Enghouse Corporate Presentation

Q2 FY26

Enghouse Systems
Software engineered for results

Disclaimer

Forward-Looking Statements Disclaimer

Certain statements made in this presentation and the related materials may contain forward-looking statements, which are not historical facts, but are based on certain assumptions and reflect Enghouse's current expectations. These forward-looking statements are subject to a number of risks and uncertainties that could cause actual results or events to differ materially from current expectations. These risk factors are identified in Enghouse's Annual Information Form and other periodic reports filed with applicable regulatory authorities from time to time. Enghouse disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

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Company

HQ in Canada, offices in
25+ countries

Toronto Stock Exchange
TSX:ENGH

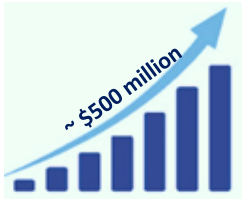
Dual Growth Revenue
(organic & acquisitions)

Enghouse Interactive - IMG

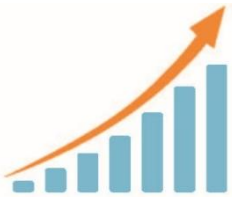
Enghouse Networks - AMG

Enghouse Transportation
& Public Safety - AMG

~1,900 employees



Revenue



Profitable growth

Strategy

- Two-pronged strategy to grow earnings (internal growth and acquisitions)

- The Company is organized around two business segments delivering solutions for remote work, visual computing and communication networks:
  - Interactive Management Group ("IMG")
    - Customer interaction solutions (including video collaboration)
    - Specialty Product Group (including solutions for marketing communications, call accounting, device asset management and telecom expense management)
  - Asset Management Group ("AMG")
    - Networks Group provides technology solutions to communications and media, utilities and defense organizations
    - Transportation & Public Safety Group provides software solutions for transit, supply chain and public safety

- Completing selective acquisitions within existing markets and entering new strategic software markets on an opportunistic basis

Interactive Portfolio

Solutions that transforms customer experience

OMNI-CHANNEL CONTACT CENTER

Mid-market Contact Center
Enterprise Contact Center
Enghouse CCaaS
AI Powered Social Media
Video Enabled Contact Center

CALL RECEPTION/CALL HANDLING

Mid-market Attendant Console
Enterprise Attendant Console
Cloud Attendant Console
Directory Integration

VIDEO INTERACTION

Healthcare
Financial Institutions
Legal and Court
Enterprise Video Collaboration
Technology Companies
Enterprise Video Management

CUSTOMER SELF-SERVICE

AI Powered Voice and Chat Bots
Mobile Self-service Platform
Knowledge Management
AI Chat-bots

QUALITY MANAGEMENT

Agent Optimization
Interaction Recording and Analysis
AI Powered Business Insights
Augmented Supervisor
Call Billing and Reporting

TELEPHONY, VIDEO, CRM INTEGRATION

CRM Integration
Telephony Application Enablement
Video Application Enablement
VoiceXML Application Test

SPECIALTY PRODUCT GROUP

Marketing Communications
Mobile Device Management
Call Accounting
Telecom Expense Management

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Network Portfolio

Technology solutions that enable telecom operators to build, manage, monitor and monetize their communication network

BUSINESS SUPPORT SYSTEMS

Billing as a Service
MVNO Billing Solutions
IoT Monetization & Billing
Wholesale Revenue Management

NETWORK INFRASTRUCTURE

Mobile Value-Added Services
Intelligent Routing
Session Border Controller
Stack, Signalling and STP
Media Gateways
Media Processing
Control Switch

OPERATION SUPPORT SYSTEMS

e.AI
Geographic Information Systems
Network Inventory & Planning
Performance Management
Fault Management
Network Testing

