



FISCAL 2019 THIRD QUARTERLY REPORT

MANAGEMENT'S DISCUSSION & ANALYSIS OF THE FINANCIAL POSITION AND OPERATING RESULTS

THREE-MONTH AND NINE-MONTH PERIODS ENDED OCTOBER 31, 2018

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FORWARD-LOOKING STATEMENTS

Management of ADF Group Inc. wishes to inform the reader that this document contains forward-looking statements within the meaning of applicable securities laws, in which Management's expectations regarding ADF Group Inc.'s future performance may be discussed. These forward-looking statements include information concerning ADF Group's probable or foreseeable future operating results and financial position, and involve certain risks and uncertainties with regard to their future realization. These forward-looking statements are based on currently available data in regard to competition, financial position, economic conditions and operating plans. The principal risks and uncertainties that could affect ADF Group Inc.'s results, such that those results could differ materially from those expressed in any forward-looking statements, are presented in Sections "Current Economic Environment" and "External Factors to Which the Corporation's Performance is Exposed" of the MD&A Report for the fiscal year ended January 31, 2018.

1. GENERAL

The purpose of this management's discussion and analysis of the financial position and operating results ("MD&A") is to provide the reader with an overview of the changes in the financial position of ADF Group Inc. ("ADF", "ADF Group" or "the Corporation") between February 1, 2018 and October 31, 2018. It also compares the operating results and cash flows for the three-month and nine-month periods ended October 31, 2018 to those for the same periods of the previous year. This MD&A covers all major events that occurred between February 1, 2018 and December 4, 2018, on which date ADF Group Inc.'s Board of Directors approved the unaudited interim condensed consolidated financial statements, as well as the MD&A for the three-month and nine-month periods ended October 31, 2018.

This MD&A should be read in conjunction with the Corporation's unaudited interim condensed consolidated financial statements and the notes thereto for the three-month and nine-month periods ended October 31, 2018. The unaudited interim condensed consolidated financial statements and the comparative information have been prepared in accordance with International Financial Reporting Standard ("IFRS") as issued by the International Accounting Standards Board ("IASB") and applicable to interim financial reports, including International Accounting Standard 34 "Interim Financial Reporting".

The Corporation reports its results in Canadian dollars. All amounts in this MD&A are expressed in Canadian dollars, except where otherwise indicated.

2. FORWARD-LOOKING STATEMENTS

In order to provide shareholders and potential investors with additional information regarding ADF, in particular Management's assessment of future plans and operations, certain statements in this MD&A are forward-looking statements subject to risks, uncertainties and other important factors that could cause the Corporation's actual performance to differ from those expressed in or implied by these forward-looking statements.

Such factors include, but are not limited to the impact of economic conditions in Canada and the United States; industry conditions including amendments in laws and regulations; increased competition; potential shortfall of qualified personnel or managers; availability and fluctuations in commodity prices; foreign exchange or interest rate fluctuations; stock market volatility; and the impact of accounting policies issued by Canadian, U.S. and international standard setters. Some of these factors are further discussed under Section 18 "External Factors to Which the Corporation's Performance is Exposed" in this MD&A. It should be noted that the list of factors that may affect future growth, results and performance, provided in this MD&A, is not exhaustive. The reader should not place undue reliance on forward-looking statements.

The expectations expressed by the forward-looking statements are based on information available to the Corporation on the date such statements were made. However, there can be no assurance that such estimates will prove to be correct. All subsequent forward-looking statements made, whether written or verbally, by the Corporation or persons acting on its behalf, are expressly qualified in their entirety by the caveats referred to above. Unless otherwise required by applicable securities legislation, the Corporation expressly disclaims any intention, and assumes no obligation, to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

3. GENERAL OVERVIEW

From a blacksmith shop founded in 1956, ADF Group has become over the years a North American leader in the design and engineering of connections, fabrication, including industrial coating, and installation of complex steel structures, heavy steel built-ups, as well as miscellaneous and architectural metalwork. The Corporation's products and services are intended for the five main market segments of the non-residential construction industry: office towers and high-rises, commercial and recreational buildings, airport facilities, industrial complexes and transport infrastructure.

The Corporation uses the latest technologies in its industry and operates two state-of-the-art fabrication plants and two cutting-edge paint shops. ADF Group's complex located in Canada houses the Corporation's head office, the 58,530-square-metre (630,000-square-foot) fabrication plant, which includes the 3,900 square-meter (42,000 square feet) paint shop. ADF's complex in the United-States is home to the 9,290-square-metre (100,000 square feet) fabrication plant, the 60-acre pre-assembly yard and the 4,460-square-meter (48,000 square feet) dual-purpose building, adjacent to the fabrication plant, housing a 2,323-square-meter (25,000 square feet) paint and blast zone, and a 2,137-square-meter (23,000 square feet) area for preparation and detailing work.

A pioneer in the development and implementation of innovative solutions, the Corporation is recognized for its engineering expertise, its project management, its important fabrication capacity and its skills in two specialized market niches: the fabrication of steel superstructures with a high level of architectural and geometric complexity, and projects subject to fast-track schedules. ADF Group's commitment to deliver every project in accordance with the industry's highest quality standards constitutes a core aspect of the Corporation's mission.

4. **COMMERCIAL POSITIONING**

ADF Group serves a diversified client base in the non-residential construction market in Canada and the United States:

- General contractors;
- Project owners;
- Engineering and architecture firms;
- Structural steel erectors, and
- Other steel structure fabricators.

5. **MARKET TRENDS**

The non-residential construction industry includes the products and services related to the construction of commercial, institutional and industrial buildings, such as office towers, commercial buildings, hotels, sports complexes, museums, recreational complexes, as well as manufacturing plants and other industrial facilities. This sector also encompasses public works, including the construction and renovation of infrastructures and buildings, notably, hydroelectric dams, airports, bridges and overpasses. It should be noted that the demand in this sector is related to business cycles. Generally, there are more private projects in a bull cycle, whereas government projects take over in a bear cycle.

According to Management, approximately half of the non-residential projects use structural steel as a structural component, while the other half primarily uses concrete. Generally, structural steel accounts for about 10% to 20% of a project's total cost, depending on the project's nature. Structural steel offers a number of advantages when compared to other materials, which explains its increasing use in the construction of complex structures. These advantages include durability, speed of installation, greater flexibility in fast-track projects, lower installation and maintenance costs, as well as its high strength/weight ratio as a result of improved alloys.

Generally, there are more complex steel structure projects in the United States than in Canada, which can result in a certain dependence of the Corporation on the U.S. market.

The economic context in ADF's main markets is gradually stabilizing following the agreement on free trade reached between the Canadian and U.S. Governments. Although these agreements are yet to be ratified and tariffs on imports between Canada and United States remain effective, the political climate should improve and reduce the level of uncertainty that had prevailed since the beginning of the year. Despite the fact that some economic indicators are slightly down, the pipeline of projects is still positive and promising, mainly on the American side.

6. **SIGNIFICANT EVENTS OF THE THREE-MONTH AND NINE-MONTH PERIODS ENDED OCTOBER 31, 2018**

6.1. **Dividend Payment**

On September 12, 2018, the Corporation's Board of Directors approved the payment of a semi-annual dividend of \$0.01 per share, paid on October 16, 2018, to shareholders of record as at September 28, 2018.

6.2. **New Contracts**

On September 24, 2018, the Corporation announced the signing of two new major contracts in the United States, worth a total of \$102 million.

