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This Supplemental Disclosure contains forward-looking statements about the objectives, strategies, financial condition, results of operations and businesses of Yellow Pages Limited. These statements are considered "forward-looking" because they are based on current expectations about our business and the markets we operate in, and on various estimates and assumptions. Our actual results could be materially different from our expectations if known or unknown risks affect our business, or if our estimates or assumptions turn out to be inaccurate. As a result, we cannot guarantee that any forward-looking statements will materialize. Forward-looking statements do not take into account the effect that transactions or non-recurring items announced or occurring after the statements are made may have on our business. We disclaim any intention or obligation to update any forward-looking statements, except as required by law, even if new information becomes available through future events or for any other reason.

Risks that could cause our actual results to differ materially from our current expectations are discussed in Section 6 of our February 14, 2017 Management's Discussion and Analysis. This Supplemental Disclosure should be read in conjunction with the February 14, 2017 Management's Discussion and Analysis.

## 1. Financial Highlights

In thousands of Canadian dollars, except % of Revenues ("% of Rev."), (Loss) Earnings per Share and Outstanding Share Data

|   | For the three-month periods ended Dec 31, |           |                |           | For the years ended Dec 31, |           |                |           |
|---|---|-----------|----------------|-----------|-----------------------------|-----------|----------------|-----------|
|   | 2016                                      | % of Rev. | 2015           | % of Rev. | 2016                        | % of Rev. | 2015           | % of Rev. |
| Print Revenues  | 59,600                                    | 29.4%     | 79,297         | 38.0%     | 262,207                     | 32.1%     | 343,425        | 41.4%     |
| Digital Revenues                                      | 143,123                                   | 70.6%     | 129,208        | 62.0%     | 555,772                     | 67.9%     | 486,346        | 58.6%     |
| <b>Total Revenues</b>                                 | <b>202,723</b>                            |           | <b>208,505</b> |           | <b>817,979</b>              |           | <b>829,771</b> |           |
| Cost of Sales <sup>(1)</sup>                          | 87,044                                    |           | 82,143         |           | 335,206                     |           | 320,564        |           |
| General and Administrative <sup>(1)</sup>             | 58,261                                    |           | 61,864         |           | 247,582                     |           | 248,520        |           |
| <b>Total Operating Costs</b>                          | <b>145,305</b>                            |           | <b>144,007</b> |           | <b>582,788</b>              |           | <b>569,084</b> |           |
| <b>Adjusted EBITDA</b>                                | <b>57,418</b>                             | 28.3%     | <b>64,498</b>  | 30.9%     | <b>235,191</b>              | 28.8%     | <b>260,687</b> | 31.4%     |
| <b>Impairment of Intangible Assets</b> <sup>(2)</sup> | <b>600,000</b>                            |           | <b>-</b>       |           | <b>600,000</b>              |           | <b>-</b>       |           |
| <b>Net (Loss) Earnings</b>                            | <b>(431,583)</b>                          |           | <b>5,866</b>   |           | <b>(403,705)</b>            |           | <b>61,055</b>  |           |
| Basic (Loss) Earnings per Share                       | (16.35)                                   |           | 0.22           |           | (15.23)                     |           | 2.29           |           |
| Diluted (Loss) Earnings per Share                     | (16.35)                                   |           | 0.21           |           | (15.23)                     |           | 2.05           |           |
| Cash Flows from Operating Activities                  | 27,874                                    |           | 42,417         |           | 158,113                     |           | 197,566        |           |
| Capital Expenditures                                  | 20,036                                    |           | 17,168         |           | 63,506                      |           | 75,421         |           |
| <b>Free Cash Flow</b>                                 | <b>7,838</b>                              |           | <b>25,249</b>  |           | <b>94,607</b>               |           | <b>122,145</b> |           |

