Interim condensed consolidated financial statements of

# **EVERTZ TECHNOLOGIES LIMITED**

Three months ended July 31, 2016 and 2015 (Unaudited)

# **MANAGEMENT REPORT**

The management of Evertz Technologies Limited ("Evertz" or the "Company") is responsible for the preparation of the accompanying interim condensed consolidated financial statements. The interim condensed consolidated financial statements have been prepared in accordance with International Financial Reporting Standards and are considered by management to present fairly the consolidated financial position, operating results and cash flows of the Company.

These interim condensed consolidated financial statements have not been reviewed by the auditor. These interim condensed consolidated financial statements are unaudited and include all adjustments, consisting of normal and recurring items, that management considers necessary for the fair presentation of the consolidated financial position, results of operations and cash flows.

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Interim Condensed Consolidated Statements of Financial Position (Unaudited)

As at July 31, 2016 and April 30, 2016 (In thousands of Canadian dollars)

|   |    | July 31,        | April 3   |
|---|----|-----------------|-----------|
|   |    | 2016            | 20        |
| Assets                                    |    |                 |           |
| Current assets                            |    |                 |           |
| Cash and cash equivalents                 | \$ | - )             | \$ 123,10 |
| Trade and other receivables               |    | 99,542          | 97,43     |
| Prepaid expenses                          |    | 7,755           | 6,30      |
| Inventories                               |    | 157,074         | 155,95    |
| Income tax receivable                     |    | -               | 4,25      |
|   |    | 389,754         | 387,05    |
| Property, plant and equipment (note 3)    |    | 42,051          | 42,97     |
| Goodwill                                  |    | 18,110          | 18,28     |
|   | \$ | 449,915         | \$ 448,31 |
| Liabilities                               |    |                 |           |
| Current liabilities                       |    |                 |           |
| Trade and other payables                  | \$ | 52,015          | \$ 49,81  |
| Provisions (note 4)                       | Ŷ  | 3,583           | 3,56      |
| Deferred revenue                          |    | 15,795          | 18,52     |
| Current portion of long term debt         |    | 238             | 23        |
| Income tax payable                        |    | 102             | 2.        |
|   |    | 71,733          | 72,14     |
| Long term debt                            |    | 844             | 88        |
| -   |    |                 |           |
| Deferred income taxes                     |    | 3,557<br>76,134 | <u> </u>  |
|   |    | 70,131          | 10,51     |
| Equity                                    |    |                 |           |
| Capital stock (note 5)                    |    | 100,659         | 100,48    |
| Share based payment reserve               |    | 14,263          | 13,83     |
| Accumulated other comprehensive earnings  |    | 16              | 1,56      |
| Retained earnings                         |    | 255,357         | 250,32    |
|   |    | 255,373         | 251,88    |
| Total equity attributable to shareholders |    | 370,295         | 366,20    |
| Non-controlling interest                  |    | 3,486           | 3,53      |
|   |    | 373,781         | 369,73    |
|   | \$ | 449,915 \$      | \$ 448,31 |

Interim Condensed Consolidated Statements of Changes in Equity (Unaudited)

Three month periods ended July 31, 2016 and 2015 (In thousands of Canadian dollars)