The first contract has been awarded in Western U.S. and consists in the design and engineering of connections, fabrication, including the procurement of raw material (steel) and industrial coating, as well as the installation of complex steel structures and heavy steel components, for a new public transport infrastructure. This contract will be carried out at ADF's plant located in Great Falls, Montana, U.S.A. Fabrication work is scheduled to start during the first quarter of the fiscal year beginning on February 1st, 2019, and will extend over a 30-month period, approximately.

The Corporation was also awarded a contract to erect the steel of a new recreational structure in the U.S. Southeast. In addition, ADF's Engineering team will provide design-assist services during the structure's design phase, as well as provide installation engineering methodology.

7. **EXCHANGE RATE**

The Corporation is subject to foreign currency fluctuations from the translation of revenues, expenses, assets and liabilities of its foreign operations and from commercial transactions denominated in foreign currencies. Average monthly rates (considered a reasonable approximation to actual rates at the date of transactions) are used to translate revenues (except for forward foreign exchange contracts) and expenses for the periods mentioned, while closing rates translate assets and liabilities.

During the three-month and nine-month periods ended October 31, 2018, as well as during each of the four previous quarters, the Corporation used the following exchange rates between the Canadian and U.S. dollars:

(CA\$/US\$)	Statements of Income and Comprehensive Income (Loss)		Statements of Financial Position
	<i>Quarterly</i>	<i>Cumulative</i>	
Third quarter (October 31, 2017)	1.2503	1.3009	1.2893
Fourth quarter (January 31, 2018)	1.2648	1.2919	1.2293
First quarter (April 30, 2018)	1.2767	1.2767	1.2836
Second quarter (July 31, 2018)	1.3041	1.2912	1.3017
Third quarter (October 31, 2018)	1.3029	1.2952	1.3142

During the three-month and nine-month periods ended October 31, 2018, the Canadian dollar continued its downward trend against the U.S. dollar. These variations had a favorable impact of \$1.3 million on the gross margin during the three-month period ended October 31, 2018, and a negative impact of \$0.2 million during the nine-month period ended October 31, 2018.

8. NON-GAAP MEASURES

The financial information in this MD&A has been prepared in accordance with IFRS, with the exception of certain financial indicators that do not have standardized meaning as prescribed by IFRS and therefore are considered non-generally accepted accounting principles ("GAAP"). When such indicators are used, they are defined and the reader is informed. The Corporation uses the following non-GAAP indicators to measure its operating performance and the achievement of objectives:

	9-Month Periods Ended October 31,		12-Month Periods Ended January 31,	
	2018	2017	2018	2017
Working capital (in thousands of dollars)	\$32,077	\$29,808	\$34,768	\$24,769
Current ratio	1.77:1	1.69:1	1.74:1	1.77:1
Long-term debt to shareholders' equity ratio	0.35:1	0.31:1	0.40:1	0.30:1
Total debt, net of liquidities (in thousands of dollars)	\$27,027	\$32,662	\$35,353	\$31,716
Total bank overdraft, credit facilities and long-term debt, net of cash and cash equivalents, to shareholders' equity ratio	0.28:1	0.31:1	0.37:1	0.30:1
Liabilities to shareholders' equity ratio	0.73:1	0.65:1	0.83:1	0.50:1
Earnings before interest, tax, depreciation and amortization (EBITDA) (in thousands of dollars)	\$1,517	\$5,651	\$8,436	\$8,462
EBITDA margin (as a percentage of revenues)	1.4%	4.3%	4.7%	8.2%
Book value per share (in dollars)	\$2.99	\$3.26	\$2.93	\$3.24
Return on shareholders' equity	(8.5)%	1.7%	(7.5)%	1.4%

For the definition of the financial indicators in the above table, except for paragraph 8.1 below, see Section 10 "Non-GAAP Measures" of the Management's Discussion and Analysis of the Financial Position and Operating Results for the Fiscal Year Ended January 31, 2018.

8.1. EBITDA and EBITDA Margin

EBITDA shows the extent to which the Corporation generates profits from operations, without considering the following items:

- Net financial expenses;
- Income tax expense (recovery);
- Foreign exchange gains or losses, and
- Depreciation and amortization of property, plant and equipment and intangible assets.

Net income is reconciled with EBITDA in the table below:

Periods Ended October 31, (in thousands of dollars and in percentages)	3 Months		9 Months	
	2018	2017	2018	2017
	\$	\$	\$	\$
Net income (loss)	1,900	(698)	458	1,583
Income tax (recovery) expense	(904)	(621)	(1,825)	36
Net financial expenses	412	410	1,394	1,162
Amortization	1,156	1,107	3,419	3,321
Foreign exchange (gain) loss	30	270	(1,929)	(451)
EBITDA	2,594	468	1,517	5,651
— As a % of revenues	5.7%	1.3%	1.4%	4.3%

9. ANALYSIS OF OPERATING RESULTS FOR THE THREE-MONTH AND NINE-MONTH PERIODS ENDED OCTOBER 31, 2018

9.1. Revenues and Gross Margin

Three-Month Periods Ended October 31, (in thousands of dollars and in percentages)	2018	2017	Changes 2018/2017	
	\$	\$	\$	%
Revenues	45,570	37,212	8,358	22.5
Cost of goods sold	40,941	34,793	6,148	17.7
Gross margin	4,629	2,419	2,210	91.4
— As a % of revenues	10.2%	6.5%		3.7

Nine-Month Periods Ended October 31, (In thousands of dollars and in percentages)	2018	2017	Changes 2018/2017	
	\$	\$	\$	%
Revenues	106,267	131,128	(24,861)	(19.0)
Cost of goods sold	98,783	119,194	(20,411)	(17.1)
Gross margin	7,484	11,934	(4,450)	(37.3)
— As a % of revenues	7.0%	9.1%		(2.1)

a) **Revenues**

Revenues during the three-month period ended October 31 2018, totalled \$45.6 million, up by \$8.4 million compared with the same period of ended October 31, 2017. Revenues for the nine-month period ended October 31, 2018, totalled \$106.3 million, compared with \$131.1 million for the same period ended October 31, 2017.

The revenues are determined on the basis of the costs incurred on the various projects executed by the Corporation during the period. The increase in revenues during the three-month period ended October 31, 2018, compared with the same period a year ago is attributable to the acceleration of the fabrication level and the conclusion of contractual changes on a number of projects. On a cumulative basis, the decrease in revenues for the analyzed periods is explained by the impact of the uncertainty caused by the tariffs on imports and the negotiation of the free-trade treaty, on the award of new contracts at the beginning of the fiscal year.

In terms of economic dependency, 78% of the Corporation's revenues during the nine-month period ended October 31, 2018, were realized with two (2) clients, from the United States, who each accounted for more than 10% of the Corporation's revenues, for respective amounts of \$57.3 million and \$25.6 million, one (1) of whom was also part of the Corporation's revenue concentration during the nine-month period ended October 31, 2017. During the nine-month period ended October 31, 2017, 86% of the revenues were realized with three (3) customers, all from the United States, for respective amounts of \$27.9 million, \$29.6 million and \$55.0 million.

Although the Corporation attempts to limit the concentration of its revenues, given the nature of its activities and market, its revenues are likely to remain concentrated among a restricted number of clients in upcoming quarters.

b) **Gross Margin**

The gross margin, in dollar value, increased by \$2.2 million during the three-month period ended October 31, 2018, compared with the same period ended October 31, 2017. As a percentage of revenues, the gross margin went from 6.5% during the three-month period ended October 31, 2017 to 10.2% for the three-month period ended October 31, 2018.

