# EVERTZ TECHNOLOGIES LIMITED



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DreamCatcher

DreamCatcher

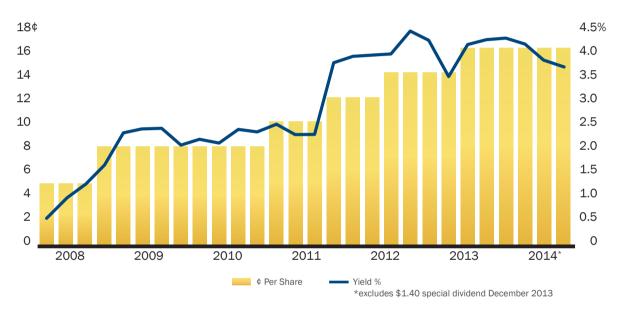


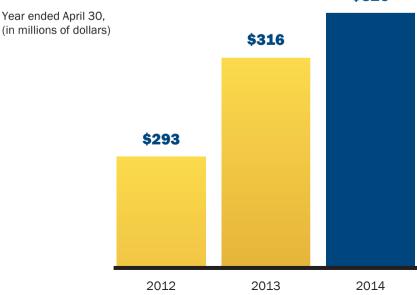


## 2014 HIGHLIGHTS

PROFITABILITY	INNOVATION ENDURANCE		GROWTH
"40 Consecutive Profitable Quarters" Industry Leading Pre-Tax Profit	Re-investment of Sales in R&D	<b>"\$1 Billion Market Value"</b> Net Cash & Equivalents	Record Annual Revenue
26%	<b>18.5</b> %	\$102M	\$326M

#### **QUARTERLY DIVIDEND HISTORY**





**ANNUAL REVENUE GROWTH** 



## A LETTER TO FELLOW SHAREHOLDERS

Over the past several years, our industry has been in a technical transition period. Evertz has prepared for these challenges through our long-term strategy of technology development and delivering complete end to end solutions. Evertz has emerged as the largest pure player in the broadcast media technology sector. Through market and engineering vision, Evertz has developed IP based infrastructure solutions to continue to be the leader in video "the workhorse of the future" for the ensuing years ahead.

In Fiscal 2014, the global economic environment remained challenging and inconsistent, impacted by continued uncertainty in the European market and political turmoil. Despite these challenges, Evertz succeeded in generating record annual revenues in the year. Further, we continued to deliver industry leading profitability and significant value to shareholders while expanding our market through growth of our product portfolio. Highlights from the year include:

- · Record annual revenues of \$326 million;
- Earnings before taxes of \$85 million;
- Annual investment in research and development increased 14% to \$60 million;
- Our dedicated staff grew to 1,341;
- · Year-end net cash and cash equivalents of \$102 million;
- Continued inclusion in the S&P/TSX Canadian Dividend Aristocrats Index;
- Distribution of excess cash flow through quarterly dividends totaling \$0.64 per share during the year; and
- Return to shareholders of excess capital through a special dividend of \$1.40 per share.

#### DEMAND FOR HD CONTENT, TV ANYWHERE/ANYTIME & NEXT GENERATION IP VIDEO

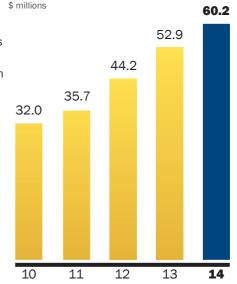
Today our customers' evolving needs are driven by an unsatiated global demand for more high-definition television channels and by an increasing consumer appetite for high quality video delivered anywhere, anytime across a broad array of devices. Evertz solutions provide compelling advantages which enable our broadcast, cable, telco, IPTV, satellite, content creator and new media customers to address this increasingly complex video landscape.

#### **IP & IT BASED VIDEO TECHNOLOGY INNOVATION EXPANDS MARKET**

Evertz heritage of unsurpassed video domain knowledge coupled with our long standing commitment to the internal development of new leading edge technologies is a unique competitive advantage. In the past year alone, Evertz has increased our annual investment in R&D by 14% to \$60 million with over \$250 million invested in the past six years. The annual investments fueled our high paced development activities within our core product portfolio and have funded intensive longer term R&D initiatives, such as: high performance low latency IP networking technologies; Evertz Compression and Media Transport Solutions; our IT based architecture; and Evertz award winning DreamCatcher the next generation of live slow motion replay for sports broadcast and studio production. These initiatives are enabling our customers to migrate to IP and IT based solutions, while establishing new benchmarks for performance and operational efficiency.

During the year, we launched and deployed Evertz EXE, the world's largest Software Defined Network ("SDN") open Ethernet switching platform and saw the adoption of Evertz state-of-the-art DreamCatcher replay by a major sports league. We believe the EXE together with our modular open switching platforms and DreamCatcher replay will significantly expand our addressable market and have a long-term benefit to Evertz customers and our shareholders.

**R&D INVESTMENTS OVER 5 YEARS** 



#### **AWARDS & ACHIEVEMENTS**

Recognition for Evertz leadership commitment and innovation was exemplified this past year through several awards including:



**TV Technology - 2014 Best of Show Award was presented to Evertz EXE 46Tb/s SDN Open Switching Platform at NAB 2014.** TV Technology's Best of Show Awards are judged by a panel of engineers and industry experts on the criteria of innovation, feature set, cost efficiency and performance in serving the industry. Evertz EXE Video/ Data Switch Fabric platform features up to 46Tb/s of switching capacity and supports 2,304 10GE ports per single chassis. The EXE is the core of Evertz revolutionary SDVN - Software Defined Video Networking solution.



#### TV Technology 2014 Best of Show Award to Evertz' VIP-10G Visualization

**Solution.** Evertz VIP-10G Advanced Multi-Image Display Processor offers multiviewer functionality with up to 32 inputs and up to 2 outputs, all via 10GE. The VIP-10G is the first multiviewer to utilize a 10Gb/s Ethernet interface and offer true IP connectivity.



Evertz was named a Platinum Member of **Canada's 50 Best Managed Companies**, which recognizes excellence in Canadian-owned and Canadian-managed companies. Canada's 50 Best Managed Companies identifies Canadian corporate success through companies focused on their core vision, creating stakeholder value and excelling in the global economy.

#### FOUNDATION FOR GROWTH

In this evolving broadcast and high quality video infrastructure environment, we are well positioned with exciting opportunities, as a company built upon a long term vision of generating value through continuous investment in our comprehensive technology portfolio, maintaining strict operating discipline and expanding the reach of our sales channels.

We generate significant cash from operations and have built a solid balance sheet, with total assets of \$401 million at the end of fiscal 2014, including approximately \$102 million in cash and cash equivalents. We view these strengths as a competitive advantage, providing financial flexibility and allowing us to provide significant value to our shareholders through the continued payment of dividends, while adhering to our strategy of investment into new technologies.

#### **EVOLVING & TRANSITIONING MARKET**

Our 2015 plan is to advance the market installations and gain broader adoption of the new technologies we have invested heavily in for the past several years. Evertz will leverage its high profile key customer installations of the long term technology initiatives of:

- · High bandwidth low latency deterministic IP networking;
- Media Asset Management, IT based workflow solutions including "faster than real-time" and virtualized applications;
- Evertz Compression & Media Transport solutions; and
- DreamCatcher sports replay revolutionized.

These technologies and others provide superior solutions to enable our broadcast, cable, telco, satellite, content creator and new media customers to address and implement the complex multi-screen TV Everywhere services of the future and to cost effectively transition to evolving IP infrastructure and IT based workflows.

We are excited to enter fiscal 2015 with significant momentum, evidenced by the highest combined purchase order backlog and monthly shipments total in the Company's history. As one of the largest pure players in our technology sector with video being "the workhorse of the future" and as an innovator of Software Defined Video Networks, we believe Evertz is poised for continued long term success.

We would like to take this opportunity to thank our employees, channel partners, customers and shareholders for their continued support and we look forward to an exciting, successful future.





Romolo Magarelli Director, President and Chief Executive Officer

**Douglas A. DeBruin** 

Executive Chairman

## **MANAGEMENT'S DISCUSSION AND ANALYSIS**

For the Year ended April 30, 2014

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 June 6, 2014.

#### OVERVIEW

Evertz is a leading equipment provider to the television broadcast telecommunications and new-media industries. Founded in 1966, Evertz is a leading equipment provider to the television broadcast industry. Evertz designs, manufactures and markets video and audio infrastructure equipment 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") 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 the more efficient signal routing, distribution, monitoring and management of content as well as the automation of previously manual processes.

The Company's growth strategy is based on capitalizing on its strong customer position and innovative integrated product line. The Company's financial objectives are to achieve profitable growth with our existing customers and with new customers who were converting to HDTV, building out IPTV infrastructures, or in need of advanced video solutions.

Our plan is to bring to market the new technologies that we have invested heavily in for the past several years. These technologically superior solutions help to enable our broadcast, cable, telco, satellite, content creator and new media customers to address and implement their video infrastructure requirements.

Our broadcast customers continue to operate in a challenging economic environment which impacts their ability to incur capital expenditures and often results in projects being scaled back or postponed to later periods.

While it does appear that industry conditions are showing some improvement in certain geographical areas, it is unclear what the time frame will be for our customers to convert this to equipment purchases.

#### SIGNIFICANT ACCOUNTING POLICIES

Outlined below are those policies considered particularly significant:

#### **Basis of Measurement**

These financial statements have been prepared on the historical cost basis except for certain financial assets and liabilities which are stated at fair value. Historical cost is generally based on the fair value of the consideration given in exchange for assets.

#### **Functional and Presentation Currency**

These financial statements are presented in Canadian dollars, which is the Company's functional currency. All financial information presented in Canadian dollars has been rounded to the nearest thousand, except per share amount.

#### **Basis of Consolidation**

These financial statements incorporate the financial statements of the Company and entities controlled by the Company (its subsidiaries). Control is achieved where the Company has power over an entity, has exposure or rights to variable returns from its involvement with the entity and has the ability to use its power over the entity to affect the amount of the investor's returns.

The results of subsidiaries acquired or disposed of are included in the consolidated statements of earnings and comprehensive earnings from the effective date of acquisition of control and up to the effective date of disposal of control, as appropriate. Total comprehensive earnings of subsidiaries is attributed to the owners of the Company and to the non-controlling interests even if this results in the non-controlling interests having a deficit balance.

All intra-Company transactions, balances, income and expenses are eliminated in full on consolidation.

#### **Business Combinations**

Business combinations are accounted for using the acquisition method. The cost of the acquisition is measured at the aggregate of the fair values, at the date of acquisition, of assets transferred, liabilities incurred or assumed, and equity instruments issued by the Company. The acquiree's identifiable assets and liabilities assumed are recognized at their fair value at the acquisition date. Acquisition-related costs are recognized in earnings as incurred. Any contingent consideration is measured at fair value on date of the acquisition and is included as part of the consideration transferred. The fair value of the contingent consideration liability is re-measured at each reporting date with corresponding gain/loss recognized in earnings. The excess of the consideration over the fair value of the net identifiable assets and liabilities acquired is recorded as goodwill.

On an acquisition by acquisition basis, any non-controlling interest is measured either at the fair value of the non-controlling interest or at the fair value of the proportionate share of the net identifiable assets acquired. Goodwill arising on an acquisition of a business is carried at cost as established at the date of acquisition of the business less accumulated impairment losses, if any.

#### **Revenue Recognition**

Revenue is measured at the fair value of consideration received or receivable, net of discounts and after eliminating intercompany sales.

Where revenue arrangements have separately identifiable components, the consideration received or receivable is allocated to each identifiable component and the applicable revenue recognition criteria are applied to each of the components.

Revenue is derived from the sale of hardware and software solutions including related services, training and commissioning. Revenue from sales of hardware and software are recognized upon shipment, provided that the significant risks and rewards of ownership have been transferred to the customer, the Company retains neither continuing managerial involvement to the degree usually associated with ownership nor effective control over the goods sold, revenue can be reliably measured and its probable that the economic benefits will flow to the Company. Service revenue is recognized as services are performed.

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Certain of the Company's contracts are long-term in nature. When the outcome of the contract can be assessed reliably, the Company recognizes revenue on long-term contracts using the percentage of completion method, based on costs incurred relative to the estimated total contract costs. When the outcome of the contract cannot be assessed reliably contract costs incurred are immediately expensed and revenue is recognized only to the extent that costs are considered likely to be recovered.

#### **Finance Income**

Interest revenue is recognized when it is probable that the economic benefits will flow to the Company and the amount of revenue can be measured reliably. Interest revenue is accrued on a time basis, by reference to the principal outstanding and at the effective interest rate applicable, which is the rate that exactly discounts estimated future cash receipts through the expected life of the financial asset to that asset's net carrying amount on initial recognition.

#### **Cash and Cash Equivalents**

Cash and cash equivalents include cash on hand and in the bank, net of outstanding bank overdrafts.

#### Inventories

Inventories consist of raw materials and supplies, work in progress and finished goods. Inventories are stated at the lower of cost and net realizable value. Cost is determined on a weighted average basis and includes raw materials, the cost of direct labour applied to the product and the overhead expense.

