

Constellation Software Inc.

# INTERIM FINANCIAL REPORT

First Quarter Fiscal Year 2023

For the three month period ended March 31, 2023 (UNAUDITED)

#### MANAGEMENT'S DISCUSSION AND ANALYSIS ("MD&A")

The following discussion and analysis should be read in conjunction with the Unaudited Condensed Consolidated Interim Financial Statements for the three month period ended March 31, 2023, which we prepared in accordance with International Financial Reporting Standards ("IFRS"). Certain information included herein is forward-looking and based upon assumptions and anticipated results that are subject to uncertainties. Should one or more of these uncertainties materialize or should the underlying assumptions prove incorrect, actual results may vary significantly from those expected. See "Forward-Looking Statements" and "Risks and Uncertainties".

Unless otherwise indicated, all dollar amounts are expressed in U.S. dollars. All references to "\$" are to U.S. dollars and all references to "C\$" are to Canadian dollars. Due to rounding, certain totals and subtotals may not foot and certain percentages may not reconcile.

Additional information about Constellation Software Inc. (the "Company" or "Constellation"), including our most recently filed Annual Information Form ("AIF"), is available on SEDAR at <a href="www.sedar.com">www.sedar.com</a>.

#### **Forward Looking Statements**

Certain statements in this report may contain "forward looking" statements that involve risks, uncertainties and other factors that may cause the actual results, performance or achievements of the Company or industry to be materially different from any future results, performance or achievements expressed or implied by such forwardlooking statements. Words such as "may", "will", "expect", "believe", "plan", "intend", "should", "anticipate" and other similar terminology are intended to identify forward looking statements. These statements reflect current assumptions and expectations regarding future events and operating performance as of the date of this MD&A May 15, 2023. Forward looking statements involve significant risks and uncertainties, should not be read as guarantees of future performance or results, and will not necessarily be accurate indications of whether or not such results will be achieved. A number of factors could cause actual results to vary significantly from the results discussed in the forward looking statements, including, but not limited to, the factors discussed under "Risks and Uncertainties". Although the forward looking statements contained in this MD&A are based upon what management of the Company believes are reasonable assumptions, the Company cannot assure investors that actual results will be consistent with these forward looking statements. These forward looking statements are made as of the date of this MD&A and the Company assumes no obligation, except as required by law, to update any forward looking statements to reflect new events or circumstances. This report should be viewed in conjunction with the Company's other publicly available filings, copies of which can be obtained electronically on SEDAR at www.sedar.com.

#### **Non-IFRS Measures**

This MD&A includes certain measures which have not been prepared in accordance with IFRS such as Free cash flow available to shareholders.

Free cash flow available to shareholders "FCFA2S" refers to net cash flows from operating activities less interest paid on lease obligations, interest paid on other facilities, credit facility transaction costs, repayments of lease obligations, the IRGA / TSS membership liability revaluation charge, and property and equipment purchased, and includes interest and dividends received. The portion of this amount applicable to non-controlling interests is then deducted. We believe that FCFA2S is useful supplemental information as it provides an indication of the uncommitted cash flow that is available to shareholders if we do not make any acquisitions, or investments, and do not repay any debts. While we could use the FCFA2S to pay dividends or repurchase shares, our objective is to invest all of our FCFA2S in acquisitions which meet our hurdle rate.

FCFA2S is not a recognized measure under IFRS and may not be comparable to similar financial measures disclosed by other issuers. Accordingly, readers are cautioned that FCFA2S should not be construed as an

alternative to net cash flows from operating activities. See "Results of Operations —Free cash flow available to shareholders" for a reconciliation of FCFA2S to net cash flows from operating activities.

#### **Corporate Reorganization**

On February 22 and 23, 2023 (as part of a series of transactions relating to the acquisition of WideOrbit Inc. ("WideOrbit")), the Company's subsidiary, Lumine Group Inc. ("Lumine"), completed a corporate reorganization. After the reorganization was completed, the Company now owns 1 super voting share, 6 subordinate voting shares and 63,582,712 preferred shares of Lumine. Furthermore, the Company distributed 63,582,706 of the subordinate voting shares of Lumine to its common shareholders pursuant to a dividend-in-kind on February 23, 2023. The steps performed in conjunction with the reorganization consisted of the following:

- The Company exchanged its existing common shares and preferred shares in Lumine Group (Holdings) Inc. ("Lumine Group Holdings") for 63,582,712 subordinate voting shares ("Lumine Subordinate Voting Shares") and 55,233,745 preferred shares ("Lumine Preferred Shares") on February 22, 2023.
- Lumine and Lumine Group Holdings amalgamated on February 22, 2023.
- The Company subscribed for 8,348,967 Lumine Preferred Shares on February 22, 2023. The Lumine Preferred Shares are convertible into Lumine Subordinate Voting Shares at a rate of 1:2.43.
- Lumine had 63,582,712 Lumine Subordinate Voting shares outstanding on February 22, 2023. The Company distributed 63,582,706 of the Lumine Subordinate Voting Shares to its common shareholders pursuant to a dividend-in-kind on February 23, 2023 and continues to hold 6 Lumine Subordinate Voting Shares.

The Company holds 1 super voting share of Lumine (the "Lumine Super Voting Share"). The Lumine Super Voting Share entitles CSI to that number of votes that equals 50.1% of the aggregate number of votes attached to all the outstanding Lumine Super Voting Shares, Lumine Subordinate Voting Shares and special shares of Lumine (the "Lumine Special Shares"). As a result, the Company controls Lumine and has consolidated Lumine's financial position and results of operations. The Company reflects a non-controlling interest held by other parties in Lumine of 100% as of March 31, 2023 (December 31, 2022 – 0%).

#### Overview

We acquire, manage and build vertical market software ("VMS") businesses. Generally, these businesses provide mission critical software solutions that address the specific needs of our customers in particular markets. Our focus on acquiring businesses with growth potential, managing them well and then building them, has allowed us to generate significant cash flows and revenue growth during the past several years.

Our revenue consists primarily of software license fees, maintenance and other recurring fees, professional service fees and hardware sales. Software license revenue is comprised of non-recurring license fees charged for the use of software products licensed under multiple-year or perpetual arrangements. Maintenance and other recurring revenue primarily consists of fees charged for customer support on software products post-delivery and also includes recurring fees derived from combined software/support contracts, transaction revenues, managed services associated with CSI software that has been sold to the customer, and hosted software-as-a-service products. Professional service revenue consists of fees charged for implementation services, custom programming, product training, certain managed services, and consulting. Hardware and other revenue includes the resale of third party hardware as part of customized solutions, as well as sales of hardware assembled internally and the reimbursement of travel costs. Our customers typically purchase a combination of software, maintenance, professional services and hardware, although the type, mix and quantity of each vary by customer and by product.

Expenses consist primarily of staff costs, the cost of hardware, third party licenses, maintenance and professional services to fulfill our customer arrangements, travel and occupancy costs, depreciation, and other general operating expenses.

## **Results of Operations**

(In millions of dollars, except percentages and per share amounts)  $\,$ 

Unaudited

	Three months ended Period-Ove						
	March 31,				Change		
		<u>2023</u>		2022		<u>\$</u>	<u>%</u>
Revenue		1,919		1,431		488	34%
Expenses		1,502		1,090		412	38%
Amortization of intangible assets		193		146		47	32%
Foreign exchange (gain) loss		10		0		10	NM
IRGA / TSS membership liability revaluation charge		39		27		11	42%
Finance and other expense (income)		(7)		(2)		(5)	217%
Bargain purchase gain		(1)		(1)		(0)	27%
Impairment of intangible and other non-financial assets		2		1		1	67%
Redeemable preferred securities expense (income)		188		-		188	NM
Finance costs		36		19		17	91%
Income before income taxes		(43)		151		(194)	NM
Income tax expense (recovery)							
Current income tax expense (recovery)		103		99		4	4%
Deferred income tax expense (recovery)		(62)		(58)		(4)	7%
Income tax expense (recovery)		40		40		0	0%
income tax expense (recovery)		40		40		U	0 /0
Net income (loss) attributable to:							
Common shareholders of CSI		94		98		(4)	-4%
Non-controlling interests		(177)		13		(190)	NM
Net income (loss)		(83)		111		(194)	NM
That modifie (1888)		(00)		•••		(104)	14.0
Net cash flows from operating activities		632		498		134	27%
Free cash flow available to shareholders		453		324		129	40%
Weighted average number of shares outstanding							
Basic and diluted		21.2		21.2			
Net income (loss) per share			_				
Basic and diluted	\$	4.44	\$	4.63	\$	(0.19)	-4%
Net cash flows from operating activities per share							
Basic and diluted	\$	29.85	\$	23.51	\$	6.34	27%
Free cook flow evallable to show helders we selve							
Free cash flow available to shareholders per share Basic and diluted	\$	21.37	\$	15.27	\$	6.10	40%
Cash dividends declared per share Basic and diluted	\$	1.00	\$	1.00	\$	_	0%
NM - Not meaninoful							

NM - Not meaningful

Due to rounding, certain totals may not foot and certain percentages may not reconcile.

#### Comparison of the first quarter ended March 31, 2023 and 2022

#### Revenue:

Total revenue for the quarter ended March 31, 2023 was \$1,919 million, an increase of 34%, or \$488 million, compared to \$1,431 million for the comparable period in 2022. The increase is primarily attributable to growth from acquisitions as the Company experienced organic growth of 2% in the quarter, 5% after adjusting for the impact of changes in the valuation of the US dollar against most major currencies in which the Company transacts business. For acquired companies, organic growth is calculated as the difference between actual revenues achieved by each company in the financial period following acquisition compared to the estimated revenues they achieved in the corresponding financial period preceding the date of acquisition by Constellation. Organic growth is not a standardized financial measure and might not be comparable to measures disclosed by other issuers.

The following table displays the breakdown of our revenue according to revenue type:

				Q122	
Three m	onths	Period	-Over-	Proforma	Organic
ended Ma	rch 31,	Period (	Change	Adj.	Growth
			_	(Note 1)	
2023	2022	\$	<u>%</u>	` <u>\$</u> ′	%
	(\$ in milli	ons, exce	ept perce	ntages)	
81	69	12	17%	21	-9%
411	270	141	52%	141	0%
57	47	10	22%	11	-1%
1,369	1,045	324	31%	275	4%
1,919	1,431	488	34%	448	2%

Licenses Professional services Hardware and other Maintenance and other recurring

\$M - Millions of dollars

Due to rounding, certain totals may not foot and certain percentages may not reconcile.

Note 1: Estimated pre-acquisition revenues for the three months ended March 31, 2022 from companies acquired after December 31, 2021. (Obtained from unaudited vendor financial information.)

For comparative purposes the table below shows the quarterly organic growth as compared to the same period in the prior year by revenue type since Q1 2021. Note that the estimated revenues achieved by acquired companies in the corresponding financial period preceding the date of acquisition by Constellation may be updated in the quarter following the quarter they were acquired resulting in slight variances to previously reported figures.

	Quarter Ended										
	Mar. 31	Mar. 31 Jun. 30 Sep. 30 Dec. 31 Mar. 31 Jun. 30 Sep. 30 Dec. 31									
	<u>2021</u>	<u>2021</u>	<u>2021</u>	<u>2021</u>	2022	2022	2022	2022	<u>2023</u>		
Licenses	40/	100/	20/	40/	120/	210/	160/	70/	00/		
	-4%	18%	3%	4%	-13%	-21%	-16%	-7%	-9%		
Professional services	6%	17%	8%	6%	-5%	-8%	-7%	-9%	0%		
Hardware and other	-12%	15%	-12%	-12%	-5%	-8%	-7%	36%	-1%		
Maintenance and other recurring	7%	12%	8%	5%	4%	1%	-1%	1%	4%		
Revenue	6%	14%	7%	4%	1%	-2%	-3%	-1%	2%		

The following table shows the same information adjusting for the impact of foreign exchange movements.

	Quarter Ended										
	Mar. 31	Dec. 31	Mar. 31								
	<u>2021</u>	<u>2021</u>	<u>2021</u>	<u>2021</u>	<u>2022</u>	<u>2022</u>	<u>2022</u>	<u>2022</u>	<u>2023</u>		
Licenses	-8%	12%	2%	5%	-11%	-17%	-11%	-3%	-7%		
Professional services	1%	10%	6%	7%	-2%	-3%	-2%	-5%	3%		
Hardware and other	-16%	9%	-13%	-11%	-3%	-4%	1%	44%	2%		
Maintenance and other recurring	3%	7%	6%	6%	7%	6%	5%	6%	6%		
Revenue	1%	8%	5%	5%	4%	2%	2%	4%	5%		

#### Expenses:

The following table displays the breakdown of our expenses:

	Three month March 2023	31, 2022	Period- Period C	hange <u>%</u>
	(\$ in million	ons, exce <sub>l</sub>	pt percent	ages)
Expenses				
Staff	1,068	783	285	36%
Hardware	35	27	8	31%
Third party license, maintenance				
and professional services	185	122	63	52%
Occupancy	13	11	3	23%
Travel, Telecommunications, Supplies & Software				
and equipment	89	56	33	58%
Professional fees	36	24	11	46%
Other, net	38	35	2	7%
Depreciation	39	32	7	21%
	1,502	1,090	412	38%

Due to rounding, certain totals may not foot and certain percentages may not reconcile.

Overall expenses for the quarter ended March 31, 2023 increased 38%, or \$412 million to \$1,502 million, compared to \$1,090 million during the same period in 2022. As a percentage of total revenue, expenses equalled 78% for the quarter ended March 31, 2023 and 76% for the same period in 2022. The change in valuation of the US dollar against most major currencies in which the Company transacts business resulted in an approximate 3% decrease in expenses for the three months ended March 31, 2023 compared to the first quarter of 2022.

**Staff expense** – Staff expenses increased 36% or \$285 million for the quarter ended March 31, 2023 over the same period in 2022. Staff expense can be broken down into five key operating departments: Professional Services, Maintenance, Research and Development, Sales and Marketing, and General and Administrative. Included within staff expenses for each of the above five departments are personnel and related costs associated with providing the necessary services. The table below compares the period over period variances.