During the nine-month period ended October 31, 2018, the gross margin totalled at \$7.5 million or 7.0% of revenues, compared with \$11.9 million or 9.1% of revenues for the same period a year ago.

The increase in gross margin, both in dollar value and as a percentage of revenues, recorded during the quarter ended October 31, 2018, is for the most part explained by the increase in the fabrication volume, which drove to a better absorption of costs, as well as the negotiation of contractual changes previously mentioned. As indicated in the Corporation's two previous interim MD&A reports, the lack of production volume had a negative impact on the gross margin during the first half of the current fiscal year, which explains the decrease in gross margin, both in dollar value and as a percentage of revenues, during the nine-month period ended October 31, 2018, when compared with the same period a year ago.

During the three-month and nine-month periods ended October 31, 2018, revenues included respectively 24% and 35% of fabrication hours, including industrial coating, compared with 53% and 41% respectively for the same periods a year ago.

Increases or decreases in raw material (mainly steel) prices do not generally have a material impact on the gross margin since in most cases, the clients supply the steel to be transformed by ADF, whereas protection clauses with regard to price changes are usually included in contracts where ADF supplies the steel. In addition, the natural hedge attributable to revenues and the purchase of raw materials in U.S. dollars mitigates the impact of exchange rate fluctuations.

9.2. **Selling and Administrative Expenses**

Three-Month Periods Ended October 31, (In thousands of dollars and in percentages)	2018	2017	Changes 2018/2017	
	\$	\$	\$	%
Selling and administrative expenses	3,191	3,058	133	4.3
— As a % of revenues	7.0%	8.2%		(1.2)

Nine-Month Periods Ended October 31, (In thousands of dollars and in percentages)	2018	2017	Changes 2018/2017	
	\$	\$	\$	%
Selling and administrative expenses	9,386	9,604	(218)	(2.3)
— As a % of revenues	8.8%	7.3%		1.5

Selling and administrative expenses amounted to \$3.2 million, posting a small increase of \$0.1 million during the three-month period ended October 31, 2018, compared with the same period ended October 31, 2017. For the nine-month period ended October 31, 2018, the selling and administrative expenses amounted to \$9.4 million, down by \$0.2 million compared with the same period a year ago.

Given the increase in revenues during the three-month period ended October 31, 2018, selling and administrative expenses, as a percentage of revenues, now stand at 7.0% compared with 8.2% a year ago. During the nine-month period ended October 31, 2018, selling and administrative expenses represented 8.8% of revenues, compared with 7.3% of revenues during the same period a year ago.

9.3. Amortization

In accordance with IFRS standards, amortization expense is included in cost of goods sold and selling and administrative expenses (see Note 12 "Classification of Expenses per Nature" to the Unaudited Interim Condensed Consolidated Financial Statements as at October 31, 2018, included in this MD&A). However, Management considers it appropriate to continue separately commenting on the trend in amortization expense since it is considered a significant, although non-cash, component in the analysis of the Corporation's profit margins.

Three-Month Periods Ended October 31, (In thousands of dollars and in percentages)	2018	2017	Changes 2018/2017	
	\$	\$	\$	%
Amortization	1,156	1,107	49	4.4
— As a % of revenues	2.5%	3.0%		(0.5)

Nine-Month Periods Ended October 31, (In thousands of dollars and in percentages)	2018	2017	Changes 2018/2017	
	\$	\$	\$	%
Amortization	3,419	3,321	98	3.0
— As a % of revenues	3.2%	2.5%		0.7

The amortization expense during the three-month and nine-month periods ended October 31, 2018, was practically similar to that of the three-month and nine-month periods ended October 31, 2017, and was distributed as follows:

Three-Month Periods Ended October 31, (In thousands of dollars and in percentages)	2018	2017	Changes 2018/2017	
	\$	\$	\$	%
Amortization expense included in cost of goods sold	899	849	50	5.9
Amortization expense included in selling and administrative expenses	257	258	(1)	(0.4)
Total amortization	1,156	1,107	49	4.4

Nine-Month Periods Ended October 31, (In thousands of dollars and in percentages)	2018	2017	Changes 2018/2017	
	\$	\$	\$	%
Amortization expense included in cost of goods sold	2,654	2,558	96	3.8
Amortization expense included in selling and administrative expenses	765	763	2	0.3
Total amortization	3,419	3,321	98	3.0

9.4. Net Financial Expenses

Three-Month Periods Ended October 31, (In thousands of dollars and in percentages)	2018	2017	Changes 2018/2017	
	\$	\$	\$	%
Net financial expenses	412	410	2	0.5
— As a % of revenues	0.9%	1.1%		(0.2)

Nine-Month Periods Ended October 31, (In thousands of dollars and in percentages)	2018	2017	Changes 2018/2017	
	\$	\$	\$	%
Net financial expenses	1,394	1,162	232	20.0
— As a % of revenues	1.3%	0.9%		0.4

The increase in net financial expenses, mostly during nine-month period ended October 31, 2018, is explained by the variation in the average balance of debts of the Corporation, including the use of the credit facilities (See Section 11 "Cash Flows and Financial Position"). Given the reduction in the use of the credit facility during the quarter ended October 31, 2018, the third-quarter net financial expenses are almost back to the level of the third quarter of the previous fiscal year.

9.5. Foreign Exchange (Gain) Loss

Three-Month Periods Ended October 31, (In thousands of dollars and in percentages)	2018	2017	Changes 2018/2017	
	\$	\$	\$	%
Foreign exchange (gain) loss	30	270	(240)	(88.9)
— As a % of revenues	0.1%	0.7%		(0.6)

Nine-Month Periods Ended October 31, (In thousands of dollars and in percentages)	2018	2017	Changes 2018/2017	
	\$	\$	\$	%
Foreign exchange (gain) loss	(1,929)	(451)	(1,478)	Neg.
— As a % of revenues	(1.8)%	(0.3)%		(1.5)

The foreign exchange loss recorded during the quarter ended October 31, 2018, includes a \$0.4 million foreign exchange gain on ongoing operations and a \$0.5 million realized and unrealized foreign exchange loss relating to the fair value of financial derivatives. During the three-month period ended October 31, 2018, a \$0.3 million foreign exchange gain on the translation of foreign subsidiaries was recorded in comprehensive income (loss).

The foreign exchange loss recorded during the quarter ended October 31, 2017, included a \$1.6 million foreign exchange gain on ongoing operations and a \$1.8 million realized and not realized foreign exchange loss relating to the fair value of financial derivatives. During the three-month period ended October 31, 2017, a \$1.1 million foreign exchange gain on the translation of foreign subsidiaries was recorded in comprehensive income (loss).

The foreign exchange gain recorded during the nine-month ended October 31, 2018, includes a \$3.5 million foreign exchange gain on ongoing operations and a \$1.5 million realized and unrealized foreign exchange loss relating to the fair value of financial derivatives. During the nine-month period ended October 31, 2018, a \$2.1 million foreign exchange gain on the translation of foreign subsidiaries was recorded in comprehensive income (loss).

The foreign exchange gain recorded during the nine-month period ended October 31, 2017, included a \$0.7 million foreign exchange loss on ongoing operations and a \$1.1 million realized and not realized foreign exchange gain relating to the fair value of financial derivatives. During the nine-month period ended October 31, 2017, a \$0.4 million foreign exchange loss on the translation of foreign subsidiaries was recorded in comprehensive income (loss).

The Corporation is exposed to exchange rate fluctuations between the Canadian and U.S. dollars since a significant portion of its revenues is usually generally recorded in U.S. dollars.

