Enghouse Systems

Software engineered for results

First Quarter Ended January 31, 2018

March 8, 2018

To our Shareholders,

First quarter revenue increased to $85.1 million, compared to revenue of $78.8 million in the first quarter of the prior year. Income from operating activities was $22.0 million, which includes a foreign exchange balance sheet loss of $2.5 million, compared to $22.4 million in prior year's first quarter, which had a foreign exchange gain of $0.2 million. Net income for the quarter was $6.8 million or $0.25 per diluted share compared to $11.7 million or $0.43 per diluted share in the prior year's first quarter, with the decrease being attributable to tax charges related to the enactment of the United States Tax Cuts and Jobs Act on December 22, 2017 and the foreign exchange balance sheet loss.

Adjusted EBITDA for the first quarter was $25.3 million or $0.93 per diluted share compared to $22.8 million or $0.84 per diluted share last year, with the increase being attributable to contributions from acquisitions and stronger license sales in certain regions. To normalize results for the significant volatility in foreign exchange rates over the past couple of years, the definition of Adjusted EBITDA has been revised this quarter to exclude foreign exchange balance sheet gains and losses. Both current quarter and prior period comparatives figures have been restated accordingly.

Operating expenses before special charges related to restructuring of acquired operations were $36.3 million compared to $31.0 million in the prior year's first quarter and reflect incremental operating costs related to acquisitions and foreign exchange losses on assets and liabilities including intercompany accounts. Non-cash amortization charges in the quarter were $7.2 million compared to $7.5 million in the prior year's first quarter, and include amortization charges for acquired software and customer relationships from acquired operations.

The Company generated strong cash flows from operating activities of $23.1 million compared to $10.7 million in the first quarter of 2017, an increase of 116%. As a result, Enghouse closed the quarter with $145.0 million in cash, cash equivalents and short-term investments, compared to $130.3 million at October 31, 2017. The cash balance was achieved after payment of $4.3 million in cash dividends and $4.9 million for acquisitions.

In January, Enghouse named Vince Mifsud as President with responsibility for the Company's worldwide sales, operating and finance units. Mr. Mifsud has established an impressive track record in the SaaS and enterprise software industry, helping grow technology companies in Canada.

Today, the Board of Directors approved an increase to the Company's eligible quarterly dividend to $0.18 per common share, payable on May 31, 2018 to shareholders of record at the close of business on May 17, 2018. Enghouse has now increased its dividend in each of the past ten years, by over 10% each year.

Stephen J. Sadler
Chairman of the Board and Chief Executive Officer

MANAGEMENT'S DISCUSSION AND ANALYSIS

The following Management Discussion and Analysis ("MD&A") has been prepared as of March 8, 2018 and all information contained herein is current as of that date unless otherwise indicated. For a complete understanding of our business environment, risks, trends and uncertainties and the effect of critical accounting policies and estimates on our results, this MD&A should be read in conjunction with Enghouse Systems Limited's ("Enghouse Systems") and its subsidiaries (together "the Company" or "Enghouse") fiscal 2017 audited consolidated financial statements and the notes thereto. This MD&A covers the consolidated interim results of operations, financial condition and cash flows of Enghouse Systems and its subsidiaries, all wholly owned, for the first quarter ended January 31, 2018. Unless otherwise noted, the results reported herein have been prepared in accordance with International Financial Reporting Standards ("IFRS") and are presented in Canadian Dollars, stated in thousands, except per share amounts and as otherwise indicated.

This document is intended to assist the reader in better understanding operations and key financial results as of the date of this report. The consolidated interim financial statements and the MD&A have been reviewed by the Company's Audit Committee and approved by its Board of Directors.

Non-GAAP Measures

The Company uses non-GAAP measures to assess its operating performance. Securities regulations require that companies caution readers that earnings and other measures adjusted to a basis other than GAAP do not have standardized meanings and are unlikely to be comparable to similar measures used by other companies. Accordingly, they should not be considered in isolation. The Company uses Adjusted EBITDA as a measure of operating performance. Therefore, Adjusted EBITDA may not be comparable to similar measures presented by other issuers. Adjusted EBITDA is calculated as results from operating activities adjusted for depreciation of property, plant and equipment, foreign exchange gains and losses, and special charges for acquisition related restructuring costs. Management uses Adjusted EBITDA to evaluate operating performance as it excludes amortization of software and intangibles (which is an accounting allocation of the cost of software and intangible assets arising on acquisition), any impact of finance and tax related activities, asset depreciation, foreign exchange gains and losses, other income and restructuring costs primarily related to acquisitions.

Forward-looking Statements

Certain statements made or incorporated by reference in this MD&A are forward-looking and relate to, among other things, anticipated financial performance, business prospects, strategies, regulatory developments, new services, market forces, commitments and technological developments. By its nature, such forward-looking information is subject to various risks and uncertainties, including those discussed in this MD&A or in documents incorporated by reference in this MD&A, such as Enghouse's Annual Information Form, which could cause the Company's actual results and experience to differ materially from the anticipated results or other expectations expressed herein. Readers are cautioned not to place undue reliance on this forward-looking information, and the Company shall have no obligation to update publicly or revise any forward-looking information, whether as a result of new information, future events or otherwise, except in accordance with applicable securities laws.

For additional information with respect to certain of these risks or factors, reference should be made to section "Risks and Uncertainties" of the MD&A and notes to the consolidated financial statements for the year ended October 31, 2017, as well as to the Company's continuous disclosure materials filed from time to time with Canadian securities regulatory authorities, copies of which are filed electronically on SEDAR at www.sedar.com.

Corporate Overview

Enghouse is a Canadian publicly traded company (TSX:ENGH) that develops enterprise software solutions for a number of vertical markets. The Company is organized around two business segments: the Interactive Management Group and the Asset Management Group. The Interactive Management Group specializes in customer interaction software and services that are designed to enhance customer service, increase efficiency and manage customer communications across the enterprise. Core technologies include contact center, attendant console, interactive voice response, dialers, agent performance optimization and analytics that support any telephony environment, deployed on-premise or in the cloud. Its customers include insurance companies, banks and utilities as well as high technology, health care and hospitality companies. The Asset Management Group provides a portfolio of products to telecom service providers, utilities and the oil and gas industry. Its products include Operations Support Systems (OSS), Business Support Systems (BSS), Mobile Value Added Services (VAS) solutions as well as data conversion services. The Asset Management Group also provides fleet routing, dispatch, scheduling, communications and emergency control center solutions for the transportation, first responders, distribution and security sectors.

The Company continues to focus on building a consistently profitable enterprise software company with a diversified product suite and global market presence. The Company emphasizes the importance of recurring revenue streams to increase shareholder value and the predictability of its operating results. This objective is achieved through a combination of organic growth and acquisitions. While the Company continues to develop and enhance its existing product portfolio, it is also important to augment and expedite this strategy with new and complementary technology, products and services obtained through acquisition. This dual-faceted approach will enable the Company to provide a broader spectrum of products and services to its customer base more quickly than through organic means alone.

Quarterly Results of Operations

The following table sets forth certain unaudited information for each of the eight most recent quarters (the last of which ended January 31, 2018). Historically, the Company's operating results have fluctuated on a quarterly basis, which the Company expects will continue in the future. Fluctuations in results continue to relate to the timing of software license and hardware sales, which may result in large sales orders in any one quarter, movements in foreign currency exchange rates and to the timing of acquisitions, staffing and infrastructure changes. See "Risks and Uncertainties" for more details.