1				
	Three montl		Period-	<b>.</b>
	March	31,	Period C	nange
	2023	2022	<u>\$</u>	<u>%</u>
	(\$ in milli	ons, exce <sub>l</sub>	pt percent	ages)
	254	165	90	54%
	202	154	48	31%
	285	214	71	33%
	133	106	27	26%
	193	144	49	34%
	1,068	783	285	36%

Due to rounding, certain totals may not foot and certain percentages may not reconcile.

Professional services

Research and development Sales and marketing General and administrative

Maintenance

The increase in staff expenses for the quarter ended March 31, 2023 was primarily due to the growth in the number of employees compared to the same period in 2022 primarily due to acquisitions. Staff expenses in the first quarter of every year are typically higher as a percentage of revenue as compared to other quarters, largely attributable to increased payroll tax costs associated with our annual bonus payments that are made in the month of March.

**Hardware expenses** – Hardware expenses increased 31% or \$8 million for the quarter ended March 31, 2023 over the same period in 2022, as compared to the 22% increase in hardware and other revenue for the same periods. Hardware margin for the three months ended March 31, 2023 was 39% as compared to 43% for the same period in 2022.

Third party license, maintenance and professional services expenses – Third party license, maintenance and professional services expenses increased 52% or \$63 million for the quarter ended March 31, 2023 over the same period in 2022. The increase is primarily due to third party license, maintenance and professional services expenses of acquired businesses.

Occupancy expenses – Occupancy expenses increased 23% or \$3 million for the quarter ended March 31, 2023 over the same period in 2022. This increase is primarily due to the occupancy expenses of acquired businesses.

**Travel, Telecommunications, Supplies & Software and equipment expenses** – Travel, Telecommunications, Supplies & Software and equipment expenses increased 58% or \$33 million for the quarter ended March 31, 2023 over the same period in 2022. The increase in these expenses is primarily due to expenses incurred by acquired businesses. In addition, employee travel during the three months ended March 31, 2022 was reduced due to restrictions imposed as a result of COVID-19.

**Professional fees** – Professional fees increased 46% or \$11 million for the quarter ended March 31, 2023 over the same period in 2022. Approximately \$6 million was incurred during the quarter ended March 31, 2023 relating to the Lumine group corporate reorganization and acquisition of WideOrbit. There are no other individually material reasons contributing to this variance.

Other, net – Other expenses increased 7% or \$2 million for the quarter ended March 31, 2023 over the same period in 2022. The following table provides a further breakdown of expenses within this category.

	Three mon		Period-Ove	
	<u>2023</u>	2022	<u>\$</u>	<u>%</u>
	(\$ in m	illions, exc	ept percent	ages)
Advertising and promotion	25	19	6	29%
Recruitment and training	10	7	3	38%
Bad debt expense	4	2	2	83%
R&D tax credits	(8)	(7)	(1)	8%
Contingent consideration	0	10	(9)	-96%
Government assistance	(0)	(1)	1	-85%
Other expense, net	7	5	2	30%
	38	35	2	7%

Due to rounding, certain totals may not foot and certain percentages may not reconcile.

The contingent consideration expense amounts recorded for the three months ended March 31, 2022 related to an increase (decrease) in anticipated acquisition earnout payment accruals primarily as a result of increases (decreases) to revenue forecasts for the associated acquisitions. Revenue forecasts are updated on a quarterly basis and the related anticipated acquisition earnout payment accruals are updated accordingly.

There are no individually material reasons contributing to the remaining variances.

**Depreciation** – Depreciation of property and equipment and right of use assets increased 21% or \$7 million for the quarter ended March 31, 2023 over the same period in 2022. The increase is primarily due to the depreciation expense associated with acquired businesses.

#### Other Income and Expenses:

The following table displays the breakdown of our other income and expenses:

Amortization of intangible assets
Foreign exchange (gain) loss
IRGA / TSS membership liability revaluation charge
Finance and other expense (income)
Bargain purchase gain
Impairment of intangible and other non-financial assets
Redeemable preferred securities expense (income)
Finance costs
Income tax expense (recovery)

Three months ended Period-Over-							
March 3	31,	Period C	hange				
2023	2022	\$	%				
(\$ in millio	ns, excep	ot percent	ages)				
193	146	47	32%				
10	0	10	NM				
39	27	11	42%				
(7)	(2)	(5)	217%				
(1)	(1)	(0)	27%				
2	1	1	67%				
188	-	188	NM				
36	19	17	91%				
40	40	0	0%				
500	230	270	117%				

NM - Not meaningful

Due to rounding, certain totals may not foot and certain percentages may not reconcile.

Amortization of intangible assets – Amortization of intangible assets increased 32% or \$47 million for the quarter ended March 31, 2023 over the same period in 2022. The increase in amortization expense is primarily attributable to an increase in the carrying amount of our intangible asset balance over the twelve-month period ended March 31, 2023 as a result of acquisitions completed during this twelve-month period.

**Foreign exchange** – Most of our businesses are organized geographically so many of our expenses are incurred in the same currency as our revenues, which mitigates some of our exposure to currency fluctuations. For the quarter ended March 31, 2023, we realized a foreign exchange loss of \$10 million compared to nil for the same period in 2022. The following table provides a breakdown of these amounts.

Unrealized foreign exchange (gain) loss related to:

- revaluation of intercompany loans between entities with differing functional currencies (1)
- revaulation of the Company's unsecured subordinated floating rate debentures as a result of the appreciation (depreciation) of the Canadian dollar against the US dollar.
- \_ revaluation of the liability associated with the IRGA (Euro denominated liability)

Remaining foreign exchange (gain) loss

Three months ended Period-Over-Period March 31, Change								
2023	2022	\$	<u>%</u>					
(\$ in millio	ons, exce	ept percent	ages)					
(\$ in millions, except percentages)  3 (2) 4 NM								
0	3	(3)	-92%					
8	(8)	16	NM					
(1)	6	(7)	NM					
10	0	10	NM					

#### NM - Not meaningful

Due to rounding, certain totals may not foot and certain percentages may not reconcile.

(1) Offsetting amounts recorded in other comprehensive income. Net impact to Total comprehensive income for each period is nil.

The remaining foreign exchange gains and losses per the table above are primarily related to the unrealized foreign exchange translation gains and losses of certain non-US dollar denominated working capital balances to US dollars as a result of the depreciation or appreciation of the US dollar.

IRGA / TSS membership liability revaluation charge – On December 23, 2014, in accordance with the terms of the purchase and sale agreement for the initial acquisition of TSS (as defined below) by CSI, and on the basis of the term sheets attached thereto, Constellation and the Joday Group, among others, entered into a Members Agreement (the "Members Agreement") pursuant to which the Joday Group acquired 33.29% of the voting interests in Constellation Software Netherlands Holding Coöperatief U.A. (which was renamed to Topicus.com Coöperatief U.A.), a subsidiary of Constellation and the indirect owner of 100% of TSS at the time of the acquisition. Total proceeds from this transaction was €39 million (\$49 million).

On January 5, 2021, the Members Agreement was terminated in conjunction with the acquisition of Topicus.com B.V., the reorganization of Topicus Coop and the execution of the IRGA. The IRGA was established to create certain contractual obligations of the parties in respect of the governance of Topicus and Topicus Coop. The Joday Group's interest in Topicus Coop now comprises 39,331,284 Topicus Coop Ordinary Units ("Topicus Coop Units") resulting in an interest of 30.29% in Topicus Coop as of March 31, 2023. The IRGA provides for transfer restrictions in respect of the Topicus Coop Units. See "Liability of CSI under the terms of the IRGA" below for further details.

The valuation of the IRGA liability (previously the TSS membership liability) increased by approximately 8% or \$39 million from Q4 2022. The increase is primarily the result of the growth in TSS' trailing twelve month maintenance revenue on a pro-forma basis (primarily due to acquisitions). Maintenance revenue and net tangible assets are the two main drivers in the calculation of the liability. The liability recorded on the balance sheet increased by 10% or \$47 million over the three month period ended March 31, 2023 from \$465 million to \$512 million as a result of the revaluation charge of \$39 million and a \$8 million foreign exchange loss. The IRGA / TSS membership liability is denominated in Euros and the Euro appreciated 2% versus the US dollar during the three months ended March 31, 2023.

**Finance and other expense (income)** – Finance and other income for the quarter ended March 31, 2023 was \$7 million compared to \$2 million for the same period in 2022. Interest earned on cash balances was \$1 million in Q1 2023 and \$0.3 million in Q1 2022. The increase in fair value of equity securities held for trading for the three months ended March 31, 2023 was \$4 million compared to a decrease of \$1 million for the three months ended March 31, 2022.

**Bargain purchase gain** – Bargain purchase gains totalling \$1 million were recorded in both the three months ended March 31, 2023 and 2022 relating to acquisitions made in the respective periods. The gains resulted from the fact that the fair value of the separately identifiable assets and liabilities acquired exceeded the total consideration paid, principally due to the acquisition of certain assets that will benefit the Company that had limited value to the sellers.

**Impairment of intangible and other non-financial assets** – An impairment expense of \$2 million was recorded in the three month period ended March 31, 2023 compared to \$1 million for the same period in 2022. The expenses relate to businesses that have been unable to achieve the goals established in their respective investment theses.

Redeemable preferred securities expense – The redeemable preferred securities expense for the three month period ended March 31, 2023 was \$188 million, with no similar expense recorded for the same period in 2022. In conjunction with the acquisition of WideOrbit, Lumine issued 10,204,294 Lumine Special Shares (the "Preferred Securities") to the sellers of WideOrbit for an initial subscription price of approximately \$222 million. Holders of the Preferred Securities are entitled to convert some or all of their Preferred Securities into Lumine Subordinate Voting Shares on the basis of 3.4302106 Lumine Subordinate Voting Shares per Preferred Security, at any time.

The Preferred Securities will be recorded at fair value at the end of each reporting period. The change in fair value of the Preferred Securities is recorded as redeemable preferred securities expense (income) in the condensed consolidated interim statements of income. Based on the Preferred Securities conversion right, the value of the Preferred Securities is primarily dependent on the price movement of Lumine's Subordinate Voting Shares. At March 31, 2023 the market price of Lumine's Subordinate Voting Shares closed at C\$14.71 or approximately \$10.87. The value of the Preferred Securities was therefore approximately \$380 million. The increase in value from the initial subscription price of \$222 million was \$159 million. The difference between \$159 million and the fair value adjustment of \$188 million primarily relates to the impact of share price volatility and optionality and the accrued dividend of \$11 million.

Further descriptions of the significant terms and conditions of the Preferred Securities are described in Note 9 to the Company's Unaudited Condensed Consolidated Interim Financial Statements for the three month period ended March 31, 2023.

**Finance costs** – Finance costs for the quarter ended March 31, 2023 increased \$17 million to \$36 million, compared to \$19 million for the same period in 2022 primarily a result of an increase in the average debt outstanding in Q1 2023 as compared to Q1 2022, and an increase in interest rates.

**Income taxes** – We operate globally and we calculate our tax provision in each of the jurisdictions in which we conduct business. Our effective tax rate on a consolidated basis is, therefore, affected by the realization and anticipated relative profitability of our operations in those various jurisdictions, as well as different tax rates that apply and our ability to utilize tax losses and other credits. For the quarter ended March 31, 2023, income tax expense was \$40 million compared to \$40 million for the same period in 2022. Current tax expense has historically approximated our cash tax rate however the quarterly expense can sometimes fall outside of the annual range due to out of period adjustments. Current tax expense reflects gross taxes before the application of R&D tax credits which are classified as part of "other, net" expenses in the statement of income (loss). The Company's consolidated effective tax rate in respect of continuing operations for the three months ended March 31, 2023 was -95% (27% for the three months ended March 31, 2022). The current period effective tax rate is impacted by the redeemable preferred securities expense, which is not deductible for tax purposes.

Effective for 2022, research and experimentation (R&E) expenditures are no longer allowed to be deducted as incurred for tax purposes by US entities. The Tax Cuts and Jobs Act (TCJA) mandates that, for tax years beginning after December 31, 2021, R&E expenditures be deferred and amortized. US-based expenditures will be amortized over a 5 year period, and non-US-based expenditures over a 15 year period. The total estimated impact to current income tax expense is \$105 million for the 2023 fiscal year. \$25 million was accrued and expensed in the three month period ended March 31, 2023 (\$33 million for the three month period ended March 31, 2022). An offsetting amount has been booked to deferred income tax expense so there is no impact on net tax expense or the effective tax rate.

Constellation is subject to tax audits in the countries in which the Company carries on business globally. These tax audits could result in additional tax expense in future periods relating to historical filings. Reviews by tax authorities generally focus on, but are not limited to, the validity of the Company's inter-company transactions, including financing and transfer pricing policies which generally involve subjective areas of taxation and a significant degree of judgment. If any of these tax authorities are successful with their challenges, the Company's income tax expense may be adversely affected and Constellation could also be subject to interest and penalty charges.

#### Net Income and Earnings per Share:

The net income attributable to common shareholders of CSI for the quarter ended March 31, 2023 was \$94 million compared to \$98 million for the same period in 2022. On a per share basis this translated into net income per basic and diluted share of \$4.44 in the quarter ended March 31, 2023 compared to \$4.63 for the same period in 2022. There was no change in the number of shares outstanding.

#### *Net cash flows from operating activities ("CFO")*:

For the quarter ended March 31, 2023, CFO increased \$134 million to \$632 million compared to \$498 million for the same period in 2022 representing an increase of 27%.

#### Free cash flow available to shareholders ("FCFA2S"):

For the quarter ended March 31, 2023, FCFA2S increased \$129 million to \$453 million compared to \$324 million for the same period in 2022 representing an increase of 40%.

