



Reconciliation of Q1 2019 GAAP to Non-GAAP Results

May 9, 2019

Reconciliation of GAAP to Non-GAAP Results

With reference to our press release of May 9, 2019, we are providing additional non-material information regarding our reconciliation of Q1 2019 GAAP to non-GAAP results.

Our consolidated financial statements are prepared in accordance with U.S. GAAP on a basis consistent for all periods presented. In addition to results reported in accordance with U.S. GAAP, we use non-GAAP financial measures as supplemental indicators of our operating performance. The term “non-GAAP financial measure” is used to refer to a numerical measure of a company’s historical or future financial performance, financial position or cash flows that: (i) excludes amounts, or is subject to adjustments that have the effect of excluding amounts, that are included in the most directly comparable measure calculated and presented in accordance with U.S. GAAP in a company’s statement of earnings, balance sheet or statement of cash flows; or (ii) includes amounts, or is subject to adjustments that have the effect of including amounts, that are excluded from the most directly comparable measure so calculated and presented. We refer to gross margin, operating expenses, earnings (loss) from operations, net earnings (loss) and net earnings (loss) per share adjusted for specific items that affect comparability as non-GAAP gross margin, non-GAAP operating expenses, non-GAAP earnings (loss) from operations, adjusted earnings before interest, taxes, depreciation and amortization (adjusted EBITDA), non-GAAP net earnings (loss) and non-GAAP diluted net earnings (loss) per share, respectively. We disclose non-GAAP amounts as we believe that these measures provide better information on actual operating results and assist in comparisons from one period to another.

Readers are cautioned that non-GAAP financial measures do not have any standardized meaning prescribed by U.S. GAAP and therefore may not be comparable to similar measures presented by other companies.

Q1 2019 Reconciliation of GAAP to Non-GAAP Results

In thousands of U.S. dollars, except earnings per share	GAAP Q1						Non GAAP Q1
		Purchase Price Amortization	Acquisition, Integration, Restructuring & Other	Stock Compensation & Related Social Taxes	Foreign Exchange Gain (Loss)	Allocation of Realized Gain (Loss) on Hedge Contracts	
Revenue	173,813						173,813
Cost of sales	119,183			59		(3)	119,127
Gross margin	54,630	0	0	(59)	0	3	54,686
<i>GM %</i>	<i>31.4%</i>						<i>31.5%</i>
Sales and marketing	22,506			1,010		(23)	21,519
Research and development	22,797	64	(11)	806		(42)	21,980
Administration	12,390		1,171	1,539		(41)	9,721
Restructuring	1,397		1,397				0
Acquisition-related and Integration	95		95				0
Loss on disposal of iTank	7		7				0
Amortization	5,244	3,623					1,621
Total Operating Expenses	64,436	3,687	2,659	3,355	0	(106)	54,841
Earnings (loss) from operations	(9,806)	(3,687)	(2,659)	(3,414)	0	109	(155)
Foreign exchange gain (loss)	(852)				(743)	(109)	0
Other income (expense)	31						31
Total other income (loss)	(821)	0	0	0	(743)	(109)	31
Earnings (loss) before income taxes	(10,627)	(3,687)	(2,659)	(3,414)	(743)	0	(124)
Income tax expense (recovery)	596	(81)	(124)	1	(23)	0	730
Net earnings (loss)	(11,223)	(3,606)	(2,535)	(3,415)	(720)	0	(854)
Diluted earnings (loss) per share	(0.31)						(0.02)
Weighted average diluted shares	36,106						36,106
Adjusted EBITDA	N/A						4,529