For the three months ending	Total revenue	Net income	Earnings per share – basic	Earnings per share – diluted	Cash and short-term investments	Total assets
	$	$	$	$	$	$
January 31, 2018	85,075	6,813*	0.25	0.25	144,967	471,684
October 31, 2017	84,229	18,900^	0.70	0.69	130,345	461,837
July 31, 2017	82,756	11,182	0.41	0.41	103,800	441,125
April 30, 2017	79,543	9,027	0.34	0.33	87,571	454,090
January 31, 2017	78,840	11,733	0.44	0.43	88,253	416,829
October 31, 2016	78,726	19,912^	0.74	0.73	85,859	419,195
July 31, 2016	76,350	10,383	0.39	0.38	90,669	395,289
April 30, 2016	78,537	8,520	0.32	0.31	85,139	395,172

^ Includes credit adjustment to tax provision of $2.6 million in fiscal 2017 and $4.5 million in fiscal 2016 on the recognition of deferred tax assets related to non-capital losses

* Includes one time adjustments relating to The United States Tax Cuts and Jobs Act as described in the Income Tax Expense section of the MD&A

Results of Operations:

(in thousands of Canadian Dollars except per share amounts)

	Q1/2018	Q1/2017	Year over year change $	Year over year change %
Interactive Management Group	$ 48,395	$ 47,554	841	1.8
Asset Management Group	36,680	31,286	5,394	17.2
Total revenue	**85,075**	**78,840**	**6,235**	**7.9**
Direct costs	26,644	25,353	1,291	5.1
Revenue, net of direct costs	**58,431**	**53,487**	**4,944**	**9.2**
Operating expenses	36,321	31,033	5,288	17.0
Special charges	129	98	31	31.6
Results from operating activities	**21,981**	**22,356**	**(375)**	**(1.7)**
Amortization of acquired software and customer relationships	(7,162)	(7,457)	295	4.0
Finance income	122	39	83	212.8
Finance expense	(60)	(15)	(45)	(300.0)
Other income	742	170	572	336.5
Income before income taxes	15,623	15,093	530	3.5
Provision for income taxes	8,810	3,360	5,450	162.2
Net Income	**$ 6,813**	**$ 11,733**	**(4,920)**	**(41.9)**
Earnings per share – basic	$ 0.25	$ 0.44	(0.19)	(43.2)
Earnings per share – diluted	$ 0.25	$ 0.43	(0.18)	(41.9)
Cash flow from operating activities	**$ 23,105**	**$ 10,675**	**12,430**	**116.4**
Cash flow from operating activities excluding changes in working capital	**$ 23,172**	**$ 23,197**	**(25)**	**(0.1)**

Adjusted EBITDA:

The table below reconciles Adjusted EBITDA to the most directly comparable IFRS measure, results from operating activities:

	Three Months ended January 31, 2018	Three Months ended January 31, 2017
Total Revenue	**$ 85,075**	**$ 78,840**
Results from operating activities	**21,981**	**22,356**
Depreciation of property, plant and equipment	670	614
Foreign exchange losses and (gains)	2,531	(242)
Special charges	129	98
Adjusted EBITDA	**$25,311**	**$ 22,826**
Adjusted EBITDA margin	**29.8%**	**29.0%**
Adjusted EBITDA per diluted share	**$0.93**	**$ 0.84**

Revenue
Total revenue for the quarter was $85.1 million compared to $78.8 million in the prior year's first quarter, a 7.9% increase over the prior year and includes license revenue of $25.8 million in the quarter compared to $24.2 million in the prior year's first quarter. The increase is attributable to contributions from acquisitions and stronger license sales in the DACH region. This was bolstered by the positive impact of foreign exchange on revenue in the current quarter compared to the prior year estimated at $0.7 million as calculated by applying the change in the average exchange rates from 2017 to 2018 to the Company's foreign currency denominated revenue. Hosted services and maintenance revenue was $42.6 million compared to $39.2 million in the prior year's first quarter, an increase of 8.8%. This includes maintenance revenue of $36.2 million compared to $33.4 million in the prior year's first quarter and reflects incremental maintenance revenue from license sales in the past fiscal year as well as contributions from acquired operations. Hosted services revenue was $6.4 million in the quarter compared to $5.8 million last year and reflects incremental contributions from Tollgrade and SimaTech.

The Interactive Management Group contributed $48.4 million in revenue in the quarter, compared to $47.6 million reported in the first quarter of fiscal 2017. The Asset Management Group contributed revenue of $36.7 million in the quarter, compared to $31.3 million reported in the first quarter of fiscal 2017. The increase is attributable to incremental revenue contributions from acquisitions and includes the positive impact of foreign exchange.

Revenue and costs were positively impacted on a net basis by the strengthening of the Pound Sterling and Euro, which mitigated the net negative impact of the weaker U.S. Dollar on revenue and costs. Of note, the Pound Sterling continues to rebound, averaging $1.71 in the current quarter compared to $1.65 in the prior year's first quarter, which positively impacted revenue. The Euro continues to strengthen, averaging $1.51 against the Canadian Dollar compared to $1.42 in last year's first quarter while the U.S. Dollar weakened, compared to its Canadian counterpart, to $1.27 in the current quarter versus $1.33 in the prior year's first quarter. The Swedish Kronor was comparable year over year averaging approximately $0.15 in both quarters.

Direct costs
Direct costs for the quarter were $26.6 million or 31.3% of revenue compared to $25.4 million or 32.2% of revenue in the prior year's first quarter. This reflects incremental third party license and hardware revenue in the quarter compared to the prior year's first quarter at better margins as well as stronger services margins. Direct costs for services include costs for both hosted and maintenance services as well as professional services.

On a segment basis, direct costs in the quarter for the Interactive Management Group were $13.0 million or 26.8% of revenue compared to $12.1 million or 25.4% of revenue in the prior year's first quarter. Direct costs for the Asset Management Group were $13.7 million or 37.2% of revenue compared to $13.3 million or 42.5% of revenue in the prior year's first quarter. The direct costs margin percentage in the Asset Management Group has improved year over year on the sale of proprietary hardware at higher margins and improved margin on services, while the decrease in margins in the Interactive Management Group reflects lower services margins. The lower overall direct costs margin in the Asset Management segment compared to the Interactive Management Group reflects higher proportional contributions from lower margin professional and hosted services, which were mitigated by the stronger margins on the sale of proprietary hardware.

Revenue, net of direct costs
Revenue net of direct costs increased by $4.9 million to $58.4 million or 68.7% of revenue compared to $53.5 million or 67.8% of revenue in the prior year's first quarter. The increase in revenue, net of direct costs is primarily attributable to incremental contributions from acquisitions and improved margins on professional services and third party hardware in the quarter compared to prior year's first quarter.