Net realizable value represents the estimated selling price for inventories less all estimated costs of completion and costs necessary to make the sale.

#### **Property, Plant and Equipment**

Property, plant and equipment are stated at cost less accumulated depreciation and any recognized impairment loss. Where the costs of certain components of an item of property, plant and equipment are significant in relation to the total cost of the item, they are accounted for and depreciated separately. Depreciation expense is calculated based on depreciable amounts which is the cost of an asset less residual value and is recognized in earnings on a straight-line basis over the estimated useful life of the related asset. Borrowing costs are capitalized to the cost of qualifying assets that take a substantial period of time to be ready for their intended use.

The estimated useful lives are as follows:

Asset	Basis	Rate
Office furniture and equipment	Straight-line	10 years
Research and development equipment	Straight-line	5 years
Machinery and equipment	Straight-line	5 - 15 years
Leaseholds	Straight-line	5 years
Building	Straight-line	10 - 40 years
Airplanes	Straight-line	10 - 20 years

The gain or loss arising on the disposal or retirement of an asset is determined as the difference between the sales proceeds and the carrying amount of the asset and is recognized in earnings.

The Company reviews the residual value, estimated useful life and the depreciation method annually.

#### Impairment of Non-Financial Assets

Goodwill is tested for impairment annually, or whenever events or changes in circumstances indicate that the carrying amount may be more than its recoverable amount. At each reporting period, the Company reviews the carrying amounts of its other non-financial assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where the asset does not generate cash inflows that are largely independent from other assets, the Company estimates the recoverable amount of the cash-generating unit ("CGU") to which the asset belongs. Goodwill is allocated to a group of CGU's based on the level at which it is monitored for internal reporting purposes.

Recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset or CGU is estimated to be less than its carrying amount, the carrying amount of the asset or CGU is reduced to its recoverable amount. An impairment loss relating to a CGU to which goodwill has been allocated, is allocated to the carrying amount of the goodwill first. An impairment loss is recognized immediately in earnings.

An impairment loss in respect of goodwill is not reversed. Where an impairment loss subsequently reverses for other non-financial assets, the carrying amount of the asset or CGU is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognized for the asset or CGU in prior years. A reversal of an impairment loss is recognized immediately in earnings.

#### **Intangible Assets**

#### Intangible Assets

Intangible assets represent intellectual property acquired through business acquisitions and are recorded at cost less any impairment loss and are amortized using the straight-line method over a four-year period. The estimated useful life and amortization method are reviewed at the end of each reporting period.

#### Research and Development

All research and development expenditures are expensed as incurred unless a development project meets the criteria for capitalization. Development expenditures are capitalized only if development costs can be measured reliably, the product or process is technically and commercially feasible, future economic benefits are probable and the Company intends to and has sufficient resources to complete development and to use or sell the asset. No internally generated intangible assets have been recognized to date.

Research and development expenditures are recorded gross of investment tax credits and related government grants. Investment tax credits for scientific research and experimental development are recognized in the period the qualifying expenditures are incurred if there is reasonable assurance that they will be realized.

#### Provisions

Provisions are recognized when the Company has a present obligation (legal or constructive) as a result of a past event, it is probable that the Company will be required to settle that obligation and a reliable estimate can be made of the amount of the obligation.

The amount recognized as a provision is the best estimate of the consideration required to settle the present obligation at the reporting period, taking into account the risks and uncertainties surrounding the obligation. Where a provision is measured using the cash flows estimated to settle the present obligation, its carrying amount is the present value of those cash flows.

When some or all of the economic benefits required to settle a provision are expected to be recovered from a third party, a receivable is recognized as an asset if it is virtually certain that reimbursement will be received and the amount of the receivable can be measured reliably.

#### Leasing

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

Assets held under finance leases are recognised as assets of the Company at their fair value or, if lower, at the present value of the minimum lease payments, each determined at the inception of the lease. The corresponding liability to the lessor is included in the statement of financial position as a finance lease obligation.

Rentals payable under operating leases are charged to earnings on a straight-line basis over the term of the relevant lease.

#### **Foreign Currency Translation**

The individual financial statements of each subsidiary entity are presented in the currency of the primary economic environment in which the entity operates (its functional currency). For the purpose of the consolidated financial statements, the results and financial position of each group entity are presented in Canadian dollars ("CDN"), which is the functional currency of the parent Company and the presentation currency for the financial statements.

In preparing the financial statements of the individual entities, transactions in currencies other than the entity's functional currency (foreign currencies) are recognized at the rates of exchange prevailing at the dates of the transactions. At the end of each reporting period, monetary items denominated in foreign currencies are retranslated at the rates prevailing at that date. Exchange differences are recognized in earnings in the period in which they arise. Non-monetary items that are measured in terms of historical cost in a foreign currency are not retranslated.

For the purpose of presenting consolidated financial statements, the assets and liabilities of the Company's foreign operations are expressed in Canadian dollars using exchange rates prevailing at the end of the reporting period. Income and expense items are translated at the average exchange rates for the period. Foreign currency gains and losses are recognized in other comprehensive earnings. The relevant amount in cumulative foreign currency translation adjustment is reclassified into earnings upon disposition or partial disposition of a foreign operation and attributed to non-controlling interests as appropriate.

#### **Income Taxes**

#### Current Tax

The tax currently payable is based on taxable profit for the year. Taxable profit differs from net earnings as reported in the statement of earnings because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are never taxable or deductible. The Company's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the statement of financial position date.

#### Deferred Tax

Deferred tax is the tax expected to be payable or recoverable on unused tax losses and credits, as well as differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit. Deferred tax liabilities are generally recognized for all taxable temporary differences and deferred tax assets are recognized to the extent that it is probable that taxable profits will be available against which unused tax losses, credits and other deductible temporary differences can be utilized. Such assets and liabilities are not recognized if the temporary difference arises from the initial recognition of goodwill or from the initial recognition (other than in a business combination) of other assets and liabilities in a transaction that affects neither the taxable profit nor the accounting profit.

The carrying amount of deferred tax assets is reviewed at each reporting period and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset is realized. The measurement of deferred tax liabilities and assets reflects the tax consequences that would follow from the manner in which the Company expects, at the end of the reporting period, to recover or settle the carrying amount of its assets and liabilities. Deferred tax is charged or credited to earnings, except when it relates to items charged or credited directly to other comprehensive earnings or equity, in which case the deferred tax is also dealt with in other comprehensive earnings or equity.

#### Share Based Compensation

Equity-settled share-based payments to employees and others providing similar services are measured at the fair value of the equity instruments at the grant date. Details regarding the determination of the fair value of equity-settled share-based transactions are set out in note 15.

The fair value determined at the grant date of the equity-settled share-based payments is expensed on a straight-line basis over the vesting period of the option based on the Company's estimate of the number of equity instruments that will eventually vest. At each reporting period, the Company revises its estimate of the number of equity instruments expected to vest. The impact of the revision of the original estimates, if any, is recognized in earnings such that the cumulative expense reflects the revised estimate, with a corresponding adjustment to share based payment reserve.

#### **Earnings Per Share**

The Company presents basic and diluted earnings per share ("EPS") data for its common shares. Basic EPS is calculated by dividing the net earnings attributable to shareholders by the weighted average number of common shares outstanding during the period. Diluted EPS is determined by adjusting the net earnings attributable to shareholders and the weighted average number of common shares outstanding for the effects of all potentially dilutive common shares, which is comprised of share options granted to employees with an exercise price below the average market price.

#### **Finance Costs**

Finance costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial period of time to get ready for their intended use or sale, are added to the cost of those assets, until such time as the assets are substantially ready for their intended use or sale.

Investment income earned on the temporary investment of specific borrowings pending their expenditure on qualifying assets is deducted from the borrowing costs eligible for capitalisation.

All other finance costs are recognized in earnings in the period in which they are incurred.

#### **Investment Tax Credits**

The Company is entitled to investment tax credits, which are earned as a percentage of eligible research and development expenditures incurred in each taxation year. Investment tax credits relate entirely to the Company's research and development expenses in the consolidated statement of earnings but are presented separately in the consolidated statement of earnings for information purposes. Investment tax credits are recognized and recorded within income tax receivable when there is reasonable assurance they will be received.

#### **Financial Instruments**

The Company's financial assets and liabilities which are initially recorded at fair value and subsequently measured based on their assigned classifications as follows:

Asset/Liability	Category	Measurement
Cash and cash equivalents	Loans and receivables	Amortized cost
Instruments held for trading	Fair value through profit or loss	Fair value
Trade and other receivables	Loans and receivables	Amortized cost
Trade and other payables	Other liabilities	Amortized cost
Long term debt	Other liabilities	Amortized cost

#### **Financial Assets**

All financial assets are initially measured at fair value, plus transaction costs, except for those financial assets classified as fair value through profit or loss, which are initially measured at fair value. Transaction costs in respect of financial instruments that are classified as fair value through profit or loss are recognized in earnings immediately. Transaction costs in respect of other financial instruments are included in the initial measurement of the financial instrument.

Financial assets are classified into the following specific categories: financial assets "at fair value through profit or loss" ("FVTPL"), "held-to-maturity" investments, "available-for-sale" ("AFS") financial assets and "loans and receivables". The classification depends on the nature and purpose of the financial assets and is determined at the time of initial recognition.

Financial assets at FVTPL are stated at fair value, with any gains or losses arising on re-measurement recognized in earnings.

#### Impairment of Financial Assets

Financial assets, other than those at FVTPL, are assessed for indicators of impairment at each reporting period. Financial assets are impaired where there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash flows of the investment have been affected. For certain categories of financial assets, such as trade and other receivables, assets that are assessed not to be impaired individually are, in addition, assessed for impairment on a collective basis. Objective evidence of impairment of a financial asset can include a significant or prolonged decline in the fair value of an asset, default or delinquency by a debtor, indication that a debtor will enter bankruptcy or financial re-organization or the disappearance of an active market for a security.

For financial assets carried at amortized cost, the amount of the impairment is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the financial asset's original effective interest rate.

The carrying amount of the financial asset is reduced by the impairment loss directly for all financial assets with the exception of trade receivables, where the carrying amount is reduced through the use of an allowance account. When a trade receivable is considered uncollectible, it is written off against the allowance account. Subsequent recoveries of amounts previously written off are credited against the allowance account. Changes in the carrying amount of the allowance account are recognized in earnings.

#### Financial Liabilities and Equity Instruments Issued by the Company

Financial liabilities at FVTPL are stated at fair value, with any gains or losses arising on re-measurement recognized in earnings. The net gain or loss recognized in earnings incorporates any interest paid on the financial liability and is included in the "other income and expenses" line item in the consolidated statements of earnings.

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An equity instrument is any contract that evidences a residual interest in the assets of an entity after deducting all of its liabilities. Equity instruments issued by the Company are recognized at the proceeds received, net of direct issue costs.

Other financial liabilities, including long term debt, are initially measured at fair value, net of transaction costs. Other financial liabilities are subsequently measured at amortized cost using the effective interest method, with interest expense recognized on an effective yield basis.

#### **Use of Estimates and Judgments**

The preparation of financial statements in conformity with IFRS requires management to make judgments, estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the year. Consequently, actual results could differ from those estimates. Those estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised and in any future periods affected. Significant estimates include the determination of the allowance for doubtful accounts for trade receivables, provision for inventory obsolescence, the useful life of property, plant and equipment for depreciation, amortization and valuation of net recoverable amount of property, plant and equipment, determination of fair value for share-based compensation, evaluating deferred income tax assets and liabilities, the determination of fair value of financial instruments and the likelihood of recoverability, and the determination of implied fair value of goodwill and implied fair value of assets and liabilities for purchase price allocation purposes and goodwill impairment test purposes.

Significant items requiring the use of judgment in application of accounting policies and assumptions include the determination of functional currencies, classification of financial instruments, classification of leases, application of the percentage of completion method on long-term contracts, degree of componentization applied when calculating amortization of property, plant and equipment, and identification of cash generating units for impairment testing purposes.

#### **Operating Segments**

An operating segment is a component of the Company that engages in business activities from which it may earn revenues and incur expenses, including revenues and expenses that relate to transactions with any of the Company's other components. The Company reviewed its operations and determined that it operates a single reportable segment, the television broadcast equipment market. The single reportable operating segment derives its revenue from the sale of hardware and software solutions including related services, training and commissioning.

#### Non-Current Assets Held for Sale

Non-current assets that are expected to be recovered primarily through sale rather than through continuing use are classified as held for sale and are not depreciated. Immediately before classification as held for sale, the assets are remeasured in accordance with the Company's accounting policies. The assets are measured at the lower of their carrying amount and fair value less cost to sell. Impairment losses on initial classification as held for sale and subsequent gains or losses on remeasurement are recognized in profit or loss. Gains are not recognized in excess of any cumulative impairment loss.

