

**EVERTZ TECHNOLOGIES LIMITED**  
**MANAGEMENT'S DISCUSSION AND ANALYSIS**  
**For the Third Quarter ended January 31, 2018**

The following management's discussion and analysis is a review of results of the operations and the liquidity and capital resources of the Company. It should be read in conjunction with the selected consolidated financial information and other data and the Company's consolidated financial statements and the accompanying notes contained on SEDAR. The consolidated financial statements of the Company are prepared in accordance with International Financial Reporting Standards ("IFRS") and are presented in Canadian dollars. The fiscal year of the Company ends on April 30 of each year. Certain information contained herein is forward-looking and based upon assumptions and anticipated results that are subject to risks, uncertainties and other factors. Should one or more of these uncertainties materialize or should the underlying assumptions prove incorrect, actual results may vary significantly from those expected.

**FORWARD-LOOKING STATEMENTS**

The report contains forward-looking statements reflecting Evertz's objectives, estimates and expectations. Such forward-looking statements use words such as "may", "will", "expect", "believe", "anticipate", "plan", "intend", "project", "continue" and other similar terminology of a forward-looking nature or negatives of those terms.

Although management of the Company believes that the expectations reflected in such forward-looking statements are reasonable, all forward-looking statements address matters that involve known and unknown risks, uncertainties and other factors. Accordingly, there are or will be a number of significant factors which could cause the Company's actual results, performance or achievements, or industry results to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements.

The report is based on information available to management on March 1, 2018.

**OVERVIEW**

Evertz is a leading solutions provider to the television broadcast, telecommunications and new-media industries. Founded in 1966, Evertz is a leading supplier of software, equipment and technology solutions to content creators, broadcasters, specialty channels and television service providers. Evertz designs, manufactures and markets video and audio infrastructure solutions for the production, post-production and transmission of television content. The Company's solutions are purchased by content creators, broadcasters, specialty channels and television service providers to support their increasingly complex multi-channel digital and high definition television ("HDTV/Ultra HD") and next generation high bandwidth low latency IP network environments and by telecommunications and new-media companies. The Company's products allow its customers to generate additional revenue while reducing costs through efficient signal routing, distribution, monitoring and management of content as well as the automation and orchestration of more streamlined and agile workflow processes on premise and in the "Cloud".

The Company made early research and development investments to establish itself as the leading supplier to the broadcast industry addressing the ongoing technical transition to IP and IT based production, workflow and distribution systems helping to create more efficient and agile workflows enabling the proliferation of high quality video emerging Ultra HD, High Dynamic range initiatives. The Company has maintained its track record of rapid innovation; is a leader in the expanding Internet

Protocol Television (“IPTV”) market and a leader in Software Defined Video Network (“SDVN”) technology. The Company is committed to maintaining its leadership position, and as such, a significant portion of the Company’s staff is focused on research and development to ensure that the Company’s products are at the forefront of the industry. This commitment contributes to the Company being consistently recognized as a leading broadcast and video networking industry innovator by its customers.

## **SIGNIFICANT ACCOUNTING POLICIES**

Outlined below are those policies considered particularly significant:

### **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 October 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.

## QUARTER END HIGHLIGHTS

Revenue was \$99.6 million for the third quarter ended January 31, 2018 an increase of \$8.5 million, compared to \$91.1 million for the third quarter ended January 31, 2017. Revenue increased in the United States/Canada by 23% and decreased in the International regions by 13%.

For the third quarter ended January 31, 2018, net earnings were \$14.7 million, an increase from \$9.7 million for the third quarter ended January 31, 2017 and fully diluted earnings per share were \$0.19 an increase from \$0.13 for the third quarter ended January 31, 2017.

Gross margin during the third quarter ended January 31, 2018 was 56.2% as compared to 56.1% for the third quarter ended January 31, 2017.

Selling and administrative expenses for the third quarter ended January 31, 2018 was \$15.8 million as compared to the third quarter ended January 31, 2017 of \$15.5 million. As a percentage of revenue, selling and administrative expenses totaled 15.9% for the third quarter ended January 31, 2018 as opposed to 17.0% for the third quarter ended January 31, 2017.