Operating Expenses

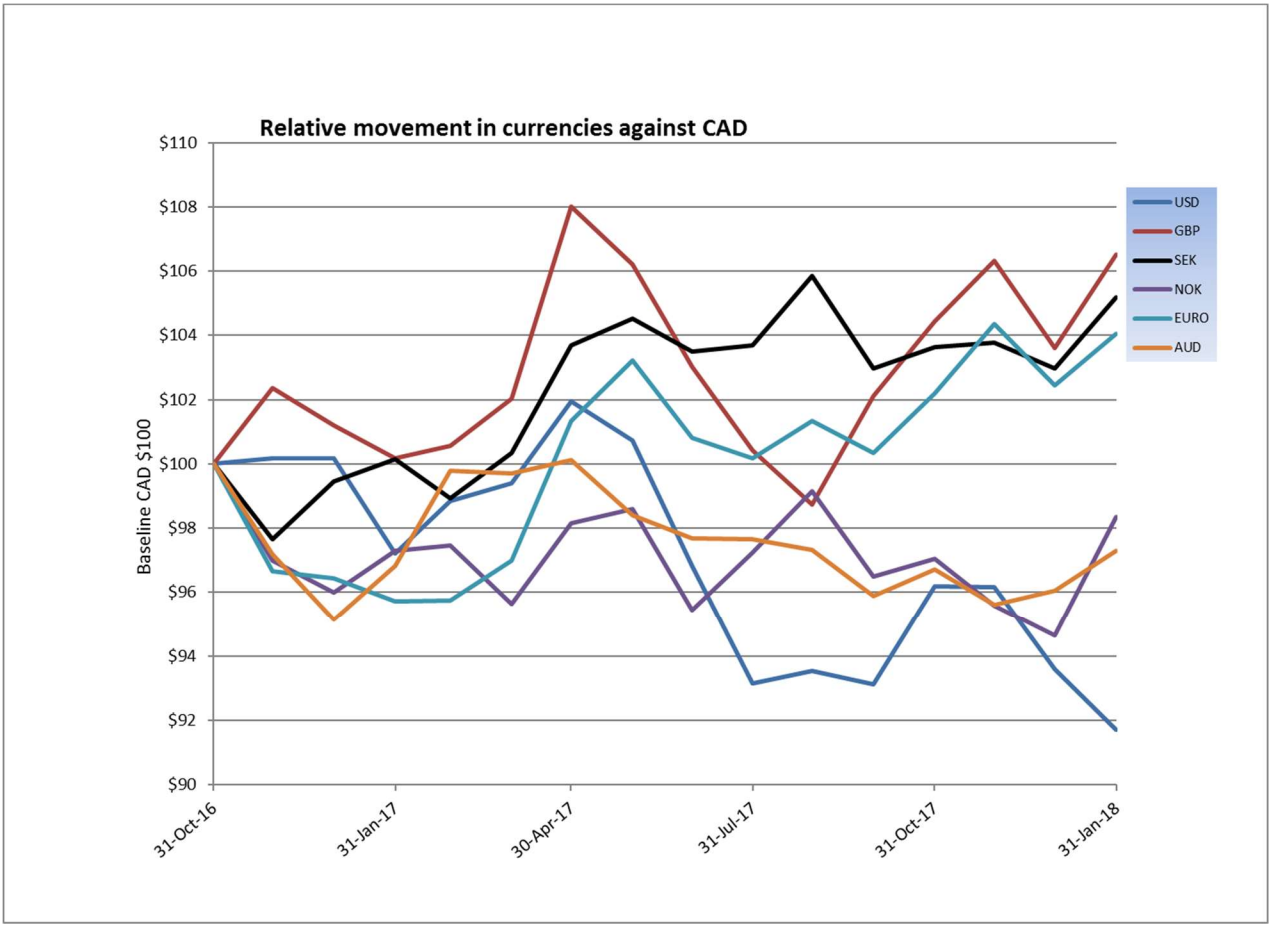
Operating expenses for the quarter were $36.5 million, compared to $31.1 million reported in the first quarter of last year. The increase in costs includes incremental operating costs related to newly acquired operations and includes the impact of the weaker Canadian Dollar against major currencies, which increased operating costs in Canadian Dollars. Foreign exchange losses of $2.5 million were recorded in the quarter compared to gains of $0.2 million last year related to the revaluation of foreign currency denominated monetary assets and liabilities. Last year's operating expenses also included $0.1 million in special charges related to acquisitions compared to $0.1 million in the first quarter of this year related to the XConnect and SimaTech acquisitions. Excluding special charges, operating expenses were 42.7% of revenue in the current quarter compared to 39.4% in prior year's first quarter primarily as a result of foreign exchange losses booked in the quarter.

The Company continues to invest in R&D and recorded expenses of $11.7 million or 13.7% as a percentage of revenue in the quarter compared to $10.8 million or 13.7% in the prior year. Research and development expenses are net of government grants and investment tax credits.

Non-cash charges for amortization of acquired software and customer relationships related to acquisitions were $7.2 million, down from the prior year's first quarter expense of $7.5 million as a result of expiring amortization charges from previous acquisitions which more than offset amortization from new acquisitions.

Foreign Exchange

The Company continues to earn a significant portion of revenue from sales denominated in currencies other than the Canadian Dollar. As a result of acquisitions on a global basis the Company transacts a significant portion its business in foreign countries with its revenue and costs denominated in a number of currencies including the U.S. Dollar, Pound Sterling, Euro, Swedish, Norwegian and Danish Krona, as well as currencies in the Asia Pacific region. The chart below outlines the movement in the currencies against the Canadian Dollar on a quarterly basis.



Exchange rate source: Bank of Canada Currency Rates

During the first quarter, the Canadian Dollar strengthened against the U.S. Dollar but weakened against the Euro, Pound Sterling and Swedish Krona compared to last year's first quarter, which impacted the foreign exchange translation of Enghouse's operating results. As the Company's reporting currency is the Canadian Dollar, overall this has positively impacted revenue reported in Canadian Dollars while negatively impacting operating costs, and partially acts as a natural hedge. Overall, revenue was positively impacted by an estimated $0.7 million, while costs increased by an estimated $0.5 million, as calculated by applying the change in the average exchange rates from Q1/17 to Q1/18 to the Company's foreign currency denominated revenue and operating expenses in the first quarter of fiscal 2018.

The Company does not hedge foreign currency exposure but funds its U.S. Dollar operating expenses with U.S. Dollar revenue in order to mitigate exposure. A similar natural hedge exists for the Company's U.K., European and Scandinavian operations. Going forward, fluctuations in exchange rates among the Canadian Dollar, U.S. Dollar, Pound Sterling, Swedish Krona, Euro and other currencies may have a material but mitigating effect on the Company's foreign currency denominated revenue and expenses stated in Canadian Dollars. This will also impact the relative cost of foreign currency denominated acquisitions stated in Canadian Dollars.

The Company recorded foreign exchange losses of $2.5 million related to the revaluation of foreign currency denominated monetary assets and liabilities in the current year's first quarter, compared to gains of $0.2 million in the prior year's first quarter. The loss recorded primarily reflects the impact of the U.S. Dollar, which weakened sharply in the last week of the first quarter, on the Company's U.S Dollar denominated monetary assets and liabilities held outside of the U.S. The Company reports foreign exchange gains and losses in the results from operating activities in its condensed consolidated interim statements of operations. Translation gains or losses recognized upon consolidation of the Company's foreign operation's balance sheets into Canadian Dollars are included in the Company's accumulated other comprehensive income (loss) account on the condensed consolidated interim statements of financial position.

Finance and Other Income
During the quarter, the Company recognized finance and other income of $0.1 million and $0.7 million respectively compared to $0.2 million in finance and other income in the first quarter of fiscal 2017. This includes gains on the sale of equity positions in the quarter.

Income Tax Expense
During the quarter, the Company recorded a tax expense of $8.8 million (or 56.3% effective tax rate) as compared to a tax expense of $3.4 million (22.3%) in the prior year's first quarter. The Company paid $3.0 million in tax installments in the quarter, compared to $4.6 million in the first quarter of fiscal 2017.