#### CHANGES IN ACCOUNTING POLICIES

#### **Consolidated Financial Statements**

Effective May 1, 2013, the Company adopted IFRS 10, *Consolidated Financial Statements* ("IFRS 10"). IFRS 10 establishes principles for the presentation and preparation of consolidated financial statements when an entity controls one or more other entities. IFRS 10 replaced the consolidation requirements in SIC-12, *Consolidation – Special Purpose Entities* and IAS 27, *Consolidated and Separate Financial Statements*. The adoption of IFRS 10 did not have any impact on the Consolidated Financial Statements.

#### **Disclosure of Interests in Other Entities**

Effective May 1, 2013, the Company adopted IFRS 12, *Disclosure of Interests in Other Entities* ("IFRS 12"). IFRS 12 is a new and comprehensive standard on disclosure requirements for all forms of interests in other entities, including subsidiaries, joint arrangements, associates and unconsolidated structured entities. The adoption of IFRS 12 has resulted in additional disclosures within Note 20 of the Consolidated Financial Statements.

#### **Fair Value Measurements**

Effective May 1, 2013, the Company adopted IFRS 13, *Fair Value Measurements* ("IFRS 13"). IFRS 13 provides new guidance on fair value measurement and disclosure requirements. The adoption of IFRS 13 resulted in minor changes in disclosure within Note 17, but did not have a significant impact on the Consolidated Financial Statements.

#### **Presentation of Financial Statements**

Effective May 1, 2013, the Company adopted Amendments to IAS 1, *Presentation of Financial Statements* ("Amendments to IAS 1"), which became effective for annual periods beginning on or after July 1, 2012, are applied retroactively. The amendments require that an entity present separately the items of other comprehensive earnings that may be reclassified to profit or loss in the future from those that would never be reclassified to profit or loss. The adoption of Amendments to IAS 1 resulted in minor changes to presentation in the Company's statement of comprehensive earnings but did not have a significant impact on the Consolidated Financial Statements.

#### **Financial Instruments**

Effective May 1, 2013, the Company adopted Amendments to IFRS 7, *Financial Instruments Disclosures* ("Amendments to IFRS 7"), which amend the disclosure requirements in IFRS 7 to require information about all recognized financial instruments that are offset in accordance with paragraph 42 of IAS 32 Financial Instruments: Presentation. The adoption of Amendments to IFRS 7 did not have any impact on the Consolidated Financial Statements.

#### 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 changes to the adoption of the following standards.

#### **Financial Instruments**

IFRS 9, Financial instruments ("IFRS 9") was issued by the IASB on November 12, 2009 and October 2010, 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 does not have a current effective date.

IAS 32, Financial instruments: Presentation ("IAS 32") was amended by the IASB in December 2011 to clarify certain aspects of the requirements on offsetting. The amendments focus on the criterion that an entity currently has a legally enforceable right to set off the recognized amounts and the criterion that an entity intends either to settle on a net basis or to realize the asset and settle the liability simultaneously. The amendments to IAS 32 are effective for periods beginning on or after January 1, 2014.

#### 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, 2017.

#### Levies

IFRIC 21, Levies ("IFRIC 21") was issued by the IASB in May 2013. IFRIC 21 provides guidance on accounting for levies in accordance with IAS 37, *Provisions, Contingent Liabilities and Contingent Assets*. IFRIC 21 defines a levy as an outflow from an entity imposed by a government in accordance with legislation and confirms that an entity recognizes a liability for a levy only when the triggering event specified in the legislation occurs. IFRIC 21 is effective for annual periods beginning on or after January 2, 2014.

#### YEAR END HIGHLIGHTS

Revenue increased to \$325.5 million for the year ended April 30, 2014 as compared to \$316.3 million for the year ended April 30, 2013.

For the year ended April 30, 2014, net earnings were \$63.5 million and fully diluted earnings per share were \$0.85.

Gross margin during the year ended April 30, 2014 was 57.2% as compared to 57.5% for the year ended April 30, 2013.

Selling and administrative expenses for the year ended April 30, 2014 was \$55.2 million compared to the year ended April 30, 2013 of \$53.1 million. As a percentage of revenue, selling and administrative expenses totaled 16.9% for the year ended April 30, 2014 as opposed to 16.8% for the year ended April 30, 2013.

Research and development ("R&D") expenses were \$60.2 million for the year ended April 30, 2014 as compared to \$52.9 million for the year ended April 30, 2013.

Cash and instruments held for trading were \$102.0 million and working capital was \$273.9 million as at April 30, 2014 as compared to cash and instruments held for trading of \$220.7 million and working capital of \$352.2 million as at April 30, 2013.



#### SELECTED CONSOLIDATED FINANCIAL INFORMATION

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

		,	rear Er	nded April 30,	
		2014		2013	2012
Revenue	\$	325,524	\$	316,305	\$ 293,400
Cost of goods sold		139,338		134,439	127,232
Gross margin		186,186		181,866	166,168
Expenses					
Selling and administrative		55,162		53,106	47,118
General		6,874		5,366	6,788
Research and development		60,196		52,851	44,200
Investment tax credits		(12,292)		(13,178)	(9,872)
Foreign exchange gain		(6,917)		(3,037)	(2,342)
		103,023		95,108	85,892
		83,163		86,758	80,276
Finance income		2,001		2,383	1,915
Finance costs		(398)		(559)	(197)
Other income and expenses		38		264	(154)
Earnings before income taxes		84,804		88,846	81,840
Provision for (recovery of) income taxes					
Current		24,529		21,816	21,669
Deferred		(3,264)		1,867	215
		21,265		23,683	21,884
Net earnings for the year	\$	63,539	\$	65,163	\$ 59,956
Net earnings attributable to non-controlling interest	\$	404	\$	573	\$ 416
Net earnings attributable to shareholders		63,135		64,590	 59,540
Net earnings for the year	\$	63,539	\$	65,163	\$ 59,956
Earnings per share					
Basic	\$	0.85	\$	0.88	\$ 0.81
Diluted	Ś	0.85	\$	0.88	\$ 0.81

#### SELECTED CONSOLIDATED FINANCIAL INFORMATION (CONTINUED)

CONSOLIDATED BALANCE SHEET DATA

	As at April 30,					
		2014		2013		2012
Cash and instruments held for trading	\$	101,956	\$	220,668	\$	185,669
Inventory	\$	134,561	\$	111,619	\$	109,211
Working capital	\$	273,914	\$	352,164	\$	325,677
Total assets	\$	401,280	\$	465,307	\$	431,864
Shareholders' equity	\$	333,478	\$	406,797	\$	378,417
Number of common shares outstanding:						
Basic		74,310,146		73,632,566		73,225,786
Fully-diluted		79,513,846		78,246,966		77,904,086
Weighted average number of shares outstanding:						
Basic		74,064,205		73,300,647		73,612,759
Fully-diluted		74,485,461		73,816,338		73,812,767



#### **SELECTED CONSOLIDATED FINANCIAL INFORMATION (CONTINUED)**

CONSOLIDATED STATEMENT OF OPERATIONS DATA

		2014	 2013	 2012
Revenue		100.0%	100.0%	100.0%
Cost of goods sold		<b>42.8</b> %	42.5%	43.4%
Gross margin		57.2%	57.5%	56.6%
Expenses				
Selling and administrative		<b>16.9</b> %	16.8%	16.1%
General		2.1%	1.6%	2.3%
Research and development		<b>18.5</b> %	16.7%	15.1%
Investment tax credits		(3.8%)	(4.2%)	(3.3%)
Foreign exchange gain		<b>(2.1%)</b>	(1.0%)	(0.8%)
		31.6%	30.1%	29.4%
Earnings before undernoted		25.6%	27.4%	27.2%
Finance income		0.6%	0.8%	0.7%
Finance costs		(0.1%)	(0.2%)	(0.0%)
Other income and expenses		0.0%	0.1%	(0.0%)
Earnings before income taxes		<b>26.1</b> %	28.1%	27.9%
Provision for (recovery of) income taxes				
Current		7.6%	6.9%	7.4%
Deferred		(1.0%)	0.6%	0.1%
		6.6%	7.5%	7.5%
Net earnings for the year		<b>19.5</b> %	20.6%	 20.4%
Net earnings attributable to non-controlling interest		0.1%	0.2%	0.1%
Net earnings attributable to shareholders		19.4%	20.4%	20.3%
Net earnings for the year		<b>19.5</b> %	20.6%	20.4%
Earnings per share:				
Basic	\$	0.85	\$ 0.88	\$ 0.81
Diluted	Ś	0.85	\$ 0.88	\$ 0.81

#### **REVENUE AND EXPENSES**

#### REVENUE

The Company generates revenue principally from the sale of its broadcast equipment 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 45% to 55% 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

	Year Ended April 30,					
(In thousands of Canadian dollars)		2014		2013		2012
United States/Canada	\$	172,280	\$	173,244	\$	149,884
International		153,244		143,061		143,516
	\$	325,524	\$	316,305	\$	293,400

Total revenue for the year ended April 30, 2014 was \$325.5 million, an increase of \$9.2 million as compared to revenue of \$316.3 million for the year ended April 30, 2013.

Revenue in the United States/Canada region was \$172.3 million for the year ended April 30, 2014, compared to revenue of \$173.2 million for the year ended April 30, 2013.

Revenue in the International region was \$153.2 million for the year ended April 30, 2014, an increase of \$10.1 million compared to revenue of \$143.1 million for the year ended April 30, 2013.

#### 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**

	Year Ended April 30,						
(In thousands of Canadian dollars, except for percentages)		2014		2013		2012	
Gross margin	\$	186,186	\$	181,866	\$	166,168	
Gross margin % of sales		57.2%		57.5%		56.6%	

Gross margin for the year ended April 30, 2014 was \$186.2 million, compared to \$181.9 million for the year ended April 30, 2013. As a percentage of revenue, the gross margin was 57.2% for the year ended April 30, 2014, as compared to 57.5% for the year ended April 30, 2013.

Gross margins vary depending on the product mix, geographic distribution and competitive pricing pressures and currency fluctuations. For the year ended April 30, 2014 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 amortization and share based compensation charges as general expenses. For the most part, selling, administrative and general expenses are fixed in nature and do not fluctuate directly with revenue. The Company's selling expenses tend to fluctuate in regards to the timing of trade shows, sales activity and sales personnel.

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

	١	/ear End	ded April 30,	
(In thousands of Canadian dollars, except for percentages)	2014		2013	2012
Selling and administrative	\$ 55,162	\$	53,106	\$ 47,118
Selling and administrative % of sales	<b>16.9</b> %		16.8%	16.1%

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 year ended April 30, 2014 were \$55.2 million or 16.9% of revenue as compared to selling and administrative expenses of \$53.1 million or 16.8% of revenue for the year ended April 30, 2013.

The increase of \$2.1 million was a result of the inclusion of a full year of selling and administrative expenses associated with the business acquired in December 2012, the increased translation costs associated with an increase in the value of the US dollar, UK Sterling and Euro, offset by a decrease in bad debt expense.

#### RESEARCH AND DEVELOPMENT (R&D)

	Year Ended April 30,					
(In thousands of Canadian dollars, except for percentages)		2014		2013		2012
Research and development expenses	\$	60,196	\$	52,851	\$	44,200
Research and development % of sales		<b>18.5</b> %		<b>8.5%</b> 16.7%		15.1%

For the year ended April 30, 2014, gross R&D expenses increased to \$60.2 million, an increase of 13.9% or \$7.3 million as compared to an expense of \$52.9 million for the year ended April 30, 2013.

The increase of \$7.3 million was predominantly a result of planned growth of R&D personnel and corresponding increases in materials and prototypes.

#### Foreign Exchange

For the year ended April 30, 2014, the foreign exchange gain was \$6.9 million as compared to a foreign exchange gain for the same period ended April 30, 2013 of \$3.0 million. The current year gain was predominantly driven by the increase in the value of the US dollar against the Canadian dollar since April 30, 2013.

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

For the year ended April 30, 2014, finance income, finance costs, other income and expenses netted to a gain of \$1.6 million.

#### LIQUIDITY AND CAPITAL RESOURCES

#### Liquidity and Capital Resources

(In thousands of dollars except ratios)		Year Ende	d April :	30,
Key Balance Sheet Amounts and Ratios:	2014 \$ 101,956 \$ \$ 273,914 \$			2013
Cash and instruments held for trading	\$	101,956	\$	220,668
Working capital	\$	273,914	\$	352,164
Long-term assets	\$	70,343	\$	64,919
Long-term debt	\$	1,372	\$	1,539
Days sales outstanding in accounts receivable		99		62

#### Statement of Cash Flow Summary

	Year Ended April 30,					
	2014		2013			
Operating activities	\$ 35,485	\$	89,610			
Investing activities	\$ 1,528	\$	(14,550)			
Financing activities	\$ (144,241)	\$	(40,146)			
Net (decrease) increase in cash	\$ (106,702)	\$	34,993			

#### **Operating Activities**

For the year ended April 30, 2014, the Company generated cash from operations of \$35.5 million, compared to \$89.6 million for the year ended April 30, 2013. Excluding the effects of the changes in non-cash working capital and current taxes, the Company generated cash from operations of \$74.2 million for the year ended April 30, 2014 compared to \$78.6 million for the year ended April 30, 2013.