|   |               |    |           |    | Accumulated |               |     | Total        |     |           |               |
|---|---------------|----|-----------|----|-------------|---------------|-----|--------------|-----|-----------|---------------|
|   |               | Sh | are-based |    | other       |               |     | equity       |     | Non-      |               |
|   | Capital       |    | payment   | co | mprehensive | Retained      | att | ributable to | cor | ntrolling | Total         |
|   | stock         |    | reserve   |    | earnings    | earnings      | sł  | nareholders  |     | interest  | Equity        |
| Balance at April 30, 2015                 | \$<br>95,708  | \$ | 12,418    | \$ | 3,077       | \$<br>242,268 | \$  | 353,471      | \$  | 3,389     | \$<br>356,860 |
| Net earnings for the year                 | -             |    | -         |    | -           | 18,411        |     | 18,411       |     | 187       | 18,598        |
| Foreign currency translation              |               |    |           |    |             |               |     |              |     |           |               |
| adjustment                                | -             |    | -         |    | 3,061       | -             |     | 3,061        |     | 167       | 3,228         |
| Total comprehensive earnings for the year | \$<br>-       | \$ | -         | \$ | 3,061       | \$<br>18,411  | \$  | 21,472       | \$  | 354       | \$<br>21,826  |
| Dividends declared                        | -             |    | -         |    | -           | (13,442)      |     | (13,442)     |     | -         | (13,442)      |
| Share based compensation expense          | -             |    | 685       |    | -           | -             |     | 685          |     | -         | 685           |
| Exercise of employee stock options        | 4,128         |    | -         |    | -           | -             |     | 4,128        |     | -         | 4,128         |
| Transfer on stock option exercise         | 1,123         |    | (1,123)   |    | -           | -             |     | -            |     | -         | -             |
| Repurchase of common shares               | (71)          |    | -         |    | -           | (811)         |     | (882)        |     | -         | (882)         |
| Balance at July 31, 2015                  | \$<br>100,888 | \$ | 11,980    | \$ | 6,138       | \$<br>246,426 | \$  | 365,432      | \$  | 3,743     | \$<br>369,175 |
| Balance at April 30, 2016                 | \$<br>100,483 | \$ | 13,835    | \$ | 1,567       | \$<br>250,320 | \$  | 366,205      | \$  | 3,531     | \$<br>369,736 |
| Net earnings for the year                 | -             |    | -         |    | -           | 18,393        |     | 18,393       |     | 230       | 18,623        |
| Foreign currency translation              |               |    |           |    |             |               |     |              |     |           |               |
| adjustment                                | -             |    | -         |    | (1,551)     | -             |     | (1,551)      |     | 75        | (1,476)       |
| Total comprehensive earnings for the year | \$<br>-       | \$ | -         | \$ | (1,551)     | \$<br>18,393  | \$  | 16,842       | \$  | 305       | \$<br>17,147  |
| Dividends declared                        | -             |    | -         |    | -           | (13,356)      |     | (13,356)     |     | (350)     | (13,706)      |
| Share based compensation expense          | -             |    | 458       |    | -           | -             |     | 458          |     | -         | 458           |
| Exercise of employee stock options        | 146           |    | -         |    | -           | -             |     | 146          |     | -         | 146           |
| Transfer on stock option exercise         | 30            |    | (30)      |    | -           |               |     | -            |     | -         | -             |
| Balance at July 31, 2016                  | \$<br>100,659 | \$ | 14,263    | \$ | 16          | \$<br>255,357 | \$  | 370,295      | \$  | 3,486     | \$<br>373,781 |

Interim Condensed Consolidated Statements of Earnings (Unaudited)

Three month periods ended July 31, 2016 and 2015

(In thousands of Canadian dollars, except per share amounts)

|   | r  | Three months | Three months  |
|---|----|--------------|---------------|
|   | J  | uly 31, 2016 | July 31, 2015 |
| Revenue   | \$ | 87,026       | \$<br>84,869  |
| Cost of goods sold                                    |    | 37,160       | 37,040        |
| Gross margin  |    | 49,866       | 47,829        |
| Expenses  |    |              |               |
| Selling, administrative and general (note 6)          |    | 16,836       | 16,397        |
| Research and development                              |    | 17,493       | 16,252        |
| Investment tax credits                                |    | (2,649)      | (2,484)       |
| Foreign exchange gain                                 |    | (6,604)      | (7,712)       |
|   |    | 25,076       | 22,453        |
|   |    | 24,790       | 25,376        |
| Finance income  |    | 316          | 158           |
| Finance costs   |    | (53)         | (122)         |
| Other income and expenses                             |    | 69           | (38)          |
| Earnings before income taxes                          |    | 25,122       | 25,374        |
| Provision for (recovery of) income taxes              |    |              |               |
| Current   |    | 8,672        | 7,973         |
| Deferred  |    | (2,173)      | (1,197)       |
|   |    | 6,499        | 6,776         |
| Net earnings for the period                           |    | 18,623       | 18,598        |
| Net earnings attributable to non-controlling interest |    | 230          | 187           |
| Net earnings attributable to shareholders             |    | 18,393       | 18,411        |
| Net earnings for the period                           | \$ | 18,623       | \$<br>18,598  |
| Earnings per share (note 11)                          |    |              |               |
| Basic   | \$ | 0.25         | \$<br>0.25    |
| Diluted   | \$ | 0.25         | \$<br>0.25    |

