ABSOLUTE®

Selected Operating & Financial Metrics | Q2 F2022

($ in USD; all amounts in 000s except per share)	F2021					F2022*	
	Q1	Q2	Q3	Q4	F2021	Q1	Q2
ARR							
Total ARR	**111,748**	**117,471**	**120,412**	**123,411**	**123,411**	**187,445**	**195,577**
yoy growth	*12.7%*	*17.1%*	*18.7%*	*13.9%*	*13.9%*	*17.1%*	*15.4%*
New Logo ARR	**1,790**	**1,466**	**2,554**	**2,707**	**8,516**	**4,732**	**3,663**
yoy growth	*69.7%*	*14.5%*	*168.2%*	*(22.3%)*	*25.8%*	*97.9%*	*76.2%*
Net Dollar Retention	105%	109%	110%	106%	106%	109%	107%
# of Active Endpoints	**10,599**	**11,463**	**11,570**	**11,577**	**11,577**	**12,506**	**13,336**
yoy growth	*10.2%*	*18.3%*	*18.3%*	*16.8%*	*16.8%*	*18.0%*	*16.3%*
TOTAL ARR BY VERTICAL							
Enterprise & Government	**75,013**	**77,561**	**78,748**	**81,982**	**81,982**	**143,877**	**150,632**
yoy growth	*11.9%*	*11.5%*	*11.5%*	*10.7%*	*10.7%*	*16.9%*	*16.5%*
Education	**36,736**	**39,910**	**41,664**	**41,429**	**41,429**	**43,569**	**44,945**
yoy growth	*14.4%*	*29.8%*	*35.3%*	*20.9%*	*20.9%*	*17.8%*	*11.9%*
TOTAL ARR BY GEOGRAPHY							
North America	**95,069**	**98,930**	**100,893**	**102,656**	**102,656**	**150,916**	**155,334**
yoy growth	*9.7%*	*13.2%*	*14.9%*	*9.7%*	*9.7%*	*11.1%*	*9.4%*
International	**16,679**	**18,541**	**19,519**	**20,755**	**20,755**	**36,530**	**40,243**
yoy growth	*34.1%*	*43.4%*	*42.8%*	*40.5%*	*40.5%*	*51.0%*	*46.8%*
REVENUE							
Total Adj. Revenue (non-IFRS)						**49,014**	**52,939**
yoy growth						*14.7%*	*16.7%*
Total Revenue (IFRS)	**28,496**	**29,857**	**30,654**	**31,777**	**120,784**	**43,749**	**49,050**
yoy growth	*11.1%*	*15.7%*	*17.6%*	*17.0%*	*15.4%*	*53.5%*	*64.3%*
Recurring Revenue:	**27,591**	**28,924**	**29,696**	**30,838**	**117,048**	**42,383**	**47,642**
% of revenue	*96.8%*	*96.9%*	*96.9%*	*97.0%*	*96.9%*	*96.9%*	*97.1%*
yoy growth	*12.1%*	*16.3%*	*18.2%*	*19.0%*	*16.5%*	*53.6%*	*64.7%*
Cloud & Subscription Services	**26,380**	**27,668**	**28,579**	**29,813**	**112,440**	**41,377**	**46,639**
yoy growth	*11.8%*	*16.0%*	*18.7%*	*20.1%*	*16.7%*	*56.9%*	*68.6%*
Managed Services	**1,211**	**1,256**	**1,117**	**1,025**	**4,609**	**1,006**	**1,003**
yoy growth	*21.0%*	*23.9%*	*16.5%*	*(7.3%)*	*10.4%*	*(16.9%)*	*(20.1%)*
Other Revenue:	**905**	**933**	**958**	**940**	**3,736**	**1,366**	**1,408**
% of revenue	*3.2%*	*3.1%*	*3.1%*	*3.0%*	*3.1%*	*3.1%*	*2.9%*
yoy growth	*(13.7%)*	*(0.5%)*	*2.0%*	*(24.0%)*	*(10.2%)*	*50.8%*	*50.9%*
Software License						**176**	**194**
yoy growth						*100.0%*	*100.0%*
Other	**905**	**933**	**958**	**940**	**3,736**	**1,190**	**1,214**
yoy growth	*(13.7%)*	*(0.5%)*	*2.0%*	*(24.0%)*	*(10.2%)*	*31.5%*	*30.1%*
OTHER METRICS							
Adj. Gross Margin (non-IFRS)	**25,518**	**26,646**	**26,918**	**27,781**	**106,863**	**43,908**	**47,045**
*Margin % ***	*90%*	*89%*	*88%*	*87%*	*88%*	*90%*	*89%*
Adj. EBITDA (non-IFRS)	**8,148**	**8,049**	**7,693**	**7,977**	**31,867**	**12,801**	**13,785**
*Margin % ***	*28.6%*	*27.0%*	*25.1%*	*25.1%*	*26.4%*	*26.1%*	*26.0%*
Adj. EPS (non-IFRS)	**0.13**	**0.11**	**0.11**	**0.12**	**0.46**	**0.09**	**0.13**
Weighted avg # of shares outstanding - basic	**42,627**	**48,983**	**49,334**	**49,534**	**47,132**	**49,673**	**50,073**
Weighted avg # of shares outstanding - diluted ***	**45,832**	**52,246**	**52,358**	**51,994**	**49,917**	**52,883**	**53,008**
Effective Tax Rate	**33.2%**	**27.9%**	**24.4%**	**41.4%**	**14.3%**	**24.2%**	**36.0%**
Cash From Operating Activities	**14,707**	**13,410**	**7,276**	**11,443**	**46,836**	**(637)**	**14,731**
yoy growth	*97%*	*517%*	*95%*	*(1%)*	*88%*	*(104%)*	*10%*
Cash, cash equivalents and short-term investments	**58,241**	**131,984**	**132,730**	**140,526**	**140,526**	**55,869**	**61,596**
yoy growth	*50%*	*242%*	*242%*	*198%*	*198%*	*(4%)*	*(53%)*
Total Deferred Revenue	**148,444**	**154,089**	**156,691**	**160,182**	**160,182**	**179,086**	**187,852**
yoy growth	*14%*	*20%*	*23%*	*12%*	*12%*	*21%*	*22%*