#### **Investing Activities**

The Company generated cash from investing activities of \$1.5 million for the year ended April 30, 2014 which was predominantly from proceeds upon disposal of instruments held for trading for \$12.2 million offset by cash used for the acquisition of capital assets of \$10.8 million.

#### **Financing Activities**

For the year ended April 30, 2014, the Company used cash from financing activities of \$144.2 million, which was principally driven dividends paid of \$152.0 million which included a special dividend of \$104.0 million and offset by the issuance of capital stock pursuant to the Company Stock Option Plan of \$8.2 million.

#### WORKING CAPITAL

As at April 30, 2014, the Company had cash and instruments held for trading of \$102.0 million, compared to \$220.7 million at April 30, 2013.

The Company had working capital of \$273.9 million as at April 30, 2014 compared to \$352.2 million as at April 30, 2013.

The Company paid a special dividend of \$1.40 per common share on December 11, 2013 in the amount of \$104.0 million.

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 99 days at April 30, 2014 as compared to 62 for April 30, 2013.

#### SHARE CAPITAL STRUCTURE

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

	Year Ended April 30,				
	2014	2013			
Common shares	74,310,146	73,632,566			
Stock options granted and outstanding	5,203,700	4,614,400			

#### 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 April 30, 2014:

	Payments Due by Period									
				Less than						
(In thousands)		Total		1 year	2	2-3 Years		4-5 Years	1	Thereafter
Operating leases	\$	18,067	\$	3,657	\$	7,031	\$	5,740	\$	1,639
Other long-term debt		1,787		415		426		385		561
	\$	19,854	\$	4,072	\$	7,457	\$	6,125	\$	2,200

#### **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 a facility for manufacturing where two shareholders indirectly own 100% interest, continues to lease a facility from a company in which two shareholders indirectly own 100% interest, continues to lease a facility from a company in which two shareholders indirectly own 100% interest, continues to lease a facility from a company in which two shareholders indirectly own 35% interest and continues to lease a facility with a director who indirectly owns 100%.

#### SELECTED CONSOLIDATED QUARTERLY FINANCIAL INFORMATION

The following table sets out selected consolidated financial information for each of the eight quarters ended April 30, 2014. 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.

					Quarter	End	ding				
(In thousands)	20	14			20	13			2	01:	2
	Apr 30		Jan 31	Oct 31	July 31		Apr 30	Jan 31	Oct 31		July 31
Sales	\$ 87,237	\$	93,185	\$ 81,244 \$	63,858	\$	65,415	\$ 71,771	\$ 83,158	\$	95,961
Cost of goods sold	38,154		39,448	34,592	27,144		28,336	31,499	34,298		40,306
Gross margin	\$ 49,083	\$	53,737	\$ 46,652 \$	36,714	\$	37,079	\$ 40,272	\$ 48,860	\$	55,655
Operating expenses	30,545		25,514	25,797	21,167		26,557	23,164	22,966		22,421
Earnings from operations	\$ 18,538	\$	28,223	\$ 20,855 \$	15,547	\$	10,522	\$ 17,108	\$ 25,894	\$	33,234
Non-operating income	234		482	399	526		509	872	231		476
Earnings before taxes	\$ 18,772	\$	28,705	\$ 21,254 \$	16,073	\$	11,031	\$ 17,980	\$ 26,125	\$	33,710
Net earnings	\$ 14,699	\$	21,281	\$ 15,422 \$	11,733	\$	8,110	\$ 12,984	\$ 18,907	\$	24,589
Net earnings per share:											
Basic	\$ 0.20	\$	0.29	\$ 0.21 \$	0.16	\$	0.11	\$ 0.18	\$ 0.26	\$	0.34
Diluted	\$ 0.20	\$	0.29	\$ 0.21 \$	0.16	\$	0.11	\$ 0.18	\$ 0.26	\$	0.34
Dividends per share	\$ 0.16	\$	1.56	\$ 0.16 \$	0.16	\$	0.16	\$ 0.14	\$ 0.14	\$	0.14

The Companies 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 April 30, 2014.

Management has concluded that, as of April 30, 2014, 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 April 30, 2014, 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 April 30, 2014 that have materially affected, or reasonably likely to materially affect, its internal controls over financial reporting.

#### OUTLOOK

Management expects on an annual basis that the Company's revenues will continue to outpace the 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.

## **INDEPENDENT AUDITOR'S REPORT**

To the Shareholders of Evertz Technologies Limited

We have audited the accompanying consolidated financial statements of Evertz Technologies Limited, which comprise the consolidated statements of financial position as at April 30, 2014 and April 30, 2013, and the consolidated statements of changes in equity, consolidated statements of earnings, consolidated statements of comprehensive earnings, and consolidated statements of cash flows for the years then ended, and a summary of significant accounting policies and other explanatory information.

#### Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with International Financial Reporting Standards, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audits. We conducted our audits in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained in our audits is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion

In our opinion, the consolidated financial statements present fairly, in all material respects, the financial position of Evertz Technologies Limited as at April 30, 2014 and April 30, 2013, and its financial performance and its cash flows for the years then ended in accordance with International Financial Reporting Standards.

## CHARTERED PROFESSIONAL ACCOUNTANTS, CHARTERED ACCOUNTANTS LICENSED PUBLIC ACCOUNTANTS

June 11, 2014 Burlington, Ontario

### **CONSOLIDATED STATEMENTS OF FINANCIAL POSITION**

Years ended April 30

(In thousands of Canadian dollars)	April	30, 2014	April 30, 2013			
ASSETS						
Current assets						
Cash and cash equivalents	\$	101,956	\$	208,658		
Instruments held for trading		-		12,010		
Trade and other receivables (note 4)		87,981		53,813		
Prepaid expenses		4,704		3,274		
Inventories (note 5)		134,561		111,619		
Income tax receivable		1,735		7,233		
		330,937		396,607		
Assets held for sale (note 24)		•		3,781		
Property, plant and equipment (note 6)		51,831		46,637		
Goodwill (note 7)		18,269		17,724		
Intangible assets (note 8)		243		558		
	\$	401,280	\$	465,307		
LIABILITIES						
Current liabilities						
Trade and other payables	\$	44,888	\$	36,237		
Provisions (note 9)		1,624		1,104		
Deferred revenue		10,096		6,712		
Current portion of long term debt (note 10)		415		390		
		57,023		44,443		
Long term debt (note 10)		1,372		1,539		
Deferred taxes (note 23)		6,468		9,590		
		64,863		55,572		
EQUITY						
Capital stock (note 11)		92,931		81,453		
Share based payment reserve		10,217		10,727		
Accumulated other comprehensive earnings (loss)		2,966		(1,063)		
Retained earnings		227,364		315,680		
		230,330		314,617		
Total equity attributable to shareholders		333,478		406,797		
Non-controlling interest (note 20)		2,939		2,938		
		336,417		409,735		
	\$	401,280	\$	465,307		

See accompanying notes to the consolidated financial statements.

## **CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY**

Years ended April 30

			Асси	umulated			Total		
		Chave		other			equity	New	
		Share- based	COL	nprehen- sive			attributable to	Non- control-	
(In thousands	Capital	payment		earnings		Retained	share-	ling	Total
of Canadian dollars)	stock	reserve		(loss)		earnings	holders	interest	Equity
Balance at									
April 30, 2012	\$ 67,458	\$ 14,320	\$	(906)	\$	297,545	\$ 378,417	\$ 1,537	\$379,954
N									
Net earnings for the year						64,590	64 500	573	65 162
Foreign currency	-	-		-		64,590	64,590	575	65,163
translation adjustment	-	-		(157)		-	(157)	8	(149)
Total comprehensive				()			(===)		(=:-)
earnings for the year	\$-	\$-	\$	(157)	\$	64,590	\$ 64,433	\$ 581	\$ 65,014
Dividends declared	-	-		-		(42,501)	(42,501)	(400)	(42,901)
Business acquisitions	-	-		-		-	-	1,220	1,220
Share based									
compensation expense	-	2,681		-		-	2,681	-	2,681
Exercise of employee									
stock options	8,013	-		-		-	8,013	-	8,013
Transfer on stock									
option exercise	6,274	(6,274)		-		-	-	-	-
Repurchase of	(000)						(4.0.4.0)		(4.0.4.0)
common shares	(292)	-		-		(3,954)	(4,246)	 -	(4,246)
Balance at April 30, 2013	\$ 81,453	\$ 10,727	\$	(1,063)	Ś	315,680	\$ 406,797	\$ 2,938	\$409,735
Net earnings	<u> </u>	,		(_,,				 _,	
for the year	-	-		-		63,135	63,135	404	63,539
Foreign currency						00,200	00,200	101	00,000
translation adjustment	-	-		4,029		-	4,029	197	4,226
Total comprehensive									
earnings for the year	\$-	\$-	\$	4,029	\$	63,135	\$ 67,164	\$ 601	\$ 67,765
Dividends declared	-	-		-		(151,404)	(151,404)	(600)	(152,004)
Share based						· · · ·	,	( )	( , , , , , , , , , , , , , , , , , , ,
compensation expense	-	2,738		-		-	2,738	-	2,738
Exercise of employee									
stock options	8,234	-		-		-	8,234	-	8,234
Transfer on stock		( <b>a a a a a</b>							
option exercise	3,248	(3,248)		-		-	-	-	-
Repurchase of	( 1 )					(17)	(54)		(E4)
common shares Balance at	(4)	-		-		(47)	(51)	 -	(51)
April 30, 2014	\$ 92,931	\$ 10,217	\$	2,966	\$	227,364	\$ 333,478	\$ 2,939	\$336,417

See accompanying notes to the consolidated financial statements.

## **CONSOLIDATED STATEMENTS OF EARNINGS**

Years ended April 30

(In thousands of Canadian dollars, except per share amounts)	2014	2013
Revenue (note 12)	\$ 325,524	\$ 316,305
Cost of goods sold	139,338	134,439
Gross margin	186,186	181,866
Expenses		
Selling, administrative and general (note 13)	62,036	58,472
Research and development	60,196	52,851
Investment tax credits	(12,292)	(13,178)
Foreign exchange gain	(6,917)	(3,037)
	103,023	95,108
	83,163	86,758
Finance income	2,001	2,383
Finance costs	(398)	(559)
Other income and expenses	38	264
Earnings before income taxes	84,804	88,846
Provision for (recovery of) income taxes		
Current (note 23)	24,529	21,816
Deferred (note 23)	(3,264)	1,867
	21,265	23,683
Net earnings for the year	\$ 63,539	\$ 65,163
Net earnings attributable to non-controlling interest	\$ 404	\$ 573
Net earnings attributable to shareholders	63,135	64,590
Net earnings for the year	\$ 63,539	\$ 65,163
Earnings per share (note 22)		
Earnings per share (note 22) Basic	\$ 0.85	\$ 0.88

See accompanying notes to the consolidated financial statements.

## **CONSOLIDATED STATEMENTS OF COMPREHENSIVE EARNINGS**

Years ended April 30

(In thousands of Canadian dollars)	2014	2013
Net earnings for the year	\$ 63,539	\$ 65,163
Items that may be reclassified to net earnings:		
Foreign currency translation adjustment	 4,226	 (149)
Comprehensive earnings	\$ 67,765	\$ 65,014
Comprehensive earnings attributable to non-controlling interest	\$ 601	\$ 581
Comprehensive earnings attributable to shareholders	67,164	64,433
Comprehensive earnings	\$ 67,765	\$ 65,014

See accompanying notes to the consolidated financial statements.

## **CONSOLIDATED STATEMENTS OF CASH FLOWS**

Years ended April 30

(In thousands of Canadian dollars)	2014		2013
Operating activities			
Net earnings for the year	\$ 63,539	\$	65,163
Add: Items not involving cash			
Depreciation of property, plant and equipment	10,535		7,851
Amortization of intangible assets	383		428
Gain on instruments held for trading	(152)		(149)
Loss on disposal of property, plant and equipment	297		550
Share-based compensation	2,738		2,681
Interest expense	163		207
Deferred income tax expense	(3,264)		1,867
	74,239		78,598
Current tax expenses, net of investment tax credits	12,227		8,638
Income taxes paid	(6,309)		(4,100)
Changes in non-cash working capital items (note 14)	(44,672)		6,474
Cash provided by operating activities	35,485		89,610
Investing activities			
Acquisition of instruments held for trading			(12,000)
Proceeds from disposal of instruments held for trading	12,162		12,143
Acquisition of property, plant and equipment	(10,821)		(11,030)
Proceeds from disposal of property, plant and equipment	187		
Business acquisitions net of cash acquired (note 3)			(3,774)
Cash provided by (used in) investing activities	1,528		(14,550)
Financing activities			
Repayment of long term debt	(257)		(806)
Interest paid	(163)		(207)
Dividends paid	(151,404)		(42,501)
Dividends paid by subsidiaries to non-controlling interests	(600)		(400)
Capital stock repurchase (note 11)	(51)		(4,246)
Capital stock issued	8,234		8,014
Cash used in financing activities	(144,241)		(40,146)
Effect of exchange rates on cash and cash equivalents	526		79
(Decrease) increase in cash and cash equivalents	(106,702)		34,993
Cash and cash equivalents beginning of year	208,658		173,665
Cash and cash equivalents end of year	\$ 101,956	\$	208,658

See accompanying notes to the consolidated financial statements.