Interim Condensed Consolidated Statements of Comprehensive Earnings (Unaudited)

Three months ended July 31, 2016 and 2015 (In thousands of Canadian dollars)

|   | <br>months ended<br>July 31, 2016 | Thr | ee months ended<br>July 31, 2015 |
|---|-----------------------------------|-----|----------------------------------|
| Net earnings for the period                                     | \$<br>18,623                      | \$  | 18,598                           |
| Items that may be reclassified to net earnings:                 |                                   |     |                                  |
| Foreign currency translation adjustment                         | (1,476)                           |     | 3,228                            |
| Comprehensive earnings  | \$<br>17,147                      | \$  | 21,826                           |
| Comprehensive earnings attributable to non-controlling interest | \$<br>305                         | \$  | 354                              |
| Comprehensive earnings attributable to shareholders             | 16,842                            |     | 21,472                           |
| Comprehensive earnings  | \$<br>17,147                      | \$  | 21,826                           |

Interim Condensed Consolidated Statements of Cash Flows (Unaudited)

Three months ended July 31, 2016 and 2015 (In thousands of Canadian dollars)

|   | Three n | nonths ended | Three | months ended  |
|---|---------|--------------|-------|---------------|
|   | J       | uly 31, 2016 |       | July 31, 2015 |
| Operating activities  |         |              |       |               |
| Net earnings for the period                                 | \$      | 18,623       | \$    | 18,598        |
| Add: Items not involving cash                               |         |              |       |               |
| Depreciation of property, plant and equipment               |         | 2,635        |       | 2,815         |
| (Gain) loss on disposal of property, plant and equipment    |         | (14)         |       | -             |
| Share-based compensation (note 8)                           |         | 458          |       | 685           |
| Interest expense  |         | 8            |       | 9             |
| Deferred income tax expense                                 |         | (2,173)      |       | (1,197)       |
|   |         | 19,537       |       | 20,910        |
| Current tax expenses, net of investment tax credits         |         | 6,269        |       | 5,489         |
| Income taxes paid   |         | (1,942)      |       | (8,014)       |
| Changes in non-cash working capital items (note 7)          |         | (3,916)      |       | (10,631)      |
| Cash provided by operating activities                       |         | 19,948       |       | 7,754         |
| Investing activities  |         |              |       |               |
| Acquisition of property, plant and equipment                |         | (1,450)      |       | (945)         |
| Proceeds from disposal of property, plant and equipment     |         | 49           |       | -             |
| Cash used in investing activites                            |         | (1,401)      |       | (945)         |
| Financing activities  |         |              |       |               |
| Repayment of long term debt                                 |         | (62)         |       | (109)         |
| Interest paid   |         | (8)          |       | (9)           |
| Dividends paid  |         | (13,356)     |       | (13,442)      |
| Dividends paid by subsidiaries to non-controlling interests |         | (350)        |       | -             |
| Capital stock repurchase                                    |         | -            |       | (882)         |
| Capital stock issued  |         | 146          |       | 4,128         |
| Cash used in financing activities                           |         | (13,630)     |       | (10,314)      |
| Effect of exchange rates on cash and cash equivalents       |         | (2,636)      |       | (48)          |
| Increase (decrease) in cash and cash equivalents            |         | 2,281        |       | (3,553)       |
| Cash and cash equivalents beginning of period               |         | 123,102      |       | 100,681       |
| Cash and cash equivalents end of period                     | \$      | 125,383      | \$    | 97,128        |