Research and development (“R&D”) expenses were \$20.3 million for the third quarter ended January 31, 2018 as compared to \$18.5 million for the third quarter ended January 31, 2017.

Cash and cash equivalents were \$98.2 million and working capital was \$277.6 million as at January 31, 2018, compared to cash and cash equivalents of \$54.3 million and working capital of \$264.6 million as at April 30, 2017.

## Selected Consolidated Financial Information

(in thousands of dollars except earnings per share and share data)

	Three month period ended		Nine month period ended	
	January 31,		January 31,	
	2018	2017	2018	2017
Revenue	\$ 99,574	\$ 91,080	\$ 309,844	\$ 277,698
Cost of goods sold	43,595	39,957	135,952	119,598
Gross margin	55,979	51,123	173,892	158,100
Expenses				
Selling and administrative	15,846	15,529	47,699	45,704
General	1,451	2,567	5,918	6,534
Research and development	20,301	18,484	59,787	53,757
Investment tax credits	(2,480)	(2,153)	(7,781)	(7,213)
Foreign exchange loss (gain)	3,826	4,277	9,188	(5,777)
	38,944	38,704	114,811	93,005
Earnings before undemoted	17,035	12,419	59,081	65,095
Finance income	234	658	509	1,438
Finance costs	(154)	(74)	(359)	(196)
Other income and expenses	2,089	(225)	2,043	(188)
Earnings before income taxes	19,204	12,778	61,274	66,149
Provision for (recovery of) income taxes				
Current	6,555	2,550	18,925	18,191
Deferred	(2,007)	523	(2,928)	(1,130)
	4,548	3,073	15,997	17,061
Net earnings for the period	\$ 14,656	\$ 9,705	\$ 45,277	\$ 49,088
Net earnings attributable to non-controlling interest	124	68	381	475
Net earnings attributable to shareholders	14,532	9,637	44,896	48,613
Net earnings for the period	\$ 14,656	\$ 9,705	\$ 45,277	\$ 49,088
Earnings per share				
Basic	\$ 0.19	\$ 0.13	\$ 0.59	\$ 0.65
Diluted	\$ 0.19	\$ 0.13	\$ 0.59	\$ 0.65

Consolidated Balance Sheet Data	As at	
	January 31, 2018	April 30, 2017
Cash and cash equivalents	\$ 98,224	\$ 54,274
Inventory	\$ 173,091	\$ 178,208
Working capital	\$ 277,552	\$ 264,586
Total assets	\$ 424,545	\$ 410,568
Shareholders' equity	\$ 334,372	\$ 317,830
Number of common shares outstanding:		
Basic	76,481,746	75,742,746
Fully-diluted	78,620,746	78,621,246
Weighted average number of shares outstanding:		
Basic	76,338,379	75,040,113
Fully-diluted	76,502,893	75,374,204

**Consolidated Statement of Operations Data**

(in thousands of dollars except earnings per share and share data)

	Three month period ended		Nine month period ended	
	January 31, 2018		January 31,	
	2018	2017	2018	2017
Revenue	100.0%	100.0%	100.0%	100.0%
Cost of goods sold	43.8%	43.9%	43.9%	43.1%
Gross margin	56.2%	56.1%	56.1%	56.9%
Expenses				
Selling and administrative	15.9%	17.0%	15.4%	16.5%
General	1.5%	2.8%	1.9%	2.3%
Research and development	20.4%	20.3%	19.3%	19.4%
Investment tax credits	(2.5%)	(2.4%)	(2.5%)	(2.6%)
Foreign exchange (gain) loss	3.8%	4.7%	3.0%	(2.1%)
	39.1%	42.4%	37.1%	33.5%
Earnings before undernoted	17.1%	13.7%	19.0%	23.4%
Finance income	0.2%	0.7%	0.2%	0.5%
Finance costs	(0.1%)	(0.1%)	(0.1%)	(0.1%)
Other income and expenses	2.1%	(0.2%)	0.7%	(0.1%)
Earnings before income taxes	19.3%	14.1%	19.8%	23.7%
Provision for (recovery) of income taxes				
Current	6.6%	2.8%	6.1%	6.5%
Deferred	(2.0%)	0.6%	(0.9%)	(0.4%)
	4.6%	3.4%	5.2%	6.1%
Net earnings for the period	14.7%	10.7%	14.6%	17.6%
Net earnings attributable to non-controlling interest	0.1%	0.1%	0.1%	0.2%
Net earnings attributable to shareholders	14.6%	10.6%	14.5%	17.4%
Net earnings for the period	14.7%	10.7%	14.6%	17.6%
Earnings per share:				
Basic	\$ 0.19	\$ 0.13	\$ 0.59	\$ 0.65
Diluted	\$ 0.19	\$ 0.13	\$ 0.59	\$ 0.65