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (Audited)

Years ended April 30, 2014 and 2013

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

EVERTZ TECHNOLOGIES LIMITED ("EVERTZ" OR THE "COMPANY") IS INCORPORATED UNDER THE CANADA BUSINESS CORPORATIONS ACT. THE COMPANY IS INCORPORATED AND DOMICILED IN CANADA AND THE REGISTERED HEAD OFFICE IS LOCATED AT 5292 JOHN LUCAS DRIVE, BURLINGTON, ONTARIO, CANADA. THE COMPANY IS A LEADING EQUIPMENT PROVIDER TO THE TELEVISION BROADCAST INDUSTRY. THE COMPANY DESIGNS, MANUFACTURES AND DISTRIBUTES VIDEO AND AUDIO INFRASTRUCTURE EQUIPMENT FOR THE PRODUCTION, POST-PRODUCTION, BROADCAST AND TELECOMMUNICATIONS MARKETS.

#### **1. STATEMENT OF COMPLIANCE**

These consolidated financial statements have been prepared in accordance with International Financial Reporting Standards ("IFRS") as issued by the International Accounting Standards Board ("IASB").

These consolidated financial statements were authorized for issue by the Board of Directors on June 11, 2014.

#### 2. SIGNIFICANT ACCOUNTING POLICIES

Outlined below are those policies considered particularly significant:

#### **Basis of Measurement**

These financial statements have been prepared on the historical cost basis except for certain financial assets and liabilities which are stated at fair value. Historical cost is generally based on the fair value of the consideration given in exchange for assets.

#### **Functional and Presentation Currency**

These financial statements are presented in Canadian dollars, which is the Company's functional currency. All financial information presented in Canadian dollars has been rounded to the nearest thousand, except per share amounts.

#### **Basis of Consolidation**

These financial statements incorporate the financial statements of the Company and entities controlled by the Company (its subsidiaries). Control is achieved where the Company has power over an entity, has exposure or rights to variable returns from its involvement with the entity and has the ability to use its power over the entity to affect the amount of the investor's returns.

The results of subsidiaries acquired or disposed of are included in the consolidated statements of earnings and comprehensive earnings from the effective date of acquisition of control and up to the effective date of disposal of control, as appropriate. Total comprehensive earnings of subsidiaries is attributed to the owners of the Company and to the non-controlling interests even if this results in the non-controlling interests having a deficit balance.

All intra-Company transactions, balances, income and expenses are eliminated in full on consolidation.

#### **Business Combinations**

Business combinations are accounted for using the acquisition method. The cost of the acquisition is measured at the aggregate of the fair values, at the date of acquisition, of assets transferred, liabilities incurred or assumed, and equity instruments issued by the Company. The acquiree's identifiable assets and liabilities assumed are recognized at their fair value at the acquisition date. Acquisition-related costs are recognized in earnings as incurred. Any contingent consideration is measured at fair value on date of the acquisition and is included as part of the consideration transferred. The fair value of the contingent consideration liability is re-measured at each reporting date with corresponding gain/loss recognized in earnings. The excess of the consideration over the fair value of the net identifiable assets and liabilities acquired is recorded as goodwill.

On an acquisition by acquisition basis, any non-controlling interest is measured either at the fair value of the non-controlling interest or at the fair value of the proportionate share of the net identifiable assets acquired. Goodwill arising on an acquisition of a business is carried at cost as established at the date of acquisition of the business less accumulated impairment losses, if any.

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONT'D)

Years ended April 30, 2014 and 2013 (In thousands of Canadian dollars, except for "number of common shares", "number of options" and "per share" information)

#### 2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### **Revenue Recognition**

Revenue is measured at the fair value of consideration received or receivable, net of discounts and after eliminating intercompany sales.

Where revenue arrangements have separately identifiable components, the consideration received or receivable is allocated to each identifiable component and the applicable revenue recognition criteria are applied to each of the components.

Revenue is derived from the sale of hardware and software solutions including related services, training and commissioning. Revenue from sales of hardware and software are recognized upon shipment, provided that the significant risks and rewards of ownership have been transferred to the customer, the Company retains neither continuing managerial involvement to the degree usually associated with ownership nor effective control over the goods sold, revenue can be reliably measured and its probable that the economic benefits will flow to the Company. Service revenue is recognized as services are performed.

Certain of the Company's contracts are long-term in nature. When the outcome of the contract can be assessed reliably, the Company recognizes revenue on long-term contracts using the percentage of completion method, based on costs incurred relative to the estimated total contract costs. When the outcome of the contract cannot be assessed reliably contract costs incurred are immediately expensed and revenue is recognized only to the extent that costs are considered likely to be recovered.

#### **Finance Income**

Interest revenue is recognized when it is probable that the economic benefits will flow to the Company and the amount of revenue can be measured reliably. Interest revenue is accrued on a time basis, by reference to the principal outstanding and at the effective interest rate applicable, which is the rate that exactly discounts estimated future cash receipts through the expected life of the financial asset to that asset's net carrying amount on initial recognition.

#### **Cash and Cash Equivalents**

Cash and cash equivalents include cash on hand and in the bank, net of outstanding bank overdrafts.

#### Inventories

Inventories consist of raw materials and supplies, work in progress and finished goods. Inventories are stated at the lower of cost and net realizable value. Cost is determined on a weighted average basis and includes raw materials, the cost of direct labour applied to the product and the overhead expense.

Net realizable value represents the estimated selling price for inventories less all estimated costs of completion and costs necessary to make the sale.

#### **Property, Plant and Equipment**

Property, plant and equipment are stated at cost less accumulated depreciation and any recognized impairment loss. Where the costs of certain components of an item of property, plant and equipment are significant in relation to the total cost of the item, they are accounted for and depreciated separately. Depreciation expense is calculated based on depreciable amounts which is the cost of an asset less residual value and is recognized in earnings on a straight-line basis over the estimated useful life of the related asset. Borrowing costs are capitalized to the cost of qualifying assets that take a substantial period of time to be ready for their intended use.

#### 2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

The estimated useful lives are as follows:

ASSET	BASIS	RATE
Office furniture and equipment	Straight-line	10 years
Research and development equipment	Straight-line	5 years
Machinery and equipment	Straight-line	5 - 15 years
Leaseholds	Straight-line	5 years
Building	Straight-line	10 - 40 years
Airplanes	Straight-line	10 - 20 years

The gain or loss arising on the disposal or retirement of an asset is determined as the difference between the sales proceeds and the carrying amount of the asset and is recognized in earnings.

The Company reviews the residual value, estimated useful life and the depreciation method annually.

#### Impairment of Non-Financial Assets

Goodwill is tested for impairment annually, or whenever events or changes in circumstances indicate that the carrying amount may be more than its recoverable amount. At each reporting period, the Company reviews the carrying amounts of its other non-financial assets to determine whether there is any indication that those assets have suffered an impairment loss. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of the impairment loss (if any). Where the asset does not generate cash inflows that are largely independent from other assets, the Company estimates the recoverable amount of the cash-generating unit ("CGU") to which the asset belongs. Goodwill is allocated to a group of CGU's based on the level at which it is monitored for internal reporting purposes.

Recoverable amount is the higher of fair value less costs to sell and value in use. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset for which the estimates of future cash flows have not been adjusted.

If the recoverable amount of an asset or CGU is estimated to be less than its carrying amount, the carrying amount of the asset or CGU is reduced to its recoverable amount. An impairment loss relating to a CGU to which goodwill has been allocated, is allocated to the carrying amount of the goodwill first. An impairment loss is recognized immediately in earnings.

An impairment loss in respect of goodwill is not reversed. Where an impairment loss subsequently reverses for other non-financial assets, the carrying amount of the asset or CGU is increased to the revised estimate of its recoverable amount, but so that the increased carrying amount does not exceed the carrying amount that would have been determined had no impairment loss been recognized for the asset or CGU in prior years. A reversal of an impairment loss is recognized immediately in earnings.

#### **Intangible Assets**

#### Intangible Assets

Intangible assets represent intellectual property acquired through business acquisitions and are recorded at cost less any impairment loss and are amortized using the straight-line method over a four-year period. The estimated useful life and amortization method are reviewed at the end of each reporting period.

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONT'D)

Years ended April 30, 2014 and 2013 (In thousands of Canadian dollars, except for "number of common shares", "number of options" and "per share" information)

#### 2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### Research and Development

All research and development expenditures are expensed as incurred unless a development project meets the criteria for capitalization. Development expenditures are capitalized only if development costs can be measured reliably, the product or process is technically and commercially feasible, future economic benefits are probable and the Company intends to and has sufficient resources to complete development and to use or sell the asset. No internally generated intangible assets have been recognized to date.

Research and development expenditures are recorded gross of investment tax credits and related government grants. Investment tax credits for scientific research and experimental development are recognized in the period the qualifying expenditures are incurred if there is reasonable assurance that they will be realized.

#### Provisions

Provisions are recognized when the Company has a present obligation (legal or constructive) as a result of a past event, it is probable that the Company will be required to settle that obligation and a reliable estimate can be made of the amount of the obligation.

The amount recognized as a provision is the best estimate of the consideration required to settle the present obligation at the reporting period, taking into account the risks and uncertainties surrounding the obligation. Where a provision is measured using the cash flows estimated to settle the present obligation, its carrying amount is the present value of those cash flows.

When some or all of the economic benefits required to settle a provision are expected to be recovered from a third party, a receivable is recognized as an asset if it is virtually certain that reimbursement will be received and the amount of the receivable can be measured reliably.

#### Leasing

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

Assets held under finance leases are recognised as assets of the Company at their fair value or, if lower, at the present value of the minimum lease payments, each determined at the inception of the lease. The corresponding liability to the lessor is included in the statement of financial position as a finance lease obligation.

Rentals payable under operating leases are charged to earnings on a straight-line basis over the term of the relevant lease.

#### **Foreign Currency Translation**

The individual financial statements of each subsidiary entity are presented in the currency of the primary economic environment in which the entity operates (its functional currency). For the purpose of the consolidated financial statements, the results and financial position of each group entity are presented in Canadian dollars ("CDN"), which is the functional currency of the parent Company and the presentation currency for the financial statements.

In preparing the financial statements of the individual entities, transactions in currencies other than the entity's functional currency (foreign currencies) are recognized at the rates of exchange prevailing at the dates of the transactions. At the end of each reporting period, monetary items denominated in foreign currencies are retranslated at the rates prevailing at that date. Exchange differences are recognized in earnings in the period in which they arise. Non-monetary items that are measured in terms of historical cost in a foreign currency are not retranslated.

#### 2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

For the purpose of presenting consolidated financial statements, the assets and liabilities of the Company's foreign operations are expressed in Canadian dollars using exchange rates prevailing at the end of the reporting period. Income and expense items are translated at the average exchange rates for the period. Foreign currency gains and losses are recognized in other comprehensive earnings. The relevant amount in cumulative foreign currency translation adjustment is reclassified into earnings upon disposition or partial disposition of a foreign operation and attributed to non-controlling interests as appropriate.

#### **Income Taxes**

#### Current Tax

The tax currently payable is based on taxable profit for the year. Taxable profit differs from net earnings as reported in the statement of earnings because it excludes items of income or expense that are taxable or deductible in other years and it further excludes items that are never taxable or deductible. The Company's liability for current tax is calculated using tax rates that have been enacted or substantively enacted by the statement of financial position date.

#### Deferred Tax

Deferred tax is the tax expected to be payable or recoverable on unused tax losses and credits, as well as differences between the carrying amounts of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of taxable profit. Deferred tax liabilities are generally recognized for all taxable temporary differences and deferred tax assets are recognized to the extent that it is probable that taxable profits will be available against which unused tax losses, credits and other deductible temporary differences can be utilized. Such assets and liabilities are not recognized if the temporary difference arises from the initial recognition of goodwill or from the initial recognition (other than in a business combination) of other assets and liabilities in a transaction that affects neither the taxable profit nor the accounting profit.

The carrying amount of deferred tax assets is reviewed at each reporting period and reduced to the extent that it is no longer probable that sufficient taxable profits will be available to allow all or part of the asset to be recovered.

Deferred tax is calculated at the tax rates that are expected to apply in the period when the liability is settled or the asset is realized. The measurement of deferred tax liabilities and assets reflects the tax consequences that would follow from the manner in which the Company expects, at the end of the reporting period, to recover or settle the carrying amount of its assets and liabilities. Deferred tax is charged or credited to earnings, except when it relates to items charged or credited directly to other comprehensive earnings or equity, in which case the deferred tax is also dealt with in other comprehensive earnings or equity.

#### Share Based Compensation

Equity-settled share-based payments to employees and others providing similar services are measured at the fair value of the equity instruments at the grant date. Details regarding the determination of the fair value of equity-settled share-based transactions are set out in note 15.