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

Three months ended July 31, 2016 and 2015

(in thousands of Canadian dollars, except for "number of common shares", "number of options" and "per share" information)

Evertz Technologies Limited ("Evertz" or the "Company") is incorporated under the *Canada Business Corporations Act.* The Company is incorporated and domiciled in Canada and the registered head office is located at 5292 John Lucas Drive, Burlington, Ontario, Canada. The Company is a leading supplier of software, equipment and technology solutions to content creators, broadcasters, specialty channels and television service providers. The Company designs, manufactures and distributes video and audio infrastructure solutions for the production, postproduction, broadcast and telecommunications markets.

## 1. STATEMENT OF COMPLIANCE

These interim condensed consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB") and under the IAS 34 "Interim Financial Reporting" using the same accounting policies as described in the Company's consolidated financial statements for the year ended April 30, 2016.

These interim condensed consolidated financial statements do not include all information and note disclosures required by IFRS for annual financial statements, and therefore; should be read in conjunction with the April 30, 2016 annual consolidated financial statements.

These interim condensed consolidated financial statements were authorized for issue by the Board of Directors on September 6, 2016.

# 2. SIGNIFICANT ACCOUNTING POLICIES

## New and Revised IFRSs Issued but Not Yet Effective

Following is a listing of amendments, revisions and new International Financial Reporting Standards issued but not yet effective. Unless otherwise indicated, earlier application is permitted. The Company has not yet determined the impact of the adoption of the following standards.

## Financial Instruments

IFRS 9, *Financial instruments* ("IFRS 9") was issued by the IASB in July 2014 and will replace IAS 39, *Financial Instruments: Recognition and Measurement* ("IAS 39"). IFRS 9 introduces new requirements for the financial reporting of financial assets and financial liabilities. IFRS 9 is effective for annual periods beginning on or after January 1, 2018.

## Revenue

IFRS 15, *Revenue from contracts with customers* ("IFRS 15") was issued by the IASB in May 2014 and will replace IAS 11, *Construction Contracts* and IAS 18, *Revenue*. IFRS 15 specifies how and when revenue will be recognized. IFRS 15 is effective for annual periods beginning on or after January 1, 2018.

## Leases

IFRS 16, *Leases* ("IFRS 16") was issued by the IASB in January 2016 and will replace IAS 17, *Leases*. IFRS 16 introduces a single accounting model for lessees to bring leases on-balance sheet while lessor accounting remains largely unchanged. IFRS 16 is effective for annual periods beginning on or after January 1, 2019.

# 3. PROPERTY, PLANT AND EQUIPMENT

|                                    |               | July | 31,2016   |    |          |               | April 30, 2016 |           |    |          |
|------------------------------------|---------------|------|-----------|----|----------|---------------|----------------|-----------|----|----------|
|                                    |               | Acc  | umulated  | (  | Carrying |               | Acc            | umulated  | (  | Carrying |
|                                    | Cost          | Dep  | reciation |    | Amount   | Cost          | Dep            | reciation |    | Amount   |
| Office furniture and equipment     | \$<br>3,200   | \$   | 1,837     | \$ | 1,363    | \$<br>3,065   | \$             | 1,783     | \$ | 1,282    |
| Research and development equipment | 30,048        |      | 21,482    |    | 8,566    | 29,469        |                | 20,672    |    | 8,797    |
| Airplanes                          | 19,727        |      | 11,391    |    | 8,336    | 19,727        |                | 10,975    |    | 8,752    |
| Machinery and equipment            | 52,001        |      | 40,037    |    | 11,964   | 51,787        |                | 39,226    |    | 12,561   |
| Leaseholds                         | 6,443         |      | 4,759     |    | 1,684    | 6,208         |                | 4,595     |    | 1,613    |
| Land                               | 2,288         |      | -         |    | 2,288    | 2,238         |                | -         |    | 2,238    |
| Buildings                          | 10,045        |      | 2,195     |    | 7,850    | 9,847         |                | 2,119     |    | 7,728    |
|                                    | \$<br>123,752 | \$   | 81,701    | \$ | 42,051   | \$<br>122,341 | \$             | 79,370    | \$ | 42,971   |