On December 22, 2017, The United States Tax Cuts and Jobs Act ("U.S. Tax Reform") was enacted in the U.S. While this will decrease the Company's tax rate going forward there are significant one-time charges that adversely impacted the Company's tax provision in the first quarter. The significant changes include: (i) the revaluation of deferred tax assets and liabilities on the reduction in the federal corporate income tax rate from 35% to 21% effective January 1, 2018; and (ii) the deemed repatriation of earnings and profits of specified foreign corporations effective December 31, 2017, which resulted in an estimated one-time repatriation tax of $8.8 million. The repatriation tax is payable over eight years at a rate of 8% for each of the first five years and increasing thereafter on a graduated basis. The Company continues to assess the impact of U.S. Tax Reform and may make changes in estimates based on interpretations and assumptions as they become available.

Net Income
Net income was $6.8 million or $0.25 per share on a diluted basis in the quarter compared to $11.7 million or $0.43 per share, respectively, in the first quarter of fiscal 2017, with the decrease being related to the significant tax charges booked in the quarter.

Liquidity and Capital Resources:
The Company closed the quarter with cash and short-term investments of $145.0 million, compared to the October 31, 2017 balance of $130.3 million. The Company continues to have sufficient cash resources to

fund both its current and future financial operating commitments as well as its dividend strategy. During the quarter the Company generated cash flow from operating activities of $23.1 million compared to $10.7 million in the first quarter of 2017, an increase of 116%.

The Company had 27,028,412 Common Shares issued and outstanding as at March 8, 2018. During the first quarter, 35,200 stock options were exercised contributing $0.7 million compared to 29,500 stock options ($0.4 million) in cash to the Company in the prior year's first quarter. The Company granted 120,000 options in the first quarter of 2018 (Nil – 2017). Enghouse did not repurchase any shares of its common stock in either first quarter under its Normal Course Issuer Bid.

Off-Balance Sheet Arrangements

The Company has not entered into off-balance sheet financing arrangements. Except for operating leases and other low probability and/or immeasurable contingent liabilities (not accrued in accordance with IFRS), all material commitments are reflected on the Company's Statement of financial position.

Transactions with Related Parties

The Company has not entered into any transactions with related parties during the year, other than transactions between wholly owned subsidiaries and the Company in the normal course of business, which are eliminated on consolidation.

Risks and Uncertainties

The primary risks and uncertainties that affect or may affect the Company and its business, financial condition, and results of operations remain substantially unchanged from those discussed in the Company's latest Annual Information Form and its Management's Discussion and Analysis of Financial Condition and Results of Operations for the year ended October 31, 2017, contained in the Company's 2017 Annual Report to Shareholders and all such risks and uncertainties are incorporated herein by reference.

Controls and Procedures

In compliance with the Canadian Securities Administrators' National Instrument 52-109 ("NI 52-109"), the Company has filed with applicable Canadian securities regulatory authorities, certificates signed by its Chief Executive Officer ("CEO") and Vice President Finance in capacity as Chief Financial Officer ("CFO") that, among other things, report on the design and effectiveness of disclosure controls and procedures and the design of internal controls over financial reporting.

Disclosure Controls and Procedures

Disclosure controls and procedures have been designed under the supervision of the CEO and CFO, with the participation of other management, to provide reasonable assurance that all relevant information required to be disclosed by the Company is recorded, processed, summarized and reported on a timely basis to senior management, as appropriate, to allow timely decisions regarding required public disclosure. Pursuant to NI 52-109, as of October 31, 2017, an evaluation of the effectiveness of the Company's disclosure controls and procedures was carried out under the supervision of the CEO and CFO. Based on this evaluation, the CEO and the CFO concluded that the design and operation of these disclosure controls and procedures were effective. This evaluation considered the Company's disclosure policy, a sub-certification process and the functioning of the Company's Disclosure Committee.

Internal Controls over Financial Reporting

The Company's CEO and CFO are responsible for designing internal controls over financial reporting or causing them to be designed under their supervision to provide reasonable assurance regarding the reliability of the Company's financial reporting and the preparation of financial statements in accordance with IFRS.

At October 31, 2017, an evaluation was carried out of the effectiveness of the design and operation of internal controls over financial reporting to provide reasonable assurance regarding the reliability of financial reporting. Based on that evaluation, the Company's CEO and CFO have concluded that, as at October 31, 2017, the design and operation of controls over financial reporting was effective. These evaluations were conducted in accordance with the standards established in "Internal Control – Integrated Framework, issued by the Committee of Sponsoring Organizations of the Treadway Commission", and the requirements of NI 52-109. The control framework used by the CEO and the CFO to design the Company's internal control

over financial reporting is the "Internal Control – Integrated Framework (2013)" published by the Committee of Sponsoring Organizations of the Treadway Commission (COSO).

There were no changes to the Company's internal control over financial reporting during the quarter ended January 31, 2018 that have materially affected, or are reasonably likely to materially affect, the Company's internal control over financial reporting.

Additional Information

Additional information relating to the Company including our most recently completed Annual Information Form ("AIF") is available on SEDAR at ***www.sedar.com*** and on the Company's website at ***www.enghouse.com***.

Notice of No Auditor Review of Interim Financial Statements

The accompanying unaudited condensed consolidated interim financial statements of the Company for the three months ended January 31, 2018 have been prepared by and are the responsibility of the Company's management.

The Company's independent auditor has not performed a review of these financial statements in accordance with standards established by the Canadian Institute of Chartered Accountants for a review of the interim financial statements by an entity's auditor.

Condensed Consolidated Interim Statements of Financial Position

(in thousands of Canadian Dollars)
(Unaudited)

	January 31, 2018	October 31, 2017
Assets		
Current assets:		
Cash and cash equivalents	$ 135,936	$ 120,608
Short-term investments	9,031	9,737
Accounts receivable, net	73,269	71,894
Prepaid expenses and other assets	9,853	8,528
	228,089	**210,767**
Non-current assets:		
Long-term deposits and accounts receivable, net	1,207	1,002
Property, plant and equipment	5,473	5,322
Intangible assets (Note 4)	75,457	79,714
Goodwill (Note 4)	151,393	150,687
Deferred income tax assets	10,065	14,345
Total assets	**$ 471,684**	**$ 461,837**
Liabilities		
Current liabilities:		
Accounts payable and accrued liabilities	$ 51,471	$ 54,656
Income taxes payable	6,253	6,018
Dividends payable	4,323	4,319
Provisions (Note 5)	924	1,521
Deferred revenue	65,889	59,104
Current portion of long-term loans	452	468
	129,312	**126,086**
Non-current liabilities:		
Non-current portion of income taxes payable	7,917	-
Deferred income tax liabilities	15,501	21,449
Deferred revenue	2,907	3,337
Net employee defined benefit obligation	2,377	2,328
Long-term loans	1,893	2,238
Total liabilities	**159,907**	**155,438**
Shareholders' Equity		
Share capital (Note 6)	72,312	71,422
Contributed surplus	4,968	4,715
Retained earnings	224,265	221,775
Accumulated other comprehensive income	10,232	8,487
Total shareholders' equity	**311,777**	**306,399**
Total liabilities and shareholders' equity	**$ 471,684**	**$ 461,837**

Commitments and contingencies (Note 12)

The accompanying notes form an integral part of these condensed consolidated interim financial statements.