**REVENUE AND EXPENSES****Revenue**

The Company generates revenue principally from the sale of software, equipment, and technology solutions to content creators, broadcasters, specialty channels and television service providers.

The Company markets and sells its products and services through both direct and indirect sales strategies. The Company's direct sales efforts focus on large and complex end-user customers. These customers have long sales cycles typically ranging from four to eight months before an order may be received by the Company for fulfillment.

The Company monitors revenue performance in two main geographic regions: (i) United States/Canada and (ii) International.

The Company currently generates approximately 60% to 70% of its revenue in the United States/Canada. The Company recognizes the opportunity to more aggressively target markets in other geographic regions and intends to invest in personnel and infrastructure in those markets.

While a significant portion of the Company's expenses are denominated in Canadian dollars, the Company collects substantially all of its revenues in currencies other than the Canadian dollar and therefore has significant exposure to fluctuations in foreign currencies, in particular the US dollar. Approximately 70% to 80% of the Company's revenues are denominated in US dollars.

### **Revenue**

(In thousands of Canadian dollars, except for percentages)	Three month period ended		% increase (decrease)	Nine month period ended		% increase (decrease)
	January 31,			January 31,		
	2018	2017	2018	2017		
United States/Canada	\$ 69,736	\$ 56,768	23%	\$ 200,633	\$ 171,203	17%
International	29,838	34,312	(13%)	109,211	106,495	3%
	\$ 99,574	\$ 91,080	9%	\$ 309,844	\$ 277,698	12%

Total revenue for the third quarter ended January 31, 2018 was \$99.6 million, an increase of \$8.5 million or 9% as compared to revenue of \$91.1 million for the third quarter ended January 31, 2017.

Total revenue for the nine month period ended January 31, 2018 was \$309.8 million, an increase of \$32.1 million or 12% as compared to revenue of \$277.7 million for the nine month period ended January 31, 2017.

Revenue in the United States/Canada region was \$69.7 million for the third quarter ended January 31, 2018, an increase of \$12.9 million or 23% when compared to revenue of \$56.8 million for the third quarter ended January 31, 2017.

Revenue in the United States/Canada region was \$200.6 million for the nine month period ended January 31, 2018, an increase of \$29.4 million or 17% when compared to revenue of \$171.2 million for the nine month period ended January 31, 2017.

Revenue in the International region was \$29.8 million for the third quarter ended January 31, 2018, a decrease of \$4.5 million or 13% as compared to revenue of \$34.3 million for the third quarter ended January 31, 2017.

Revenue in the International region was \$109.2 million for the nine month period ended January 31, 2018, an increase of \$2.7 million or 3% as compared to revenue of \$106.5 million for the nine month period ended January 31, 2017.

### **Cost of Sales**

Cost of sales consists primarily of costs of manufacturing and assembly of products. A substantial portion of these costs is represented by components and compensation costs for the manufacture and assembly of products. Cost of sales also includes related overhead, certain depreciation, final assembly, quality assurance, inventory management and support costs. Cost of sales also includes the costs of providing services to clients, primarily the cost of service-related personnel.

## ***Gross Margin***

(In thousands of Canadian dollars, except for percentages)	Three month period ended		% increase	Nine month period ended		% increase
	January 31,		(decrease)	January 31,		(decrease)
	2018	2017		2018	2017	
Gross margin	\$ 55,979	\$ 51,123	10%	\$ 173,892	\$ 158,100	10%
Gross margin % of sales	56.2%	56.1%		56.1%	56.9%	

Gross margin for the third quarter ended January 31, 2018 was \$56.0 million, compared to \$51.1 million for the third quarter ended January 31, 2017. As a percentage of revenue, the gross margin was 56.2% for the third quarter ended January 31, 2018, as compared to 56.1% for the third quarter ended January 31, 2017.