# 4. **PROVISIONS**

|                              | Warranty and Lease/H |         |    | se/Retirement |             |
|------------------------------|----------------------|---------|----|---------------|-------------|
|                              |                      | Returns |    | Obligations   | Total       |
| Balance as at April 30, 2016 | \$                   | 3,338   | \$ | 225           | \$<br>3,563 |
| Net additions                |                      | 2       |    | 28            | 30          |
| Foreign exchange differences |                      | 4       |    | (14)          | (10)        |
| Balance as at July 31, 2016  | \$                   | 3,344   | \$ | 239           | \$<br>3,583 |

#### Warranty and Returns

The provision relates to estimated future costs associated with warranty repairs and returns on hardware solutions. The provision is based on historical data associated with similar products. The warranty and returns are expected to be incurred within the next twelve months.

#### Lease/Retirement Obligations

The provision relates to estimated restoration costs expected to be incurred upon the conclusion of Company leases.

# 5. CAPITAL STOCK

#### Authorized capital stock consists of: Unlimited number of preferred shares

Unlimited number of preferred shares

|                                      | Number of     | Amount        |
|--------------------------------------|---------------|---------------|
|                                      | Common Shares |               |
| Balance as at April 30, 2016         | 74,188,746    | \$<br>100,483 |
| Issued on exercise of stock options  | 9,000         | 146           |
| Transferred on stock option exercise | -             | 30            |
| Balance as at July 31, 2016          | 74,197,746    | \$<br>100,659 |

#### Normal Course Issuer Bid

In June 2015, the Company filed a Normal Course Issuer Bid (NCIB) with the TSX to repurchase, at the Company's discretion, until June 28, 2016 up to 3,722,967 outstanding common shares on the open market or as otherwise permitted, subject to normal terms and limitations of such bids. The Company did not purchase and cancel any shares during the quarter (2015 – 55,400 common shares at a weighted average price of \$15.93).

#### Dividends Per Share

During the quarter, \$0.18 in dividends per share was declared.

# 6. SELLING, ADMINISTRATIVE AND GENERAL EXPENSES

|   | Three | month period ended<br>July 31, 2016 | Three | month period ended<br>July 31, 2015 |
|---|-------|-------------------------------------|-------|-------------------------------------|
| Selling and administrative                    | \$    | 14,886                              | \$    | 14,802                              |
| Share-based compensation                      |       | 1,076                               |       | 685                                 |
| Depreciation of property, plant and equipment |       |                                     |       |                                     |
| (non-production)                              |       | 874                                 |       | 910                                 |
|   | \$    | 16,836                              | \$    | 16,397                              |

# 7. STATEMENT OF CASH FLOWS

#### Changes in non-cash working capital items

|                             | Three mor | th period ended<br>July 31, 2016 | Three month period ender<br>July 31, 2015 |          |  |
|-----------------------------|-----------|----------------------------------|---|----------|--|
| Trade and other receivables | \$        | (1,808)                          | \$  | 1,150    |  |
| Inventories                 |           | (1,215)                          |   | (3,358)  |  |
| Prepaid expenses            |           | (1,477)                          |   | (140)    |  |
| Trade and other payables    |           | 3,298                            |   | (5,696)  |  |
| Deferred revenue            |           | (2,734)                          |   | (2,631)  |  |
| Provisions                  |           | 20                               |   | 44       |  |
|                             | \$        | (3,916)                          | \$  | (10,631) |  |

# 8. SHARE BASED PAYMENTS

#### Stock Option Plan

The Company established, in June 2006, a stock option plan to attract, retain, motivate and compensate employees, officers and eligible directors who are integral to the growth and success of the Company. A number of shares equal to 10% of the Company's outstanding common shares are to be reserved for issuance under the stock option plan.

