



FOR IMMEDIATE RELEASE

**The Caldwell Partners International Issues Fiscal 2013
Fourth Quarter and Full Year Financial Results**

- Fourth quarter revenue up 17% over prior year to \$10.3 million.
- Company posts annual revenue of \$33.8 million, up 3% over prior year.
- Board declares 1.75 cent quarterly dividend, up 17% over prior quarter.

Toronto, Ontario– November 8, 2013 – Retained executive search firm The Caldwell Partners International Inc. (TSX: CWL) today issued its financial results for the fiscal 2013 fourth quarter and year ended August 31, 2013. All references to quarters or years are for the fiscal periods unless otherwise noted and all currency amounts are in Canadian dollars.

Financial Highlights (in \$000s)

	Three Months Ended August 31		Year Ended August 31	
	2013	2012	2013	2012
Operating revenue ¹	\$10,338	\$8,856	\$33,803	\$32,704
Expenses	9,392	7,908	33,935	31,693
Operating profit (loss) ¹	946	948	(132)	1,011
Investment income	2	5	13	15
Net earnings (loss) before tax ¹	948	953	(119)	1,026
Net earnings (loss) after tax ¹	793	956	(282)	981
Net earnings (loss) per share	\$ 0.045	\$ 0.056	(\$0.017)	\$0.057

1. Included in the 2013 results are \$0.4 million in severance costs incurred in the third quarter, and a deferral of \$0.8 million in operating profit (on \$1.4 million deferred revenue) related to a change in estimation methodology for deferred revenue that was implemented in the fourth quarter. As the company does not currently recognize tax assets on operating losses, these items equally impacted net earnings before tax and net earnings after tax.

“Fiscal 2013 turned out to be a year of polarized results. What began as a slow first half of the year in a challenging business climate swung dramatically positive over the course of the second half,” said John Wallace, chief executive officer. “We had a very strong back half, which we attribute to a lift from the economy in Canada and the United States, as well as the fact that as a collective group we have been performing better - our average metrics per partner are up in terms of volume and we are winning more search work. We are feeling positive about both our current momentum and our financial position moving into fiscal 2014.”

Wallace continued: “We made a number of outstanding new partner and staff hires this year - each of whom has brought a palpable and contagious energy to the firm. We are attracting great partners, because they’re joining great partners, and we will continue to make targeted, strategic additions to the team. The investments we have made in growing our business have broadened our footprint, deepened our industry and functional expertise, and extended our brand across North America. We continue forward with our relentless drive and focus to deliver outstanding leaders and an unrivalled level of service to our ever-growing list of discerning clients. Our ongoing success doesn’t hinge solely on the economic climate - it also comes down to our people. We remain intent on attracting the most talented people in the industry and providing them with an environment where they will excel.”

The Board of Directors today also declared the payment of a quarterly dividend of 1.75 cents per Common Share payable December 13, 2013 to shareholders of record on November 25, 2013.

Financial Highlights (all numbers expressed in \$000s)

Results for the 2013 fourth quarter and full year were impacted by a change in the estimation of deferred revenue, based on the ability to access enhanced search performance metrics. In the fourth quarter, this resulted in the deferral (reduction) of revenue of \$1,358 (2012: \$0). This change in methodology has been applied prospectively and does not impact cash flow or cash balances. The Company also deferred the related amount of estimated compensation expense directly associated with such deferred revenue. Reflected in the 2013 fourth quarter and full year is a deferral of compensation expense of \$586 (2012: \$0). Accordingly, the net impact of the revenue deferral less the compensation expense deferral was to reduce operating profit, net earnings before tax and net earnings after tax by \$772 (2012: \$0).

- Operating revenue:
 - Fourth quarter revenue increased by 17% over the comparable period last year to \$10,338. Billings in the fourth quarter were up 32%.
 - Revenues from US operations increased 20% (after the revenue deferral of \$769 in 2013).
 - Revenues from Canadian operations increased 10% (after the revenue deferral of \$589 in 2013).
 - Sequentially, fourth quarter 2013 revenue was up \$1,115 over third quarter 2013 (after the revenue deferral of \$1,358 in the fourth quarter).
 - Fiscal 2013 revenue increased 3% over fiscal 2012 to \$33,803.
 - For the fiscal year, US revenue represented 66% of consolidated revenues.

- Operating profit:
 - Fourth quarter 2013 operating profit was \$946 (2012: \$948).
 - Fiscal year 2013 operating loss was \$132 (2012: operating profit of \$1,011). Fiscal year 2013 includes severance costs of \$446 taken in the third quarter 2013.