Gross margin for the nine month period ended January 31, 2018 was \$173.9 million, compared to \$158.1 million for the nine month period ended January 31, 2017. As a percentage of revenue, the gross margin was 56.1% for the nine month period ended January 31, 2018, as compared to 56.9% for the nine month period ended January 31, 2017.

Gross margins vary depending on the product mix, geographic distribution and competitive pricing pressures and currency fluctuations. For the third quarter ended January 31, 2018 the gross margin, as a percentage of revenue, was in the Company's projected range. The pricing environment continues to be very competitive with substantial discounting by our competition.

The Company expects that it will continue to experience competitive pricing pressures. The Company continually seeks to build its products more efficiently and enhance the value of its product and service offerings in order to reduce the risk of declining gross margin associated with the competitive environment.

## ***Operating Expenses***

The Company's operating expenses consist of: (i) selling, administrative and general; (ii) research and development and (iii) foreign exchange.

Selling expenses primarily relate to remuneration of sales and technical personnel. Other significant cost components include trade show costs, advertising and promotional activities, demonstration material and sales support. Selling and administrative expenses relate primarily to remuneration costs of related personnel, legal and professional fees, occupancy and other corporate and overhead costs. The Company also records certain depreciation and share based compensation charges as general expenses. For the most part, selling, and administrative expenses are fixed in nature and do not fluctuate directly with revenue. The Company has certain selling expenses that tend to fluctuate in regards to the timing of trade shows.

The Company invests in research and development to maintain its position in the markets it currently serves and to enhance its product portfolio with new functionality and efficiencies. Although the Company's research and development expenditures do not fluctuate directly with revenues, it monitors this spending in relation to revenues and adjusts expenditures when appropriate. Research and development expenditures consist primarily of personnel costs and material costs. Research and development expenses are presented on a gross basis (without deduction of research and development tax credits). Research and development tax credits associated with research and development expenditures are shown separately under research and development tax credits.

## *Selling and Administrative*

(In thousands of Canadian dollars, except for percentages)	Three month period ended		% increase (decrease)	Nine month period ended		% increase (decrease)
	January 31,			January 31,		
	2018	2017	2018	2017		
Selling and administrative	\$ 15,846	\$ 15,529	2%	\$ 47,699	\$ 45,704	4%
Selling and administrative % of sales	15.9%	17.0%		15.4%	16.5%	

Selling and administrative expenses excludes stock based compensation, operation of non-production property, plant and equipment, and amortization of intangibles. Selling and administrative expenses for the third quarter ended January 31, 2018 were \$15.8 million or 15.9% of revenue, as compared to selling and administrative expenses of \$15.5 million or 17.0% of revenue for the third quarter ended January 31, 2017.

Selling and administrative expenses for the nine month period ended January 31, 2018 were \$47.7 million or 15.4% of revenue, as compared to selling and administrative expenses of \$45.7 million or 16.5% of revenue for the nine month period ended January 31, 2017. The increase of \$2.0 million was a result of increased international and US initiatives and sales support.

## *Share Based Compensation*

In March 2016, the Company adopted a restricted share unit (RSU) plan to attract, motivate and compensate persons who are integral to the growth and success of the Company. During the nine month and three month periods ended January 31, 2018, share based compensation expense associated with the plan was \$2.8 million and less than \$0.1 million respectively as compared to \$2.6 million and \$1.3 million for the nine month and three month periods ended January 31, 2017.

## *Research and Development (R&D)*

(In thousands of Canadian dollars, except for percentages)	Three month period ended		% increase (decrease)	Nine month period ended		% increase (decrease)
	January 31,			January 31,		
	2018	2017	2018	2017		
Research and development expenses	\$ 20,301	\$ 18,484	10%	\$ 59,787	\$ 53,757	11%
Research and development % of sales	20.4%	20.3%		19.3%	19.4%	

For the third quarter ended January 31, 2018, gross R&D expenses were \$20.3 million, an increase of 10% or \$1.8 million as compared to an expense of \$18.5 million for the third quarter ended January 31, 2017.