Condensed Consolidated Interim Statements of Operations and Comprehensive Income

(in thousands of Canadian Dollars, except per share amounts)
(Unaudited)

	Three months ended January 31, 2018	2017
Revenue		
Software licenses	$ 25,808	$ 24,208
Hosted and maintenance services	42,596	39,166
Professional services	14,377	13,968
Hardware	2,294	1,498
	85,075	**78,840**
Direct costs		
Software licenses	2,035	2,109
Services	23,184	22,243
Hardware	1,425	1,001
	26,644	**25,353**
Revenue, net of direct costs	**58,431**	**53,487**
Operating expenses		
Selling, general and administrative	21,429	19,825
Research and development	11,691	10,836
Depreciation of property, plant and equipment	670	614
Foreign exchange losses and (gains)	2,531	(242)
Special charges (Note 5)	129	98
	36,450	**31,131**
Results from operating activities	**21,981**	**22,356**
Amortization of acquired software and customer relationships	(7,162)	(7,457)
Finance income	122	39
Finance expenses	(60)	(15)
Other income	742	170
Income before income taxes	**15,623**	**15,093**
Provision for income taxes (Note 8)	8,810	3,360
Net income for the period	**$ 6,813**	**$ 11,733**
Items that are or may be reclassified subsequently to profit or loss:		
Foreign currency translation gain (loss) from foreign operations	1,464	(6,689)
Unrealized gain (loss) on available for sale investments	324	(93)
Deferred income tax (expense) recovery	(43)	12
Other comprehensive income (loss)	**1,745**	**(6,770)**
Comprehensive income	**$ 8,558**	**$ 4,963**
Earnings per share		
Basic	$ 0.25	$ 0.44
Diluted	$ 0.25	$ 0.43

The accompanying notes form an integral part of these condensed consolidated interim financial statements.

Condensed Consolidated Interim Statements of Changes in Equity

(in thousands of Canadian Dollars)
(Unaudited)

	Share Capital -number	Share capital $	Contributed surplus $	Accumulated other comprehensive income (loss) $	Retained earnings $	Total $
Balance – November 1, 2017	**26,993,212**	**71,422**	**4,715**	**8,487**	**221,775**	**306,399**
Net income	**-**	**-**	**-**	-	6,813	6,813
Other Comprehensive Income (net of tax):						
Cumulative Translation Adjustment	-	-	-	1,464	-	1,464
Unrealized loss on available-for-sale investments	-	-	-	324	-	324
Deferred income tax expense	-	-	-	(43)	-	(43)
Comprehensive income for the period	**-**	**-**	**-**	**1,745**	**6,813**	**8,558**
Employee share options:						
Value of services recognized	-		399	-	-	399
Proceeds on issuing shares	35,200	890	(146)	-	-	744
Dividends	-	-	-	-	(4,323)	(4,323)
Balance – January 31, 2018	**27,028,412**	**72,312**	**4,968**	**10,232**	**224,265**	**311,777**
Balance – November 1, 2016	**26,906,962**	**69,555**	**3,875**	**7,469**	**187,649**	**268,548**
Net income	**-**	**-**	**-**	-	11,733	11,733
Other Comprehensive Income (net of tax):						
Cumulative Translation Adjustment	-	-	-	(6,689)	-	(6,689)
Unrealized loss on available-for-sale investments	-	-	-	(93)	-	(93)
Deferred income tax recovery	-	-	-	12	-	12
Comprehensive income for the period	**-**	**-**	**-**	**(6,770)**	**11,733**	**4,963**
Employee share options:						
Value of services recognized	-		188	-	-	188
Proceeds on issuing shares	29,500	458	(94)	-	-	364
Dividends	-	-	-	-	(3,771)	(3,771)
Balance – January 31, 2017	**26,936,462**	**70,013**	**3,969**	**699**	**195,611**	**270,292**

The accompanying notes form an integral part of these condensed consolidated interim financial statements.

Condensed Consolidated Interim Statements of Cash Flows

(*in thousands of Canadian Dollars)*
(Unaudited)

	Three months ended January 31, 2018	2017
Cash flows from operating activities		
Net income for the period	$ 6,813	$ 11,733
Adjustments for:		
Depreciation of property, plant and equipment	670	614
Amortization of acquired software and customer relationships	7,162	7,457
Stock-based compensation expense	399	188
Provision for income tax	8,810	3,360
Finance expenses and other income	(682)	(155)
	23,172	**23,197**
Changes in non-cash operating working capital (Note 13)	2,913	(7,926)
Income tax paid	(2,980)	(4,596)
Net cash flows from operating activities	**23,105**	**10,675**
Cash flows from investing activities		
Purchase of property, plant and equipment, net	(600)	(565)
Purchase of other software	-	(489)
Acquisitions, net of cash acquired $1,068 (2017-$Nil) (Note10)	(2,991)	-
Purchase consideration for prior period acquisitions	(1,926)	(393)
Net purchase of short-term investments	985	(608)
Net cash flows used in investing activities	**(4,532)**	**(2,055)**
Cash flows from financing activities		
Issuance of share capital	744	364
Repayment of loans	(368)	(1,667)
Payment of cash dividend	(4,319)	(3,767)
Net cash flows used in financing activities	**(3,943)**	**(5,070)**
Effect of currency translation adjustments on cash and cash equivalents	698	(1,342)
Net increase in cash and cash equivalents during the period	**15,328**	**2,208**
Cash and cash equivalents - beginning of period	120,608	78,436
Cash and cash equivalents - end of period	**$ 135,936**	**$ 80,644**

The accompanying notes form an integral part of these condensed consolidated interim financial statements.

Notes to Condensed Consolidated Interim Financial Statements
For the three months ended January 31, 2018 and 2017
(Unaudited, in thousands of Canadian Dollars, except as indicated)

1. Description of the business and reporting entity
Enghouse Systems Limited ("Enghouse Systems") and its wholly owned subsidiaries (together the "Company" or "Enghouse") develop enterprise software solutions for a number of vertical markets. The Company is organized around two business segments: the Interactive Management Group and the Asset Management Group. The Interactive Management Group specializes in customer interaction software and services that are designed to enhance customer service, increase efficiency and manage customer communications across the enterprise. The Asset Management Group provides products and services to telecom service providers as well as fleet management and public safety software solutions, first responders, distribution, security, utilities and oil and gas industries. Enghouse Systems is incorporated and domiciled in Canada. The address of its registered office is 80 Tiverton Court, Suite 800, Markham, Ontario, L3R 0G4. The Company has offices around the world including the United States, the United Kingdom, Sweden, Norway, Denmark, Belgium, Germany, Ireland, Australia, New Zealand, Israel, Lebanon, Romania, Italy, Spain, Colombia and Croatia.

2. Basis of preparation

(a) Statement of compliance
These unaudited condensed consolidated interim financial statements have been prepared in accordance with IAS 34, '*Interim financial reporting'*. The unaudited condensed consolidated interim financial statements should be read in conjunction with the annual consolidated financial statements for the year ended October 31, 2017, which have been prepared in accordance with IFRS. These unaudited condensed consolidated interim financial statements were approved for issue on March 8, 2018.

(b) Basis of preparation and measurement
These unaudited condensed consolidated interim financial statements have been prepared in accordance with International Accounting Standard 34*, Interim Financial Reporting* ("IAS 34") as issued by the International Accounting Standards Board ("IASB") and using the accounting policies disclosed in Note 3 of the Company's 2017 annual consolidated financial statements. They have been prepared on the historical cost basis except for available-for-sale financial assets, certain assets and liabilities initially recognized in connection with business combinations, and derivative financial instruments, which are measured at fair value.