The following table reconciles FCFA2S to net cash flows from operating activities:

	Three month March	
	<u>2023</u>	<u>2022</u>
	(\$ in mil	lions)
Net cash flows from operating activities Adjusted for:	632	498
Interest paid on lease obligations	(3)	(2)
Interest paid on other facilities	(26)	(10)
Credit facility transaction costs	(2)	(1)
Payments of lease obligations	(25)	(22)
IRGA / TSS membership liability revaluation charge	(39)	(27)
Property and equipment purchased	(10)	(8)
Interest and dividends received	1	0
Less amount attributable to	529	429
Non-controlling interests	(76)	(105)
Free cash flow available to shareholders	453	324
Due to rounding, certain totals may not foot.	-	

#### **Quarterly Results**

	Quarter Ended								
	Mar. 31 <u>2021</u>	Jun. 30 <u>2021</u>	Sep. 30 2021	Dec. 31 2021	Mar. 31 <u>2022</u>	Jun. 30 <u>2022</u>	Sep. 30 2022	Dec. 31 2022	Mar. 31 <u>2023</u>
Revenue	1,176	1,249	1,299	1,383	1,431	1,618	1,725	1,847	1,919
Net income (loss) *	(9)	88	107	124	98	126	136	152	94
CFO	495	171	292	341	498	78	321	400	632
FCFA2S	269	145	226	244	324	12	229	290	453
Net income per share * Basic & diluted	-0.41	4.16	5.04	5.86	4.63	5.94	6.42	7.19	4.44
CFO per share Basic & diluted	23.38	8.07	13.78	16.09	23.51	3.66	15.17	18.89	29.85
FCFA2S per share Basic & diluted	12.67	6.84	10.68	11.50	15.27	0.56	10.82	13.68	21.37

<sup>\*</sup> Attributable to common shareholders of CSI

We experience seasonality in our operating results in that CFO and FCFA2S in the first quarter of every year is typically the highest and CFO and FCFA2S in the second quarter of every year is the lowest. The key driver impacting this seasonality is the timing of annual maintenance contract renewals. Our quarterly results may also fluctuate as a result of the various acquisitions which may be completed by the Company in any given quarter. We may experience variations in our net income on a quarterly basis depending upon the timing of certain expenses or gains, which may include changes in provisions, acquired contract liabilities, foreign exchange gains and losses, bargain purchase gains, and gains or losses on the sale of financial and other assets.

#### **Spin-Outs**

#### Topicus.com Inc.

Constellation (TSX:CSU) and Topicus (TSXV:TOI) announced on January 5, 2021 that Constellation, acting through its Total Specific Solutions ("TSS") operating group and its subsidiary TPCS Holding B.V., completed the purchase of 100% of the shares of Topicus.com B.V., a Netherlands-based diversified vertical market software provider, from IJssel B.V. and that in connection with the closing of the acquisition, TSS has been spun out of Constellation and now operates, together with Topicus.com B.V., as a separate public company, Topicus.com Inc. (collectively, the "Spin-Out Transactions").

In connection with the completion of the Spin-Out Transactions, on January 4, 2021, all of Constellation's common shareholders of record on December 28, 2020 received, by way of a dividend-in-kind, 1.859817814 subordinate voting shares of Topicus.com (the "Spin-Out Shares") for each common share of Constellation held.

Constellation's equity interest in TSS prior to the Spin-Out Transactions was 66.7%. Constellation's equity interest in Topicus after completion of the Spin-Out Transactions on a fully diluted basis was approximately 30.4%. In addition, Constellation as the holder of the Topicus Super Voting Share is entitled to that number of votes that equals 50.1% of the aggregate number of votes attached to all of the outstanding voting shares at such time. As a result of the Topicus Super Voting Share Constellation consolidated the financial results of Topicus with its financial results.

#### **Lumine Group Inc.**

On February 22 and 23, 2023 (as part of a series of transactions relating to the acquisition of WideOrbit Inc. ("WideOrbit")), the Company's subsidiary, Lumine Group Inc. ("Lumine"), completed a corporate reorganization. See "Corporate Reorganization" on page 2.

The Company holds 1 super voting share of Lumine (the "Lumine Super Voting Share"). The Lumine Super Voting Share entitles CSI to that number of votes that equals 50.1% of the aggregate number of votes attached to all the outstanding Lumine Super Voting Shares, Lumine Subordinate Voting Shares and special shares of Lumine (the "Lumine Special Shares"). As a result, the Company controls Lumine and has consolidated Lumine's financial position and results of operations. The Company reflects a non-controlling interest held by other parties in Lumine of 100% as of March 31, 2023 (December 31, 2022 – 0%).

The tables below provide certain supplemental balance sheet, statement of income, and net operating cash flow information of Topicus and Lumine for the three months ended March 31, 2023. Neither Topicus or Lumine are considered a reportable operating segment of Constellation, however, management has chosen to provide certain supplemental financial information to provide greater clarity into the operating performance and cash flow from operations of Topicus and Lumine considering Constellation's equity ownership.

Selected Balance Sheet Information As at March 31, 2023

	Constellation Software Inc. (excluding			
	Topicus &			
(Unaudited)	Lumine)	Topicus	Lumine	Consolidated
Cash	644	215	151	1,010
Bank debt and debentures	1,174	184	192	1,550

(Excluding Intercompany activity)	For the three months ended March 31, 2023					
(Unaudited)	Constellation Software Inc. (excluding Topicus & Lumine)	Topicus	Lumine	Consolidated		
Revenue	1,542	282	95	1,919		
nevenue	1,3-12	202	33	1,515		
Expenses	1,214	215	73	1,502		
Amortization of intangible assets	148	30	15	193		
Foreign exchange (gain) loss	9	1	0	10		
IRGA / Membership liability revaluation charge	39	-	-	39		
Finance and other income	(7)	(0)	(0)	(7)		
Bargain purchase gain	(1)	-	-	(1)		
Impairment of intangible and other non-financial assets	2	(0)	_	2		
Redeemable preferred securities expense (income)	-	-	188	188		
Finance costs	30	5	2	36		
Income (loss) before income taxes	109	32	(183)	(43)		
Income tax expense (recovery)						
Current income tax expense (recovery)	82	13	8	103		
Deferred income tax expense (recovery)	(53)	(4)	(6)	(62)		
Income tax expense (recovery)	30	9	2	40		
Net income (loss)	79	23	(185)	(83)		
Net cash flows from operating activities	431	187	15	632		
Foreign Exchange Adjusted Organic Revenue Growth (Excluding intercompany activity)	า					
	For the thre	e months er	nded March	31, 2023		
	Constellation Software Inc.					
	(excluding Topicus & Lumine)	Topicus	Lumine	Consolidated		
Licenses	-7%	-12%	0%	-7%		
Professional services	-4%	7%	-5%	3%		
Hardware and other	2%	-29%	33%	2%		
Maintenance and other recurring	6%	10%	1%	6%		
Revenue	3%	8%	1%	5%		
I/C ACIING	3%	ბ%	1%			

## Acquisition of business segment from Allscripts Healthcare Solutions

On May 2, 2022, Constellation, through its wholly-owned subsidiary, N. Harris Computer Corporation, completed the purchase from Allscripts Healthcare Solutions ("Allscripts") of Allscripts' Hospitals and Large Physician Practices business segment. This business segment now operates under the name Altera.

The tables below provide certain supplemental balance sheet, statement of income, and net operating cash flow information of Altera for the three months ended March 31, 2023. Altera is not considered a reportable operating segment of Constellation, however, management has chosen to provide certain supplemental financial information to provide greater clarity into the operating performance and cash flow from operations of Altera considering the size of the business and its impact on the results of Constellation.

Selected Balance Sheet Information As at March 31, 2023

	Constellation		
	Software Inc.		
	(excluding		
(Unaudited)	Altera)	Altera	Consolidated
Cash	867	143	1,010
Bank debt and debentures	1 248	302	1 550

Statement of Income

(Excluding intercompany activity)

	For the three months ended March 31, 2				
•	Constellation				
	Software Inc.				
	(excluding				
(Unaudited)	Altera)	Altera	Consolidated		
Revenue	1,716	203	1,919		
Expenses	1,324	178	1,502		
Amortization of intangible assets	175	18	193		
Foreign exchange (gain) loss	11	(1)	10		
IRGA / Membership liability revaluation charge	39	-	39		
Finance and other income	(7)	(0)	(7)		
Bargain purchase gain	(1)	-	(1)		
Impairment of intangible and other non-financial assets	2	-	2		
Redeemable preferred securities expense (income)	188	-	188		
Finance costs	32	5	36		
Income (loss) before income taxes	(46)	4	(43)		
Income tax expense (recovery)					
Current income tax expense (recovery)	97	6	103		
Deferred income tax expense (recovery)	(57)	(5)	(62)		
Income tax expense (recovery)	39	1	40		
Net income (loss)	(85)	3	(83)		
Net cash flows from operating activities	592	40	632		
Free cash flow available to shareholders	420	33	453		

(					
	For the three months ended March 33				
	Constellation				
	Software Inc.				
	(excluding				
	Altera)	Altera	Consolidated		
Licenses	0%	-66%	-7%		
Professional services	6%	-11%	3%		
Hardware and other	4%	-83%	2%		
Maintenance and other recurring	7%	-3%	6%		
Revenue	7%	-9%	5%		

#### Liquidity

	March 31,	December 31,	
	2023	2022	Variance
Cash	1,010	811	199
Debt with recourse to Constellation Software Inc.	1,071	1,072	(2)
Debt without recourse to Constellation Software Inc.	992	902	90
Debt	2,062	1,974	88
Cash less Debt	(1,052)	(1,163)	111

Cash flows from operations exceeded the net capital deployed on acquisitions plus dividends during the three months ended March 31, 2023. Cash increased by \$199 million to \$1,010 million at March 31, 2023 compared to \$811 million at December 31, 2022 and debt increased by \$88 million to \$2,062 million at March 31, 2023 compared to \$1,974 million at December 31, 2022.

Total assets increased \$980 million, from \$7,883 million at December 31, 2022 to \$8,864 million at March 31, 2023. The increase is primarily due to the \$199 million increase in cash, the \$133 million increase in accounts receivable, and the \$681 million increase in intangible assets. At March 31, 2023 Topicus, Lumine and other subsidiaries with non-recourse debt facilities hold approximately \$595 million of cash. As explained in the "Capital Resources and Commitments" section below, there are limitations on the ability of these subsidiaries to distribute funds to Constellation.

Current liabilities increased \$804 million, from \$3,781 million at December 31, 2022 to \$4,584 million at March 31, 2023. The increase is primarily due to an increase in deferred revenue of \$510 million mainly due to acquisitions made since December 31, 2022 and the timing of maintenance and other billings versus performance and delivery under those customer arrangements, and an increase in redeemable preferred securities of \$409 million, offset by a decrease in non-recourse debt of \$117 million.

# Net Changes in Cash Flows

(\$ in millions)	Three months ended March 31, 2023	Three months ended March 31, 2022		
Net cash provided by operating activities	632	498		
Net cash from (used in) financing activities	(43)	47		
Cash used in the acquisition of businesses	(524)	(247)		
Cash obtained with acquired businesses	45	38		
Net cash from (used in) other investing activities	81	(100)		
Net cash from (used in) investing activities	(398)	(309)		
Effect of foreign currency	7	(2)		
Net increase (decrease) in cash and cash equivalents	199	233		

The net cash flows from operating activities were \$632 million for the quarter ended March 31, 2023. The \$632 million provided by operating activities resulted from a net loss of \$82 million plus \$539 million of non-cash adjustments to net income and \$267 million of cash from non-cash operating working capital, offset by \$91 million in taxes paid.

The net cash flows used in financing activities for the quarter ended March 31, 2023 were \$43 million, which is mainly a result of dividends paid to common shareholders of \$21 million, lease obligation payments of \$25 million, and interest payments of \$29 million offset by \$32 million from the net increase in debt facilities.

The net cash flows used in investing activities for the quarter ended March 31, 2023 were \$398 million. The cash used in investing activities was primarily due to acquisitions for an aggregate of \$524 million (including payments for holdbacks relating to prior acquisitions), offset by \$119 million from the sale of other investments, and \$45 million of acquired cash.

We believe we have sufficient cash and available credit capacity to continue to operate for the foreseeable future. Generally our VMS businesses operate with negative working capital as a result of the collection of maintenance payments and other revenues in advance of the performance of the related services. As such, management anticipates that it can continue to grow the business organically without any additional funding. If we continue to acquire VMS businesses we may need additional external funding depending upon the size and timing of the potential acquisitions.

#### **Capital Resources and Commitments**

#### **CSI Facility**

On November 5, 2021, Constellation completed an amendment and restatement of its revolving credit facility agreement (the "CSI Facility"), with a syndicate of Canadian chartered banks and U.S. banks in the amount of \$700 million, extending its maturity date to November 2026. On March 3, 2022, Constellation completed a further amendment to the CSI Facility that increased the revolving credit facility limit to \$840 million. The CSI Facility bears a variable interest rate with no fixed repayments required over the term to maturity. Interest rates are calculated at standard U.S. and Canadian reference rates plus interest rate spreads based on a leverage table. The CSI Facility is currently collateralized by the majority of the Company's assets including the assets of certain material subsidiaries. The CSI Facility contains standard events of default which if not remedied within a cure period would trigger the repayment of any outstanding balance. As at March 31, 2023, \$271 million had been

drawn from this credit facility, and letters of credit totaling \$14 million were issued, which limits the borrowing capacity on a dollar-for-dollar basis.

#### Guarantees

One of CSI's subsidiaries has entered into a \$82 million (£65 million) term debt facility with a financial institution for which CSI has guaranteed the debt. The facility bears a fixed rate of interest. The term loan contains events of default that, if not remedied, allow the loan note holder to require repayment of the loan principal and interest. The loan is due in 2028.

#### Debt without recourse to CSI

Certain of CSI's subsidiaries have entered into term debt facilities and revolving credit facilities with various financial institutions. Except as noted above, CSI does not guarantee the debt of its subsidiaries, nor are there any cross-guarantees between subsidiaries. The credit facilities are collateralized by substantially all of the assets of the borrowing entity and its subsidiaries. The credit facilities typically bear interest at a rate calculated using an interest rate index plus a margin. The financing arrangements for each subsidiary typically contain certain restrictive covenants, which may include limitations or prohibitions on additional indebtedness, payment of cash dividends, redemption of capital, capital spending, making of acquisitions and sales of assets. In addition, certain financial covenants must be met by those subsidiaries that have outstanding debt.