### Outstanding Share Data

|   | February 14, 2017 | December 31, 2016 | December 31, 2015 |
|---|-------------------|-------------------|-------------------|
| Common Shares Outstanding                                 | 28,075,306        | 28,075,304        | 28,063,919        |
| Exchangeable Debentures Outstanding <sup>(3)</sup>        | 5,624,422         | 5,624,422         | 5,624,422         |
| Common Share Purchase Warrants Outstanding <sup>(4)</sup> | 2,995,486         | 2,995,488         | 2,995,498         |
| Stock Options Outstanding <sup>(5)</sup>                  | 630,950           | 630,950           | 522,950           |

(1) 2015 figures were reclassified to conform to the current period's presentation. These changes have no impact on adjusted EBITDA, cash flows from operating activities or free cash flow for the period.

(2) Please refer to Note 4 of the consolidated financial statements for the years ended December 31, 2016 and 2015.

(3) As at February 14, 2017, the Company had \$107.1 million principal amount of Exchangeable Debentures outstanding, which amount is exchangeable into 5,624,422 common shares of Yellow Pages Limited at an exchange price of \$19.04, subject to adjustment for specified transactions pursuant to the indenture governing the Exchangeable Debentures.

(4) Each common share purchase Warrant entitles the holder to acquire, upon exercise, one Yellow Pages Limited common share at a price of \$28.16.

(5) Included in the stock options outstanding balance of 630,950 as at February 14, 2017 and December 31, 2016 are 366,500 and 186,550 stock options exercisable as at those same dates. Included in the stock options outstanding balance of 522,950 as at December 31, 2015 are 78,000 stock options exercisable as at that date.

## 2. Operational Key Performance Indicators

|  | 2016    |         |         |         | 2015    |         |         |         |
|--|---------|---------|---------|---------|---------|---------|---------|---------|
|  | Q4      | Q3      | Q2      | Q1      | Q4      | Q3      | Q2      | Q1      |
| <b>Digital Revenue Performance</b>                 |         |         |         |         |         |         |         |         |
| Digital Revenues (in millions of Canadian dollars) | 143.1   | 138.6   | 142.5   | 131.6   | 129.2   | 127.8   | 116.4   | 112.9   |
| Year-over-Year Digital Revenue Growth              | 10.8%   | 8.4%    | 22.4%   | 16.6%   | 10.5%   | 12.5%   | 7.4%    | 8.6%    |
| <b>Customer Metrics</b>                            |         |         |         |         |         |         |         |         |
| Customer Count                                     | 241,500 | 243,000 | 244,000 | 244,000 | 245,000 | 246,000 | 248,000 | 251,000 |
| Customer Acquisition (Trailing Twelve Months)      | 41,100  | 40,200  | 38,600  | 34,600  | 30,800  | 27,200  | 24,800  | 23,700  |
| Customer Renewal                                   | 82%     | 83%     | 83%     | 84%     | 85%     | 85%     | 85%     | 85%     |
| Digital-Only Customers                             | 32%     | 30%     | 28%     | 25%     | 22%     | 20%     | 18%     | 16%     |
| <b>Customer Penetration by Product Category</b>    |         |         |         |         |         |         |         |         |
| Print  | 68%     | 70%     | 72%     | 75%     | 78%     | 80%     | 82%     | 84%     |
| Owned and Operated Digital Media                   | 70%     | 69%     | 68%     | 67%     | 66%     | 65%     | 64%     | 64%     |
| Online Priority Placement                          | 61%     | 61%     | 62%     | 61%     | 61%     | 60%     | 60%     | 58%     |
| Mobile Priority Placement                          | 26%     | 26%     | 27%     | 27%     | 27%     | 27%     | 26%     | 25%     |
| Digital Services                                   | 10%     | 10%     | 10%     | 10%     | 10%     | 10%     | 10%     | 10%     |
| <b>Spending Dynamics Among Renewing Customers</b>  |         |         |         |         |         |         |         |         |
| Increase in Spending                               |         |         |         |         |         |         |         |         |
| Customer Distribution                              | 47%     | 44%     | 43%     | 42%     | 44%     | 44%     | 40%     | 35%     |
| % of Revenues                                      | 32%     | 31%     | 32%     | 32%     | 32%     | 32%     | 31%     | 30%     |
| Stable Spending                                    |         |         |         |         |         |         |         |         |
| Customer Distribution                              | 36%     | 38%     | 39%     | 40%     | 39%     | 38%     | 42%     | 47%     |
| % of Revenues                                      | 27%     | 27%     | 26%     | 27%     | 27%     | 28%     | 29%     | 30%     |
| Decrease in Spending                               |         |         |         |         |         |         |         |         |
| Customer Distribution                              | 17%     | 18%     | 18%     | 18%     | 17%     | 18%     | 18%     | 18%     |
| % of Revenues                                      | 41%     | 42%     | 42%     | 41%     | 41%     | 40%     | 40%     | 40%     |
| Average Revenue per Customer (in Canadian dollars) | 2,689   | 2,755   | 2,817   | 2,876   | 2,930   | 2,970   | 3,009   | 3,038   |
| <b>Consumer Metrics</b>                            |         |         |         |         |         |         |         |         |
| Total Digital Visits (in millions) <sup>(1)</sup>  | 148.9   | 109.4   | 106.2   | 100.2   | 118.2   | 124.1   | 116.4   | 105.3   |