The policies applied in these unaudited condensed consolidated interim financial statements are based on International Financial Reporting Standards ("IFRS") issued and outstanding as of March 8, 2018. Any subsequent changes to IFRS that are given effect in the Company's annual consolidated financial statements for the year ending October 31, 2017 could result in a restatement of these unaudited condensed consolidated interim financial statements.

(c) Functional and presentation of currency
The Company's subsidiaries generally operate in their local currency environment. Accordingly, items included in the financial statements of each legal entity consolidated within the Enghouse group are measured using the currency of the primary economic environment in which the legal entity operates (the "functional currency"). The consolidated financial statements are presented in Canadian Dollars, which is also Enghouse Systems' functional currency.

(d) Use of estimates and judgments
The preparation of the unaudited condensed consolidated interim financial statements requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expense. Actual results may differ from these estimates.

In preparing these unaudited condensed consolidated interim financial statements, the significant judgments made by management and the key sources of estimation uncertainty were the same as those that applied to the consolidated financial statements for the year ended October 31, 2017, with the exception of changes in estimates that are required in determining the provision for income taxes.

3. Significant accounting policies

The accounting policies adopted are consistent with those of the previous financial year.

New Standards and interpretations issued but not yet applied

IFRS 15 – Revenue from Contracts with Customers ("IFRS 15") – IFRS 15 is a new standard effective for fiscal years beginning on or after January 1, 2018 and may be early adopted. The standard contains a single model for revenue recognition that applies to contracts with customers. The Company intends to adopt IFRS 15 in its consolidated financial statements for the annual period beginning on November 1, 2018. The standard can be applied either (i) retrospectively to each prior reporting period presented with the option to elect certain practical expedients or (ii) retrospectively with the cumulative effect recognized at the date of initial adoption and providing certain additional disclosures. The Company has not yet selected a transition model.

The standard contains a single model for revenue recognition that applies to contracts with customers, which supersedes current revenue recognition guidance, including industry specific guidance. The model features a contract-based five-step analysis of transactions to determine whether, how much and when revenue should be recognized. The new standard also provides guidance on whether revenue should be recognized over time or at a point in time as well as requirements for more informative disclosures. New estimation methodology and judgement-based thresholds have been introduced which may affect the amount and/or timing of revenue recognition.

The Company continues to assess the potential impact of applying the new standard; however, based on its preliminary assessment, the Company currently anticipates that the standard will affect the accounting for the following items:

- Term-based licenses – under current standards, license revenue on certain term-based licenses is recognized ratably over the contract term. Under IFRS 15, Enghouse expects the timing of the license revenue on certain term-based licenses to change with recognition at the time the license is delivered to the customer.
- Capitalization of costs to acquire contracts – under the Company's current accounting policies, Enghouse generally expenses incremental commission costs as they are earned by employees. Under IFRS 15, the Company expects to capitalize and amortize commission costs that relate to contracts of more than one year on a systematic basis, consistent with the pattern of transfer of the goods or services to which the commission costs relate.
- Increased disclosure of revenue, performance obligations and contract asset and liability balances.

The Company has yet to quantify the impact of the above noted differences under IFRS 15.

The Company has appointed a project team to manage the adoption and compliance with IFRS 15. The team is responsible for analyzing contracts, reviewing existing accounting policies and determining and quantifying differences between existing policies and IFRS 15. The team is also responsible for reviewing the Company's systems and data collection processes and will develop and implement new policies and processes to ensure that data is properly captured to meet the requirements of the new revenue standard. The team will also develop a plan for communicating the impact to the Company's stakeholders. The Company will provide further updates during fiscal 2018 as it continues to execute its implementation plan.

Notes to Condensed Consolidated Interim Financial Statements
For the three months ended January 31, 2018 and 2017
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IFRS 9, "Financial Instruments" ("IFRS 9") – IFRS 9 addresses the classification, measurement and recognition of financial assets and financial liabilities. IFRS 9 was issued in November 2009, updated and further amended in October 2010, November 2013, July 2014 and December 2014. It replaces the parts of IAS 39 that relate to the classification and measurement of financial instruments. IFRS 9 requires financial assets to be classified into two measurement categories:

- Financial assets measured at fair value; or
- Financial assets measured at amortized cost.

The determination is made at initial recognition. The classification depends on the entity's business model for managing its financial instruments and the contractual cash flow characteristics of the instrument. For financial liabilities, the standard retains most of the IAS 39 requirements.

Gains and losses on re-measurement of financial assets measured at fair value will be recognized in profit or loss, except that for an investment in an equity instrument, which is not held-for-trading, IFRS 9 provides, on initial recognition, an irrevocable election to present all fair value changes from the investment in other comprehensive income ("OCI"). The election is available on an individual share-by-share basis. Amounts presented in OCI will not be reclassified to profit or loss at a later date until the asset is derecognized or reclassified. IFRS 9 also includes a new general hedge accounting standard, which will align hedge accounting more closely with risk management.

In December 2014, the IASB made further changes to the classification and measurement rules and also introduced a new impairment model. With these amendments, IFRS 9 is now complete. The changes introduce:

- a third measurement category (FVOCI) for certain financial assets that are debt instruments
- a new expected credit loss (ECL) model, which involves a three-stage approach whereby, financial assets move through the three stages as their credit quality changes. The stage dictates how an entity measures impairment losses and applies the effective interest rate method. A simplified approach is permitted for financial assets that do not have a significant financing component (i.e. trade receivables). On initial recognition, entities will record a day-1 loss equal to the 12 month ECL (or lifetime ECL for trade receivables), unless the assets are considered credit impaired.

The Company has yet to assess IFRS 9's full impact and intends to adopt IFRS 9 in the accounting period beginning on November 1, 2018.

IFRS 16 Leases - IFRS 16 is a new standard effective for fiscal years beginning on or after January 1, 2019 and may be early adopted for companies that also apply "IFRS 15 *Revenue from Contracts with Customers"*. The standard replaces current guidance under IAS 17 and no longer distinguishes between a finance lease and an operating lease for lessees. Instead, for virtually all lease contracts the lessee recognises a lease liability reflecting future lease payments and a 'right-of-use' asset. Lessor accounting remains somewhat similar as under IAS 17. The Company intends to adopt IFRS 16 in its financial statements for the annual period beginning on November 1, 2019. The extent of the impact of adoption of the standard has not yet been determined.

Notes to Condensed Consolidated Interim Financial Statements
For the three months ended January 31, 2018 and 2017
(Unaudited, in thousands of Canadian Dollars, except as indicated)

4. Intangible assets and Goodwill

	Acquired Software $	Capitalized Software $	Customer Relationships $	Total Intangibles $	Goodwill $
At November 1, 2017					
Cost	150,608	3,592	100,211	**254,411**	**150,687**
Accumulated amortization	(115,614)	(667)	(58,416)	**(174,697)**	**-**
Net book value	**34,994**	**2,925**	**41,795**	**79,714**	**150,687**
Period ended January 31, 2018					
Opening net book value	**34,994**	**2,925**	**41,795**	**79,714**	**150,687**
Acquisitions	2,043	-	1,164	**3,207**	**1,301**
Additions	-	-	-	**-**	**-**
Amortization	(3,908)	(178)	(3,076)	**(7,162)**	**-**
Purchase Price Adjustments	-	-	-	**-**	**(538)**
Exchange difference	323	(6)	(619)	**(302)**	**(57)**
Closing net book value	**33,452**	**2,741**	**39,264**	**75,457**	**151,393**
At January 31, 2018					
Cost	152,651	3,592	101,375	**257,618**	**151,393**
Accumulated amortization	(119,199)	(851)	(62,111)	**(182,161)**	**-**
Net book value	**33,452**	**2,741**	**39,264**	**75,457**	**151,393**

5. Provisions
Provisions include provisions for onerous contracts, legal claims, restructuring and special charges, and are measured based on management's best estimate of the expenditure required to settle the obligation at the end of the reporting period.