- Reflected in both the 2013 fourth quarter and full year is the deferral of gross profit of \$772 (2012: \$0), the net result of the change in estimate for deferred revenue less related deferred compensation expense.
- Net earnings after tax:
 - Fourth quarter 2013 net earnings after tax were \$793, representing \$0.045 earnings per share (2012: \$956 net earnings after tax, representing \$0.056 per share).
 - Fiscal year 2013 net loss after tax was \$282, representing \$0.017 loss per share (2012: \$981 net earnings after tax, representing \$0.057 per share). Fiscal year 2013 includes severance costs of \$446 taken in the third quarter 2013.
 - Reflected in both the 2013 fourth quarter and full year is the net earnings deferral of \$772 (2012: \$0), the net result of the change in estimate for deferred revenue less related deferred compensation expense.
 - Fourth quarter and full year results reflect the derecognition of certain tax assets which resulted a non-cash expense in the fourth quarter.

Over the past three years, The Caldwell Partners has transformed from a respected, strictly Canadian brand to a firm with a strong North American presence. At the end of the fourth quarter of fiscal 2013, the firm now has 22 of its total 33 partners located in six American offices, and has established strategic alliances with executive search firms based in London and Hong Kong.

For a complete discussion of the quarterly financial results, please see the company's Management Discussion and Analysis posted on SEDAR at www.sedar.com

About Caldwell Partners

Caldwell Partners is one of North America's premier providers of executive search and has been for more than 40 years. As one of the region's most trusted advisors in executive search, the firm has a sterling reputation built on successful searches for boards, chief and senior executives, and selected functional experts.

With offices and partners in Vancouver, San Francisco, Los Angeles, Dallas, Calgary, Atlanta, Toronto, Stamford, New York City, and a strategic presence in London and Hong Kong, the firm takes pride in delivering an unmatched level of service and expertise to its clients.

Caldwell Partners' Common shares are listed on The Toronto Stock Exchange (TSX: CWL). Please visit our website at www.caldwellpartners.com for further information.

Forward-Looking Statements

Forward-looking statements in this document are based on current expectations that are subject to significant risks and uncertainties. Actual results might differ materially due to various factors such as the competitive nature of the executive search industry, the ability of the company to execute its growth strategies, the performance of the Canadian domestic and international economies, and the company's ability to retain key personnel. The Caldwell Partners assumes no obligation to update

the forward-looking statements, or to update the reasons why actual results could differ from those reflected in the forward-looking statements.

For further information, please contact:

Investors & Analysts:

Chris Beck, CPA, Chief Financial Officer

The Caldwell Partners International

cbeck@caldwellpartners.com

+1.617.934.1843

Media:

Caroline Lomot, Director of Marketing

The Caldwell Partners International

clomot@caldwellpartners.com

+1.416.934.2239

THE CALDWELL PARTNERS INTERNATIONAL INC.

CONSOLIDATED STATEMENTS OF FINANCIAL POSITION

(in \$Canadian)

	<i>As at</i> <i>August 31</i> <i>2013</i>	<i>As at</i> <i>August 31</i> <i>2012</i>
Assets		
Current assets		
Cash and cash-equivalents	7,612,957	6,494,246
Marketable securities	3,576,811	3,303,044
Accounts receivable	7,088,555	6,122,577
Income taxes receivable	-	49,501
Prepaid expenses and other assets	1,060,998	775,572
	<hr/> 19,339,321	<hr/> 16,744,940
Non-current assets		
Restricted cash	255,012	252,966
Advances	292,035	92,023
Property and equipment	1,360,646	1,504,015
Intangible assets	447,434	488,647
Goodwill	1,039,922	973,458
Deferred income taxes	-	73,302
	<hr/> 22,734,370	<hr/> 20,129,351
Liabilities		
Current liabilities		
Accounts payable	1,345,146	1,007,926
Compensation payable	9,156,182	7,673,729
Dividends payable	255,983	254,782
Taxes payable	13,741	-
Deferred revenue	1,357,718	-
	<hr/> 12,128,770	<hr/> 8,936,437
Non-current liabilities		
Non-current severance accrual	148,750	-
Long-term incentive accrual	231,231	186,267
	<hr/> 12,508,751	<hr/> 9,122,704
Equity attributable to owners of the Company		
Share capital	4,080,020	4,016,020
Contributed surplus	16,247,987	16,245,848
Accumulated other comprehensive income	580,959	122,292
Deficit	(10,683,347)	(9,377,513)
Total equity	<hr/> 10,225,619	<hr/> 11,006,647
Total liabilities and equity	<hr/> 22,734,370	<hr/> 20,129,351

THE CALDWELL PARTNERS INTERNATIONAL INC.