During the three-month and nine-month periods ended October 31, 2018, the portion of revenues realized in U.S. dollars reached 96% (91% respectively during the three-month and nine-month periods ended October 31, 2017, and 91% during the fiscal year ended January 31, 2018). Considering the improvement in U.S. markets and our facilities in Great Falls, Montana, the Corporation expects that the percentage of its revenues in U.S. dollars should remain at a fairly high level in the fiscal year ending January 31, 2019.

In line with its hedging policy, to manage its net risk between the future U.S.-denominated cash inflows and outflows, the Corporation entered into foreign exchange forward contracts. As at October 31, 2018, the Corporation was party to foreign exchange forward contracts for the sale of US\$28.4 million (US\$19.7 million as at January 31, 2018) with maturities varying between three (3) months and twelve (12) months with rates between 1.2613 and 1.3105 (between 1.2285 and 1.2646 as at January 31, 2018).

Based on the balance of the Corporation's financial instruments denominated in foreign currencies as at October 31, 2018, a 10% fluctuation in the exchange rate between the Canadian and U.S. dollars, while all other variables remaining constant, would have had a negligible impact on net income before tax and in comprehensive income (loss) before tax (an immaterial impact on the net income before tax and in comprehensive income (loss) before tax, as at October 31, 2017). However, this information only applies to financial instruments based on period-end balances and does not take into account the impact of foreign exchange fluctuations on revenues and other miscellaneous expenses for a complete fiscal year.

9.6. Income Tax (Recovery) Expense

Three-Month Periods Ended October 31, (In thousands of dollars and in percentages)	2018	2017	Changes 2018/2017	
	\$	\$	\$	%
Income tax (recovery) expense	(904)	(621)	(283)	(45.6)
— As a % of revenues	(2.0)%	(1.7)%		(0.3)

Nine-Month Periods Ended October 31, (In thousands of dollars and in percentages)	2018	2017	Changes 2018/2017	
	\$	\$	\$	%
Income tax (recovery) expense	(1,825)	36	(1,861)	Neg.
— As a % of revenues	(1.7)%	0.0%		(1.7)

The effective tax rates for the quarter and the nine-month period ended October 31, 2018, are hard to compare with those of the same periods a year ago, or even with the Corporation's Canadian effective rate, which is 27%.

During the fourth quarter of the fiscal year ended January 31, 2018, the Corporation wrote-off certain deferred income tax assets related to U.S. operations. Although these assets were written off, they remain available to the Corporation and may be used as soon as its U.S. operations recorded a profit. As such, in light of ADF's U.S. subsidiaries results for the quarter and the nine-month period ended October 31, 2018, the income tax related to the U.S. subsidiaries was offset by the recognition of tax attributes of \$1.2 million and \$1.4 million respectively, that were previously written off, so that the subsidiaries have no income tax expenses during the three-month and nine-month periods ended October 31, 2018. The income tax recovery presented in the financial statements for the three-month and nine-month periods ended October 31, 2018, is thus entirely attributable to the Corporation's Canadian operations.

As at October 31, 2018, in addition to what precedes, the Corporation had operating tax losses of nearly \$30.8 million in the United States available for carry forwards, for which no deferred tax benefit has been recorded in the Corporation's accounts. This will have a favourable impact on future cash outflows of the Corporation, which will not have to pay future income tax until the full amount of available tax attributes has been used in the different jurisdictions where the Corporation executes contracts.

9.7. Net Income (Loss), Basic and Diluted Earnings per Share

Periods Ended October 31, (In thousands of dollars and in dollars per share)	3 Months		9 Months	
	2018	2017	2018	2017
	\$	\$	\$	\$
Total net income (loss)	1,900	(698)	458	1,583
— As a % of revenues	4.2%	(1.9)%	0.4%	1.2%
Total basic earnings per share	0.06	(0.02)	0.01	0.05
Total diluted earnings per share	0.06	(0.02)	0.01	0.05

The variation in net income (loss) during the quarter and the nine-month period ended October 31, 2018, compared with the same periods a year ago is for the most part explained by the previously mentioned elements.

More specifically, the increase in net income during the quarter ended October 31, 2018, is for the most part explained by the increase in revenues and in gross margin, and by the impact from the income tax recovery previously explained.

For the nine-month period ended on that same date, the good performance of the third quarter was more than offset by the decrease in revenues and margins recorded during the two first quarters.

10. COMPARATIVE INFORMATION FOR THE LAST EIGHT QUARTERS

The trends observed in the analysis of quarterly results do not necessarily represent those of the future results of the Corporation. ADF's activities are not, as such, subject to seasonal fluctuations. However, the non-residential construction market in which the Corporation is active goes through upward and downward cycles.

Overall, quarterly fluctuations in the following indicators result mainly from the changes in the revenue mix and the costs recognized on different projects underway and for each given period, together with the lags between the recognition of costs and revenues, where appropriate, that could result from the use of estimates based on the percentage-of-completion method.

More specifically, and in light of the results for the last eight (8) quarters presented below, the variations from one quarter to the other are mostly explained by the respective fabrication schedules of the various projects announced by the Corporation. Considering that revenues are established based on incurred costs on these different projects carried out by the Corporation, revenues and operating results can differ significantly from quarter to quarter because of these execution schedules.

Fiscal Years	2019			2018				2017
	3 rd Quarter (10.31.2018)	2 nd Quarter (07.31.2018)	1 st Quarter (04.30.2018)	4 th Quarter (01.31.2018)	3 rd Quarter (10.31.2017)	2 nd Quarter (07.31.2017)	1 st Quarter (04.30.2017)	4 th Quarter (01.31.2017)
(In thousands of dollars and in dollars per share)	\$	\$	\$	\$	\$	\$	\$	\$
Revenues	45,570	32,220	28,477	49,346	37,212	45,278	48,638	36,456
Gross margin	4,629	2,069	787	4,188	2,419	4,289	5,226	4,833
— As a % of revenues	10%	6%	3%	8%	7%	9%	11%	13%
EBITDA ⁽¹⁾	2,594	109	(1,186)	2,785	468	2,102	3,081	2,313
— As a % of revenues	6%	0%	(4)%	6%	1%	5%	6%	6%
Income before income tax expense (recovery)	996	(708)	(1,655)	553	(1,319)	2,315	623	871
— As a % of revenues	2%	(2)%	(6)%	1%	(4)%	5%	1%	2%
Net income (loss)	1,900	(532)	(910)	(8,796)	(698)	1,927	354	253
— Basic per share	0.06	(0.02)	(0.03)	(0.27)	(0.02)	0.06	0.01	0.01
— Diluted per share	0.06	(0.02)	(0.03)	(0.27)	(0.02)	0.06	0.01	0.01

(1) See Section 8 "Non-GAAP Measures" for the definition of EBITDA.

11. CASH FLOWS AND FINANCIAL POSITION

The Corporation posts a sound financial position and is on a solid footing to address its financial needs. Taking into account its cash and cash equivalents position, its credit facilities and the level of planned capital spending, the Corporation does not expect any liquidity risk in a foreseeable future.

As at October 31, 2018, the Corporation's cash and cash equivalents, net of the credit facilities and bank overdraft, totalled \$0.6 million, which is \$7.8 million more than as at January 31, 2018. During the quarter ended October 31, 2018, the Corporation collected important sums from its accounts receivable, which significantly improved its net cash position and considerably reduced the use of its credit facilities. The Corporation closely monitors the situation and has the necessary financial capacities to meet its financial obligations.