	Total
At November 1, 2017	**$ 1,521**
Additional provisions	316
Unused amounts reversed	(410)
Utilized during the period	(462)
Effect of movements in foreign exchange	(41)
At January 31, 2018	**$ 924**

6. Share capital and other components of shareholder's equity

Capital Stock
The authorized share capital of the Company consists of an unlimited number of common shares, an unlimited amount of Class A, redeemable, retractable, non-voting, non-cumulative, preference shares and an unlimited number of Class B, redeemable, retractable, non-voting, preference shares. There were 27,028,412 common shares outstanding as at January 31, 2018. There were no Class A and no Class B preference shares issued and outstanding as at either October 31, 2017 or January 31, 2018.

Common share repurchase plan
On April 26, 2017, the Company renewed its common share repurchase plan, whereby it may repurchase up to a maximum of 1,882,016 common shares of the Company, expiring on April 25, 2018. The Company did not repurchase any common shares in either fiscal 2018 or fiscal 2017.

Notes to Condensed Consolidated Interim Financial Statements
For the three months ended January 31, 2018 and 2017
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Accumulated other comprehensive income (loss)
Accumulated other comprehensive income (loss) is comprised of the following separate components of equity:

	Translation of Foreign Operations $	Unrealized gains/losses on AFS assets $	Total $
At October 31, 2016	**$ 7,210**	**$ 259**	**$ 7,469**
Currency translation differences	(6,689)	-	(6,689)
Unrealized losses on available-for-sale financial assets net of income tax recovery of $12	-	(81)	(81)
At January 31, 2017	**$ 521**	**$ 178**	**$ 699**
At October 31, 2017	**$ 8,555**	**$ (68)**	**$ 8,487**
Currency translation differences	1,464	-	1,464
Unrealized losses on available-for-sale financial assets net of income tax expense of $43	-	281	281
At January 31, 2018	**$ 10,019**	**$ 213**	**$ 10,232**

Dividends
During the three months ended January 31, 2018, the Company declared and paid dividends of $0.16 per common share (three months ended January 31, 2017 - $0.14 per common share).

7. Stock-based Compensation
The Company has granted options to purchase common shares to certain directors, officers and employees of the Company, pursuant to the terms of the Company's stock option plan (the "Plan"). The Plan provides that a total of 1,353,250 (January 31, 2017 – 1,445,200) common shares are reserved for options and that the shares reserved for options, which could become exercisable in any one year, will not exceed more than 10% of the issued and outstanding common shares of the Company at the time such options may be exercisable. These options vest at various times over four years and expire seven years after the grant date. The exercise price of each option equals the market price of the Company's stock on the date the options are granted.

A summary of the status of the Company's Plan as at January 31, 2018 and January 31, 2017, and changes during the three months ended respectively on those dates is presented as follows:

	January 31, 2018		January 31, 2017	
	Number of Options	Weighted Average Exercise Price in $	Number of Options	Weighted Average Exercise Price in $
Outstanding at beginning of period	920,250	39.04	741,500	29.34
Granted	120,000	59.80	-	-
Exercised	(35,200)	21.13	(29,500)	12.29
Forfeited	-	-	(5,000)	53.04
Outstanding at end of period	**1,005,050**	**42.14**	**707,000**	**29.88**
Options exercisable at end of period	**447,050**	**24.66**	**444,500**	**22.69**

The Company uses the fair value method for recording compensation expense related to equity instruments awarded to employees, officers and directors in accordance with IFRS 2. For the purposes of expensing stock options, each tranche in an award is considered a separate award with its own vesting period and grant date fair value. Compensation expense is recognized over the tranche's vesting period by increasing

contributed surplus based on the number of awards expected to vest. During the first quarter of 2018, the Company recorded a non-cash charge of $399 (Q1/2017 - $188).

For options granted in the period, the fair value of each stock option on the date of the grant was estimated using the Black-Scholes option pricing model as set out below. Estimated volatility is calculated on a daily basis using historical closing prices, as adjusted for certain events that management deemed to be non-recurring and non-indicative of future events over a five year period, which reflects the expected life of the options.

	Options Granted Q1/2018	Options Granted Q1/2017
Risk-free interest rate (%)	1.77%	-
Estimated volatility (%)	27% – 28%	-
Dividend yield	$0.64	-
Expected life (in years)	3.5	-
Weighted average fair value (in Dollars)	$12.40	-
Weighted average share price at grant date	$59.80	-

There were 120,000 options granted in the first three months ended January 31, 2018 (Nil – 2017).

8. Income tax

Income tax expense is recognized based on management's best estimate of the estimated annual income tax rate expected for the full financial year applied to the pre-tax income for the interim period for each entity in the consolidated group. As a result of foreign exchange fluctuations, acquisitions and the relative mix of income earned in differing jurisdictions, the Company has determined that a reasonable estimate of a weighted average annual tax rate cannot be determined for the consolidated group.

On December 22, 2017, The United States Tax Cuts and Jobs Act ("U.S. Tax Reform") was enacted in the U.S. While this will decrease the Company's tax rate going forward there are significant one-time charges that adversely impacted the Company's tax provision in the first quarter. The significant changes include: (i) the revaluation of deferred tax assets and liabilities on the reduction in the federal corporate income tax rate from 35% to 21% effective January 1, 2018; and (ii) the deemed repatriation of earnings and profits of specified foreign corporations effective December 31, 2017, which resulted in an estimated one-time repatriation tax of $8.8 million. The repatriation tax is payable over eight years at a rate of 8% for each of the first five years and increasing thereafter on a graduated basis. The Company continues to assess the impact of U.S. Tax Reform and may make changes in estimates based on interpretations and assumptions as they become available.

For the quarter, the Company recorded a tax expense of $8.8 million (or 56.3% effective tax rate) as compared to a tax expense of $3.4 million (22.3%) in the prior year's first quarter.

9. Earnings per share:

Basic: Basic earnings per share are calculated by dividing the net income attributable to owners of the parent by the weighted average number of common shares issued and outstanding during the period.

	For the three months ended January 31	
	2018	**2017**
Net income attributable to owners of the parent	$ 6,813	$ 11,733
Weighted average number of common shares issued	27,014	26,920
Basic earnings per share	**$ 0.25**	**$ 0.44**

Notes to Condensed Consolidated Interim Financial Statements
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Diluted: Diluted earnings per share is calculated by adjusting the weighted average number of common shares outstanding assuming conversions of all dilutive potential common shares. The Company has only stock options as potential dilutive common shares. For stock options, a calculation is done to determine the number of shares that could have been acquired at fair value (determined using the average market share price of the Company's outstanding shares for the period) based on the monetary value of the subscription rights attached to the stock options. The number of shares calculated above is compared to the number of shares that would have been issued assuming the exercise of the stock options.