Debt without recourse to CSI comprises the following (\$ in millions):

	Topicus Revolving Credit Facility		Debt Facilities		Total	
Principal outstanding at March 31, 2023 (and equal to fair value)	\$	131	\$	873	1,003	
Deduct: Carrying value of transaction costs included in debt balance		(3)		(9)	(12)	
Carrying value at March 31, 2023		127		864	992	
Current portion		127		71	199	
Non-current portion		-		793	793	

#### Debentures

On October 1, 2014 and November 19, 2014, the Company issued unsecured subordinated debentures (the "Debentures") with a total principal value of C\$96 million for total proceeds of C\$91 million. The proceeds were used by the Company to pay down \$81 million of outstanding bank indebtedness.

On September 30, 2015, the Company issued an additional tranche of Debentures with a total principal value of C\$186 million for total proceeds of C\$214 million. The proceeds were used by the Company to pay down \$130 million of outstanding bank indebtedness. The September 30, 2015 issuance formed a single series with the outstanding C\$96 million aggregate principal amount of Debentures, Series 1 of the Company. The Debentures have a maturity date of March 31, 2040.

The total principal value of debentures outstanding at March 31, 2023 was \$209 million (C\$282 million).

#### Liability of CSI under the terms of the IRGA / TSS Membership Agreement

On December 23, 2014, in accordance with the terms of the purchase and sale agreement for the initial acquisition of TSS by CSI, and on the basis of the term sheets attached thereto, Constellation and the Joday Group, among others, entered into a Members Agreement (the "Members Agreement") pursuant to which the Joday Group acquired 33.29% of the voting interests in Constellation Software Netherlands Holding Coöperatief U.A. (which was renamed to Topicus.com Coöperatief U.A.), a subsidiary of Constellation and the indirect owner of 100% of TSS at the time of the acquisition. Total proceeds from this transaction was €39 million (\$49 million).

On January 5, 2021, the Members Agreement was terminated in conjunction with the acquisition of Topicus.com B.V., the reorganization of Topicus Coop and the execution of the IRGA. The IRGA was established to create certain contractual obligations of the parties in respect of the governance of Topicus and Topicus Coop. The Joday Group's interest in Topicus Coop now comprises 39,331,284 Topicus Coop Ordinary Units resulting in an interest of 30.29% in Topicus Coop as of December 31, 2022. The IRGA provides for transfer restrictions in respect of the Topicus Coop Units.

Any time after January 5, 2021, any member of the Joday Group has the right, at his or its option, to sell any number of its Topicus Coop Units to CSI at a cash price per Topicus Coop Unit determined in accordance with the IRGA. Upon the exercise of such option by a member of the Joday Group, CSI will be obligated to purchase 33.33% of such Topicus Coop Units within 30 days, and an additional 33.33% on each of the first and the second anniversary of such initial purchase. Notwithstanding the foregoing, CSI can offer Topicus the right to purchase such Topicus Coop Units in lieu of CSI.

In the event of a change of control of CSI, any member of the Joday Group has the right, at his or its option, to sell all of its Topicus Coop Units to CSI at a cash price per Topicus Coop Unit determined in accordance with the IRGA. Upon the exercise of such option by a member of the Joday Group, CSI will be obligated to purchase all such Topicus Coop Units. Notwithstanding the foregoing, CSI can offer Topicus the right to purchase such Topicus Coop Units in lieu of CSI.

If CSI reduces its economic interest in Topicus by a sale or transfer of its economic interest (and not due to any additional issuance of any shares or equity by Topicus) by more than one-third (calculated on a fully converted basis in accordance with the IRGA), any member of the Joday Group has the right, at his or its option, to sell to CSI one-third of its Topicus Coop Units at a cash price per Topicus Coop Unit determined in accordance with the IRGA. Upon the exercise of such put option by a member of the Joday Group, CSI will be obligated to purchase all such put Topicus Coop Units. Notwithstanding the foregoing, CSI can offer Topicus the right to purchase such Topicus Coop Units in lieu of CSI. Any member of the Joday Group has a similar right to sell one-half or all of its remaining Topicus Coop Units, respectively, at its option, if CSI further reduces its remaining fully-diluted economic interest in Topicus by a sale or transfer of its economic interest by one-half and again if CSI sells its entire remaining economic interest in Topicus.

All of the Topicus Coop Ordinary Units and Topicus Coop Preference Units held by the Joday Group and Ijssel B.V. (collectively, the "Topicus Coop Exchangeable Units") are exchangeable, directly or indirectly, for Topicus Subordinate Voting Shares. All of the above rights of members of the Joday Group apply to any Topicus Subordinate Voting Shares issued on an exchange of Topicus Coop Exchangeable Units.

At any time after December 31, 2023, CSI has the right, at its option, to buy all of the Topicus Coop Units and shares of Topicus held by certain members of the Joday Group (excluding Joday) at a cash price per Topicus Coop Unit (or share of Topicus, as applicable) determined in accordance with the IRGA. After December 31, 2043, CSI has the same right to buy all of the Topicus Coop Units and shares of Topicus held by the remaining members of the Joday Group, including Joday.

In addition, if certain individuals affiliated with Joday are terminated from their employment with Topicus Coop or an affiliate thereof for urgent cause (as defined in the Dutch Civil Code), CSI has the right, at its option, to

buy all of Topicus Coop Units held by such individuals at a cash price per Topicus Coop Unit determined in accordance with the IRGA.

The Company classified the above obligations of CSI under the terms of the IRGA as a liability consistent with the classification of similar obligations under the Members Agreement. The main valuation driver in the calculation of the liability is the maintenance and other recurring revenue of Topicus. Maintenance and recurring revenue of Topicus for the trailing twelve months on a pro-forma basis determined at the end of the current reporting period was used as the basis for valuing the interests at each purchase date. Any increase or decrease in the value of such liability is recorded as an expense or income in the consolidated statement of income for the period. In conjunction with the termination of the Members Agreement and the execution of the IRGA, the Company recognized an expense of \$19 million as the formula associated with the calculation of the obligation has changed from the use of actual trailing twelve months maintenance and other recurring revenue of Topicus to a calculation which includes the revenue increase from acquired companies on a pro-forma basis.

During the periods ended March 31, 2023 and March 31, 2022, no options were exercised. During the three months ended March 31, 2022, a distribution in the amount of \$23 million was paid to the Joday Group relating to their Topicus Preferred Securities.

The liability recorded on the balance sheet at March 31, 2023 was \$512 million.

#### **Redeemable Preferred Securities**

In conjunction with the acquisition of WideOrbit, Lumine issued 10,204,294 Lumine Special Shares (the "Preferred Securities") to the sellers of WideOrbit for an initial subscription price of approximately \$222 which was included in the purchase consideration. Under certain conditions, the Preferred Securities are retractable at the option of the holder for a retraction price of \$21.74 per Preferred Security plus one Lumine Subordinate Voting share for each Preferred Security held and has been classified as a liability on the balance sheet of the Company. The Preferred Securities are also convertible into Lumine Subordinate Voting shares at a conversion ratio of 1:3.43 at any time. The holders of the Preferred Securities are also entitled to a fixed annual cumulative dividend of 5% per annum.

Further descriptions of the significant terms and conditions of the Preferred Securities are described in note 9 to the Unaudited Condensed Consolidated Interim Financial Statements for the three month period ended March 31, 2023.

#### Other commitments

Commitments include operating leases for office equipment and facilities, letters of credit and performance bonds issued on our behalf by financial institutions in connection with facility leases and contracts with public sector customers. Also, occasionally we structure some of our acquisitions with contingent consideration based on the future performance of the acquired business. The fair value of contingent consideration recorded in our statement of financial position was \$169 million at March 31, 2023. Aside from the aforementioned, we do not have any other business arrangements, derivative financial instruments, or any equity interests in non-consolidated entities that would have a significant effect on our assets and liabilities as at March 31, 2023.

The IRGA liability commitment assumes that the Joday Group has exercised their put option to sell 100% of their interests back to Constellation. This option however has not been exercised as at May 15, 2023. See note 7 to the Unaudited Condensed Consolidated Interim Financial Statements for the three month period ended March 31, 2023 for a discussion on the valuation methodology utilized.

#### **Foreign Currency Exposure**

We operate internationally and have foreign currency risks related to our revenue, operating expenses, assets and liabilities denominated in currencies other than the U.S. dollar. Consequently, we believe movements in the foreign currencies in which we transact will impact future revenue and net income. The impact to organic revenue growth for the three months ended March 31, 2023 was approximately negative 3%. We cannot predict the effect of foreign exchange gains or losses in the future; however, if significant foreign exchange losses are experienced, they could have a material adverse effect on our business, revenues, results of operations, and financial condition. The Company enters into forward foreign exchange contracts from time to time with the objective of mitigating volatility in profit or loss in respect of financial liabilities. In entering into these forward exchange contracts, the Company is exposed to the credit risk of the counterparties to such contracts and the possibility that the counterparties will default on their payment obligations under these contracts. However, given that the counterparties are Schedule 1 banks or affiliates thereof, the Company believes these risks are not material. During the three months ended March 31, 2023, the Company did not purchase any contracts of this nature.

The following table provides an approximate breakdown of our revenue and expenses by currency, expressed as a percentage of total revenue and expenses, as applicable, for the three months ended March 31, 2023:

Three	Months	Ended	March 3	31, 2023
-------	--------	-------	---------	----------

Currencies	% of Revenue	% of Expenses
USD	53%	49%
EUR	19%	18%
GBP	8%	8%
CAD	6%	8%
AUD	4%	4%
BRL	2%	2%
CHF	1%	2%
SEK	1%	1%
Others	8%	9%
Total	100%	100%

Due to rounding, certain totals may not foot.

#### **Off-Balance Sheet Arrangements**

As a general practice, we have not entered into off-balance sheet financing arrangements. Except for insignificant and short-term operating leases and letters of credit, all of our liabilities and commitments are reflected as part of our statement of financial position.

#### **Proposed Transactions**

We seek potential acquisition targets on an ongoing basis and may complete several acquisitions in any given fiscal year.

#### **Share Capital**

As at May 15, 2023, there were 21,191,530 common shares outstanding.

#### **Risks and Uncertainties**

The Company's business is subject to a number of risk factors which are described in our most recently filed AIF. Additional risks and uncertainties not presently known to us or that we currently consider immaterial also may impair our business and operations and cause the price of the common shares to decline. If any of the noted risks actually occur, our business may be harmed and the financial condition and results of operations may suffer significantly. In that event, the trading price of the common shares could decline, and shareholders may lose all or part of their investment.

#### **Controls and Procedures**

#### Evaluation of disclosure controls and procedures:

Management is responsible for establishing and maintaining disclosure controls and procedures as defined under National Instrument 52-109. At March 31, 2023, the President and Chief Financial Officer, based on the investigation and advice of those under their supervision, have concluded that the design and operation of these disclosure controls and procedures were effective and that material information relating to the Company, including its subsidiaries, was made known to them and was recorded, processed, summarized and reported within the time periods specified under applicable securities legislation.

#### Internal controls over financial reporting:

The President and Chief Financial Officer have designed or caused to be designed by those under their supervision, disclosure controls and procedures which provide reasonable assurance that material information regarding the Company is accumulated and communicated to the Company's management, including its President and Chief Financial Officer in a timely manner.

In addition, the President and Chief Financial Officer have designed or caused it to be designed under their supervision internal controls over financial reporting ("ICFR") to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements. The President and Chief Financial Officer have been advised that the control framework the President and the Chief Financial Officer used to design the Company's ICFR is recognized by the Committee of Sponsoring Organizations of the Treadway Commission.

The President and the Chief Financial Officer have evaluated, or caused to be evaluated by those under their supervision, whether or not there were changes to its ICFR during the period ended March 31, 2023 that have materially affected, or are reasonably likely to materially affect the Company's ICFR. No such changes were identified through their evaluation.

A control system, no matter how well conceived and operated, can provide only reasonable, not absolute, assurance that its objectives are met. Due to inherent limitations in all such systems, no evaluations of controls can provide absolute assurance that all control issues, if any, within a company have been detected. Accordingly, our disclosure controls and procedures and our internal controls over financial reporting are effective in providing reasonable, not absolute, assurance that the objectives of our control systems have been met.

#### Limitation on scope of design

Management has limited the scope of the design of internal controls over financial reporting and disclosure controls and procedures to exclude the controls, policies and procedures of Altera. (See "Acquisition of business segment from Allscripts Healthcare Solutions" above.) The scope limitation is in accordance with Section 3.3 of National Instrument 52-109, Certification of Disclosure in Issuer's Annual and Interim Filings, which allows an issuer to limit its design of internal controls over financial reporting and disclosure controls and procedures to

exclude the controls, policies and procedures of a company acquired not more than 365 days before the end of the financial period to which the certificate relates. The table below shows additional summary financial information for Altera which is included in the Unaudited Condensed Consolidated Interim Financial Statements for the three month period ended March 31, 2023.

#### As at March 31, 2023

(\$ in millions)

	Altera
Current Assets	350
Non-current assets	747
Current liabilities	330
Non-current liabilities	366

Condensed Consolidated Interim Financial Statements (In U.S. dollars)

# CONSTELLATION SOFTWARE INC.

For the three months ended March 31, 2023 and 2022 Unaudited

Condensed Consolidated Interim Statements of Financial Position

(In millions of U.S. dollars, except per share amounts. Due to rounding, numbers presented may not foot.)

