefore cannot be reasonably predicted without unreasonable effort, if at all. As a result, we are unable to provide reconciliations of these measures. In addition, we believe such reconciliations could imply a degree of precision that might be confusing or misleading to investors.

Note: A reconciliation of non-GAAP to US GAAP reported results has been provided by the Company in the tables included in the earnings release issued on August 2, 2018.





**MDC  Partners**  
Where Great Talent Lives

MDC Partners Innovation Center  
745 Fifth Avenue, Floor 19  
New York, NY 10151  
646-429-1800  
[www.mdc-partners.com](http://www.mdc-partners.com)