The increase of \$1.8 million was predominantly a result of planned growth of R&D personnel. In particular, \$2.0 million of the increase was due to a 16% growth in R&D personnel. This planned growth was to address new opportunities to apply our technologies.

For the nine month period ended January 31, 2018, gross R&D expenses were \$59.8 million, an increase of 11% or \$6.0 million as compared to an expense of \$53.8 million for the nine month period ended January 31, 2017.

The increase of \$6.0 million was predominantly a result of planned growth of R&D personnel. In particular, \$5.9 million of the increase was due to a 16% growth in R&D personnel. This planned growth was to address new opportunities to apply our technologies.



### ***Foreign Exchange***

For the third quarter ended January 31, 2018, the foreign exchange loss was \$3.8 million, as compared to a foreign exchange loss for the third quarter ended January 31, 2017 of \$4.3 million. The current quarter loss was predominantly driven by the decrease in the value of the US dollar against the Canadian dollar since October 31, 2017.

For the nine month period ended January 31, 2018, the foreign exchange loss was \$9.2 million, as compared to a foreign exchange gain for the nine month period ended January 31, 2017 of \$5.8 million. The current year loss was predominantly driven by the decrease in the value of the US dollar against the Canadian dollar since April 30, 2017.

### ***Finance Income, Finance Costs, Other Income and Expenses***

For the third quarter ended January 31, 2018, finance income, finance costs, other income and expenses netted to a gain of \$2.2 million. The gain included a gain on disposal of property, plant and equipment of \$2.4 million.

For the nine month period ended January 31, 2018, finance income, finance costs, other income and expenses netted to a gain of \$2.2 million. The gain included a gain on disposal of property, plant and equipment of \$2.4 million.

## **LIQUIDITY AND CAPITAL RESOURCES**

<b>Liquidity and Capital Resources</b>		
<small>(in thousands of dollars except ratios)</small>		
	<b>As at</b>	<b>As at</b>
<b>Key Balance Sheet Amounts and Ratios:</b>	<b>January 31, 2018</b>	<b>April 30, 2017</b>
Cash and cash equivalents	\$ 98,224	\$ 54,274
Working capital	\$ 277,552	\$ 264,586
Long-term assets	\$ 59,388	\$ 62,347
Long-term debt	\$ 558	\$ 733
Days sales outstanding in accounts receivable	75	106

<b>Statement of Cash Flow Summary</b>	<b>Three month period ended</b>		<b>Nine month period ended</b>	
	<b>January 31,</b>		<b>January 31,</b>	
	<b>2018</b>	<b>2017</b>	<b>2018</b>	<b>2017</b>
Operating activities	\$ 50,668	\$ 25,931	\$ 80,105	\$ 58,504
Investing activities	\$ 2,585	\$ (4,208)	\$ (4,666)	\$ (8,007)
Financing activities	\$ (8,900)	\$ (92,227)	\$ (30,768)	\$ (105,748)
Net increase (decrease) in cash	\$ 44,202	\$ (69,265)	\$ 43,950	\$ (59,008)

### ***Operating Activities***

For the third quarter ended January 31, 2018, the Company generated cash from operations of \$50.7 million, compared to \$25.9 million for the third quarter ended January 31, 2017. Excluding the effects of the changes in non-cash working capital and current taxes, the Company generated cash from operations of \$12.9 million for the third quarter ended January 31, 2018 compared to \$13.4 million for the third quarter ended January 31, 2017.

For the nine month period ended January 31, 2018, the Company generated cash from operations of \$80.1 million, compared to cash generated of \$58.5 million for the nine month period ended January 31, 2017. Excluding the effects of the changes in non-cash working capital and current taxes, the Company generated cash from operations of \$48.6 million for the nine month period ended January 31, 2018 compared to \$57.3 million for the nine month period ended January 31, 2017.