Unaudited

	March 31, 2023	December 31, 2022	March 31, 2022
Assets			
Current assets:			
Cash	\$ 1,010	\$ 811	\$ 996
Accounts receivable	1,014	880	660
Unbilled revenue	287	231	164
Inventories Other assets (note 5)	50 448	48 497	41 443
Other assets (note 3)	2,808	2,467	2,305
Non-current assets:			
Property and equipment	129	128	98
Right of use assets	285	283	278
Deferred income taxes	106 182	160 172	66 107
Other assets (note 5) Intangible assets (note 6)	5,354	4,673	3,644
mangine assets (note o)	6,056	5,416	4,193
Total assets	\$ 	7,883	\$ 6,499
Liabilities and Shareholders' Equity			
Current liabilities:			
Debt with recourse to Constellation Software Inc. (note 7)	\$	\$ 505	•
Debt without recourse to Constellation Software Inc. (note 8)	199	316	124
Redeemable preferred securities (note 9)	409	-	-
Accounts payable and accrued liabilities	1,117	1,083	772
Dividends payable (note 12)	21	21	21
Deferred revenue Provisions (note 10)	1,994 9	1,485 11	1,536 12
Acquisition holdback payables	140	161	119
Lease obligations	98	96	85
Income taxes payable (note 11)	118	104	119
	4,584	3,781	2,931
Non-current liabilities:			
Debt with recourse to Constellation Software Inc. (note 7)	590	567	560
Debt without recourse to Constellation Software Inc. (note 8)	793	586	443
Deferred income taxes	529	466	448
Acquisition holdback payables Lease obligations	68 217	76 217	60 218
Other liabilities (note 5)	237	257	200
	2,434	2,170	1,930
Total liabilities	7,018	5,950	4,860
Shareholders' equity (note 12):			
Capital stock	99	99	99
Accumulated other comprehensive income (loss)	(128)	(150)	
Retained earnings	1,454	1,763	1,410
Non-controlling interests (notes 1, 9 and 18)	419	221	191
	1,845	1,933	
Subsequent events (notes 12 and 19)			
Total liabilities and shareholders' equity	\$ 8,864	\$ 7,883	\$ 6,499

Condensed Consolidated Interim Statements of Income (loss) (In millions of U.S. dollars, except per share amounts. Due to rounding, numbers presented may not foot.)

#### Unaudited

Unaudited				
	Th	Three months ended Mar		ırch 31,
		2023		2022
Revenue				
License	\$	81	\$	69
Professional services		411		270
Hardware and other		57		47
Maintenance and other recurring		1,369		1,045
		1,919		1,431
Expenses				
Staff		1,068		783
Hardware		35		27
Third party license, maintenance and professional services		185		122
Occupancy		13		11
Travel, telecommunications, supplies, software and equipment		89		56
Professional fees		36		24
Other, net Depreciation		38 39		35 32
Amortization of intangible assets (note 6)		193		146
Amortization of intangible assets (note 0)		1,695		1,236
		,		,
Foreign exchange loss (gain)		10		0
IRGA/TSS Membership liability revaluation charge (note 7)		39		27
Finance and other expense (income) (note 13)		(7)		(2)
Bargain purchase gain (note 4)		(1)		(1)
Impairment of intangible and other non-financial assets (note 6)		2		1
Redeemable preferred securities expense (income) (note 9)		188		-
Finance costs (note 13)		36		19
		267		44
Income (loss) before income taxes		(43)		151
Current income tax expense (recovery) (note 11)		103		99
Deferred income tax expense (recovery) (note 11)		(62)		(58)
Income tax expense (recovery)		40		40
Net income (loss)		(83)		111
Not income (local) attributable to				
Net income (loss) attributable to:  Common shareholders of Constellation Software Inc. (notes 1 and 18)		94		98
Non-controlling interests (notes 1 and 18)		(177)		13
Net income (loss)		(83)		111
Farnings per common share of Canatallation Software Inc.				
Earnings per common share of Constellation Software Inc. Basic and diluted (note 14)	\$	4.44	\$	4.63
235.5 Sita dilatod (115to 11)	Ψ	1.17	Ψ	1.00

Condensed Consolidated Interim Statements of Comprehensive Income (Loss) (In millions of U.S. dollars, except per share amounts. Due to rounding, numbers presented may not foot.)

#### Unaudited

	Th	Three months ended		
		2023	2	2022
Net income (loss)	\$	(83)	\$	111
tems that are or may be reclassified subsequently to net income (loss):				
Foreign currency translation differences from foreign operations and other, net of tax		16		6
Other comprehensive income (loss), net of income tax		16		6
Total comprehensive income (loss)	\$	(67)	\$	116
Fotal other comprehensive income (loss) attributable to:				
Common shareholders of Constellation Software Inc. (notes 1 and 18)		10		9
Non-controlling interests (notes 1 and 18)		6		(3)
Total other comprehensive income (loss)	\$	16	\$	6
Total comprehensive income (loss) attributable to:				
Common shareholders of Constellation Software Inc. (notes 1 and 18)		105		107
Non-controlling interests (notes 1 and 18)		(171)		9
Total comprehensive income (loss)	\$	(67)	\$	116

Condensed Consolidated Interim Statement of Changes in Equity (In millions of U.S. dollars, except per share amounts. Due to rounding, numbers presented may not foot.)

Three months ended March 31, 2023			Equity Attrib	outable to Common	Shareholders of CSI			
	Capita	l stock	er equity	Accumulated other comprehensive income (loss)	Retained earning	s Total	Non-controlling interests	Total equit
Balance at January 1, 2023	\$	99	\$ -	\$ (150)	\$ 1,763	3 \$ 1,713	221	\$ 1,933
Total comprehensive income (loss):								
Net income (loss)		-	-	-	94	94	(177)	(83
Other comprehensive income (loss)								
Foreign currency translation differences from foreign operations and other, net of tax		-	-	10	-	10	6	16
Total other comprehensive income (loss)			-	10	-	10	6	16
Total comprehensive income (loss)		-	-	10	94	105	(171)	(67
Transactions with owners, recorded directly in equity								
Special dividend of Lumine Subordinate Voting Shares (note 1 and 12)		-	-	12	(378	366)	366	-
Acquisition of non-controlling interests		-	-	-	-	-	(1)	(1
Conversion of Lumine Special Shares to subordinate voting shares of Lumine		-	-	-	-	-	1	1
Other movements in non-controlling interests		-	-	0	(4	4) (4)	4	(0
Dividends to shareholders of the Company (note 12)		-	-	-	(21	(21)	-	(21
Balance at March 31, 2023	\$	99	\$ 	\$ (128)	\$ 1,454	1,426	\$ 419	\$ 1,845

Condensed Consolidated Interim Statement of Changes in Equity (In millions of U.S. dollars, except per share amounts. Due to rounding, numbers presented may not foot.)

Unaudited
Three months ended March 31, 2022

				utable to Common S				
	Capita	l stock	Other equity	Accumulated other comprehensive income (loss)	Retained earnings	Total	Non-controlling interests	Total equity
Balance at January 1, 2022	\$	99 \$	(179)	\$ (66)	\$ 1,206	\$ 1,061	\$ 460	\$ 1,521
Total comprehensive income (loss):								
Net income (loss)		-	-	-	98	98	13	111
Other comprehensive income (loss)								
Foreign currency translation differences from foreign operations and other, net of tax		-	-	9	-	9	(3)	6
Total other comprehensive income (loss)		-		9	-	9	(3)	6
Total comprehensive income (loss)			-	9	98	107	9	116
Transactions with owners, recorded directly in equity								
Conversion of redeemable preferred securities to subordinate voting shares of Topicus.com Inc. and ordinary units of Topicus Coop and other movements		-	305	(5)	-	301 -	(301)	-
Non-controlling interests arising from business combinations		-				- -	23	23
Other movements in non-controlling interests		-			(0)	(0)	(0)	(1)
Dividends to shareholders of the Company (note 12)		-	-	-	(21)	, ,	-	(21)
Reclassification of other equity to retained earnings		-	(127)		127	-		-
Balance at March 31, 2022	\$	99 \$	-	\$ (62)	\$ 1,410	\$ 1,447	\$ 191	\$ 1,638

Condensed Consolidated Interim Statements of Cash Flows

(In millions of U.S. dollars, except per share amounts. Due to rounding, numbers presented may not foot.)

#### Unaudited

Cash flows from (used in) operating activities:  Net income (loss)  Adjustments for:  Depreciation  Amortization of intangible assets  IRGA/TSS Membership liability revaluation charge  Finance and other expense (income)  Bargain purchase (gain)  Impairment of intangible and other non-financial assets  Redeemable preferred securities expense (income) (note 9)  Finance costs  Income tax expense (recovery)  Foreign exchange loss (gain)  Change in non-cash operating assets and liabilities  exclusive of effects of business combinations (note 17)  Income taxes paid  Net cash flows from (used in) operating activities	\$ 2023 (83) 39 193 39 (7) (1) 2 188 36 40 10 268 (91) 632	\$ 2022 1111 32 146 27 (2) (1) 1 1 - 19 40 0
Net income (loss) Adjustments for: Depreciation Amortization of intangible assets IRGA/TSS Membership liability revaluation charge Finance and other expense (income) Bargain purchase (gain) Impairment of intangible and other non-financial assets Redeemable preferred securities expense (income) (note 9) Finance costs Income tax expense (recovery) Foreign exchange loss (gain) Change in non-cash operating assets and liabilities exclusive of effects of business combinations (note 17) Income taxes paid	\$ 39 193 39 (7) (1) 2 188 36 40 10 268 (91)	\$ 32 146 27 (2) (1) 1 - 19 40 0
Adjustments for:  Depreciation Amortization of intangible assets IRGA/TSS Membership liability revaluation charge Finance and other expense (income) Bargain purchase (gain) Impairment of intangible and other non-financial assets Redeemable preferred securities expense (income) (note 9) Finance costs Income tax expense (recovery) Foreign exchange loss (gain) Change in non-cash operating assets and liabilities exclusive of effects of business combinations (note 17) Income taxes paid	\$ 39 193 39 (7) (1) 2 188 36 40 10 268 (91)	\$ 32 146 27 (2) (1) 1 - 19 40 0
Depreciation Amortization of intangible assets IRGA/TSS Membership liability revaluation charge Finance and other expense (income) Bargain purchase (gain) Impairment of intangible and other non-financial assets Redeemable preferred securities expense (income) (note 9) Finance costs Income tax expense (recovery) Foreign exchange loss (gain) Change in non-cash operating assets and liabilities exclusive of effects of business combinations (note 17) Income taxes paid	193 39 (7) (1) 2 188 36 40 10 268 (91)	146 27 (2) (1) 1 - 19 40 0
Amortization of intangible assets IRGA/TSS Membership liability revaluation charge Finance and other expense (income) Bargain purchase (gain) Impairment of intangible and other non-financial assets Redeemable preferred securities expense (income) (note 9) Finance costs Income tax expense (recovery) Foreign exchange loss (gain) Change in non-cash operating assets and liabilities exclusive of effects of business combinations (note 17) Income taxes paid	193 39 (7) (1) 2 188 36 40 10 268 (91)	146 27 (2) (1) 1 - 19 40 0
IRGA/TSS Membership liability revaluation charge Finance and other expense (income) Bargain purchase (gain) Impairment of intangible and other non-financial assets Redeemable preferred securities expense (income) (note 9) Finance costs Income tax expense (recovery) Foreign exchange loss (gain) Change in non-cash operating assets and liabilities exclusive of effects of business combinations (note 17) Income taxes paid	39 (7) (1) 2 188 36 40 10 268 (91)	27 (2) (1) 1 - 19 40 0
Finance and other expense (income) Bargain purchase (gain) Impairment of intangible and other non-financial assets Redeemable preferred securities expense (income) (note 9) Finance costs Income tax expense (recovery) Foreign exchange loss (gain) Change in non-cash operating assets and liabilities exclusive of effects of business combinations (note 17) Income taxes paid	(7) (1) 2 188 36 40 10 268 (91)	(2) (1) 1 - 19 40 0
Bargain purchase (gain) Impairment of intangible and other non-financial assets Redeemable preferred securities expense (income) (note 9) Finance costs Income tax expense (recovery) Foreign exchange loss (gain) Change in non-cash operating assets and liabilities exclusive of effects of business combinations (note 17) Income taxes paid	(1) 2 188 36 40 10 268 (91)	(1) 1 - 19 40 0
Impairment of intangible and other non-financial assets Redeemable preferred securities expense (income) (note 9) Finance costs Income tax expense (recovery) Foreign exchange loss (gain) Change in non-cash operating assets and liabilities exclusive of effects of business combinations (note 17) Income taxes paid	2 188 36 40 10 268 (91)	1 - 19 40 0
Redeemable preferred securities expense (income) (note 9) Finance costs Income tax expense (recovery) Foreign exchange loss (gain) Change in non-cash operating assets and liabilities exclusive of effects of business combinations (note 17) Income taxes paid	188 36 40 10 268 (91)	19 40 0
Finance costs Income tax expense (recovery) Foreign exchange loss (gain) Change in non-cash operating assets and liabilities exclusive of effects of business combinations (note 17) Income taxes paid	36 40 10 268 (91)	40
Income tax expense (recovery) Foreign exchange loss (gain) Change in non-cash operating assets and liabilities exclusive of effects of business combinations (note 17) Income taxes paid	40 10 268 (91)	40
Foreign exchange loss (gain)  Change in non-cash operating assets and liabilities exclusive of effects of business combinations (note 17) Income taxes paid	10 268 (91)	0
Change in non-cash operating assets and liabilities exclusive of effects of business combinations (note 17) Income taxes paid	268 (91)	
exclusive of effects of business combinations (note 17) Income taxes paid	(91)	169
Income taxes paid	(91)	169
Net cash flows from (used in) operating activities	632	(44)
		498
Cash flows from (used in) financing activities:		
Interest paid on lease obligations	(3)	(2)
Interest paid on debt	(26)	(10)
Increase (decrease) in CSI facility (note 7)	(51)	-
Increase (decrease) in Topicus revolving credit debt facility without recourse to CSI	(11)	57
Proceeds from issuance of debt facilities without recourse to CSI	180	83
Repayments of debt facilities without recourse to CSI	(86)	(7)
Other financing activities	2	- ` ´
Credit facility transaction costs	(2)	(1)
Payments of lease obligations	(25)	(22)
Distribution to the Joday Group (note 7)	-	(23)
Dividends paid to redeemable preferred security holders	-	(7)
Dividends paid to common shareholders of the Company	(21)	(21)
Net cash flows from (used in) in financing activities	(43)	47
Cash flows from (used in) investing activities:		
Acquisition of businesses (note 4)	(452)	(214)
Cash obtained with acquired businesses (note 4)	45	38
Post-acquisition settlement payments, net of receipts	(72)	(33)
Purchases of investments and other assets	(31)	(96)
Proceeds from sales of other investments	119	3
Interest, dividends and other proceeds received	3	0
Property and equipment purchased  Net cash flows from (used in) investing activities	(10) (398)	(8)
, ,	(396)	(309)
Effect of foreign currency on cash	7	(2)
Increase (decrease) in cash	199	233
Cash, beginning of period	\$ 811	\$ 763
Cash, end of period	\$ 1.010	\$ 996