In light of what precedes, Management believes that these available funds, considering the available credit facilities, will allow it to support the execution of its order backlog in hand on October 31, 2018, and to meet its expected financial commitments for the 2019 fiscal year.

Furthermore, the Corporation continually appraises the opportunities to use part of its liquidities to finance certain projects that could provide additional long-term competitive advantages (see Section 23 "Outlook"). It also looks at opportunities for accelerated payments discounts negotiated with suppliers.

11.1. Operating Activities

During the three-month and nine-month periods ended October 31, 2018, the Corporation generated cash flows from its operating activities and assigned it as follows:

Periods Ended October 31,	3 Months		9 Months	
	2018	2017	2018	2017
(In thousands of dollars)	\$	\$	\$	\$
Net income adjusted for non-cash items	3,068	3,139	1,346	7,549
Changes in non-cash operating working capital items:				
Accounts receivable	9,610	(11,519)	4,904	(18,443)
Holdbacks on contracts	(758)	(1,444)	62	(1,682)
Contract assets/Work in progress	1,910	7,687	13,579	7,911
Inventories	(219)	294	(3,677)	1,168
Prepaid expenses and others current assets	(1,445)	132	(889)	(802)
Accounts payable and other current liabilities	(939)	(473)	(5,726)	5,423
Contract liabilities/Deferred revenues	2,020	(448)	3,520	2,636
	10,179	(5,771)	11,773	(3,789)
	13,247	(2,632)	13,119	3,760
Income tax recovery	—	661	—	661
Cash flows from (used in) operating activities	13,247	(1,971)	13,119	4,421

The Corporation recorded a net income adjusted for non-cash items of \$3.1 million during the three-month period ended October 31, 2018, which is \$0.1 million less than during the same period a year ago. This decrease results mainly from the variation in unrealized loss (gain) on derivative financial instruments, net of the increase in the period's net income.

During the nine-month period ended October 31, 2018, net income adjusted for non-cash items decreased by \$6.2 million over the same period ended October 31, 2017, as a result of the variation of the non-cash foreign exchange (gain) loss and the income tax recovery (expense).

During the three-month period ended October 31, 2018, the changes in non-cash operating working capital items generated cash flows of \$10.2 million, which is mostly explained by the decrease in accounts receivable (\$9.6 million) and in contract assets (\$1.9 million), and by the increase in contract liabilities (\$2.0 million).

During the nine-month period ended October 31, 2018, the changes in non-cash operating working capital items generated cash flows of \$11.8 million, primarily from the decrease in accounts receivable (\$4.9 million), and in contract assets (\$13.6 million), net of the increase in inventories (\$3.7 million) and the decrease in accounts payable and other current liabilities (\$5.7 million).

During the three-month period ended October 31, 2017, the change in non-cash operating working capital items used cash flows of \$5.8 million. This cash outflow is largely attributable to the increase in accounts receivable (\$11.5 million), and holdbacks on contracts (\$1.4 million), net of the decrease in work in progress (\$7.7 million). During the nine-month period ended October 31, 2017, the change in non-cash operating working capital items used cash flows of \$3.8 million, which is mostly explained by the increase in accounts receivable (\$18.4 million), net of the decrease in work in progress (\$7.9 million) and the increase in accounts payable and other current liabilities (\$5.4 million).

11.2. Investing Activities

The Corporation's investing activities are summarized as follows:

Periods Ended October 31,	3 Months		9 Months	
	2018	2017	2018	2017
(In thousands of dollars)	\$	\$	\$	\$
Acquisition of property, plant and equipment	(78)	(880)	(2,653)	(3,026)
Acquisition of intangible assets	(83)	(140)	(362)	(533)
Government grants ⁽¹⁾	210	—	210	—
Disposal of equity investments	—	—	217	—
Revenues from disposals of property, plant and equipment	7	—	15	125
Others	(9)	11	(17)	1
Cash flows from (used in) investing activities	47	(1,009)	(2,590)	(3,433)

(1) Related to the acquisition of property, plant and equipment.

During the three-month period ended October 31, 2018, investing activities generated liquidities of \$47,000, which come mainly from grants related to the acquisition of a new light system, and a new ventilation and air conditioning (VAC) system for ADF's fabrication complex in Terrebonne, Quebec.

For the nine-month period ended October 31, 2018, liquidities of \$2.6 million were used to acquire property, plant and equipment, and more specifically, the new VAC system for ADF's fabrication plant in Terrebonne, net of the above-mentioned grants.

For the same periods ended October 31, 2017, liquidities of \$1.0 million and \$3.4 million, respectively were used primarily for the net acquisition of property, plant and equipment and intangible assets.

The Corporation estimates capital expenditures for fiscal 2019 at approximately \$4.0 million, which will primarily be used for production equipment at both of ADF's plants in Terrebonne, Quebec, and Great Falls, Montana.

11.3. Financing Activities

The Corporation's financing activities were as follows:

Periods Ended October 31,	3 Months		9 Months	
	2018	2017	2018	2017
(In thousands of dollars)	\$	\$	\$	\$
Issuance of long-term debt	—	—	—	5,702
Variation in the credit facilities	(9,950)	(1,480)	(3,245)	841
Repayment of long-term debt	(266)	(245)	(1,078)	(693)
Issuance of subordinate voting shares	—	—	—	17
Dividends paid	(327)	(327)	(653)	(653)
Interest paid	(405)	(413)	(1,384)	(1,190)
Cash flows from (used in) financing activities	(10,948)	(2,465)	(6,360)	4,024

During the three-month period ended October 31, 2018, financing activities used \$10.9 million in liquidities, compared with a cash outflows of \$2.5 million during the same period a year ago. This cash outflow comes primarily from the variation in the credit facilities and the repayment of long-term debt.

During the nine-month period ended October 31, 2018, the financing activities used liquidities of \$6.4 million coming from the variation in the credit facilities, the reimbursement of the long-term debt and payment of interest.

During the nine-month period ended October 31, 2017, the financing activities generated liquidities of \$4.0 million, stemming from the issuance of two new debts.

11.4. Payment of Rents and Interest and Payment of Principal on Debt

The Corporation pays interest on its long-term loans. The interest rates on these loans were between 1.98% and 4.65% as at October 31, 2018. The Corporation is making total monthly principal repayments of US\$0.2 million on these loans. Other rent payments are described under Note 22 "Commitments" of the Notes to the Audited Consolidated Financial Statements for the Fiscal Year Ended January 31, 2018.

11.5. Debt Covenants

As at October 31, 2018, the Corporation respected all of the covenants with its lenders, and still did at the date hereof. Management expects it will continue to respect its commitments during the fiscal year 2019.

11.6. Commitments Related to Letters of Credit as at October 31, 2018

The Corporation contracted letter of credits, the balance of which was US\$3.4 million as at October 31, 2018 and January 31, 2018.

12. CAPITAL STOCK

Information on the outstanding shares, including stock options:

(In thousands of dollars, and in number of shares and options)	Subordinate Voting Shares		Multiple Voting Shares ⁽¹⁾		Total Outstanding Shares		Stock Options ⁽²⁾
	Number	\$	Number	\$	Number	\$	Number
As at January 31, 2017	18,284,435	52,087	14,343,107	16,001	32,627,542	68,088	383,664
Issued on exercise of stock options	7,664	32	—	—	7,664	32	(7,664)
Granted (forfeited)	—	—	—	—	—	—	(5,000)
As at January 31, 2018 and October 31, 2018	18,292,099	52,119	14,343,107	16,001	32,635,206	68,120	371,000

(1) These shares carry 10 votes per share.