### ***Investing Activities***

The Company generated cash from investing activities of \$2.6 million for the third quarter ended January 31, 2018 which was principally driven by proceeds from the disposal of property, plant and equipment of \$6.1 million, partially offset by the acquisition of capital assets of \$3.6 million.

The Company used cash for investing activities of \$4.7 million for the nine month period ended January 31, 2018 which was principally driven by the acquisition of capital assets of \$9.1 million and the acquisition of the remaining 20% of Antenna Technology Communications, Inc. for \$1.7 million, partially offset by the proceeds from the disposal of property, plant and equipment of \$6.2 million.

### ***Financing Activities***

For the third quarter ended January 31, 2018, the Company used cash from financing activities of \$8.9 million, which was principally driven by dividends paid of \$13.8 million, partially offset by the issuance of Capital Stock pursuant to the Company's Stock Option Plan of \$4.9 million.

For the nine month ended January 31, 2018, the Company used cash from financing activities of \$30.8 million, which was principally driven by dividends paid of \$41.7 million, partially offset by the issuance of Capital Stock pursuant to the Company's Stock Option Plan of \$11.1 million.

### **WORKING CAPITAL**

As at January 31, 2018, the Company had cash and cash equivalents of \$98.2 million, compared to \$54.3 million at April 30, 2017.

The Company had working capital of \$277.6 million as at January 31, 2018 compared to \$264.6 million as at April 30, 2017.

The Company believes that the current balance in cash and plus future cash flow from operations will be sufficient to finance growth and related investment and financing activities in the foreseeable future.

Day sales outstanding in accounts receivable were 75 days at January 31, 2018 as compared to 106 for April 30, 2017.

## SHARE CAPITAL STRUCTURE

Authorized capital stock consists of an unlimited number of common and preferred shares.

	As at January 31, 2018	As at April 30, 2017
Common shares	76,481,746	75,742,746
Stock options granted and outstanding	2,139,000	2,878,500

## FINANCIAL INSTRUMENTS

The Company's financial instruments consist of cash and cash equivalents, trade and other receivables, trade and other payables and long term debt. Unless otherwise noted, it is management's opinion that the Company is not exposed to significant interest or credit risks arising from these financial instruments. The Company estimates the fair value of these instruments approximates the carrying values as listed below.

### *Fair Values and Classification of Financial Instruments:*

The following summarizes the significant methods and assumptions used in estimating the fair values of financial instruments:

- I. Quoted prices (unadjusted) in active markets for identical assets or liabilities.
- II. Inputs other than quoted prices included in level I that are observable for the asset or liability, either directly or indirectly. Cash and cash equivalents, trade and other receivables, trade and other payables, and long-term debt fair value measurements have been measured within level II.
- III. Inputs for the asset or liability that are not based on observable market data.

## CONTRACTUAL OBLIGATIONS

The following table sets forth the Company's contractual obligations as at January 31, 2018:

(In thousands)	Payments Due by Period				
	Total	Less than 1 Year	2-3 Years	4-5 Years	Thereafter
Operating leases	\$ 17,160	\$ 4,218	\$ 5,357	\$ 3,209	\$ 4,376
Other long-term debt	886	328	396	162	-
	\$ 18,046	\$ 4,546	\$ 5,753	\$ 3,371	\$ 4,376

## OFF-BALANCE SHEET FINANCING

The Company does not have any off-balance sheet arrangements.

## RELATED PARTY TRANSACTIONS

In the normal course of business, we may enter into transactions with related parties. These transactions occur under market terms consistent with the terms of transactions with unrelated arms-length third parties. The Company continues to lease a premise from a company in which two shareholders' each indirectly hold a 10% interest, continues to lease a facility from a company in which two shareholders each indirectly hold a 20% interest, continues to lease two facilities for manufacturing where two shareholders indirectly own 100% interest, continues to lease a facility from a company in which two shareholders each indirectly own a 35% interest, continues to lease a facility with a director who indirectly owns 100% and continues to lease a facility where two shareholders each indirectly own 46.6%.

## SELECTED CONSOLIDATED QUARTERLY FINANCIAL INFORMATION

The following table sets out selected consolidated financial information for each of the eight quarters ended January 31, 2018. In the opinion of management, this information has been prepared on the same basis as the audited consolidated financial statements. The operating results for any quarter should not be relied upon as any indication of results for any future period.