The Board of Directors administers the stock option plan and will determine the terms of any options granted. The exercise price of an option is to be set by the Board of Directors at the time of grant but shall not be lower than the market price as defined in the option plan at the time of grant. The term of the option cannot exceed 10 years. Stock options currently granted normally fully vest and expire by the end of the fifth year.

The changes in the number of outstanding share options are as follows:

|                              | Number of<br>Options | Weighted<br>Average |
|------------------------------|----------------------|---------------------|
|                              | Options              | Exercise Price      |
| Balance as at April 30, 2016 | 4,406,500            | \$<br>14.72         |
| Exercised                    | (9,000)              | 16.21               |
| Forfeited                    | (35,000)             | 15.72               |
| Balance as at July 31, 2016  | 4,362,500            | \$<br>14.71         |

| Exercise Price    | Weighted Average<br>Exercise Price |       | Number of<br>Outstanding<br>Options | Weighted Average<br>Remaining<br>Contractual Life | Number of<br>Options<br>Exercisable | Exer | nted Average<br>cise Price of<br>able Options |
|-------------------|------------------------------------|-------|-------------------------------------|---|-------------------------------------|------|---|
| \$11.88           | \$                                 | 11.88 | 1,514,500                           | 0.2   | -                                   | \$   | -   |
| \$12.23 - \$14.24 | \$                                 | 13.87 | 452,500                             | 1.0   | -                                   | \$   | -   |
| \$15.00 - \$16.29 | \$                                 | 15.72 | 761,000                             | 1.4   | 213,600                             | \$   | 16.13   |
| \$17.03 - \$18.07 | \$                                 | 17.09 | 1,634,500                           | 2.7   | -                                   | \$   | -   |
| Totals            | \$                                 | 14.71 | 4,362,500                           | 1.7   | 213,600                             | \$   | 16.13   |

#### Restricted Share Unit Plan

The Company established, in March 2016, a restricted share unit ("RSU") plan to provide an incentive to participants; including key executives of the Company, by rewarding such participants with equity-based compensation. Under the terms of the plan, RSU's are issued to the participant with a vesting period of three years. On the vesting date, all RSU's will be redeemed in cash at the fair market value at the date of vest plus any accrued dividends. The changes in the number of outstanding RSUs are as follows:

|                              | Number of |
|------------------------------|-----------|
|                              | RSUs      |
| Balance as at April 30, 2016 | 210,000   |
| Granted                      | 347,000   |
| Balance as at July 31, 2016  | 557,000   |

As at July 31, 2016, the average remaining contractual life for outstanding RSUs is 2.7 years.

#### **Compensation expense**

#### Stock Option Plan

The share based compensation expense that has been charged against earnings over the three month period is \$458 (2015 - \$685). Share based compensation expense was calculated using a weighted average forfeiture rate of 25% (2015 - 21%).

#### Restricted Share Unit Plan

The share based compensation expense that has been charged against earnings over the three month period is \$617 (2015 - Nil). Share based compensation expense was calculated using a weighted average forfeiture rate of 3% (2015 - Nil). As at July 31, 2016, the total liability included within trade and other payables is \$853 (2015 - Nil).