Notes to Condensed Consolidated Interim Financial Statements (In millions of U.S. dollars, except per share amounts and as otherwise indicated) (Due to rounding, numbers presented may not foot) Three months ended March 31, 2023 and 2022 (Unaudited)

#### Notes to the condensed consolidated interim financial statements

10. Provisions

1.	Reporting entity	11.	Income taxes
2.	Basis of presentation	12.	Capital and other components of equity
3.	Material accounting policies	13.	Finance and other expense (income) and finance costs
4.	Business acquisitions	14.	Earnings per share
5.	Other assets and other non-current liabilities	15.	Financial instruments
6.	Intangible assets	16.	Contingencies
7.	Debt with recourse to CSI	17.	Changes in non-cash operating assets and liabilities
8.	Debt without recourse to CSI	18.	Non-controlling interests
9.	Redeemable preferred securities	19.	Subsequent events

Notes to Condensed Consolidated Interim Financial Statements (In millions of U.S. dollars, except per share amounts and as otherwise indicated) (Due to rounding, numbers presented may not foot) Three months ended March 31, 2023 and 2022 (Unaudited)

#### 1. Reporting entity

Constellation Software Inc. is a company domiciled in Canada. The address of Constellation Software Inc.'s registered office is 20 Adelaide Street East, Suite 1200, Toronto, Ontario, Canada. The condensed consolidated interim financial statements of Constellation Software Inc. as at and for the three month period ended March 31, 2023 comprise Constellation Software Inc. and its subsidiaries (together referred to as "Constellation", "CSI", or the "Company") and the Company's interest in associates. The Company is engaged principally in the development, installation and customization of software as well as in the provisioning of related professional services and support for customers globally across over 100 diverse markets.

On February 22 and 23, 2023 (as part of a series of transactions relating to the acquisition of WideOrbit Inc. ("WideOrbit") described further in note 4), the Company's subsidiary, Lumine Group Inc. ("Lumine"), completed a corporate reorganization. After the reorganization was completed, the Company now owns 1 super voting share, 6 subordinate voting shares and 63,582,712 preferred shares of Lumine. Furthermore, the Company distributed 63,582,706 of the subordinate voting shares of Lumine to its common shareholders pursuant to a dividend-in-kind on February 23, 2023. The steps performed in conjunction with the reorganization consisted of the following:

- The Company exchanged its existing common shares and preferred shares in Lumine Group (Holdings) Inc. ("Lumine Group Holdings") for 63,582,712 subordinate voting shares ("Lumine Subordinate Voting Shares") and 55,233,745 preferred shares ("Lumine Preferred Shares") on February 22, 2023.
- Lumine and Lumine Group Holdings amalgamated on February 22, 2023.
- The Company subscribed for 8,348,967 Lumine Preferred Shares on February 22, 2023. The Lumine Preferred Shares are convertible into Lumine Subordinate Voting Shares at a rate of 1:2.4302106.
- Lumine had 63,582,712 Lumine Subordinate Voting shares outstanding on February 22, 2023. The
  Company distributed 63,582,706 of the Lumine Subordinate Voting Shares to its common shareholders
  pursuant to a dividend-in-kind on February 23, 2023 and continues to hold 6 Lumine Subordinate Voting
  Shares.

The Company holds 1 super voting share of Lumine (the "Lumine Super Voting Share"). The Lumine Super Voting Share entitles CSI to that number of votes that equals 50.1% of the aggregate number of votes attached to all the outstanding Lumine Super Voting Shares, Lumine Subordinate Voting Shares and special shares of Lumine (the "Lumine Special Shares"). As a result, the Company controls Lumine and has consolidated Lumine's financial position and results of operations. The Company reflects a non-controlling interest held by other parties in Lumine of 100% as of March 31, 2023 (December 31, 2022 – 0%).

#### Preferred Share Investment in Lumine

As noted above, the Company owns 63,582,712 Lumine Preferred Shares. The Lumine Preferred Shares are non-voting and under certain conditions are redeemable at the option of CSI for a redemption price of \$21.74 (the "Initial Face Value") per share. The redemption price may either be settled in cash or through the issuance of a variable number of Lumine Subordinate Voting Shares based on the terms of the Lumine Preferred Shares, or any combination thereof. The Lumine Preferred Shares are also convertible into Lumine Subordinate Voting Shares at a conversion ratio of 1:2.4302106 at any time. The Lumine Preferred Shares entitle CSI to a fixed annual cumulative dividend of 5% per annum on the Initial Face Value.

Further descriptions of the significant terms and conditions of the Lumine Preferred Shares are described below. The terms and conditions of the Lumine Preferred Shares should be read in conjunction with the terms and conditions of the Lumine Special Shares as outlined in note 9.

Notes to Condensed Consolidated Interim Financial Statements (In millions of U.S. dollars, except per share amounts and as otherwise indicated) (Due to rounding, numbers presented may not foot) Three months ended March 31, 2023 and 2022 (Unaudited)

#### Conversion

CSI is entitled to convert some or all of its Lumine Preferred Shares into Lumine Subordinate Voting Shares on the basis of 2.4302106 Lumine Subordinate Voting Shares per Lumine Preferred Share, at any time (the "Lumine Preferred Share Conversion Right").

Upon the exercise of the Lumine Preferred Share Conversion Right, CSI will be entitled to receive all accrued but unpaid dividends accruing on the Lumine Preferred Shares to the day before the conversion date. Pursuant to the terms of the shareholders agreement entered into by Lumine, CSI, Trapeze Software ULC and the holders of the Lumine Special Shares (the "Lumine Shareholders Agreement"), the board of directors of Lumine will make a determination as to whether Lumine has sufficient cash on hand to satisfy the payment of any accrued but unpaid dividends on the Lumine Preferred Shares in cash. If the board of directors of Lumine determines that Lumine does not have sufficient cash on hand, the accrued but unpaid dividends will, subject to TSX Venture Exchange ("TSXV") approval, be satisfied by the issuance of Lumine Subordinate Voting Shares of equal value.

#### Redemption at the Option of CSI

At any time prior to the Mandatory Conversion Date (as defined below), upon thirty (30) days notice to Lumine, the holders of the Lumine Preferred Shares will have the right (but not the obligation) to sell some or all of their Lumine Preferred Shares (the "Lumine Preferred Share Retraction Right") back to Lumine. Upon exercise of the Lumine Preferred Share Retraction Right, the holders of the Lumine Preferred Shares will be entitled to receive an amount of cash equal to the Initial Face Value for each Lumine Preferred Share in respect of which the Lumine Preferred Share Retraction Right has been exercised, or Lumine Subordinate Voting Shares of equal value, or any combination thereof, in each case at the option of the holder of the Lumine Preferred Shares. Notwithstanding the foregoing, if the board of directors of Lumine determines that Lumine does not have sufficient cash on hand to make the payment in cash, the holders of Lumine Preferred Shares will, subject to TSXV approval, receive Lumine Subordinate Voting Shares on the terms described above

#### Redemption at the Option of Lumine

Subject to the terms of the Lumine Shareholders Agreement, upon the later of (the "Mandatory Conversion Date") the date which occurs 12-months after the date the trading of the Lumine Subordinate Voting Shares commences on the TSXV, and 10 business days after the first date on which the closing trading price of the Lumine Subordinate Voting Shares is equal to or greater than C\$13.243656, Lumine will redeem the Lumine Preferred Shares in exchange for the issuance of 2.4302106 Lumine Subordinate Voting Shares for each Lumine Preferred Share redeemed (the "Lumine Preferred Share Mandatory Conversion"). Notwithstanding the foregoing, if holders representing at least 95% of the Lumine Preferred Shares and Lumine Special Shares approve, each holder of Lumine Preferred Shares and Lumine Special Shares will have the option to take the amount equal to the value of the Lumine Subordinate Voting Shares such holder would have otherwise received in connection with the Lumine Preferred Share Mandatory Conversion, determined on the basis of the 60 day volume weighted average trading price of the Lumine Subordinate Voting Shares, in cash. Upon the Lumine Mandatory Conversion (as defined below), the holders of the Lumine Preferred Shares and the Lumine Special Shares will also be entitled to receive all accrued but unpaid dividends accruing to the day before the redemption date. Pursuant to the terms of the Lumine Shareholders Agreement, the board of directors of Lumine will make a determination as to whether Lumine has sufficient cash on hand to satisfy the payment of any accrued but unpaid dividends on the Lumine Preferred Shares in cash. If the board of directors of Lumine determines that Lumine does not have sufficient cash on hand, the accrued but unpaid dividends will, subject to TSXV approval, be satisfied by the issuance of Lumine Subordinate Voting Shares of equal value.

Notes to Condensed Consolidated Interim Financial Statements (In millions of U.S. dollars, except per share amounts and as otherwise indicated) (Due to rounding, numbers presented may not foot) Three months ended March 31, 2023 and 2022 (Unaudited)

As of March 24, 2023, the closing trading price of the Lumine Subordinate Voting Shares was greater than C\$13.243656. As such, the Mandatory Conversion Date for the Lumine Preferred Shares will be March 25, 2024.

#### 2. Basis of presentation

#### (a) Statement of compliance

These condensed consolidated interim financial statements have been prepared in accordance with International Accounting Standard 34, Interim Financial Reporting ("IAS 34") as issued by the International Accounting Standards Board ("IASB") and using the accounting policies disclosed in Note 3 of the Company's 2022 annual consolidated financial statements except as disclosed herein.

These condensed consolidated interim financial statements were approved and authorized for issuance by the Board of Directors of the Company on May 15, 2023.

These condensed consolidated interim financial statements should be read in conjunction with the Company's 2022 annual consolidated financial statements.

#### (b) Basis of measurement

The condensed consolidated interim financial statements have been prepared on the historical cost basis except for certain assets and liabilities initially recognized in connection with business combinations, derivative financial instruments and contingent consideration related to business acquisitions, which are measured at their estimated fair value.

#### (c) Functional and presentation of currency

The condensed consolidated interim financial statements are presented in U.S. dollars, which is Constellation's functional currency.

#### (d) Use of estimates and judgements

The preparation of the condensed consolidated interim financial statements in conformity with IFRS requires management to make judgements, estimates and assumptions that affect the application of accounting policies and reported amounts of assets, liabilities, income and expenses, consistent with those disclosed in the 2022 annual consolidated financial statements and described in these condensed consolidated interim financial statements. Actual results may differ from these estimates.

Estimates and underlying assumptions are reviewed on an ongoing basis. Estimates are based on historical experience and other assumptions that are considered reasonable in the circumstances. The actual amount or values may vary in certain instances from the assumptions and estimates made. Changes will be recorded, with corresponding effect in profit or loss, when, and if, better information is obtained.

#### 3. Material accounting policies

Unless otherwise noted in the condensed consolidated interim financial statements, the material accounting policies used in preparing these condensed consolidated interim financial statements are unchanged from those disclosed

Notes to Condensed Consolidated Interim Financial Statements (In millions of U.S. dollars, except per share amounts and as otherwise indicated) (Due to rounding, numbers presented may not foot) Three months ended March 31, 2023 and 2022 (Unaudited)

in the Company's 2022 annual consolidated financial statements and have been applied consistently to all periods presented in these condensed consolidated interim financial statements.

The accounting policies have been applied consistently by Constellation's subsidiaries.

#### 4. Business acquisitions

(a) On February 22, 2023, the Company completed the acquisition of 100% of the shares of WideOrbit Inc. ("WideOrbit") The Company paid cash of \$273 plus a cash holdback payable of \$10. The Company (through Lumine) also issued 10,204,294 Lumine Special Shares to the seller for an initial subscription price of \$222. The total consideration resulting from acquisition of WideOrbit is \$505.

WideOrbit is a software business that primarily operates in the advertising market for cable networks, local television stations and radio stations. The acquisition has been accounted for using the acquisition method with the results of operations included in the condensed consolidated interim statements of income for the three months ended March 31, 2023 from the date of the acquisition.

The goodwill recognized in connection with this acquisition is primarily attributable to the application of the Company's best practices to improve the operations of the companies acquired, synergies with existing businesses of the Company, and other intangible assets that do not qualify for separate recognition including assembled workforce. Goodwill is in the amount of \$3 is expected to be deductible for income tax purposes.

The gross contractual amounts of acquired receivables was \$21; however, the Company has recorded an allowance of \$0 as part of the acquisition accounting to reflect contractual cash flows that are not expected to be collected.

Due to the complexity of the acquisition, the Company is in the process of determining and finalizing the estimated fair value of the net assets acquired as part of the WideOrbit acquisition. The amounts determined on a provisional basis generally relate to net asset assessments and measurement of the assumed liabilities. The provisional purchase price allocations may differ from the final purchase price allocations, and these differences may be material. Revisions to the allocations will occur as additional information about the fair value of assets and liabilities becomes available.

The impact of acquisition accounting applied on a provisional basis in connection with the acquisition of WideOrbit is as follows:

Notes to Condensed Consolidated Interim Financial Statements (In millions of U.S. dollars, except per share amounts and as otherwise indicated) (Due to rounding, numbers presented may not foot) Three months ended March 31, 2023 and 2022 (Unaudited)

Assets acquired:	
Cash	\$ 25
Accounts receivable	21
Other current assets	21
Property and equipment	2
Right of use assets	8
Other non-current assets	7
Technology assets	166
Customer assets	379
	630
Liabilities assumed:	
Current liabilities	24
Deferred revenue	10
Deferred income taxes	121
Long-term lease obligations	5
Other non-current liabilities	1
	161
Goodwill	36
Coounn	30
Total consideration	\$ 505

The acquisition of WideOrbit contributed revenue of \$18 and a net loss of \$1 for the three months ended March 31, 2023. If this acquisition had occurred on January 1, 2023, the Company estimates that pro-forma consolidated revenue and pro-forma consolidated net income (loss) would have been \$1,944 and (\$83) compared to the actual amounts reported in the condensed consolidated interim statement of income (loss) for the actual period for the three months ended March 31, 2023.