(In thousands)	2018	Quarter Ending						
		2017				2016		
(Unaudited)	Jan 31	Oct 31	July 31	Apr 30	Jan 31	Oct 31	July 31	Apr 30
Revenue	\$ 99,574	\$ 101,261	\$ 109,009	\$ 106,734	\$ 91,080	\$ 99,592	\$ 87,026	\$ 96,367
Cost of goods sold	43,595	44,509	47,848	46,690	39,957	42,481	37,160	41,343
Gross margin	\$ 55,979	\$ 56,752	\$ 61,161	\$ 60,044	\$ 51,123	\$ 57,111	\$ 49,866	\$ 55,024
Operating expenses	38,944	32,878	42,989	32,531	38,704	29,225	25,076	43,713
Earnings from operations	\$ 17,035	\$ 23,874	\$ 18,172	\$ 27,513	\$ 12,419	\$ 27,886	\$ 24,790	\$ 11,311
Non-operating income	2,169	(58)	82	(116)	359	363	332	(4)
Earnings before taxes	\$ 19,204	\$ 23,816	\$ 18,254	\$ 27,397	\$ 12,778	\$ 28,249	\$ 25,122	\$ 11,307
Net earnings	\$ 14,532	\$ 17,286	\$ 13,078	\$ 20,547	\$ 9,637	\$ 20,583	\$ 18,393	\$ 8,097
Net earnings per share:								
Basic	\$ 0.19	\$ 0.23	\$ 0.17	\$ 0.27	\$ 0.13	\$ 0.28	\$ 0.25	\$ 0.11
Diluted	\$ 0.19	\$ 0.23	\$ 0.17	\$ 0.27	\$ 0.13	\$ 0.27	\$ 0.25	\$ 0.11
Dividends per share:	\$ 0.18	\$ 0.18	\$ 0.18	\$ 0.18	\$ 1.28	\$ 0.18	\$ 0.18	\$ 0.18

The Company's revenue and corresponding earnings can vary from quarter to quarter depending on the delivery requirements of our customers. Our customers can be influenced by a variety of factors including upcoming sports or entertainment events as well as their access to capital. Net earnings represent net earnings attributable to shareholders.

## DISCLOSURE CONTROLS AND PROCEDURES

Management, including the Chief Executive Officer and Chief Financial Officer, has evaluated the effectiveness of the Company's disclosure controls and procedures (as defined in National Instrument 52-109 of the Canadian Securities Administrators) as of January 31, 2018.

Management has concluded that, as of January 31, 2018, the Company's disclosure controls and procedures were effective to provide reasonable assurance that material information relating to the Company would be made known to them by others within the Company, particularly during the period in which this report was being prepared.

## **INTERNAL CONTROLS OVER FINANCIAL REPORTING**

Management is responsible for and has designed internal controls over financial reporting, or caused it to be designed under management's supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS. Management has concluded that, as of January 31, 2018, the Company's internal controls over financial reporting were effective to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS.

## **CHANGES IN INTERNAL CONTROLS OVER FINANCIAL REPORTING**

There have been no changes to the Company's internal controls over financial reporting during the period ended January 31, 2018 that have materially affected, or reasonably likely to materially affect, its internal controls over financial reporting.

On May 15, 2013 the Committee of Sponsoring Organizations of the Treadway Commission ("COSO") released *Internal Control-Integrated Framework: 2013*, which is an update to the internal control framework previously issued in 1992. Management is currently operating under the 1992 Framework and is transitioning to the updated Framework. While no significant changes to the Company's internal control system are expected to result from the transition, any modifications to such expectation will be reported by the Company within the following MD&A.

## **OUTLOOK**

Management expects on an annual basis that the Company's revenues will continue to outpace industry growth. Gross margin percentages may vary depending on the mix of products sold, the Company's success in winning more complete projects, utilization of manufacturing capacity and the competitiveness of the pricing environment. R&D will continue to be a key focus as the Company invests in new product development.

## **RISKS AND UNCERTAINTIES**

The Company risk factors are outlined in our AIF filed on SEDAR.