DIGITAL TRANSFORMATION

TV as a Service
Video Solutions
Embedded Browsers

Transportation & Public Safety Portfolio

Software solutions for transit, supply chain and public safety companies

TRANSIT OPERATIONS AND PAYMENTS

Fixed Route & Demand Response Scheduling & Dispatch

Driver Management

e-Ticketing

Automated Fare Collection

PUBLIC SAFETY

Emergency Control & Dispatch (1st responders)

Non-Emergency Patient Transport

COMMUNICATIONS

Fixed Route

Demand Response

Operator & Fare IVR

FLEET MANAGEMENT

Logistics Management

Order Tracking

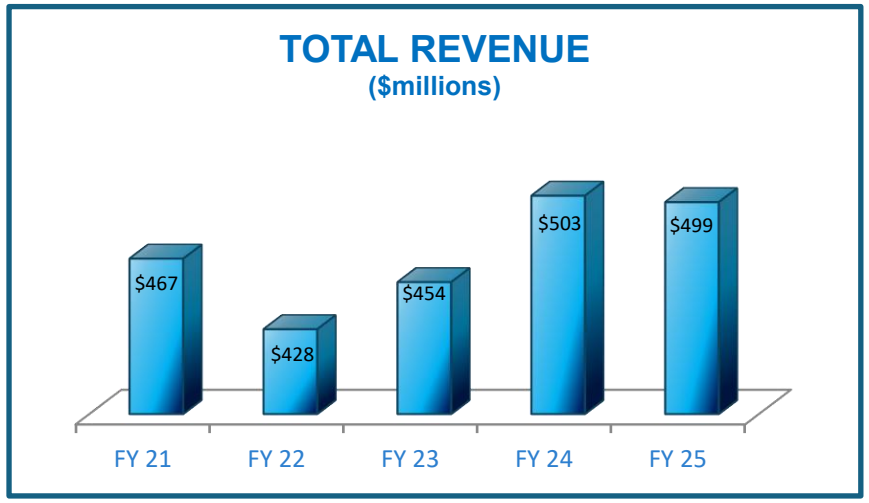
Telematics

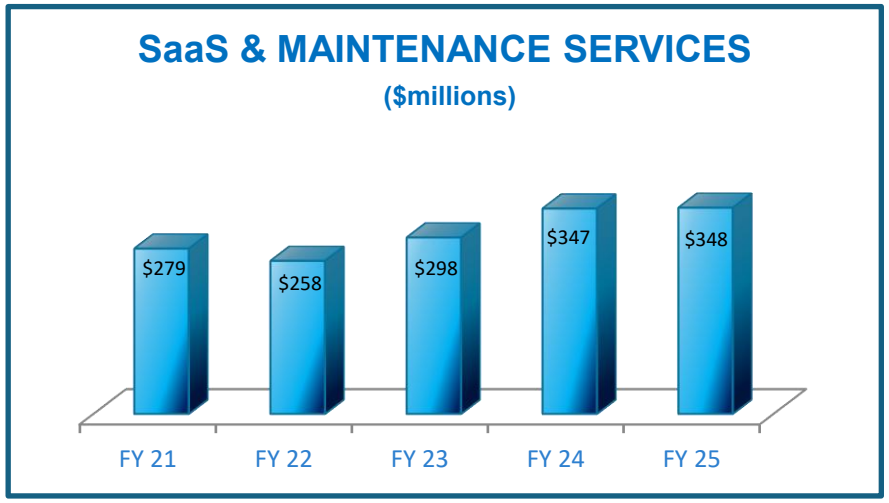
Container Tracking and Monitoring

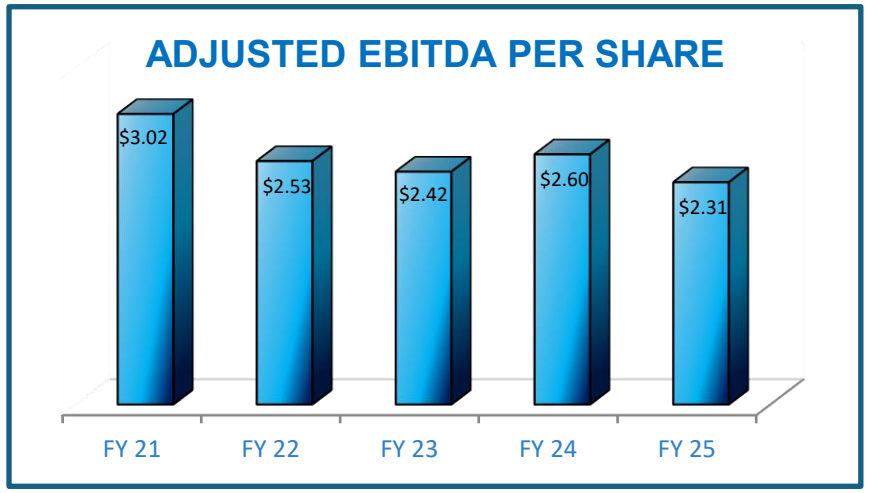
Annual Results

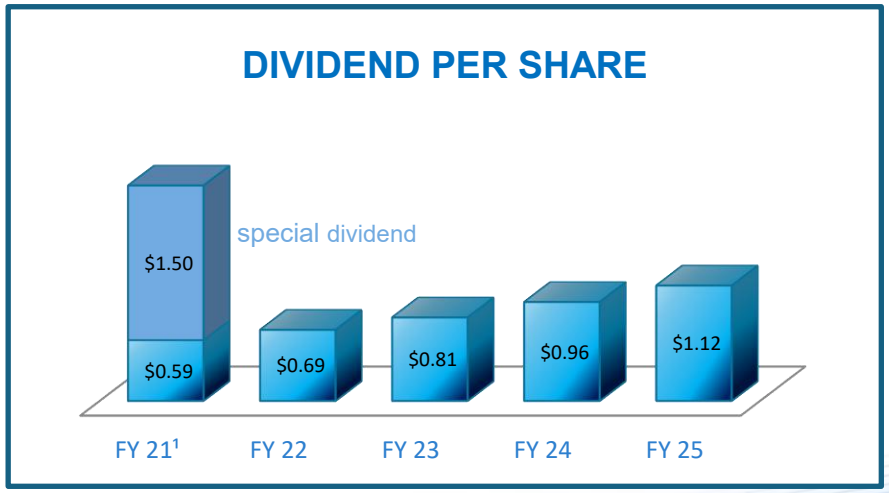
Fiscal Year Results

(Ending Oct 31)









Note[1]: A special dividend of $1.50 per common share was paid on Feb 16, 2021 to shareholders of record as at Jan 15, 2021