(b) During the three-month period ended March 31, 2023, the Company completed a number of additional acquisitions for aggregate cash consideration of \$179 plus cash holdbacks of \$24 and contingent consideration with an estimated acquisition date fair value of \$11. The total consideration resulting from the additional acquisitions in the three-month period ended March 31, 2023 was \$213. The contingent consideration is payable on the achievement of certain financial targets in the post-acquisition periods. The obligation for contingent consideration for acquisitions during the three-month period ended March 31, 2023 has been recorded at its estimated fair value at the various acquisition dates. The estimated fair value of the applicable contingent consideration is calculated using the estimated financial outcome and resulting expected contingent consideration to be paid and inclusion of a discount rate as appropriate. For these arrangements, which include both maximum, or capped, and unlimited contingent consideration amounts, the estimated increase to the initial consideration is not expected to exceed \$40. Aggregate contingent consideration of \$169 (December 31, 2022 - \$157) has been reported in the condensed consolidated interim statement of financial position at its estimated fair value relating to applicable acquisitions completed in the current and prior periods. Changes made to the estimated fair value of

Notes to Condensed Consolidated Interim Financial Statements (In millions of U.S. dollars, except per share amounts and as otherwise indicated) (Due to rounding, numbers presented may not foot) Three months ended March 31, 2023 and 2022 (Unaudited)

contingent consideration are included in other, net in the condensed consolidated interim statements of income (loss). An expense of \$0 has been recorded for the three months ended March 31, 2023, as a result of such changes (expense of \$10 for the three months ended March 31, 2022).

Other than WideOrbit, no other acquisitions were deemed to be individually significant. The majority of the businesses acquired during the period were acquisitions of shares and the remainder were asset acquisitions. The cash holdbacks are generally payable over a two-year period and are adjusted, as necessary, for such items as working capital or net tangible asset assessments, as defined in the agreements, and claims under the respective representations and warranties of the purchase and sale agreements.

The additional acquisitions during the three-month period ended March 31, 2023 include software companies catering to the following markets: financial services, mining, education, insurance, construction, forestry, metals, transit, product development, field service, legal, daycare, telecommunications and healthcare all of which are software businesses similar to existing businesses operated by the Company. The acquisitions have been accounted for using the acquisition method with the results of operations included in these consolidated financial statements from the date of each acquisition.

The goodwill recognized in connection with these acquisitions is primarily attributable to the application of Constellation's best practices to improve the operations of the companies acquired, synergies with existing businesses of Constellation, and other intangible assets that do not qualify for separate recognition including assembled workforce. Goodwill in the amount of \$0 is expected to be deductible for income tax purposes.

The gross contractual amounts of acquired receivables was \$33; however, the Company has recorded an allowance of \$1 as part of the acquisition accounting to reflect contractual cash flows that are not expected to be collected.

Due to the complexity and timing of certain acquisitions made, the Company is in the process of determining and finalizing the estimated fair value of the net assets acquired as part of the acquisitions closed during 2023 and the last three quarters of 2022. The amounts determined on a provisional basis generally relate to net asset assessments and measurement of the assumed liabilities, including acquired contract liabilities. The provisional purchase price allocations may differ from the final purchase price allocations, and these differences may be material. Revisions to the allocations will occur as additional information about the fair value of assets and liabilities becomes available. The cash consideration associated with these provisional estimates (including individually significant acquisitions) totals \$1,870.

The aggregate impact of acquisition accounting applied in connection with the aggregate of business acquisitions that are not individually significant in the period ended March 31, 2023 is as follows:

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Assets acquired:		
Cash	\$	20
Accounts receivable		31
Other current assets		19
Property and equipment		3
Right of use assets		6
Other non-current assets		3
Deferred income taxes		0
Technology assets		127
Customer assets		111
		321
Liabilities assumed:		
Current liabilities		27
Deferred revenue		48
Deferred income taxes		48
Long-term lease obligations		5
Other non-current liabilities		1
		129
Non-controlling interest		-
Goodwill		22
Bargain purchase gain		(0)
Traditional	Φ.	212
Total consideration	\$	213

The 2023 additional business acquisitions did not have a material impact to either the consolidated revenue or the consolidated net income (loss) for the three months ended March 31, 2023. The materiality threshold is reviewed on a regular basis taking into account the quantitative (contribution to revenue and net income (loss)) and qualitative (size and comparability with other Constellation businesses) factors of current period acquisitions on both an individual and aggregate basis.

(c) The following measurement period adjustments on prior year acquisitions have been reflected on the condensed consolidated interim statement of financial position as of December 31, 2022.

Notes to Condensed Consolidated Interim Financial Statements (In millions of U.S. dollars, except per share amounts and as otherwise indicated) (Due to rounding, numbers presented may not foot) Three months ended March 31, 2023 and 2022 (Unaudited)

Current Assets:	
Accounts receivable	5
Unbilled revenue	1
Other assets	1
	7
Non-current Assets:	
	(0)
Intangible assets	(6)
	(6)
Total assets	1
Total assets	ı
Current liabilities:	
Accounts payable and accrued liabilities	3
Deferred revenue	1
Acquisition holdback payables	2
Income taxes payable	6
	13
Non-current liabilities:	
Deferred income taxes	(6)
Acquisition holdback payables	(1)
Other liabilities	(5)
	(11)
Total liabilities	1

Notes to Condensed Consolidated Interim Financial Statements (In millions of U.S. dollars, except per share amounts and as otherwise indicated) (Due to rounding, numbers presented may not foot) Three months ended March 31, 2023 and 2022 (Unaudited)

## 5. Other assets and other non-current liabilities

## (a) Other assets

	March 31, 2023	December 31, 2022
Prepaid expenses and other current assets	\$ 276	\$ 223
Holdback receivable	2	1
Investment tax credits recoverable	46	39
Sales tax receivable	29	26
Equity securities held for trading	0	115
Other receivables	95	93
Total other current assets	\$ 448	\$ 497
Investment tax credits recoverable	\$ 16	\$ 18
Costs to obtain a contract	59	55
Non-current trade and other receivables and other assets	104	96
Equity accounted investees	3	3
Total other non-current assets	\$ 182	\$ 172

## (b) Other non-current liabilities

	March 31, 2023	December 31,	2022
Contingent consideration	\$ 91	\$	109
Deferred revenue	97		100
Other non-current liabilities	48		48
Total other non-current liabilities	\$ 237	\$	257

Notes to Condensed Consolidated Interim Financial Statements (In millions of U.S. dollars, except per share amounts and as otherwise indicated) (Due to rounding, numbers presented may not foot) Three months ended March 31, 2023 and 2022 (Unaudited)

## 6. Intangible Assets

	chnology Assets	 Customer Assets	1	Backlog	lon-compete agreements	Tra	demarks	(	Goodwill	Total
Cost										
Balance at January 1, 2022	\$ 3,226	\$ 2,356	\$	17	\$ 3	\$	30	\$	614	\$ 6,245
Acquisitions through business combinations	816	1,021		0	-		0		223	2,061
Effect of movements in foreign exchange	(105)	(81)		1	(0)		(2)		(28)	(216
Balance at December 31, 2022	\$ 3,937	\$ 3,296	\$	17	\$ 3 2	\$	29	\$	809	\$ 8,089
Balance at January 1, 2023	\$ 3,937	\$ 3,296	\$	17	\$ 3 2	\$	29	\$	809	\$ 8,089
Acquisitions through business combinations	294	490		-	-		-		58	842
Effect of movements in foreign exchange and other	23	21		0	0		0		8	52
Balance at March 31, 2023	\$ 4,253	\$ 3,807	\$	17	\$ 3 2	\$	29	\$	875	\$ 8,984
Accumulated amortization and impairment losses										
Balance at January 1, 2022	\$ 1,941	\$ 849	\$	17	\$ 3 2	\$	4	\$	4	\$ 2,817
Amortization for the period	394	280		0	0		2		-	676
Impairment charge	1	0		-	-		-		5	7
Effect of movements in foreign exchange	(56)	(27)		0	(0)		-		-	(83
Balance at December 31, 2022	\$ 2,280	\$ 1,103	\$	17	\$ 3 2	\$	6	\$	9	\$ 3,416
Balance at January 1, 2023	\$ 2,280	\$ 1,103	\$	17	\$ 3 2	\$	6	\$	9	\$ 3,416
Amortization for the period	110	83		0	0		0		-	193
Impairment charge	1	1		-	-		-		0	2
Effect of movements in foreign exchange	12	7		0	0		-		-	19
Balance at March 31, 2023	\$ 2,402	\$ 1,194	\$	17	\$ 3 2	\$	6	\$	9	\$ 3,630
Carrying amounts										
At January 1, 2022	\$ 1,285	\$ 1,507	\$	0	\$ 0	\$	26	\$	610	\$ 3,428
At December 31, 2022	\$ 1,657	\$ 2,193	\$	0	\$ -	\$	23	\$	800	\$ 4,673
At January 1, 2023	\$ 1,657	\$ 2,193	\$	0	\$ S -	\$	23	\$	800	\$ 4,673
At March 31, 2023	\$ 1,851	\$ 2,613	\$	0	\$ 0	\$	23	\$	866	\$ 5,354

Notes to Condensed Consolidated Interim Financial Statements (In millions of U.S. dollars, except per share amounts and as otherwise indicated) (Due to rounding, numbers presented may not foot) Three months ended March 31, 2023 and 2022 (Unaudited)

#### 7. Debt with recourse to CSI

		Li	ability of CSI under	•				
	CS	Facility	the IRGA	D	ebentures	Term Loan		Total
Principal outstanding at March 31, 2023 (and, except for								
debentures, equal to fair value)	\$	271 \$	512	\$	209	\$ 80	\$	1,072
Deduct: Carrying value of transaction costs included in debt balance		(1)				(0)		(2)
debt balance		(1)	-		-	(0)		(2)
Carrying value at March 31, 2023		270	512		209	80	-	1,071
Current portion		270	211		-	-		480
Non-current portion		-	302		209	80		590

#### CSI Facility

On November 5, 2021, Constellation completed an amendment and restatement of its revolving credit facility agreement (the "CSI Facility"), with a syndicate of Canadian chartered banks and U.S. banks in the amount of \$700, extending its maturity date to November 2026. In March 2023, the total amount on the revolver was increased from \$700 to \$840. The CSI Facility bears a variable interest rate with no fixed repayments required over the term to maturity. Interest rates are calculated at standard U.S. and Canadian reference rates plus interest rate spreads based on a leverage table. The CSI Facility is collateralized by the majority of the Company's assets including the assets of certain material subsidiaries. The CSI Facility contains standard events of default which if not remedied within a cure period would trigger the repayment of any outstanding balance. As at March 31, 2023, \$271 (December 31, 2022 – \$322) had been drawn from this credit facility, and letters of credit totaling \$14 (December 31, 2022 - \$12) were issued, which limits the borrowing capacity on a dollar-for-dollar basis. Transaction costs associated with the CSI Facility are being amortized through profit or loss using the effective interest rate method. As at March 31, 2023, the carrying amount of such costs is \$1 (December 31, 2022 - \$1).

### Liability of CSI under the terms of the IRGA/TSS Members Agreement

On December 23, 2014, in accordance with the terms of the purchase and sale agreement for the initial acquisition of TSS by CSI, and on the basis of the term sheets attached thereto, Constellation and the Joday Group, among others, entered into a Members Agreement (the "TSS Members Agreement") pursuant to which the Joday Group acquired 33.29% of the voting interests in Constellation Software Netherlands Holding Coöperatief U.A. (which was renamed to Topicus.com Coöperatief U.A., ("Topicus Coop)), a subsidiary of Constellation and the indirect owner of 100% of TSS at the time of the acquisition. Total proceeds from this transaction was EUR 39.

On January 5, 2021, the TSS Members Agreement was terminated in conjunction with the acquisition of Topicus.com B.V., the reorganization of Topicus Coop and the execution of the Investors Rights and Governance Agreement ("IRGA"). The IRGA was established to create certain contractual obligations of the parties in respect of the governance of Topicus and Topicus Coop. The Joday Group's interest in Topicus Coop comprises 39,331,284 Topicus Coop Ordinary Units resulting in an interest of 30.29% in Topicus Coop. The IRGA provides for transfer restrictions in respect of the Topicus Coop Units.

Any time after January 5, 2021, any member of the Joday Group has the right, at their option, to sell any number of its Topicus Coop Units to CSI at a cash price per Topicus Coop Unit determined in accordance with the IRGA. Upon the exercise of such option by a member of the Joday Group, CSI will be obligated to purchase 33.33% of such

Notes to Condensed Consolidated Interim Financial Statements (In millions of U.S. dollars, except per share amounts and as otherwise indicated) (Due to rounding, numbers presented may not foot) Three months ended March 31, 2023 and 2022 (Unaudited)

Topicus Coop Units within 30 days, and an additional 33.33% on each of the first and the second anniversary of such initial purchase. Notwithstanding the foregoing, CSI can offer Topicus the right to purchase such Topicus Coop Units in lieu of CSI.

In the event of a change of control of CSI, any member of the Joday Group has the right, at their option, to sell all of its Topicus Coop Units to CSI at a cash price per Topicus Coop Unit determined in accordance with the IRGA. Upon the exercise of such option by a member of the Joday Group, CSI will be obligated to purchase all such Topicus Coop Units. Notwithstanding the foregoing, CSI can offer Topicus the right to purchase such Topicus Coop Units in lieu of CSI.