(2) The weighted average exercise price of the current stock option is \$2.94 per unit as at October 31, 2018.

As at October 31, 2018, the Corporation had 32,635,206 shares outstanding (same as at January 31, 2018) and at the date hereof, being December 4, 2018, the number of shares outstanding remained practically unchanged.

On October 31, 2018, and as at the date hereof, a total of 371,000 stock options were issued and outstanding. These options, which had a weighted average life of 2.39 years before maturity, had a weighted average exercise price of \$2.94 (see Note 9 "Capital Stock" to the Unaudited Interim Condensed Consolidated Financial Statements for the Three-Month and Nine-Month Periods Ended October 31, 2018).

13. DEFERRED SHARE UNITS PLAN

13.1. External Directors

This deferred compensation plan allows every external director, who wants to participate, to defer in whole or in part his/her director's compensation (including fees and attendance fees), by electing to receive a percentage of this compensation in the form of DSUs, which will be bought back in cash by the Corporation on the date the external director ceases to be a director of the Corporation by reason of death, retirement or loss of function as director.

When a director elects to participate in this plan, the Corporation credits the account of the director for a number of units equal to the deferred compensation divided by the market value of the subordinate voting shares, which is established using the average closing price during the five (5) trading days preceding the date of grant. DSU are not convertible into shares of the Corporation and do not result in a dilution to shareholders.

When the Corporation pays dividends on subordinate and multiple voting shares, the accounts of the directors, executive officers and key employees (see 13.2 below) are credited for the amount in the form of additional units using the same basis of calculation previously described.

The DSU are re-evaluated at fair value at the end of each reporting period until the vesting date, using the market price of the Corporation's subordinate voting shares.

During the three-month and nine-month periods ended October 31, 2018, the DSU compensation to external directors recorded in the Consolidated Statement of Income (Loss) amounted respectively to a recovery of \$44,000 and \$245,000, including the impact of the change in the market price of the Corporation's share, which amounted respectively to a recovery of \$48,000 and \$265,000 during the three-month and nine-month periods ended October 31, 2018 (a recovery of \$19,000 and an expense of \$97,000 respectively, including the impact of the change in the market price of the Corporation's share, which amounted respectively to a recovery of \$34,000 and \$107,000 during the three-month and nine-month periods ended October 31, 2017).

The fluctuation in DSU issued to External Directors was as follows:

Periods Ended October 31, (In number of deferred share units)	3 Months		9 Months	
	2018 Number	2017 Number	2018 Number	2017 Number
Outstanding, at the beginning of the period	401,022	380,997	391,895	312,032
Awarded	2,805	5,565	11,932	74,530
Outstanding and vested, at the end of the period	403,827	386,562	403,827	386,562

The carrying value and the intrinsic value of the liabilities related to the external directors' vested DSU amounted to \$0.6 million as at October 31, 2018 (\$0.8 million as at January 31, 2018), and was recorded in "Accounts Payable and Other Current Liabilities" in the Consolidated Statements of Financial Position.

13.2. Executive Officers and Key Employees

As set forth in the DSU Plan, the Corporation may grant DSU, on a discretionary basis, to executive officers and key employees. These DSU usually vest gradually over a 2 to 5-year period, at a rate of 20% to 50% per year. The vested DSU will be bought back in cash by the Corporation on the date its holder ceases to be an officer or employee of the Corporation by reason of death, retirement or loss of function as officer or employee.

The DSU are recognized progressively in the Consolidated Statement of Income (Loss) over the vesting period and their costs is determined using a valuation model based on the market price of the Corporation's subordinate voting shares. The DSU compensation for executive officers and key employees, amounted respectively to a \$9,000 and \$92,000 recovery for the three-month and nine-month periods ended October 31, 2018, which includes the impact of the change in the market price of the Corporation's share, which amounted respectively to a \$27,000 and \$151,000 recovery for the three-month and nine-month periods ended October 31, 2018 (a \$41,000 and \$113,000 expense for the three-month and nine-month periods ended October 31, 2017, respectively, including the non-significant impact of the change in the market price of the Corporation's share for the three-month and nine-month periods ended October 31, 2017).

The fluctuation in DSU for the executive officers and key employees was as follows:

Periods Ended October 31, (In number of deferred share units)	3 Months		9 Months	
	2018 Number	2017 Number	2018 Number	2017 Number
Outstanding, at the beginning of the period	304,435	303,162	303,733	273,162
Awarded	998	571	1,700	30,571
Outstanding and vested, at the end of the period	305,433	303,733	305,433	303,733
Vested, at the end of the period	143,734	74,243	143,734	74,243

As at October 31, 2018, the carrying amount of the liabilities related the executive officers and key employees' DSU, totalling to \$0.4 million (\$0.4 million as at January 31, 2018) is recorded in "Accounts Payable and Other Current Liabilities" in the Consolidated Statement of Financial Position, and of which \$0.2 million corresponds to the intrinsic value of the vested DSU as at October 31, 2018 and as at January 31, 2018.

14. DIVIDEND

On September 12, 2018, the Corporation's Board of Directors approved the payment of a semi-annual dividend of \$0.01 per share, paid on October 16, 2018, to shareholders of record as at September 28, 2018.

15. ORDER BACKLOG

ADF Group's order backlog totalled \$215.8 million on October 31, 2018, compared with \$114.9 million on the same date a year earlier and \$85.5 million on January 31, 2018. This variation, compared with January 31, 2018, is attributable to the newly signed contracts and contractual changes, net of the execution of contracts and the impact of the exchange rate on US-denominated contracts.

As at October 31, 2018, 36% of the order backlog consisted of fabrication hours – the Corporation's core business and most value-added activity – compared with 72% on January 31, 2018. Most of the contracts on hand as at October 31, 2018, will be progressively executed between now and the end of the fiscal year ending January 31, 2021.

16. FINANCIAL POSITION

As at October 31, 2018, the Corporation had a sound financial position. The Corporation's solid consolidated statement of financial position allows it to obtain, when required, the necessary bonding for the award of large-scale contracts. This represents a major advantage for ADF within its markets.

The following table provides details on the major changes in the Consolidated Statement of Financial Position between January 31, 2018 and October 31, 2018.

Sections	Changes	Explanatory Notes
	(In millions of dollars)	
Cash and cash equivalents, net of the variation in the credit facilities and bank overdraft	7.8	See Section 11 "Cash Flow and Financial Position" hereinabove.
Accounts receivable	(3.4)	Reduction in billing, in line with the progress schedules.
Contract assets/Work in progress, net of contract liabilities/Deferred revenues	(16.5)	Net difference between work progress and progressive revenue billing.
Inventories	3.8	Variation in line with the fabrication schedules and the end of certain projects.
Property, plant and equipment and intangible assets	2.3	Change from the acquisition of property, plant and equipment and intangible assets, net of government grants (\$2.8 million) and the impact of foreign exchange rate (\$2.9 million), net of amortization (\$3.4 million).

Sections	Changes	Explanatory Notes
	(In millions of dollars)	
Accounts payable and other current liabilities	(5.4)	In line with the level of activity as at October 31, 2018.
Long-term debt (including current portion)	(0.5)	Variation from the debt reimbursement (\$1.1 million), net of the impact of the foreign exchange rate (\$0.6 million).
Accumulated other comprehensive income (loss)	1.9	Impact of the variation in the foreign exchange rates on the translation of foreign operations.

