

# Quarterly Summary

## Financial Information (unaudited)

(in thousands of US dollars, except per share data)

	1st quarter	2nd quarter	3rd quarter	4th quarter	Years ended August 31,
<b>2001</b>					
Sales	\$ 28,519	\$ 36,293	\$ 45,781	\$ 35,420	\$ 146,013
Cost of sales	\$ 10,308	\$ 12,787	\$ 17,418	\$ 14,433	\$ 54,946
Gross margin	\$ 18,211	\$ 23,506	\$ 28,363	\$ 20,987	\$ 91,067
Earnings (loss) from operations	\$ 6,791	\$ 6,912	\$ 4,335	\$ (3,531)	\$ 14,507
Net earnings (loss)	\$ 7,505	\$ 24	\$ (8,630)	\$ (14,193)	\$ (15,294)
Adjusted net earnings*	\$ 7,638	\$ 7,511	\$ 6,204	\$ 3,219	\$ 24,463
Basic and diluted net earnings (loss) per share*	\$ 0.16	\$ -	\$ (0.15)	\$ (0.25)	\$ (0.29)
Basic and diluted adjusted net earnings per share*	\$ 0.16	\$ 0.14	\$ 0.11	\$ 0.06	\$ 0.46
<b>2000</b>					
Sales	\$ 11,688	\$ 17,423	\$ 19,411	\$ 23,117	\$ 71,639
Cost of sales	\$ 3,733	\$ 5,876	\$ 7,347	\$ 7,756	\$ 24,712
Gross margin	\$ 7,955	\$ 11,547	\$ 12,064	\$ 15,361	\$ 46,927
Earnings from operations	\$ 2,092	\$ 3,640	\$ 3,847	\$ 5,144	\$ 14,723
Net earnings	\$ 1,300	\$ 2,412	\$ 2,748	\$ 3,464	\$ 9,924
Adjusted net earnings*	\$ 1,306	\$ 2,461	\$ 2,885	\$ 3,599	\$ 10,252
Basic and diluted net earnings per share*	\$ 0.03	\$ 0.06	\$ 0.07	\$ 0.08	\$ 0.25
Basic and diluted adjusted net earnings per share*	\$ 0.03	\$ 0.06	\$ 0.07	\$ 0.08	\$ 0.26
<b>1999</b>					
Sales	\$ 9,124	\$ 9,604	\$ 10,916	\$ 12,522	\$ 42,166
Cost of sales	\$ 3,402	\$ 3,619	\$ 3,753	\$ 4,224	\$ 14,998
Gross margin	\$ 5,722	\$ 5,985	\$ 7,163	\$ 8,298	\$ 27,168
Earnings from operations	\$ 1,890	\$ 1,640	\$ 2,417	\$ 2,729	\$ 8,676
Net earnings	\$ 1,175	\$ 1,045	\$ 1,623	\$ 1,971	\$ 5,814
Adjusted net earnings*	\$ 1,182	\$ 1,052	\$ 1,630	\$ 1,979	\$ 5,843
Basic and diluted net earnings per share*	\$ 0.02	\$ 0.03	\$ 0.04	\$ 0.05	\$ 0.14
Basic and diluted adjusted net earnings per share*	\$ 0.02	\$ 0.03	\$ 0.04	\$ 0.05	\$ 0.14

\* Adjusted net earnings and per share data are calculated independently for each of the quarters presented. Therefore, the sum of this quarterly information may not equal the corresponding annual information. Adjusted net earnings represent net earnings excluding amortization of goodwill and the after-tax effect of amortization of intangible assets and non-recurring expenses. This information may not be comparable to similarly titled measures reported by other companies because it is non-GAAP information.