Refer to Section 5 (Glossary) for definitions of the metrics listed above.

(1) Excludes the impact of the acquisition of the ComFree/DuProprio Network. Total Digital Visits executed on the ComFree/DuProprio Network totalled 25.2M, 23.8M, 19.8M and 16.3M in Q1 2016, Q2 2016, Q3 2016 and Q4 2016, respectively.

### 3. Consolidated Capitalization and Credit Ratings

In millions of Canadian dollars, unless otherwise noted

|   | As at | December 31, 2016 | September 30, 2016 | June 30, 2016 | March 31, 2016 | December 31, 2015 |
|---|-------|-------------------|--------------------|---------------|----------------|-------------------|
| 9.25% Senior Secured Notes due November 30, 2018 <sup>(1)</sup>     |       | 310               | 371                | 371           | 407            | 407               |
| Obligations Under Finance Leases                                    |       | 0                 | 0                  | 0             | 1              | 1                 |
| 8% Exchangeable Debentures due November 30, 2022 <sup>(2)</sup>     |       | 92                | 92                 | 91            | 91             | 90                |
| <b>Total Debt</b>   |       | <b>402</b>        | <b>463</b>         | <b>462</b>    | <b>498</b>     | <b>498</b>        |
| Cash  |       | 17                | 72                 | 14            | 35             | 67                |
| <b>Total Net Debt</b>   |       | <b>385</b>        | <b>391</b>         | <b>449</b>    | <b>463</b>     | <b>431</b>        |
| Equity  |       | 369               | 717                | 721           | 748            | 760               |
| <b>Total Capitalization</b>   |       | <b>754</b>        | <b>1,107</b>       | <b>1,169</b>  | <b>1,211</b>   | <b>1,190</b>      |
| <b>Net Debt / Latest Twelve-Month Adjusted EBITDA<sup>(3)</sup></b> |       | <b>1.6x</b>       | <b>1.6x</b>        | <b>1.8x</b>   | <b>1.8x</b>    | <b>1.7x</b>       |
| <b>Average Interest Rate on Debt at Period End</b>                  |       | <b>8.9%</b>       | <b>9.0%</b>        | <b>9.0%</b>   | <b>9.0%</b>    | <b>9.0%</b>       |

#### Credit Ratings

|   | DBRS Limited | Standard and Poor's Rating Services |
|---|--------------|-------------------------------------|
| Issuer Rating / Corporate Credit Rating | B (high)     | B - Stable Outlook                  |
| Rating for Senior Secured Notes         | BB (low)     | BB-                                 |
| Rating for Exchangeable Debentures      | B (low)      | CCC+                                |

(1) Please refer to Note 12 of the consolidated financial statements for the years ended December 31, 2016 and 2015. Interest on the Senior Secured Notes is payable in cash quarterly in arrears in equal installments at 9.25% per annum on the last day of February, May, August and November of each year.