# 9. SEGMENTED INFORMATION

The Company reviewed its operations and determined that it operates a single reportable segment, the television broadcast equipment market. The single reportable operating segment derives its revenues from the sale of hardware and software solutions including related services, training and commissioning.

|               | Three mon | Three month period ended |    |               |
|---------------|-----------|--------------------------|----|---------------|
| Revenue       |           | July 31, 2016            |    | July 31, 2015 |
| United States | \$        | 44,075                   | \$ | 46,075        |
| International |           | 34,900                   |    | 34,909        |
| Canada        |           | 8,051                    |    | 3,885         |
|               | \$        | 87,026                   | \$ | 84,869        |

|               | July 31, 2016 |             |    |                        | April 30, 2016 |              |    |          |  |
|---------------|---------------|-------------|----|------------------------|----------------|--------------|----|----------|--|
|               | Prop          | ærty, Plant |    |                        | Pro            | perty, Plant |    |          |  |
|               | and Equipment |             |    | Goodwill and Equipment |                |              |    | Goodwill |  |
| United States | \$            | 11,613      | \$ | 373                    | \$             | 11,813       | \$ | 359      |  |
| International |               | 9,712       |    | 17,737                 |                | 9,750        |    | 17,927   |  |
| Canada        |               | 20,726      |    | -                      |                | 21,408       |    | -        |  |
|               | \$            | 42,051      | \$ | 18,110                 | \$             | 42,971       | \$ | 18,286   |  |

# 10. RELATED PARTY TRANSACTIONS

Balances and transactions between the Company and its subsidiaries, which are related parties of the Company, have been eliminated on consolidation and are not disclosed in this note. Details of transactions between the Company and other related parties are disclosed below.

## Related Party Transactions

Two shareholders each indirectly hold a 10% interest in the Company's leased premises in Ontario. This lease expires in 2019 with a total of 2,253 committed over the remaining term. During the period, rent paid for the leased principal premises amounted to 216 (2015 - 210) with no outstanding amounts due as at July 31, 2016.

The Company also leases property where two shareholders indirectly own 100% interest. This lease expires in 2016 with a total of \$62 committed over the remaining term. During the period, rent paid was 62 (2015 - 62) with no outstanding amounts due as at July 31, 2016.

On December 1, 2008 the Company entered into an agreement with two shareholders who each indirectly hold a 20% interest in the Company's leased premises in Ontario. This lease expires in 2018 with a total of \$1,936 committed over the remaining term. During the period, rent paid for the leased principal premises amounted to \$199 (2015 - \$199) with no outstanding amounts due as at July 31, 2016.

On December 15, 2013 the Company renewed a property lease agreement with a director who indirectly owns 100% interest. The lease expires in 2018 with a total of \$341 committed over the remaining term. During the period, rent paid was \$35 (2015 - \$35) with no outstanding amounts due as at July 31, 2016.

On May 1, 2009 the Company entered into a property lease agreement with two shareholders who each indirectly hold a 35% interest. This lease expires in 2019 with a total of \$1,316 committed over the remaining term. During the period, rent paid was \$115 (2015 - \$115) with no outstanding amounts due as at July 31, 2016.

#### Note #10 continued ...

On May 1, 2016 the Company entered into a property lease agreement with two shareholders who each indirectly hold an indirect interest. This lease expires in 2026 with a total of \$9,805 committed over the remaining term. During the period, rent paid was \$242 (2015 - Nil) with no outstanding amounts due as at July 31, 2016.

These transactions were in the normal course of business and recorded at an exchange value established and agreed upon by related parties.

# 11. EARNINGS PER SHARE

|  | Three month period ended | Three month period ended |
|--|--------------------------|--------------------------|
|  | July 31, 2016            | July 31, 2015            |
| Weighted average common shares outstanding | 74,193,833               | 74,593,296               |
| Dilutive effect of stock options           | 604,219                  | 467,257                  |
| Diluted weighted average common shares     |                          |                          |
| outstanding                                | 74,798,052               | 75,060,553               |

The weighted average number of diluted common shares excludes 40,000 options because they were anti-dilutive during the period (2015 - 1,765,000).

# 12. SUBSEQUENT EVENT

On September 6, 2016 the Company declared a dividend of \$0.18 with a record date of September 16, 2016 and a payment date of September 23, 2016.