	For the three months ended January 31	
	2018	**2017**
Net income attributable to owners of the parent	$ 6,813	$ 11,733
Weighted average number of common shares issued	27,014	26,920
Adjustments for:		
Stock options	289	308
Weighted average number of common shares for diluted earnings per share	27,303	27,228
Diluted earnings per share	**$ 0.25**	**$ 0.43**

10. Acquisitions
Acquisitions have been recorded under the purchase method of accounting and results have been included in the consolidated statements of operations from their respective acquisition dates. Accordingly, the allocation of the purchase price to assets and liabilities is based on the fair value, with the excess of the purchase price over the fair value of the assets acquired being allocated to goodwill.

2018 Acquisitions

Asset Management Group
The Company completed two acquisitions during the first quarter, acquiring 100% of the issued and outstanding common shares for an aggregate purchase price of approximately $4.8 million, with $0.7 million subject to hold back and adjustment, of which $0.3 million is held in escrow. The purchase price allocation has not been finalized subject to receipt of additional information. Results are included in the Asset Management Group from the date of acquisition.

2017 Acquisitions:

Asset Management Group
The Company completed one acquisition, in April 2017, to acquire 100% of the issued and outstanding common shares for an aggregate cash purchase price of approximately $23.1 million. Of this amount, approximately $3.1 million remains subject to hold back and adjustment. The purchase price allocation has not been finalized subject to receipt of additional information. Results are included in the Asset Management Group from date of acquisition.

Interactive Management Group
The Company completed one acquisition, in September 2017, acquiring 100% of the issued and outstanding common shares for an aggregate cash purchase price of approximately $3.2 million. Of this amount, approximately $0.3 million is held in escrow and remains subject to hold back and adjustment. The purchase price allocation has not been finalized subject to receipt of additional information. Results are included in the Interactive Management Group from date of acquisition.

The Company's purchase price allocations are as follows:

	Asset Management Group Preliminary 2018	Interactive Management Group Preliminary 2017	Asset Management Group Preliminary 2017
Cash and cash equivalents	$ 1,068	$ 239	$ 3,637
Accounts receivable, net	1,028	589	6,150
Prepaid expenses and other assets	107	86	981
Property, plant and equipment	204	-	98
Deferred income tax assets	-	253	3,496
Acquired software	2,043	718	5,679
Customer relationships	1,164	2,078	12,439
Goodwill	1,301	1,208	4,659
Total assets acquired	**$ 6,915**	**$ 5,171**	**$ 37,139**
Less: Current liabilities assumed	$ 1,325	$ 906	$ 6,226
Less: Deferred income tax liabilities	819	1,104	5,514
Less: Other long-term liabilities	-	-	2,259
Total liabilities assumed	**$ 2,144**	**$ 2,010**	**$ 13,999**
Net assets acquired for cash consideration	**$ 4,771**	**$ 3,161**	**$ 23,140**

11. Segmented information

The Company has two operating segments, the Interactive Management Group and the Asset Management Group, based on the nature of the operations and markets that each of these segments serves. The accounting policies followed by these segments are the same as those described in the summary of significant accounting policies.

The Company's operating segments each develop and market software products and provide services for their respective markets and are inclusive of the current year acquisitions. The Interactive Management Group specializes in customer interaction software and services designed to enhance customer service, increase efficiency and manage customer communications across the enterprise. The Asset Management Group provides a portfolio of products to telecom service providers as well as fleet management and public safety software solutions for the transportation sector, first responders, distribution, security, utilities and oil and gas industries. The Company evaluates segment performance based on revenue and profit or loss before income taxes.

Notes to Condensed Consolidated Interim Financial Statements

For the three months ended January 31, 2018 and 2017

(Unaudited, in thousands of Canadian Dollars, except as indicated)

	Interactive Management Group	Asset Management Group	Total
Quarter ended January 31, 2018			
Revenue	$ 48,395	$ 36,680	$ 85,075
Operating expenses excluding non-cash charges	(33,719)	(26,078)	(59,797)
Special Charges	-	(129)	(129)
Depreciation of property, plant and equipment	(482)	(188)	(670)
Segmented profit	**$ 14,194**	**$ 10,285**	**$ 24,479**
Corporate expenses			(2,498)
Results from operating activities			**$ 21,981**
Amortization of acquired software and customer relationships			(7,162)
Finance income			122
Finance expenses			(60)
Other income			742
Income before income taxes			**$ 15,623**
Goodwill	$ 92,489	$ 58,904	$ 151,393
Other assets	140,252	171,008	311,260
Short-term investments			9,031
Total assets			**$ 471,684**
Capital Expenditures	$ 388	$ 212	$ 600

	Interactive Management Group	Asset Management Group	Total
Quarter ended January 31, 2017			
Revenue	$ 47,554	$ 31,286	$ 78,840
Operating expenses excluding non-cash charges	(31,345)	(22,680)	(54,025)
Special Charges	(194)	96	(98)
Depreciation of property, plant and equipment	(441)	(173)	(614)
Segmented profit	**$ 15,574**	**$ 8,529**	**$ 24,103**
Corporate expenses			(1,747)
Results from operating activities			**$ 22,356**
Amortization of acquired software and customer relationships			(7,457)
Finance income			39
Finance expenses			(15)
Other income			170
Income before income taxes			**$ 15,093**
Goodwill	$ 91,164	$ 50,577	$ 141,741
Other assets	138,938	128,541	267,479
Short-term investments			7,609
Total assets	**$ 230,102**	**$ 179,118**	**$ 416,829**
Capital Expenditures	$ 417	$ 148	$ 565

Notes to Condensed Consolidated Interim Financial Statements
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(Unaudited, in thousands of Canadian Dollars, except as indicated)

12. Litigation and contingencies

General
The Company provides its customers with a qualified indemnity against the infringement of third party intellectual property rights. From time to time, various owners of patents and copyrighted works send the Company or its customers' letters alleging that the Company's products do or might infringe upon the owner's intellectual property rights, and/or suggesting that the Company or its customers should negotiate a license agreement with the owner. The Company's policy is to never knowingly infringe upon any third party's intellectual property rights. Accordingly, where appropriate, the Company forwards any such allegation or licensing request to its outside legal counsel for review. The Company generally attempts to resolve any such matter by informing the owner of the Company's position concerning non-infringement or invalidity. Even though the Company attempts to resolve these matters without litigation, it is always possible that the owner of a patent or copyrighted work will sue the Company.

In response to correspondence from and, in a few instances, litigation instigated by, third party patent holders, a few of the Company's customers have attempted to tender to the Company the defense of its products under contractual indemnity provisions. With respect to this litigation, and any other litigation the Company becomes involved with, under a contractual indemnity or any other legal theory, the Company has and will continue to consider all its options for resolution and vigorously assert all appropriate defenses. There are no material claims outstanding against the Company as at January 31, 2018.

13. Changes in non-cash operating working capital

	Three months ended January 31,	
	2018	**2017**
Increase in accounts receivable, net	$ (642)	$ (11,106)
Increase in prepaid expenses and other assets	(1,271)	(291)
Decrease in accounts payable & accrued liabilities	(1,102)	(4,720)
Decrease in provisions	(576)	(812)
Decrease in income taxes payable	(169)	(1,202)
Increase in deferred revenue	6,673	10,205
	$ 2,913	**$ (7,926)**

14. Prior period reclassification

Certain amounts have been reclassified between finance expenses and selling, general and administrative expenses in the prior period to conform to the current year presentation. Further, foreign exchange gains and losses have been reclassified from selling, general and administrative expenses in the prior period to a separate line in the consolidated statement of operations.