(2) Please refer to Note 13 of the consolidated financial statements for the years ended December 31, 2016 and 2015. Interest on the Exchangeable Debentures is payable in cash at 8% or in additional debentures at 12% in the event that the company makes a Payment in Kind election to pay any interest in additional senior subordinated unsecured exchangeable debentures. Interest on the Exchangeable Debentures is payable semi-annually in arrears in equal installments on the last day of May and November of each year.

(3) Latest Twelve-Month Adjusted EBITDA represents latest twelve-month income from operations before depreciation and amortization, impairment of intangible assets and restructuring and special charges.

## 4. Outlook

In millions of Canadian dollars

|  | 2017E             | 2018E             |
|--|-------------------|-------------------|
| Cash Outflows Expected from Income Taxes and Tax Assessments | -                 | -                 |
| Cash Funding of the Pension Solvency Deficit                 | 13                | 13                |
| Capital Expenditures, Net of Related Lease Incentives        | 70 <sup>(1)</sup> | 58 <sup>(2)</sup> |

(1) Included in 2017E capital expenditures is \$20 million related to leasehold improvements associated with the relocation of the Montreal office.

(2) Included in 2018E capital expenditures is \$8 million related to leasehold improvements for later phases of the relocation of the Toronto office.

The information presented above is considered forward-looking because it is based on current expectations about our business and on various estimates, assumptions and regulations. Our actual results could be materially different from our expectations as known or unknown risks affect our business or if estimates and assumptions turn out to be inaccurate. As a result, we cannot guarantee that the information above will materialize.

## 5. Glossary

All definitions account for YP only - excludes the contribution of Mediative, JUICE Mobile, 411 Local Search Corp., Yellow Pages Homes Limited, the ComFree/DuProprio Network and Totem.

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### Customer Metrics

|                        |   |
|------------------------|---|
| Customer Count         | Number of customers advertising through one of our product groups as at the end of the reporting period.                        |
| Customer Acquisition   | Number of customers acquired over the last twelve months.   |
| Customer Renewal       | Percentage of customers who advertised with YP in the previous period and have renewed their advertising in the current period. |
| Digital-Only Customers | Percentage of customers purchasing only digital products.   |

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### Customer Penetration by Product Category

|                                  |  |
|----------------------------------|--|
| Owned and Operated Digital Media | Percentage of customers purchasing at least one Online Priority Placement, Mobile Priority Placement, NetSync, Content, Video and/or Legacy product. |
| Digital Services                 | Percentage of customers purchasing at least one Presence Extended, Website, SEO, SEM, Facebook Solution and/or Smart Digital Display product.        |

### Spending Dynamics Among Renewing Customers

|                              |   |
|------------------------------|---|
| Increase in Spending         | Renewing customers experiencing an increase in spending of over 5%, on a year-over-year basis.        |
| Stable Spending              | Renewing customers experiencing an increase in spending between 0% and 5%, on a year-over-year basis. |
| Decrease in Spending         | Renewing customers experiencing a decrease in spending, on a year-over-year basis.                    |
| Average Revenue Per Customer | Revenue of the last twelve months divided by the average customer base during the last twelve months. |

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### Consumer Metrics

|                      |   |
|----------------------|---|
| Total Digital Visits | Number of visits made across the YP, YP Shopwise, YP Dine, RedFlagDeals, Canada411, Bookenda and dine.TO online and mobile properties, as well as visits made across the properties of Yellow Pages Limited's application syndication partners. |
|----------------------|---|