The fair value determined at the grant date of the equity-settled share-based payments is expensed on a straight-line basis over the vesting period of the option based on the Company's estimate of the number of equity instruments that will eventually vest. At each reporting period, the Company revises its estimate of the number of equity instruments expected to vest. The impact of the revision of the original estimates, if any, is recognized in earnings such that the cumulative expense reflects the revised estimate, with a corresponding adjustment to share based payment reserve.

#### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (CONT'D)

Years ended April 30, 2014 and 2013 (In thousands of Canadian dollars, except for "number of common shares", "number of options" and "per share" information)

#### 2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### **Earnings Per Share**

The Company presents basic and diluted earnings per share ("EPS") data for its common shares. Basic EPS is calculated by dividing the net earnings attributable to shareholders by the weighted average number of common shares outstanding during the period. Diluted EPS is determined by adjusting the net earnings attributable to shareholders and the weighted average number of common shares outstanding for the effects of all potentially dilutive common shares, which is comprised of share options granted to employees with an exercise price below the average market price.

#### **Finance Costs**

Finance costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial period of time to get ready for their intended use or sale, are added to the cost of those assets, until such time as the assets are substantially ready for their intended use or sale.

Investment income earned on the temporary investment of specific borrowings pending their expenditure on qualifying assets is deducted from the borrowing costs eligible for capitalisation.

All other finance costs are recognized in earnings in the period in which they are incurred.

#### **Investment Tax Credits**

The Company is entitled to investment tax credits, which are earned as a percentage of eligible research and development expenditures incurred in each taxation year. Investment tax credits relate entirely to the Company's research and development expenses in the consolidated statement of earnings but are presented separately in the consolidated statement of earnings for information purposes. Investment tax credits are recognized and recorded within income tax receivable when there is reasonable assurance they will be received.

#### **Financial Instruments**

The Company's financial assets and liabilities which are initially recorded at fair value and subsequently measured based on their assigned classifications as follows:

Asset/Liability	Category	Measurement
Cash and cash equivalents	Loans and receivables	Amortized cost
Instruments held for trading	Fair value through profit or loss	Fair value
Trade and other receivables	Loans and receivables	Amortized cost
Trade and other payables	Other liabilities	Amortized cost
Long term debt	Other liabilities	Amortized cost

#### **Financial Assets**

All financial assets are initially measured at fair value, plus transaction costs, except for those financial assets classified as fair value through profit or loss, which are initially measured at fair value. Transaction costs in respect of financial instruments that are classified as fair value through profit or loss are recognized in earnings immediately. Transaction costs in respect of other financial instruments are included in the initial measurement of the financial instrument.

Financial assets are classified into the following specific categories: financial assets "at fair value through profit or loss" ("FVTPL"), "held-to-maturity" investments, "available-for-sale" ("AFS") financial assets and "loans and receivables". The classification depends on the nature and purpose of the financial assets and is determined at the time of initial recognition.

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Financial assets at FVTPL are stated at fair value, with any gains or losses arising on re-measurement recognized in earnings.

## 2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### Impairment of Financial Assets

Financial assets, other than those at FVTPL, are assessed for indicators of impairment at each reporting period. Financial assets are impaired where there is objective evidence that, as a result of one or more events that occurred after the initial recognition of the financial asset, the estimated future cash flows of the investment have been affected. For certain categories of financial assets, such as trade and other receivables, assets that are assessed not to be impaired individually are, in addition, assessed for impairment on a collective basis. Objective evidence of impairment of a financial asset can include a significant or prolonged decline in the fair value of an asset, default or delinquency by a debtor, indication that a debtor will enter bankruptcy or financial re-organization or the disappearance of an active market for a security.

For financial assets carried at amortized cost, the amount of the impairment is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the financial asset's original effective interest rate.

The carrying amount of the financial asset is reduced by the impairment loss directly for all financial assets with the exception of trade receivables, where the carrying amount is reduced through the use of an allowance account. When a trade receivable is considered uncollectible, it is written off against the allowance account. Subsequent recoveries of amounts previously written off are credited against the allowance account. Changes in the carrying amount of the allowance account are recognized in earnings.

#### Financial Liabilities and Equity Instruments Issued by the Company

Financial liabilities at FVTPL are stated at fair value, with any gains or losses arising on re-measurement recognized in earnings. The net gain or loss recognized in earnings incorporates any interest paid on the financial liability and is included in the "other income and expenses" line item in the consolidated statements of earnings.

An equity instrument is any contract that evidences a residual interest in the assets of an entity after deducting all of its liabilities. Equity instruments issued by the Company are recognized at the proceeds received, net of direct issue costs.

Other financial liabilities, including long term debt, are initially measured at fair value, net of transaction costs. Other financial liabilities are subsequently measured at amortized cost using the effective interest method, with interest expense recognized on an effective yield basis.

#### Use of Estimates and Judgments

The preparation of financial statements in conformity with IFRS requires management to make judgments, estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues and expenses during the year. Consequently, actual results could differ from those estimates. Those estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised and in any future periods affected. Significant estimates include the determination of the allowance for doubtful accounts for trade receivables, provision for inventory obsolescence, the useful life of property, plant and equipment for depreciation, amortization and valuation of net recoverable amount of property, plant and equipment, determination of fair value for share-based compensation, evaluating deferred income tax assets and liabilities, the determination of fair value of financial instruments and the likelihood of recoverability, and the determination of implied fair value of goodwill and implied fair value of assets and liabilities for purchase price allocation purposes and goodwill impairment test purposes.

Years ended April 30, 2014 and 2013 (In thousands of Canadian dollars, except for "number of common shares", "number of options" and "per share" information)

### 2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

Significant items requiring the use of judgment in application of accounting policies and assumptions include the determination of functional currencies, classification of financial instruments, classification of leases, application of the percentage of completion method on long-term contracts, degree of componentization applied when calculating amortization of property, plant and equipment, and identification of cash generating units for impairment testing purposes.

#### **Operating Segments**

An operating segment is a component of the Company that engages in business activities from which it may earn revenues and incur expenses, including revenues and expenses that relate to transactions with any of the Company's other components. The Company reviewed its operations and determined that it operates a single reportable segment, the television broadcast equipment market. The single reportable operating segment derives its revenue from the sale of hardware and software solutions including related services, training and commissioning.

#### Non-Current Assets Held for Sale

Non-current assets that are expected to be recovered primarily through sale rather than through continuing use are classified as held for sale and are not depreciated. Immediately before classification as held for sale, the assets are remeasured in accordance with the Company's accounting policies. The assets are measured at the lower of their carrying amount and fair value less cost to sell. Impairment losses on initial classification as held for sale and subsequent gains or losses on remeasurement are recognized in profit or loss. Gains are not recognized in excess of any cumulative impairment loss.

#### **CHANGES IN ACCOUNTING POLICIES**

#### **Consolidated Financial Statements**

Effective May 1, 2013, the Company adopted IFRS 10, *Consolidated Financial Statements* ("IFRS 10"). IFRS 10 establishes principles for the presentation and preparation of consolidated financial statements when an entity controls one or more other entities. IFRS 10 replaced the consolidation requirements in SIC-12, *Consolidation – Special Purpose Entities* and IAS 27, *Consolidated and Separate Financial Statements*. The adoption of IFRS 10 did not have any impact on the Consolidated Financial Statements.

#### **Disclosure of Interests in Other Entities**

Effective May 1, 2013, the Company adopted IFRS 12, *Disclosure of Interests in Other Entities* ("IFRS 12"). IFRS 12 is a new and comprehensive standard on disclosure requirements for all forms of interests in other entities, including subsidiaries, joint arrangements, associates and unconsolidated structured entities. The adoption of IFRS 12 has resulted in additional disclosures within Note 20 of the Consolidated Financial Statements.

#### **Fair Value Measurements**

Effective May 1, 2013, the Company adopted IFRS 13, *Fair Value Measurements* ("IFRS 13"). IFRS 13 provides new guidance on fair value measurement and disclosure requirements. The adoption of IFRS 13 resulted in minor changes in disclosure within Note 17, but did not have a significant impact on the Consolidated Financial Statements.

#### **Presentation of Financial Statements**

Effective May 1, 2013, the Company adopted Amendments to IAS 1, *Presentation of Financial Statements* ("Amendments to IAS 1"), which became effective for annual periods beginning on or after July 1, 2012, are applied retroactively. The amendments require that an entity present separately the items of other comprehensive earnings that may be reclassified to profit or loss in the future from those that would never be reclassified to profit or loss. The adoption of Amendments to IAS 1 resulted in minor changes to presentation in the Company's statement of comprehensive earnings but did not have a significant impact on the Consolidated Financial Statements.

## 2. SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### **Financial Instruments**

Effective May 1, 2013, the Company adopted Amendments to IFRS 7, *Financial Instruments Disclosures* ("Amendments to IFRS 7"), which amend the disclosure requirements in IFRS 7 to require information about all recognized financial instruments that are offset in accordance with paragraph 42 of IAS 32 Financial Instruments: Presentation. The adoption of Amendments to IFRS 7 did not have any impact on the Consolidated Financial Statements.

## 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 changes to the adoption of the following standards.

#### **Financial Instruments**

IFRS 9, Financial instruments ("IFRS 9") was issued by the IASB on November 12, 2009 and October 2010, 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 does not have a current effective date.

IAS 32, Financial instruments: Presentation ("IAS 32") was amended by the IASB in December 2011 to clarify certain aspects of the requirements on offsetting. The amendments focus on the criterion that an entity currently has a legally enforceable right to set off the recognized amounts and the criterion that an entity intends either to settle on a net basis or to realize the asset and settle the liability simultaneously. The amendments to IAS 32 are effective for periods beginning on or after January 1, 2014.

#### 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, 2017.

#### Levies

IFRIC 21, Levies ("IFRIC 21") was issued by the IASB in May 2013. IFRIC 21 provides guidance on accounting for levies in accordance with IAS 37, *Provisions, Contingent Liabilities and Contingent Assets*. IFRIC 21 defines a levy as an outflow from an entity imposed by a government in accordance with legislation and confirms that an entity recognizes a liability for a levy only when the triggering event specified in the legislation occurs. IFRIC 21 is effective for annual periods beginning on or after January 1, 2014.

#### **3. BUSINESS ACQUISITIONS**

On December 13, 2012 the Company completed the investment of 80% in the share capital of Antenna Technology Communications Incorporated ("ATCI"), a global communication provider of synergistic services and a complementary product portfolio, for cash consideration of \$3,774, net of \$1,391 in cash acquired. The acquisition price includes \$250 in contingent consideration that the Company has valued at 100% of the potential liability. The acquisition was accounted for under the acquisition method and its operating results have been included in these financial statements since the date of acquisition. During fiscal 2013 the Company recognized \$140 of transaction costs in selling, administrative and general expenses relating to the acquisition.

Years ended April 30, 2014 and 2013 (In thousands of Canadian dollars, except for "number of common shares", "number of options" and "per share" information)

## 3. BUSINESS ACQUISITIONS (CONTINUED)

The final allocation of the purchase price is based on management's estimate of the fair value of assets acquired and liabilities assumed. The final allocation of the purchase price is as follows:

Trade and other receivables	\$ 1,054
Inventories	1,742
Income tax receivable	345
Trade and other payables	(546)
Deferred revenue	(123)
Property, plant and equipment	2,994
Long term debt	(440)
Deferred tax liability	(318)
Goodwill (not tax deductible)	286
Non-controlling interest	(1,220)
	\$ 3,774

The non-controlling interest has been valued at its proportionate share of net assets in the acquired company. The goodwill is largely attributable to synergies expected to be achieved from integrating the Company into the group. Fair value of trade and other receivables was determined by netting \$1,091 in gross receivables with \$37 in receivables deemed uncollectable.

## 4. TRADE AND OTHER RECEIVABLES

	2014	2013
Trade receivables	\$ 81,165	\$ 51,035
Receivables on construction contracts, net of progress billings	3,659	2,670
Other receivables	3,157	108
	\$ 87,981	\$ 53,813

## 5. INVENTORIES

	2014	2013
Finished goods	\$ 59,958	\$ 47,052
Raw material and supplies	48,409	47,247
Work in progress	26,194	17,320
	\$ 134,561	\$ 111,619

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Cost of sales for the year ended April 30, 2014 was comprised of \$130,371 of inventory (2013 - \$121,139) and \$5,326 of inventory write-offs (2013 - \$3,987).