17. CURRENT ECONOMIC ENVIRONMENT

Although the trends are improving in certain markets served by the Corporation, a degree of uncertainty remains regarding the economic context. In times of economic uncertainty, the Corporation is faced with the following challenges:

- Its business segment is strongly dependent on project owners' capacity to finance their projects. For lack of financing, certain projects can be delayed or simply abandoned. Although the Corporation strives to mitigate this risk by focusing its marketing efforts on projects whose financing is most likely to materialize, it has no control over financial market trends; and
- Certain project owners who secured financing on the start-up of projects could be forced to cease the work pursuant to the withdrawal of financing, due to a lack of capital of either the project lender or the owner. The Corporation mitigates this risk by ensuring that amounts due are diligently collected and, insofar as possible, maintaining at all times a positive cash flow for every project. Moreover, the Corporation does business with owners who are financially solid. At the date hereof, no project of the Corporation is subject to such constraints.

From a financing point of view, the Corporation has a solid financial position and currently respects all its financial covenants. It expects it will continue to do so during the next 12 months. Capital expenditures are subject to very close monitoring by Management. The Corporation does not anticipate any liquidity problems, in particular since its principal credit facility is issued by a Canadian chartered bank with a solid credit rating, and the Corporation's major clients are leaders in their respective fields. Based on the foregoing, the Corporation maintains its short-term prospects (see Section 23 "Outlook") and does not currently foresee any short-term elements that could compromise its course of business.

That being said, and in light of the fact that the Corporation does not enjoy all the visibility from which it normally benefits in its markets, the Corporation will continue to use caution and will closely monitor the situation (see Sections 18 "External Factors to Which the Corporation's Performance is Exposed" and 23 "Outlook").

18. EXTERNAL FACTORS TO WHICH THE CORPORATION'S PERFORMANCE IS EXPOSED

18.1. Exchange Rate

The exchange rate fluctuation between the Canadian and U.S. dollars has an impact on the Corporation's results. Thus, an immaterial foreign exchange loss and a foreign exchange gain of \$1.9 million were recorded during the three-month and nine-month periods ended October 31, 2018, respectively, compared with foreign exchange loss of \$0.3 million and a foreign exchange gain of \$0.5 million respectively for the three-month and nine-month period ended October 31, 2017.

In order to minimize the impact of exchange rate fluctuations on its results, the Corporation implemented the following protective measures:

- Issuance of new debts in U.S. dollars;
- When advantageous, the raw material (steel) and welding products required for fabrication are purchased in U.S. dollars, and
- Implementation of a foreign exchange policy to protect a portion of the net exchange risk between cash inflows and outflows denominated in U.S. dollars.

18.2. Operating Risks and Uncertainties

ADF's markets are subject to several risk and uncertainty factors, which could have an impact on its business, financial position and operating results. These risks and uncertainties include, but are not limited to the following factors, which are further detailed in the Section 25 "External Factors to Which the Corporation's Performance is Exposed" in the MD&A for the fiscal year ended January 31, 2018:

- Indemnity agreement;
- Uncertainties relating to the world economy;
- Bonding capacity and irrevocable letters of credit; and
- Operational risks and uncertainties that could have an impact on the Corporation's financial position and operating results.

19. FINANCIAL INSTRUMENTS

Many items in the Corporation's Statement of Financial Position include financial instruments. The Corporation's financial assets consist of cash and cash equivalents, accounts receivable, contract assets, holdbacks on contracts, as well as derivative financial instruments, whose fair market value is positive. Financial liabilities include credit facilities, and accounts payable and other current liabilities, contract liabilities, long-term debt and derivative financial instruments, whose fair market value is negative.

As at October 31, 2018, the carrying amount of these financial instruments did not significantly differ from the fair market value, either because of their forthcoming maturity date (in the case of cash and cash equivalents, accounts receivable, contracts assets, other current assets, holdbacks on contracts, the credit facilities, accounts payable and other current liabilities, as well as contracts liabilities) or because the effective interest rates on long-term debts (including the financial leases) reflected prevailing market conditions.

Derivative financial instruments are typically used to manage the Corporation's foreign exchange and interest rate risk exposure. They are generally comprised of foreign exchange forward contracts and/or foreign currency options, as well as interest rate swaps, the case may be.

The Corporation is mostly exposed to credit, liquidity and market risks, including exchange rate and interest rate risks, when using financial instruments. A description of how the Corporation manages these risks is included hereinabove in this MD&A, as well as in Note 19.1 "Financial Risk Management and 19.2 "Financial Instruments" to the Unaudited Interim Condensed Consolidated Financial Statements for the Three-Month and Nine-Month Periods Ended October 31, 2018.

20. CONTROLS AND PROCEDURES

In accordance with National Instrument 52-109, Certification of Disclosure in Issuers' Annual and Interim Filings, disclosure controls and procedures have been designed to provide reasonable assurance that the information that must be presented in the Corporation's interim and annual reports is accumulated and communicated to management on a timely basis, including the Chief Executive Officer and the Chief Financial Officer, so that appropriate decisions can be made regarding disclosure. Internal control over financial reporting has also been designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements in accordance with IFRS.

During the quarter ended October 31, 2018, no changes were made to the internal control over financial reporting that have materially affected, or are reasonably likely to materially affect, internal controls and procedures.

21. ACCOUNTING POLICIES

The significant accounting policies applied by the Corporation in accordance with IFRS are presented in Note 2 "Summary of Significant Accounting Policies" to the Audited Consolidated Financial Statements for the Fiscal Year Ended January 31, 2018, except for the adoption of new accounting policies described hereafter:

21.1. Change in Accounting Policies

a) IFRS 9 "Financial Instruments"

On February 1, 2018, the Corporation adopted IFRS 9 which establishes the requirements for recognizing and measuring financial assets, financial liabilities and some contracts to buy or sell non-financial items. This standard replaces IAS 39 "Financial Instruments: Recognition and Measurement". IFRS 9 was adopted on a retrospective basis without restatement of comparative information.

i. Classification

IFRS 9 largely retains most of the existing requirements in IAS 39 for the classification and measurement of financial liabilities. However, it eliminates the previous IAS 39 categories for financial assets of held to maturity, loans and receivables and available for sale.

On initial recognition, the Corporation determines the financial instruments classification as per the following categories:

- instruments measured at amortized cost ;
- instruments measured at fair value through other comprehensive income (loss) (FVOCI) or through net income (loss) (FVTPL).

IFRS 9 uses a new approach to determine whether a financial asset is measured at amortized cost or fair value, replacing the multiple rules in IAS 39. The approach in IFRS 9 is based on how an entity manages its financial instruments and the contractual cash flow characteristics of the financial assets.

A financial asset is measured at amortized cost if it meets both of the following conditions and is not designated at FVTPL:

- it is held within a business model whose objective is to hold assets to collect contractual cash flows ; and
- its contractual terms give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

Equity investments are classified as FVTPL. However unless they are held for trading, the Corporation, on initial recognition, may irrevocably elect to present subsequent changes in the investment's fair value in OCI. This election is made on an investment-by-investment basis.

Financial liabilities are measured at amortized cost unless they must be measured at FVTPL (such as instruments held for trading or derivatives) or if the Corporation is able and elects to measure them at FVTPL.

The following table presents the initial IAS 39 classification and the new IFRS 9 classification for all financial instruments held by the Corporation as at February 1, 2018.