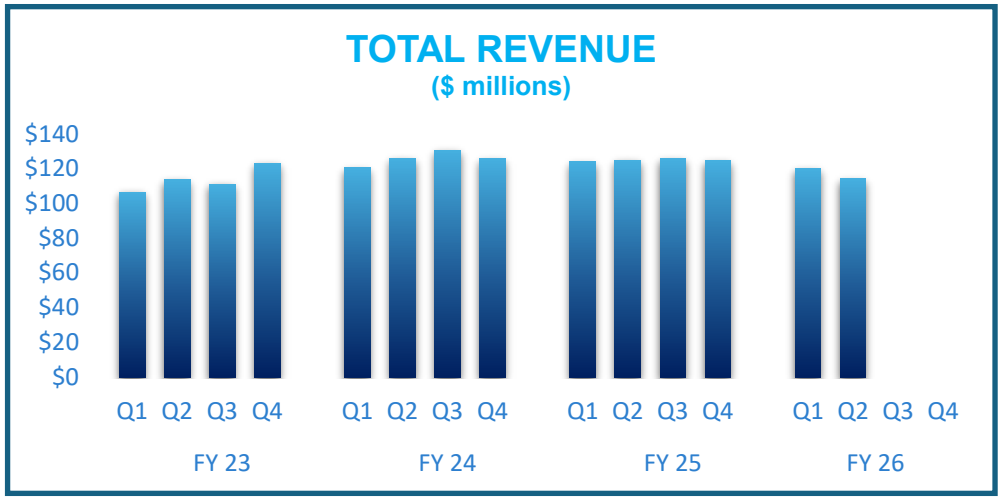
Q2 FY26

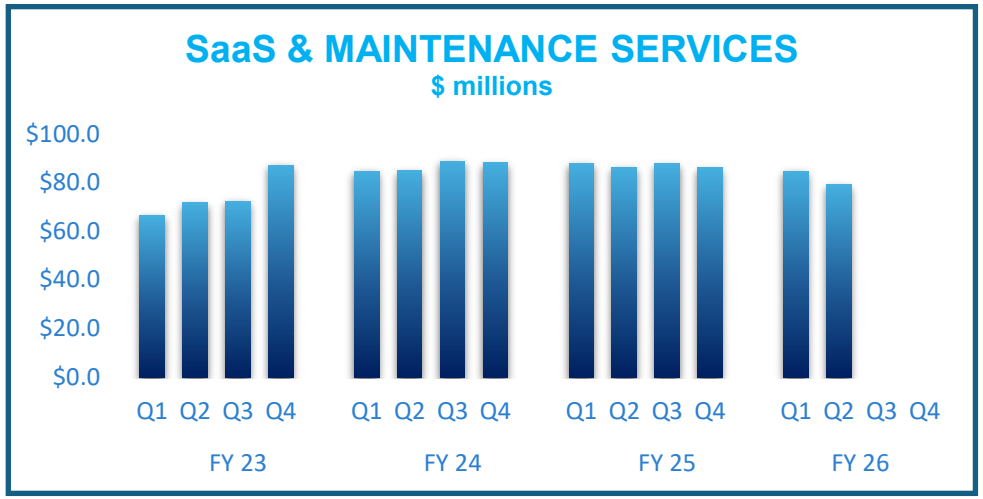
Q2 FY26

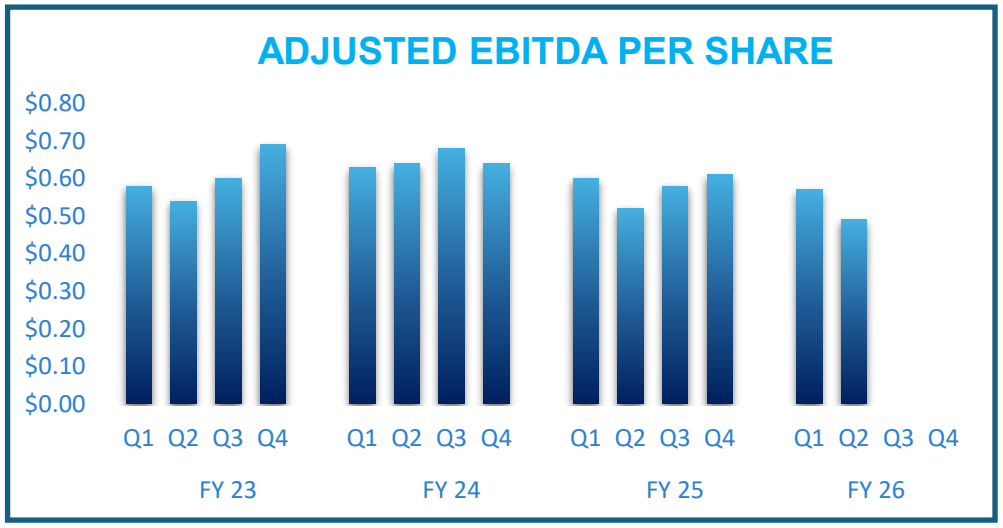
	Q2 FY26	Q2 FY25	% Change	YTD FY 26	YTD FY25	% Change
Revenue	$114.3m	$124.8m	-8.4%	$234.4m	$248.8m	-5.8%
■ Revenue - IMG	$62.9m	$74.1m	-15.2%	$130.2m	$147.3m	-11.7%
■ Revenue - AMG	$51.4m	$50.7m	1.5%	$104.2m	$101.5m	2.7%
SaaS and Maintenance revenue	$79.2m	$86.2m	-8.1%	$163.7m	$174.1m	-6.0%
Adjusted EBITDA[1]	$26.5m	$28.6m	-7.3%	$57.6m	$61.7m	-6.6%
Adjusted EBITDA[1] per diluted share	$0.49	$0.52	-5.8%	$1.06	$1.12	-5.4%
Dividend - per common share, based on date of record	$0.30	$0.26	15.4%	$0.60	$0.52	15.4%
Cash spent on acquisitions - net of cash acquired & holdbacks	$1.5m	$26.8m	-94.4%	$7.0m	$33.4m	-79.0%
Cash & Investments balance - end of period	$269.7m	$263.5m	2.4%	$269.7m	$263.5m	2.4%
Operating cash flow - before working capital adj & income tax paid	$28.7m	$25.5m	12.3%	$60.1m	$63.3m	-5.0%