## 6. PROPERTY, PLANT AND EQUIPMENT

April 30, 2014 April 30, 2013									
		Cost		cumulated preciation	Carrying Amount		Cost	ccumulated Depreciation	Carrying Amount
Office furniture and equipment Research and development	\$	2,507	\$	1,413	\$ 1,094	\$	1,726	\$ 957	\$ 769
equipment		25,839		12,410	13,429		18,483	8,608	9,875
Airplanes		19,727		7,966	11,761		12,639	1,956	10,683
Machinery and equipment		45,258		31,872	13,386		42,339	28,018	14,321
Leaseholds		5,165		3,423	1,742		4,290	2,705	1,585
Land		2,330			2,330		2,060	-	2,060
Buildings		9,973		1,884	8,089		8,816	1,472	7,344
	\$	110,799	\$	58,968	\$ 51,831	\$	90,353	\$ 43,716	\$ 46,637

Years ended April 30, 2014 and 2013 (In thousands of Canadian dollars, except for "number of common shares", "number of options" and "per share" information)

## 6. PROPERTY, PLANT AND EQUIPMENT (CONTINUED)

			R	esearch											
		Office		and				Machin-							
	fu	urniture	(	develop-				ery							
		and equip-		ment equip-				and equip-		Lease-					
		ment		ment	Ai	irplanes		ment		holds		Land	E	Buildings	Total
Cost															
Balance as at April 30, 2012	\$	1,680	\$	10,952	\$	12,639	\$	40,507	\$	3,598	\$	1,640	\$	7,418	\$ 78,434
Additions		100		7,560		-		2,742		628		-		-	11,030
Acquisition of subsidiary		240		31		-		900		68		396		1,359	2,994
Foreign exchange adjustments		(79)		(60)		-		43		(4)		24		39	(37)
Disposals		(215)		-		-		(1,853)		-		-		-	(2,068)
Balance as at April 30, 2013	\$	1,726	\$	18,483	\$	12,639	\$	42,339	\$	4,290	\$	2,060	\$	8,816	\$ 90,353
Additions		238		6,768		-		2,940		875		-		-	10,821
Transfer from held for sale Foreign exchange		-		-		7,088		-		-		-		-	7,088
adjustments		543		588		-		246		-		270		1,157	2,804
Disposals		-		-		-		(267)		-		-		-	(267)
Balance as at April 30, 2014	\$	2,507	\$	25,839	\$	19,727	\$	45,258	\$	5,165	\$	2,330	\$	9,973	\$110,799
Accumulated Depreciation															
Balance as at April 30, 2012	\$	1.068	\$	6,365	¢	809	¢	25,481	¢	2,225	¢	_	\$	1 296	\$ 37,244
Depreciation for the year	Ψ	103	Ψ	2,235	Ψ	1,147	Ψ	3,712	Ψ	483	Ψ	-	Ψ	171	7,851
Foreign exchange								·						_	
adjustments		-		8		-		2		(3)		-		5	12
Disposals		(214)		-		-		(1,177)		-		-		-	(1,391)
Balance as at April 30, 2013	\$	957	Ş	8,608	Ş		Ş	28,018	Ş	2,705	Ş	-	\$	,	\$ 43,716
Depreciation for the year		103		3,289		2,188		4,047		718		-		190	10,535
Transfer from held for sale		-		-		3,822		-		-		-		-	3,822
Foreign exchange adjustments		353		513		_		67		_		_		222	1,155
Disposals				515		_		(260)		_					(260)
Balance as at April 30, 2014	Ś	1.413	Ś	12,410	Ś	7.966	Ś	<b>31,872</b>		3,423	Ś	-	Ś	1.884	\$ 58,968
	•	-,•	*	_,	•	-,	•		•		•		·	-,	
Carrying amounts															
At April 30, 2013	\$	769	\$	9,875	\$	10,683	\$	14,321	\$	1,585	\$	2,060	\$	7,344	\$ 46,637
At April 30, 2014	\$	1,094	\$	13,429	\$	11,761	\$	13,386	\$	1,742	\$	2,330	\$	8,089	\$ 51,831

## 7. GOODWILL

The changes in carrying amounts of goodwill are as follows:

	Cost
Balance as at April 30, 2012	\$ 17,507
Business acquisitions (note 3)	286
Foreign exchange differences	(69)
Balance as at April 30, 2013	\$ 17,724
Foreign exchange differences	545
Balance as at April 30, 2014	\$ 18,269

The Company performs an impairment test annually on April 30<sup>th</sup> or whenever there is an indication of impairment. For purposes of testing for impairment, goodwill has been allocated to the following cash-generating units as follows:

	April 30,						
	2014		2013				
Evertz Microsystems Ltd.	\$ 12,610	\$	9,238				
Evertz UK	-		2,852				
Holdtech Kft	5,346		5,346				
ATCI	313		288				
	\$ 18,269	\$	17,724				

During the year a change in classification of a CGU has resulted in goodwill being reallocated from Evertz UK to Evertz Microsystems Ltd.

The key assumptions used in performing the impairment tests as at April 30, 2014 are as follows:

Method of determining recoverable amount	Value in use
Discount Rate	8%
Perpetual growth rate	2-4%



Years ended April 30, 2014 and 2013 (In thousands of Canadian dollars, except for "number of common shares", "number of options" and "per share" information)

## 7. GOODWILL (CONTINUED)

#### **Recoverable Amount**

Management's past experience and future expectations of the business performance is used to make a best estimate of the expected revenue, earnings before interest, taxes, depreciation and amortization (" EBITDA") and operating cash flows for a five year period. Subsequent to the fifth year period the present value of the fifth year cash flows is calculated in perpetuity.

## **Discount Rate**

The discount rate applied is a pretax rate that reflects the time value of money and risk associated with the business.

#### **Perpetual Growth Rate**

The perpetual growth rate is management's current assessment of the long-term growth prospect of the Company in the jurisdictions in which it operates.

#### Sensitivity Analysis

Management performs a sensitivity analysis on the key assumptions. The sensitivity analysis indicates reasonable changes to key assumptions will not result in an impairment loss.

## **8. INTANGIBLE ASSETS**

	Intellectual property
Cost	
Balance as at April 30, 2012	\$ 7,866
Foreign exchange differences	(35)
Balance as at April 30, 2013	\$ 7,831
Foreign exchange differences	257
Balance as at April 30, 2014	\$ 8,088
Accumulated Depreciation	
Balance as at April 30, 2012	\$ (6,861)
Amortization for the year	(428)
Foreign exchange differences	16
Balance as at April 30, 2013	\$ (7,273)
Amortization for the year	(383)
Foreign exchange differences	(189)
Balance as at April 30, 2014	\$ (7,845)
Carrying amounts	
At April 30, 2013	\$ 558
At April 30, 2014	\$ 243

## 9. PROVISIONS

	Warranty and Returns	Lease/ Retirement Obligations	Total
Balance as at April 30, 2012	\$ 762	\$ 47	\$ 809
Net additions (provisions used)	236	59	295
Foreign exchange differences	2	(2)	-
Balance as at April 30, 2013	\$ 1,000	\$ 104	\$ 1,104
Net additions (provisions used)	610	(103)	507
Foreign exchange differences	5	8	13
Balance as at April 30, 2014	\$ 1,615	\$ 9	\$ 1,624

#### Warranty and Returns

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

## Lease/Retirement Obligations

The provision relates to estimate restoration costs expected to be incurred upon the conclusion of company leases.

## **10. LONG TERM DEBT**

#### a) Credit Facilities

The Company has the following credit facilities available:

- Credit facility of \$15,000 and a treasury risk management facility up to \$10,000 available, bearing interest at prime, subject to certain covenants and secured by all Canadian based assets. Advances under these facilities bear interest at prime. There were no borrowings against either of these facilities as at April 30, 2014 or 2013.
- 2. Credit facility available of 484 Euros bearing interest at WIBOR plus 1.6% per annum. There were no borrowings outstanding under this facility as at April 30, 2014 or 2013.

## b) Long Term Debt

	April 30, 2014	April 30, 2013
1. Mortgage payable denominated in Euros, secured by buildings, bearing interest at LIBOR EUR three months fixed rate plus 1%, payable monthly, maturing in March 2021 with an option to end the contract prior to maturity upon payment of a penalty fee.	\$ 1,489	\$ 1,456
<ol> <li>Loans payable denominated in Euros, secured by land and buildings, payable monthly, bearing interest at WIBOR plus 1% per annum, maturing on July 31, 2015.</li> </ol>	275	431
3. Other	23	42
	\$ 1,787	\$ 1,929
Less current portion	415	390
	\$ 1,372	\$ 1,539

Years ended April 30, 2014 and 2013 (In thousands of Canadian dollars, except for "number of common shares", "number of options" and "per share" information)

## **11. CAPITAL STOCK**

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

	Number of Common Shares	Amount
Balance as at April 30, 2012	73,225,786	\$ 67,458
Issued on exercise of stock options	724,400	8,013
Cancelled pursuant to NCIB	(317,620)	(292)
Transferred on stock option exercise	-	6,274
Balance as at April 30, 2013	73,632,566	\$ 81,453
Issued on exercise of stock options	681,200	8,234
Cancelled pursuant to NCIB	(3,620)	(4)
Transferred on stock option exercise	-	3,248
Balance as at April 30, 2014	74,310,146	\$ 92,931

## Normal Course Issuer Bid

In August 2013, the Company filed a Normal Course Issuer Bid (NCIB) with the TSX to repurchase, at the Company's discretion, until September 2, 2014 up to 3,700,397 outstanding common shares on the open market or as otherwise permitted, subject to normal terms and limitations of such bids. During fiscal 2014 in combination with a prior NCIB that expired in July 2013, the Company purchased and cancelled 3,620 common shares at a weighted average price of \$14.12 per share under the NCIB.

## **Dividends Per Share**

During the year, \$2.04 in dividends per share were declared, including a special dividend of \$1.40 per share (2013 - \$0.58).

## **12. REVENUE**

	2014	2013
Hardware, software including related services, training and commissioning	\$ 309,087	\$ 299,950
Long term contract revenue	16,437	16,355
	\$ 325,524	\$ 316,305

## **13. SELLING, ADMINISTRATIVE AND GENERAL EXPENSES**

	2014	2013
Selling and administrative	\$ 55,162	\$ 53,106
Share-based compensation (note 15)	2,738	2,681
Depreciation of property, plant and equipment (non-production)	3,753	2,257
Amortization of intangible assets	383	428
	\$ 62,036	\$ 58,472

## **14. STATEMENT OF CASH FLOWS**

Changes in non-cash working capital items

	2014	2013
Trade and other receivables	\$ (32,867)	\$ 6,603
Inventories	(20,923)	(714)
Prepaid expenses	(1,200)	(739)
Trade and other payables	6,414	(1,100)
Deferred revenue	3,384	2,129
Provisions	520	295
	\$ (44,672)	\$ 6,474

## **15. SHARE BASED PAYMENTS**

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

The Board of Directors administers the stock option plan and will determine the terms of any options granted. The exercise price of an option is to be set by the Board of Directors at the time of grant but shall not be lower than the market price as defined in the option plan at the time of grant. The term of the option cannot exceed 10 years. Stock options currently granted normally fully vest and expire by the end of the fifth year. The terms for all options prior to June 2006 were set by the Board of Directors at the grant date.

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

	Number of Options	Weighted Average Exercise Price
Balance as at April 30, 2012	4,678,300	\$ 12.60
Granted	983,000	14.81
Exercised	(724,400)	11.06
Forfeited	(113,000)	11.96
Expired	(209,500)	18.04
Balance as at April 30, 2013	4,614,400	\$ 13.09
Granted	1,830,500	16.94
Exercised	(681,200)	12.09
Forfeited	(390,000)	13.05
Expired	(170,000)	18.10
Balance as at April 30, 2014	5,203,700	\$ 14.41

Years ended April 30, 2014 and 2013 (In thousands of Canadian dollars, except for "number of common shares", "number of options" and "per share" information)

## **15. SHARE BASED PAYMENTS (CONTINUED)**

Stock options outstanding as at April 30, 2014 are:

Exercise Price	Weighted Average Exercise Price		Average Outstanding Contract		Number of Options Exercisable	Weighted Average Exercise Price of Exercisable Options		
\$ 11.88	\$	11.88	1,909,500	2.2	-	\$	-	
\$ 12.23 - \$14.24	\$	13.45	820,500	2.8	3,000	\$	13.14	
\$ 14.61 - \$16.29	\$	15.61	698,700	2.8	101,300	\$	14.61	
\$ 17.03 - \$19.34	\$	17.11	1,775,000	4.8	-	\$	-	
Totals	\$	14.41	5,203,700	3.3	104,300	\$	14.57	

#### **Compensation expense**

The share-based compensation expense that has been charged against earnings over the fiscal period is \$2,738 (2013 - \$2,681). Compensation expense on grants during the year was calculated using the Black–Scholes option pricing model with the following weighted average assumptions:

	<b>April 30, 201</b> 4	Apr	il 30, 2013
Risk-free interest rate	1.66%		1.27%
Dividend yield	3.78%	j.	3.81%
Expected life	5 years	i	5 years
Expected volatility	27%	ó	42%
Weighted average grant-date fair value:			
Where the exercise price equaled the market price	\$ 2.85	\$	3.99

Expected volatility is based on historical share price volatility over the past 5 years of the Company. Share-based compensation expense was calculated using a weighted average forfeiture rate of 19% (2013 - 19%).

## **16. COMMITMENTS AND CONTINGENCIES**

The Company is committed under long term debt agreements and certain operating leases with minimum annual lease payments as follows:

	Long Term Debt	Operating Leases	Total
2015	\$ 415	\$ 3,657	\$ 4,072
2016	246	3,581	3,827
2017	180	3,450	3,630
2018	188	3,282	3,470
2019	197	2,458	2,655
Thereafter	561	1,639	2,200
Balance as at April 30, 2014	\$ 1,787	\$ 18,067	\$ 19,854

Total operating lease expense during the year was \$3,607 (2013 - \$3,560).