** Year over year growth for ARR metrics and Total Adjusted Revenue for F2022 Q1 and Q2 is calculated compared to an as-if combined basis for F2021 Q1 and Q2, respectively.*
*** Margin % is calculated as a percentage of Adj. Revenue. Adj Revenue for comparative periods is equal to Total Revenue for those periods.*
**** Diluted weighted average number of common shares outstanding includes the dilutive effects of stock options, PSUs, and RSUs, for the purposes of determining Adjusted EPS. The amount may differ from diluted weighted average number of common shares outstanding disclosed in the Company's financial statements, which excludes such dilutive securities when their effects are antidilutive.*

Reconciliation of Non-IFRS Measures | Q2 F2022

Adj. Revenue (Non-IFRS) Reconciliation

USD in 000s	F2021 Q1	F2021 Q2	F2021 Q3	F2021 Q4	F2021 F2021	F2022 Q1	F2022 Q2
Revenue	$ 28,496	$ 29,857	$ 30,654	$ 31,777	$ 120,784	$ 43,749	$ 49,050
Fair value adjustments relating to acquired deferred revenue	$ -	$ -	$ -	$ -	$ -	$ 5,265	$ 3,889
Adj. Revenue (Non-IFRS)	**$ 28,496**	**$ 29,857**	**$ 30,654**	**$ 31,777**	**$ 120,784**	**$ 49,014**	**$ 52,939**

Adj. Gross Margin (Non-IFRS) Reconciliation

USD in 000s	F2021 Q1	F2021 Q2	F2021 Q3	F2021 Q4	F2021 F2021	F2022 Q1	F2022 Q2
Gross Margin	$ 25,096	$ 26,139	$ 26,383	$ 27,297	$ 104,915	$ 35,234	$ 39,637
Depreciation and amortization [(i)]	$ 137	$ 144	$ 156	$ 176	$ 613	$ 2,821	$ 2,836
Share-based compensation	$ 284	$ 363	$ 379	$ 309	$ 1,335	$ 573	$ 683
Fair value adjustments relating to acquired deferred revenue	$ -	$ -	$ -	$ -	$ -	$ 5,265	$ 3,889
Non-Recurring Items	$ -	$ -	$ -	$ -	$ -	$ 15	$ -
Adj. Gross Margin (Non-IFRS)	**$ 25,518**	**$ 26,646**	**$ 26,918**	**$ 27,781**	**$ 106,863**	**$ 43,908**	**$ 47,045**

[(i)] Depreciation and amortization includes depreciation of property and equipment, amortization of right-of-use assets, and amortization of acquired intangible assets.

Adjusted EPS (Non-IFRS) Reconciliation

	F2021 Q1	F2021 Q2	F2021 Q3	F2021 Q4	F2021 F2021	F2022 Q1	F2022 Q2
Diluted EPS	**$ 0.06**	**$ 0.04**	**$ 0.04**	**$ (0.06)**	**$ 0.07**	**$ (0.15)**	**$ (0.10)**
Depreciation and amortization [(i)]	0.03	0.03	0.03	0.03	0.12	0.12	0.12
Share-based compensation	0.06	0.05	0.06	0.04	0.21	0.06	0.09
Fair value adjustments relating to acquired deferred revenue	-	-	-	-	-	0.10	0.07
Fair value adjustments relating to acquired deferred commission	-	-	-	-	-	(0.01)	(0.01)
Non-Recurring Items [(ii)]	-	0.02	-	0.18	0.20	0.06	0.04
Income tax effects related to non-GAAP adjustments [(iii)]	(0.02)	(0.03)	(0.02)	(0.07)	(0.14)	(0.09)	(0.08)
Adj EPS (Non-IFRS)	**$ 0.13**	**$ 0.11**	**$ 0.11**	**$ 0.12**	**$ 0.46**	**$ 0.09**	**$ 0.13**

[(i)] Depreciation and amortization includes depreciation of property and equipment, amortization of right-of-use assets, and amortization of acquired intangible assets.