Financial Assets and Liabilities	Classification According to IAS 39	Classification According to IFRS 9
Cash and cash equivalents	Loans and receivables (amortized cost)	Amortized cost
Accounts receivable	Loans and receivables (amortized cost)	Amortized cost
Contract assets/Work in progress	Loans and receivables (amortized cost)	Amortized cost
Holdbacks on contracts	Loans and receivables (amortized cost)	Amortized cost
Investments in shares	Available for sale (FVOCI)	FVTPL
Other current assets	Loans and receivables (amortized cost)	Amortized cost
Bank overdraft	Other financial liabilities (amortized cost)	Amortized cost
Credit facilities	Other financial liabilities (amortized cost)	Amortized cost
Accounts payable and other current liabilities	Other financial liabilities (amortized cost)	Amortized cost
Contract liabilities/Deferred revenues	Other financial liabilities (amortized cost)	Amortized cost
Derivative financial instruments	FVTPL	FVTPL

ii. Evaluation

— Financial Instruments at Amortized Cost

Financial instruments at amortized cost are initially measured at fair value and subsequently at amortized cost, using the effective interest method, less any impairment loss. Interest income, foreign exchange gains and losses and impairment are recognized in the Consolidated Statement of Income (Loss).

— Financial Instruments at Fair Value

Financial instruments are initially and subsequently measured at fair value. Changes in fair value and transaction costs are accounted for in the Consolidated Statement of Income (Loss). When the Corporation elects to measure a financial liability at FVTPL, changes in the Corporation's own credit risk are accounted for in Other Comprehensive Income (Loss).

iii. Impairment

Since February 1, 2018, the Corporation prospectively estimates the expected credit losses associated with the debt instruments accounted for at amortized cost. The impairment methodology used depends on whether there is a significant increase in the credit risk or not. For account receivables and contract assets, the Corporation measures expected credit losses at an amount equal to lifetime expected credit loss as allowed by IFRS 9 under the simplified method.

iv. Impact of Adoption

The Corporation has concluded that the application of this new standard does not have a material impact on its consolidated financial statements. However, the changes in the fair value of the equity investments owned by the Corporation as at February 1, 2018, can no longer be recognized through other comprehensive income (loss). As described above, equity investments must now be classified as FVTPL. Consequently, the balance of \$189,000 previously recorded in accumulated other comprehensive income (loss) was reclassified to retained income as at February 1, 2018.

b) IFRS 15 "Revenue from Contracts with Customers"

Published by the IASB in May 2014, the IFRS 15 is effective for fiscal years beginning on or after January 1, 2018 and supersedes IAS 11 "Construction Contracts", IAS 18 "Revenue" and a number of revenue related interpretations (IFRIC 13 "Customer Loyalty Programs", IFRIC 15 "Agreements for the Construction of Real Estate", IFRIC 18 "Transfers of Assets from Customers", and SIC-31 "Revenue - Barter Transactions Involving Advertising Service").

IFRS 15 introduces a unique single five-step global model for the revenue recognition on contracts with customers. Such model requires to: 1) identify the contract with a customer; 2) identify the performance obligations related to that contract; 3) determine the transaction price of the contract; 4) allocate such transaction price between the performance obligations; 5) determine under which method revenue will be recognized.

Under IFRS 15, the Corporation recognizes income when the benefit obligations are satisfied, that is, when the control over the good or service is transferred to the customer, which, in the case of the majority of the Corporation's contracts, is according to the progress.

Contract amendment notices and claims, also known as contract amendments, were previously accounted for in accordance with IAS 11, "Construction Contracts". Under these provisions, revenue from contract amendments can be recognized only when certain conditions are met, including when it is likely that the customer will approve the changes and the amount of revenue resulting from these changes. IFRS 15 also provides guidance on the recognition of revenue arising from contract amendments, however, these guidelines are based, among other things, on the fact that this contract amendment is approved and it is highly probable that the subsequent settlement of the uncertainty will not result in a significant downward adjustment to the cumulative amount of revenue recognized in relation to the

contract amendments. Given the higher level of probability to be applied under IFRS 15, certain revenue recognized in accordance with IAS 11 could be adjusted downward under IFRS 15. Revenue from these contract amendments will now be recognized when the guidance in IFRS 15 is met.

The Corporation has adopted IFRS 15 in its consolidated financial statements for the fiscal year beginning February 1, 2018, in accordance with the modified retrospective method, by accounting for transitional adjustments in retained income at the date of first application (February 1, 2018), without restatement of the comparative figures. IFRS 15 provides for certain optional simplification measures, including at the time of the initial adoption of the standard. The Corporation applied the following simplification measures when adopting IFRS 15 on February 1, 2018:

Practical Expedient	Description
Completed contract	The Corporation has applied IFRS 15 retrospectively only to contracts that were not completed contracts as at February 1, 2018.
Contract modifications	The Corporation did not apply IFRS 15 retrospectively to contract modifications that occurred before February 1, 2018.

The adoption of this standard did not result in any change in revenue recognition in relation to the corresponding periods, and therefore no comparative information has been restated.

21.2. Recent IFRS Pronouncements Not Yet Adopted

For a summary of the recent IFRS pronouncements not yet adopted refer to Note 4 of Unaudited Interim Condensed Consolidated Financial Statements for the Three-Month and Nine-Month Periods Ended October 31, 2018.

22. HUMAN RESOURCES

As at October 31, 2018, the Corporation employed a total of 545 people across its fabrication plant, paint shop and head office in Terrebonne, Quebec, its offices, fabrication plant and paint shop in Great Falls, Montana, as well as the various construction sites in Florida, U.S.A.

23. OUTLOOK

In light of the results of the first three quarters of the current fiscal year, a couple of observations are in order. First, the uncertainty caused by the imposition of tariffs on imports and the negotiation of the free trade agreement have had a significant negative impact on the Corporation's results. These impacts were often explained in our previous MD&A reports, and we have taken measures that we considered necessary in order to mitigate these negative effects.

This being said, positive elements can also be underlined. Since the start of the current fiscal year, we announced close to \$200 million worth in new contracts, bringing our order backlog to \$215.8 million as at October 31, 2018. We have also turned our cash position (cash, cash equivalents, net of credit facilities) from a negative position of \$13.0 million as at April 30, 2018 and \$11.7 million as at July 31, 2018, to a positive position of \$0.6 million as at October 31, 2018. Finally, the start of the fabrication work on contracts signed in the past months, and the settlement of contractual changes during the third quarter ended October 31, 2018, allowed us to record an increase in revenues, gross margins and net income during that same quarter compared with the corresponding quarter of the previous fiscal year.

These turnarounds, as well as the pipeline of projects currently at the bidding stage, allow us to have a positive outlook on the coming quarters' results. We know, from experience, that there will be other obstacles ahead, but we stay the course on our objectives of profitable growth, operational excellence and risk management.

24. ADDITIONAL INFORMATION

Management's discussion and analysis of changes in financial position and operating results for the three-month and nine-month periods ended October 31, 2018 has been approved by the Corporation's Board of Directors as of December 4, 2018.

The Corporation regularly discloses information through press releases, quarterly and annual reports and the Annual Information Form, available on the Corporation's website at www.adfgroup.com and the SEDAR (System for Electronic Document Analysis and Retrieval) website at www.SEDAR.com.

Ms. Marise Paschini

Mr. Jean-François Boursier, CPA, CA

/ Signed /

/ Signed /

Executive Vice-President, Treasurer and Corporate Secretary

Chief Financial Officer

Terrebonne, Quebec, Canada, December 4, 2018

The electronic version of this document is available at www.adfgroup.com and at www.sedar.com.

Ce document est également disponible en français.



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