The Company has obtained documentary and standby letters of credit aggregating to a total of \$2,442 (2013 - \$3,446).

## **17. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT**

The Company's financial instruments consist of cash and cash equivalents, instruments held for trading, 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.

## (a) 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, instruments held for trading, trade and other receivables, trade and other payables, and fair value disclosures have been determined using level II fair values.
- III. Inputs for the asset or liability that are not based on observable market data.

#### (b) Financial risk management:

The Company, through its financial assets and liabilities, is exposed to various risks. The following analysis provides a measurement of risks as at April 30, 2014:

#### Credit risk

Financial instruments that potentially subject the Company to concentrations of credit risk consist of cash and cash equivalents, instruments held for trading and trade and other receivables the total of which is the maximum exposure to credit risk. The Company performs evaluations of the financial situations of its customers. Management does not believe that there is significant credit concentration or risk.

The Company sets up an allowance for doubtful accounts based on the credit risks of the individual customer and the customer history. Approximately 72% (2013 – 76%) of trade and other receivables are outstanding for less than 90 days as at April 30, 2014. The amounts owing over 90 days are individually evaluated and provided for where appropriate in the allowance for doubtful accounts. The trade and other receivables are presented as follows net of the allowance for doubtful accounts:

Apri			
\$	92,216	\$	57,247
	(4,235)		(3,434)
\$	87,981	\$	53,813
	\$	\$ 92,216 (4,235)	\$ 92,216 \$ (4,235)

The change in the allowance for doubtful accounts was as follows:

	April	30, 2014	April	30, 2013
Balance at beginning of year	\$	3,434	\$	1,808
Increase in allowance		687		2,317
Bad debt recaptured and write-offs		(151)		(717)
Impact of variation in exchange rates		265		26
Balance at end of year	\$	4,235	\$	3,434

Years ended April 30, 2014 and 2013 (In thousands of Canadian dollars, except for "number of common shares", "number of options" and "per share" information)

#### **17. FINANCIAL INSTRUMENTS AND RISK MANAGEMENT (CONTINUED)**

#### **Exchange Rate Risk**

The Company transacts a significant portion of its business in U.S. dollars and is therefore exposed to currency fluctuations.

U.S. dollar financial instruments are as follows:

	April 30, 201	. <b>4</b> Apı	ril 30, 2013
Cash and cash equivalents	\$ 29,67	' <b>1</b> \$	36,326
Trade and other receivables	55,49	9	34,083
Trade and other payables	(4,83	4)	(5,922)
	\$ 80,33	6 \$	64,487

Based on the financial instruments as at April 30, 2014, a 5% change in the value of the U.S. dollar would result in a gain or loss of \$4,017 in earnings before tax.

#### Liquidity Risk

Liquidity risk is the risk that the Company will encounter difficulty in meeting obligations associated with its financial liabilities. The Company's primary source of liquidity is its cash reserves. The Company also maintains certain credit facilities to support short term funding of operations and trade finance. The Company believes it has sufficient available funds to meet current and foreseeable financial requirements. The Company expects to settle all current financial liabilities within the next year. Maturity of long term debt is disclosed in Note 16.

#### **18. SEGMENTED INFORMATION**

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

Revenue	2014	2013
United States	\$ 150,765	\$ 146,918
International	153,244	143,061
Canada	21,515	26,326
	\$ 325,524	\$ 316,305

April 30, 2014									A	pril 3	80, 2013
		Property, Plant and Equipment		Goodwill	In	tangible Assets	I	Property, Plant and Equipment	Goodwill	Ir	ntangible Assets
United States	\$	13,415	\$	313	\$		\$	12,367	\$ 288	\$	-
International		11,751		17,956		243		10,481	17,436		558
Canada		26,665		-		-		23,789	-		-
	\$	51,831	\$	18,269	\$	243	\$	46,637	\$ 17,724	\$	558

## **19. RELATED PARTY TRANSACTIONS**

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

#### **Related Party Transactions**

Two shareholders each indirectly hold a 10% interest in the Company's leased premises in Ontario. This lease expires in 2019 with a total of \$4,155 committed over the remaining term. During the year, rent paid for the leased principal premises amounted to \$823 (2013 – \$819) with no outstanding amounts due as at April 30, 2014.

The Company also leases property where two shareholders indirectly own 100% interest. This lease expires in 2016 with a total of \$615 committed over the remaining term. During the year, rent paid was \$246 (2013 – \$246) with no outstanding amounts due as at April 30, 2014.

On December 1, 2008 the Company entered into an agreement with two shareholders who each indirectly hold a 20% interest in the Company's leased premises in Ontario. This lease expires in 2018 with a total of \$3,712 committed over the remaining term. During the year, rent paid for the leased principal premises amounted to \$756 (2013 - \$736) with no outstanding amounts due as at April 30, 2014.

On December 15, 2013 the Company renewed a property lease agreement with a director who indirectly owns 100% interest. The lease expires in 2018 with a total of \$659 committed over the remaining term. During the year, rent paid was \$137 (2013 - \$136) with no outstanding amounts due as at April 30, 2014.

On May 1, 2009 the Company entered into a property lease agreement with two shareholders who each indirectly hold a 35% interest. This lease expires in 2019 with a total of \$2,332 committed over the remaining term. During the year, rent paid was \$439 (2013 - \$419) with no outstanding amounts due as at April 30, 2014.

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

The remuneration of directors and other members of key management personnel for the years ended April 30, 2014 and April 30, 2013 are as follows:

	2014	2013
Short-term salaries and benefits	\$ 4,152	\$ 3,948
Share-based payments	143	1,301
	\$ 4,295	\$ 5,249

The total employee benefit expense was \$97,190 (2013 - \$89,462).

## Subsidiaries:

The Company has the following significant subsidiaries:

Company	% Ownership	Location
Evertz Microsystems Ltd.	100%	Canada
Evertz USA	100%	United States
Evertz UK	100%	United Kingdom
Holdtech Kft.	100%	Hungary
Tech Digital Manufacturing Limited	100%	Canada
Truform Metal Fabrication Ltd.	75%	Canada

Years ended April 30, 2014 and 2013 (In thousands of Canadian dollars, except for "number of common shares", "number of options" and "per share" information)

## **20. NON-CONTROLLING INTERESTS**

The Company has non-controlling interests of 25% with Truform Metal Fabrication Ltd., located within Canada, 10% with Studiotech Poland located within Poland and 20% with ATCI, located within the USA. The table below summarizes the aggregate financial information relating to subsidiaries before eliminating entries, as no such subsidiary is individually significant.

	April 30, 2014	April 30, 2013
Current assets	\$ 12,731	\$ 13,346
Non-current assets	9,132	8,491
Current liabilities	4,230	4,597
Non-current liabilities	472	852
Equity attributable to shareholders	14,233	13,325
Non-controlling interest	 2,939	 2,938
	 April 30, 2014	April 30, 2013
Revenue	\$ 31,347	\$ 22,755
Net earnings attributable to:		
Shareholders	1,524	1,887
Non-controlling interest	418	557

## **21. CAPITAL DISCLOSURES**

The Company's capital is composed of shareholders' equity which totals \$333,478 (2013 - \$406,797) as at April 30. The Company's objective in managing capital is to ensure sufficient liquidity to finance increases in non-cash working capital, capital expenditures for capacity expansions, pursuit of selective acquisitions and the payment of quarterly dividends.

The Company takes a conservative approach towards financial leverage and management of financial risk and the Company currently satisfies their internal requirements.

The Company is not subject to any capital requirements imposed by a regulator.

## **22. EARNINGS PER SHARE**

	2014	2013
Weighted average common shares outstanding	74,064,205	73,300,647
Dilutive-effect of stock options	421,256	515,691
Diluted weighted average common shares outstanding	74,485,461	73,816,338

The weighted average number of diluted common shares excludes 2,150,000 options because they were anti-dilutive during the year (2013 – 662,500).

## **23. INCOME TAXES**

The Company's effective income tax rate differs from the statutory combined Canadian income tax rate as follows:

	2014	2013
Expected income tax expense using statutory rates (25%, 2013-25%)	\$ 21,201	\$ 22,212
Difference in foreign tax rates	(322)	(219)
Benefit arising from a previously unrecognized tax loss	(264)	-
Non-deductible stock based compensation	726	670
Other	(76)	1,020
	\$ 21,265	\$ 23,683

Benefit arising from a previously unrecognized tax loss has been recognized in the year as a result of new business opportunities expected to result in taxable income in future years.

Components of deferred income taxes are summarized as follows:

	April	30, 2014	April	30, 2013
Deferred income tax liabilities:				
Tax loss carried forward	\$	(3,347)	\$	(1,427)
Research and development tax credits		2,445		2,654
Equipment tax vs accounting basis		8,339		8,466
Intangible assets		68		156
Non-deductible reserves		(750)		-
Other		(287)		(259)
	\$	6,468	\$	9,590

As at April 30, 2014 the Company had \$7,167 (2013 - \$8,285) in tax losses for which no deferred tax asset has been recognized in the statement of financial position.

## 24. NON-CURRENT ASSETS HELD FOR SALE

Due to poor market conditions, assets previously held for sale have been reclassified to property, plant and equipment. During the year, depreciation of \$828, which would have been previously recognized had the asset not been classified as held for sale, was recorded within selling, administrative and general expenses on the statements of earnings.

## **25. SUBSEQUENT EVENT**

On June 11, 2014 the Company declared a dividend of \$0.16 with a record date of June 20, 2014 and a payment date of June 27, 2014.

## **5-YEAR FINANCIAL HIGHLIGHTS**

(all amounts in thousands, except EPS and share amounts)

## **Consolidated Statement of Earnings Data**

	Year Ended April 30,				
	2014	2013	2012	2011	2010
Sales	\$ 325,524	\$ 316,305	\$ 293,400	\$ 309,259	\$ 286,455
Selling and administrative expenses	55,162	53,106	47,118	37,583	36,118
Research and development expenses	60,196	52,851	44,200	35,719	32,026
Earnings before income taxes	84,804	88,846	81,840	108,346	90,275
Net earnings	63,539	65,163	59,956	78,259	61,481
Fully diluted EPS	0.85	0.88	0.81	1.04	0.83

## **Consolidated Balance Sheet Data**

	Year Ended April 30,				
	2014	2013	2012	2011	2010
Cash and instruments held for trading	\$ 101,956	\$ 220,668	\$ 185,669	\$ 192,025	\$ 145,029
Total assets	401,280	465,307	431,864	410,511	345,787
Shareholder's equity	333,478	406,797	378,417	372,209	312,169
Number of common shares outstanding					
Basic	74,310,146	73,632,566	73,225,786	74,470,606	73,607,506
Fully-diluted	79,513,846	78,246,966	77,904,086	78,577,206	77,703,006



## **CORPORATE AND SHAREHOLDER INFORMATION**

## DIRECTORS AND EXECUTIVE OFFICERS

Romolo Magarelli Director, President and Chief Executive Officer

Douglas DeBruin Executive Chairman



Christopher Colclough <sup>1, 2</sup> Director



Dr. Thomas Pistor <sup>1</sup> Director



Dr. Ian McWalter <sup>1, 2</sup> Director



Brian Campbell Executive Vice-President, Business Development



Rakesh Patel Chief Technology Officer



Anthony Gridley Chief Financial Officer



Eric Fankhauser Vice-President, Advanced Product Development



Joe Cirincione Vice-President of Sales - Central and Western, USA



Robert Peter Vice-President International Operations





Kevin Hellam Vice-President of Global Delivery & Support

Vice-President of Software



Jeff Marks Vice-President of Manufacturing

Vince Silvestri

Systems

<sup>1</sup> Member of the Audit Committee. <sup>2</sup> Member of the Compensation Committee.

## **CORPORATE AND SHAREHOLDER INFORMATION (continued)**

## AUDITORS

Deloitte LLP Chartered Accountants 1005 Skyview Drive, Suite 202 Burlington, ON Canada L7P 5B1 T: (905) 315-6770

## LEGAL COUNSEL

Norton Rose Fulbright Canada LLP Royal Bank Plaza, South Tower 200 Bay Street, Suite 3800 PO Box 84, Toronto, ON Canada M5J 2Z4 T: (416) 216-4000

## EXCHANGE LISTING

The common shares of the Company are listed on the Toronto Stock Exchange under the symbol ET

## **INVESTOR RELATIONS**

Anthony Gridley Chief Financial Officer T: (905) 335-7580 email: ir@evertz.com

## ANNUAL SHAREHOLDERS MEETING

12:30 p.m., Tuesday, September 9, 2014 The Fairmont Royal York 100 Front Street West Toronto, ON Canada M5J 1E3

## REGISTRAR AND TRANSFER AGENT

Computershare Investor Services Inc. 100 University Ave., 8th floor, North Tower Toronto, ON Canada M5J 2Y1 email: service@computershare.com T: 1-800-736-1755 www.computershare.com

## **EVERTZ TECHNOLOGIES LIMITED CORPORATION OFFICES**

## CORPORATE HEAD OFFICE

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