CONSOLIDATED STATEMENTS OF EARNINGS (LOSS)

(in \$Canadian)

	<i>Three months ended</i>	
	<i>August 31</i>	
	<i>2013</i>	<i>2012</i>
Revenues	33,802,994	32,703,717
Cost of sales	26,005,284	24,582,103
Gross profit	7,797,710	8,121,614
Expenses		
General and administrative	7,275,173	6,534,699
Sales and marketing	689,686	616,726
Foreign exchange gain	(35,035)	(40,696)
	7,929,824	7,110,729
Operating profit (loss)	(132,114)	1,010,885
Investment income	12,713	14,941
Earnings (loss) before income tax	(119,401)	1,025,826
Income tax	162,503	44,818
Net earnings (loss) for the year attributable to owners of the Company	(281,904)	981,008
Earnings (loss) per share		
Basic and diluted	(\$0.017)	\$0.058

CONSOLIDATED STATEMENTS OF COMPREHENSIVE EARNINGS

(in \$Canadian)

	<i>Twelve months ended</i>	
	<i>August 31</i>	
	<i>2013</i>	<i>2012</i>
Net earnings (loss) for the year	(281,904)	981,008
Other comprehensive income:		
Items that may be reclassified subsequently to net income		
Unrealized gain on marketable securities (net of tax - \$0)	273,767	176,217
Cumulative translation adjustment (net of tax - \$0)	184,900	31,002
Comprehensive earnings for the year attributable to owners of the Company	176,763	1,188,227

THE CALDWELL PARTNERS INTERNATIONAL INC.

CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

(in \$Canadian)

	Deficit	Capital Stock	Contributed Surplus	Accumulated Other Comprehensive Income (Loss) Cumulative Translation Adjustment	Unrealized Gains on Marketable Securities	Total Equity
Balance - September 1, 2011	(9,848,957)	16,064,078	4,179,399	(315,525)	230,598	10,309,593
Net earnings for the year	981,008	-	-	-	-	981,008
Dividend payments declared	(509,564)	-	-	-	-	(509,564)
Share based payment expense	-	-	18,391	-	-	18,391
Reduction of stated capital	-	(12,048,058)	12,048,058	-	-	-
Change in unrealized gains on marketable securities	-	-	-	-	176,217	176,217
Change in cumulative translation adjustment	-	-	-	31,002	-	31,002
Balance - August 31, 2012	(9,377,513)	4,016,020	16,245,848	(284,523)	406,815	11,006,647
Net loss for the year	(281,904)	-	-	-	-	(281,904)
Dividend payments declared	(1,023,930)	-	-	-	-	(1,023,930)
Employee share option plan share issue	-	64,000	(14,776)	-	-	49,224
Share-based payment expense	-	-	16,915	-	-	16,915
Change in unrealized gain on marketable securities	-	-	-	-	273,767	273,767
Change in cumulative translation adjustment	-	-	-	184,900	-	184,900
Balance - August 31, 2013	(10,683,347)	4,080,020	16,247,987	(99,623)	680,582	10,225,619

THE CALDWELL PARTNERS INTERNATIONAL INC.

CONSOLIDATED STATEMENTS OF CASH FLOW

(in \$Canadian)

	<i>Twelve months ended</i>	
	<i>August 31</i>	
	<i>2013</i>	<i>2012</i>
Cash flow provided by (used in)		
Operating activities		
Net earnings (loss) for the year	(281,904)	981,008
Adjustments for:		
Depreciation	400,283	390,406
Amortization	71,563	115,016
Share-based payment expense	21,339	18,391
Unrealized foreign exchange on subsidiary loans	(164,300)	(75,067)
Non-cash incentive compensation	44,964	132,777
Deferred taxes	77,403	-
Deferred revenue	1,348,890	-
Taxes paid	-	(44,418)
Increase in long-term severance accrual	148,750	-
Net changes in working capital		
Decrease (increase) in accounts receivable	(722,625)	484,368
Decrease (increase) in income taxes receivable	49,501	74,473
Decrease in prepaid expenses and other assets	(248,119)	409,015
Increase (decrease) in accounts payable	303,171	(455,849)
(Decrease) increase in compensation payable	1,250,695	(1,169,804)
Increase in taxes payable	12,465	-
(Decrease) increase in contingent consideration	-	(510,286)
Increase in dividends payable	1,201	-
Decrease in current portion of incentive accrual	-	(530,250)
Net cash provided by (used in) operating activities	2,313,277	(180,220)
Investment activities		
(Increases) decrease in advances	(177,627)	79,855
Increase in restricted cash	(2,046)	(2,966)
Additions to property and equipment	(221,360)	(187,202)
Net cash used in investing activities	(401,033)	(110,313)
Financing activities		
Dividend payments	(1,023,930)	(254,782)
Share issuance from employee share option plan	44,800	-
Net cash used in financing activities	(979,130)	(254,782)
Effect of exchange rate changes on cash and cash equivalents	185,597	95,477
Net increase (decrease) in cash and cash equivalents	1,118,711	(449,838)
Cash and cash equivalents, beginning of year	6,494,246	6,944,084
Cash and cash equivalents, end of year	7,612,957	6,494,246