[(ii)] Non-recurring items in Q2 F2022 includes professional fees and other costs relating to the acquisition of NetMotion, integration costs, and legal expenses.

[(iii)] Income tax effects related to non-GAAP adjustments is calculated based on the Company's statutory tax rate of 27%.

Adj. EBITDA (Non-IFRS) Reconciliation

USD in 000s	F2021 Q1	F2021 Q2	F2021 Q3	F2021 Q4	F2021 F2021	F2022 Q1	F2022 Q2
Net Income	**$ 2,602**	**$ 1,903**	**$ 2,233**	**$ (3,006)**	**$ 3,732**	**$ (7,568)**	**$ (5,123)**
Income tax expense	1,294	736	719	(2,124)	625	(2,417)	(2,882)
Interest expense, net	117	139	171	154	581	5,145	5,211
Foreign exchange loss (gain)	186	300	102	103	691	(14)	167
Share-based compensation expense	2,593	2,554	2,806	2,406	10,359	3,296	4,731
Depreciation and amortization [(i)]	1,356	1,418	1,465	1,466	5,705	6,422	6,426
Fair value adjustments relating to acquired deferred revenue	-	-	-	-	-	5,265	3,889
Fair value adjustments relating to acquired deferred commission	-	-	-	-	-	(730)	(556)
Non-Recurring Items [(ii)]	-	1,000	197	8,977	10,174	3,402	1,922
Adj. EBITDA	**$ 8,148**	**$ 8,049**	**$ 7,693**	**$ 7,977**	**$ 31,867**	**$ 12,801**	**$ 13,785**

[(i)] Depreciation and amortization includes depreciation of property and equipment, amortization of right-of-use assets, and amortization of acquired intangible assets.

[(ii)] Non-recurring items in Q2 F2022 includes professional fees and other costs relating to the acquisition of NetMotion, integration costs, and legal expenses.

Definition of non-IFRS Measures

Total ARR (or ARR)	As the majority of our customer contracts are sold under prepaid multi-year term licenses, there is typically a significant lag between the timing of the invoice and the associated revenue recognition. As a result, we focus on the annualized recurring value of all active contracts, measured by Annual Recurring Revenue ("ARR"), as an indicator of our future recurring revenues. ARR includes multi-year and short-term subscriptions for cloud-based services, as well as, Managed Services and professional services with terms greater than one year. Both multi-year contracts and contracts with terms less than one year are annualized by dividing the total committed contract value by the number of months in the subscription term and then multiplying by twelve.
New Logo ARR	Measures the addition to Total ARR from sales to new customers during a period.
Net Dollar Retention	Measures the percentage increase or decrease in Total ARR at the end of a year for customers that comprised Total ARR at the beginning of the year. This metric provides insight into the effectiveness of our activities to retain and expand the ARR of our existing customers.
# of Active Endpoints	Measures the number of computing devices that are activated with our cloud computing services globally at a point in time.
Recurring Revenue	Represents revenue derived from cloud services, term-based subscription licenses, maintenance services and recurring managed professional services.
Adjusted Revenue	Defined as revenue, excluding fair value adjustments relating to acquired deferred revenue. In connection with the acquisition of NetMotion, NetMotion's deferred revenue was written down to its fair value at the acquisition date. As a result, related revenue in the post acquisition period does not reflect the full amount of revenue that would otherwise be recognized. We believe excluding fair value adjustments relating to deferred revenue provides a useful measure of the Company's performance as it allows for comparability across future periods, where revenue recognized would reflect the transaction price, without acquisition-related fair value adjustments.
Adjusted Gross Margin and Gross Margin %	Adjusted Gross Margin is defined as gross margin, adjusted for depreciation and amortization, share-based compensation expense, fair value adjustments relating to acquired deferred revenue, and non-recurring items. Adjusted Gross Margin % is defined as Adjusted Gross Margin, as a percentage of Adjusted Revenue.
Adjusted EBITDA	Defined as net income before interest income or expense, income taxes, depreciation and amortization, foreign exchange gains or losses, share-based compensation expense, fair value adjustments relating to acquired deferred revenue, fair value adjustments relating to acquired deferred commission expense, restructuring or reorganization charges and post-retirement benefits, and non-recurring items
Adjusted EPS	Defined as diluted earnings (loss) per share adjusted for foreign exchange gain or loss, depreciation and amortization, share-based compensation expense, fair value adjustments relating to acquired deferred revenue, fair value adjustments relating to acquired deferred commission, restructuring or reorganization charges and post-retirement benefits and non-recurring items, and income tax effects related to the non-GAAP adjustments