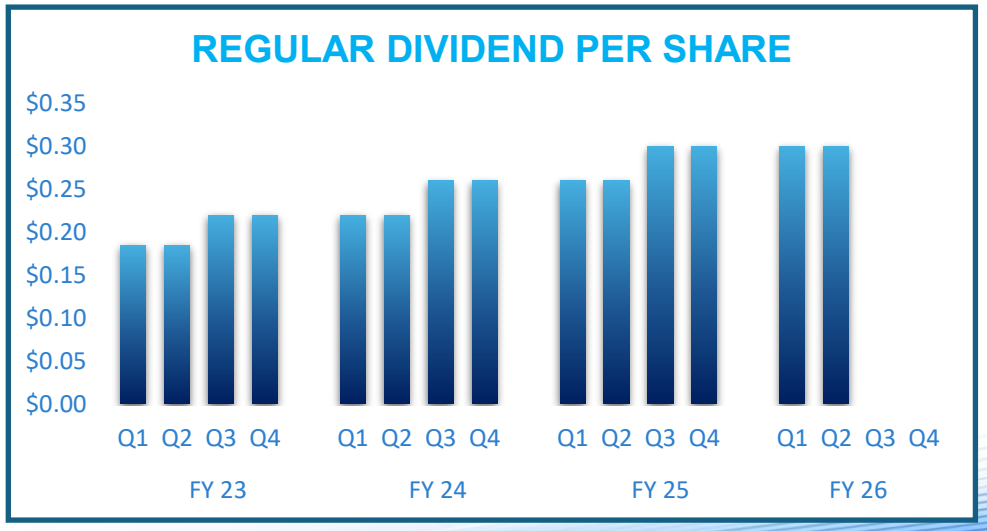
Note[1]: Adjusted EBITDA: Results from operating activities adjusted for depreciation of PPE and ROU assets and special charges for restructuring costs.

Quarterly Results









Acquisition Strategy

- Established track record of value creation through acquisitions
- To consistently generate positive operating cash flows to fund further growth, drive shareholder value while minimizing shareholder dilution
- Economic factors are favorable for acquisitions especially for small-cap companies
- Target companies in the $5m - $50m revenue range preferably with strong recurring revenue
  - Geographic, product or scale expansion
  - Mission critical solutions
  - High barriers to entry
- Objective is for a cash-on-cash payback within 5 - 7 years

Recent Acquisitions

LIFESIZE

Q4 FY 23

USA

MEDIASITE

Q2 FY 24

USA

SEACHANGE

Q3 FY 24

USA

ACULAB

Q1 FY 25

ENGLAND

MARGENTO

Q2 FY 25

SLOVENIA

TRAFI

Q2 FY 25

LITHUANIA

SIXBELL TELCO

Q1 FY 26

CHILE

Q&A

Thank You!

Enghouse
Systems