If CSI reduces its economic interest in Topicus by a sale or transfer of its economic interest (and not due to any additional issuance of any shares or equity by Topicus) by more than one-third (calculated on a fully converted basis in accordance with the IRGA), any member of the Joday Group has the right, at their option, to sell to CSI one-third of its Topicus Coop Units at a cash price per Topicus Coop Unit determined in accordance with the IRGA. Upon the exercise of such put option by a member of the Joday Group, CSI will be obligated to purchase all such put Topicus Coop Units. Notwithstanding the foregoing, CSI can offer Topicus the right to purchase such Topicus Coop Units in lieu of CSI. Any member of the Joday Group has a similar right to sell one-half or all of its remaining Topicus Coop Units, respectively, at its option, if CSI further reduces its remaining fully-diluted economic interest in Topicus by a sale or transfer of its economic interest by one-half and again if CSI sells its entire remaining economic interest in Topicus.

All of the Topicus Coop Ordinary Units held by the Joday Group and Ijssel B.V. (collectively, the "Topicus Coop Exchangeable Units") are exchangeable, directly or indirectly, for Topicus Subordinate Voting Shares. All of the above rights of members of the Joday Group apply to any Topicus Subordinate Voting Shares issued on an exchange of Topicus Coop Exchangeable Units.

At any time after December 31, 2023, CSI has the right, at its option, to buy all of the Topicus Coop Units and shares of Topicus held by certain members of the Joday Group (excluding Joday) at a cash price per Topicus Coop Unit (or share of Topicus, as applicable) determined in accordance with the IRGA. After December 31, 2043, CSI has the same right to buy all of the Topicus Coop Units and shares of Topicus held by the remaining members of the Joday Group, including Joday.

In addition, if certain individuals affiliated with Joday are terminated from their employment with Topicus Coop or an affiliate thereof for urgent cause (as defined in the Dutch Civil Code), CSI has the right, at its option, to buy all of Topicus Coop Units held by such individuals at a cash price per Topicus Coop Unit determined in accordance with the IRGA.

The Company has continued to classify the above obligations of CSI under the terms of the IRGA as a liability. The main valuation driver in such calculation is the maintenance and other recurring revenue of Topicus. Maintenance and recurring revenue of Topicus for the trailing twelve months on a pro-forma basis determined at the end of the current reporting period was used as the basis for valuing the interests at each redemption date. Any increase or decrease in the value of such liability is recorded as an expense or income in the consolidated statements of income (loss) for the period.

During the periods ended March 31, 2023 and December 31, 2022, no options were exercised. During the year December 31, 2022, a distribution in the amount of \$23 was paid to the Joday Group.

Notes to Condensed Consolidated Interim Financial Statements (In millions of U.S. dollars, except per share amounts and as otherwise indicated) (Due to rounding, numbers presented may not foot) Three months ended March 31, 2023 and 2022 (Unaudited)

#### **Debentures**

On October 1, 2014 and November 19, 2014, the Company issued debentures with a total principal value of C\$96 for total proceeds of C\$91. On September 30, 2015, the Company issued another tranche of debentures (collectively with the 2014 issuances called the "Debentures") with a total principal value of C\$186 for total proceeds of C\$214.

The Debentures have a maturity date of March 31, 2040 (the "Maturity Date").

The interest rate from and including:

- March 31, 2020 but excluding March 31, 2021 was 8.4%
- March 31, 2021 but excluding March 31, 2022 was 7.2%
- March 31, 2022 but excluding March 31, 2023 was 9.9%
- March 31, 2023 but excluding March 31, 2024 is 13.3%

Subsequent from and including March 31, 2024 to but excluding the Maturity Date, the interest rate applicable to the Debentures will be reset on an annual basis on March 31 of each year, at a rate equal to the annual average percentage change in the All-items Consumer Price Index during the 12-month period ending on December 31 in the prior year (which amount may be positive or negative) plus 6.5%. Notwithstanding the foregoing, the interest rate applicable to the debentures will not be less than 0%. The Company may, subject to certain approvals, elect the Payment in Kind election ("PIK Election"), in lieu of paying interest in cash, to satisfy all or any portion of its interest obligation payable on an interest payment date by issuing to each Debenture holder PIK Debentures equal to the amount of the interest obligation to be satisfied. The PIK Debentures will have the same terms and conditions as the Debentures and will form part of the principal amount of the Debentures. If, on any interest payment date, the Company fails to pay the amount of interest owing on the Debentures in full in cash, the Company will not (A) declare or pay dividends of any kind on the Common Shares, nor (B) participate in any share buyback or redemption involving the Common Shares, until the date on which the Company pays such interest (or the unpaid portion thereof) in cash to holders of the Debentures; however, where the Company has issued PIK Debentures in respect of all or a portion of the amount of interest owing on the Debentures on an interest payment date, the Company may resume declaring or paying dividends of any kind on the Common Shares and participating in any share buyback or redemption involving the Common Shares beginning on the next earlier of (i) the interest payment date of which the Company pays the amount of interest owing on the Debentures in full in cash and (ii) the date on which the Company repays all amounts owing under the PIK Debenture. All payments in respect of the Debentures will be subordinated in right of payment to the prior payment in full of all senior indebtedness of the Company.

The Debentures will be redeemable in certain circumstances at the option of the Company or the holder. During the period beginning on March 16 and ending on March 31 of each year, the Company will have the right, at its option, to give notice to holders of Debentures of its intention to redeem the Debentures, in whole or in part, on March 31 in the year that is five years following the year in which notice is given, at a price equal to the principal amount thereof plus accrued and unpaid interest up to but excluding the date fixed for redemption. During the period beginning on March 1 and ending on March 15 of each year, holders of Debentures will also have the right, at their option, to give notice to the Company of their intention to require the Company to repurchase (or to "put") the Debentures, in whole or in part, on March 31 in the year that is five years following the year in which notice is given, at a price equal to the principal amount thereof plus accrued and unpaid interest up to but excluding the date fixed for repurchase.

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During the periods ended March 31, 2023 and December 31, 2022, no notices for redemption of the Debentures were received or given by the Company.

The fair value of the debentures as at March 31, 2023 was \$290 (December 31, 2022 - \$287).

#### Term Loan

One of CSI's subsidiaries has entered into a GBP 65 term debt facility with a financial institution for which CSI has guaranteed the debt. The facility bears a fixed rate of interest. The term loan contains events of default that, if not remedied, allow the loan note holder to require repayment of the loan principal and interest. The loan is due in 2028.

#### 8. Debt without recourse to CSI

Certain of CSI's subsidiaries have entered into term debt facilities and revolving credit facilities with various financial institutions. CSI does not guarantee the debt of these subsidiaries, nor are there any cross-guarantees between subsidiaries. The credit facilities are collateralized by substantially all of the assets of the borrowing entity and its subsidiaries. The credit facilities typically bear interest at a rate calculated using an interest rate index plus a margin. The financing arrangements for each subsidiary typically contain certain restrictive covenants, which may include limitations or prohibitions on additional indebtedness, payment of cash dividends, redemption of capital, capital spending, making of acquisitions and sales of assets. In addition, certain financial covenants must be met by those subsidiaries that have outstanding debt.

During 2022, the Company breached its debt covenants associated with 1 Term loan in its subsidiaries which is unresolved as of March 31, 2023. The aggregate value of the loan at March 31, 2023 is \$7 and this loan has been classified as a current liability.

Debt without recourse to CSI comprises the following:

Topicus Revolving Credit					
	Facility	Debt Facilities	Total		
Principal outstanding at March 31, 2023 (and equal to fair value)	131	\$ 873	1,003		
Deduct: Carrying value of transaction costs included in debt balance	(3)	(9)	(12)		
Carrying value at March 31, 2023	127	864	992		
Current portion	127	71	199		
Non-current portion	-	793	793		

The annual minimum repayment requirements for the debt facilities without recourse to CSI (excluding the Topicus Revolving Credit Facility) are as follows:

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Year	<b>Debt Facilities</b>
2023	58
2024	45
2025	188
2026	126
2027	278
2028	176
2029	1
2030	0
	873

#### 9. Redeemable Preferred Securities

In conjunction with the acquisition of WideOrbit, Lumine issued 10,204,294 Lumine Special Shares to the sellers of WideOrbit for an initial subscription price of approximately \$222 which was included in the purchase consideration. Under certain conditions, the Lumine Special Shares are retractable at the option of the holder for a retraction price of the Initial Face Value per Lumine Special Share plus one Lumine Subordinate Voting share for each Lumine Special Share held and has been classified as a liability on the balance sheet of the Company. The Lumine Special Shares are also convertible into Lumine Subordinate Voting shares at a conversion ratio of 1:3.4302106 at any time. The holders of the Lumine Special Shares are also entitled to a fixed annual cumulative dividend of 5% per annum.

The fair value of the Lumine Special Shares owned by the sellers of WideOrbit at issuance was \$222 and has been classified as a liability. The Company has determined that the conversion option associated with the Lumine Special Shares does not result in a fixed amount of cash being exchanged for a fixed amount of units (i.e. the conversion option does not meet the "fixed for fixed" requirement). As a result, the Lumine Special Shares have been recorded at fair value at the end of each reporting period. The change in fair value of the Lumine Special Shares is recorded as a redeemable preferred securities expense (income) in the condensed consolidated interim statements of income (loss).

Further descriptions of the significant terms and conditions of the Lumine Special Shares are described below. The terms and conditions of the Lumine Special Shares should be read in conjunction with the terms and conditions of the Lumine Preferred Shares held by CSI (note 1).

#### Dividends

Holders of the Lumine Special Shares are entitled to receive fixed preferential cumulative dividends at the rate of 5% per annum on the Initial Face Value. No dividend will at any time be declared or paid on the Lumine Subordinate Voting Shares or the Lumine Super Voting Share, or on any other shares ranking junior to the Special Shares, unless and until the accrued preferential cumulative dividends on all of the Lumine Preferred Shares and Lumine Special Shares outstanding have been declared and paid. In addition, no dividends will be paid on the Lumine Subordinate Voting Shares or the Lumine Super Voting Share for an amount that would cause Lumine to not have sufficient net assets to effect the redemption of the Lumine Preferred Shares and Lumine Special Shares on a Mandatory Conversion (as defined below). In addition to the foregoing, the holders of the Lumine Special Shares

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are entitled to receive dividends on a pari passu, share for share, basis at such times and in such amounts as Lumine's board of directors may from time to time determine to declare dividends on the Lumine Subordinate Voting Shares, without preference or distinction between the Lumine Subordinate Voting Shares and the Lumine Special Shares, subject to the foregoing preferential rights of the holders of the Lumine Preferred Shares and the Lumine Special Shares.

#### Conversion

Holders of the Lumine Special Shares are entitled to convert some or all of their Lumine Special Shares into Lumine Subordinate Voting Shares on the basis of 3.4302106 Lumine Subordinate Voting Shares per Lumine Special Share, at any time (the "Lumine Special Share Conversion Right").

Upon the exercise of the Lumine Special Share Conversion Right, the holders of the Lumine Special Shares, will be entitled to receive all accrued but unpaid dividends accruing to the day before the conversion date. Pursuant to the terms of the Lumine Shareholders Agreement, the board of directors of Lumine will make a determination as to whether Lumine has sufficient cash on hand to satisfy the payment of any accrued but unpaid dividends on the Special Shares, as applicable, in cash. If the board of directors of Lumine determines that Lumine does not have sufficient cash on hand to make the applicable payments, the accrued but unpaid dividends will, subject to TSXV approval, be satisfied by the issuance of Lumine Subordinate Voting Shares of equal value.

### Redemption at the Option of the Holder

At any time prior to the Mandatory Conversion Date, upon thirty (30) days notice to Lumine, the holders of the Lumine Special Shares will have the right (but not the obligation) to sell some or all of their Lumine Special Shares (the "Lumine Special Share Retraction Right"), provided that the exercise of the Lumine Special Share Retraction Right (including the manner of exercise) must first be approved by the holders of a majority of the Lumine Special Shares, in their sole discretion. Upon exercise of the Lumine Special Share Retraction Right, the holders of the Lumine Special Shares will be entitled to receive (i) one Lumine Subordinate Voting Share for each Lumine Special Share in respect of which the Lumine Special Share Retraction Right has been exercised, and (ii) an amount of cash equal to the Initial Face Value for each Lumine Special Share in respect of which the Lumine Special Share Retraction Right has been exercised, or Lumine Subordinate Voting Shares of equal value, or any combination thereof, in each case at the option of the holder of the Lumine Special Shares. Notwithstanding the foregoing, if the board of directors of Lumine determines that Lumine does not have sufficient cash on hand to make the payment in cash, the holders of Lumine Special Shares will, subject to TSXV approval, receive Lumine Subordinate Voting Shares on the terms described above.

Upon the exercise of the Lumine Special Share Retraction Right, the holders of the Lumine Special Shares will also be entitled to receive all accrued but unpaid dividends accruing on the Lumine Special Shares in respect of which the Lumine Special Share Retraction Right has been exercised, to the day before the redemption date. The board of directors of Lumine will make a determination as to whether Lumine has sufficient cash on hand to satisfy the payment of any accrued but unpaid dividends on the Lumine Special Shares in cash. If the board of directors of Lumine determines that Lumine does not have sufficient cash on hand to make the applicable payments, the accrued but unpaid dividends will, subject to TSXV approval, be satisfied by the issuance of Lumine Subordinate Voting Shares of equal value.

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### Redemption at the Option of Lumine

Subject to the terms of the Lumine Shareholders Agreement, upon the Mandatory Conversion Date, Lumine will redeem the Lumine Special Shares in exchange for the issuance of 3.4302106 Lumine Subordinate Voting Shares for each Lumine Special Share redeemed (the "Lumine Special Share Mandatory Conversion" and, together with the Lumine Preferred Share Mandatory Conversion, the "Lumine Mandatory Conversion"). Notwithstanding the foregoing, if holders representing at least 95% of the Lumine Preferred Shares and Lumine Special Shares approve, each holder of Lumine Preferred Shares and Lumine Special Shares will have the option to take the amount equal to the value of the Lumine Subordinate Voting Shares such holder would have otherwise received in connection with the Lumine Mandatory Conversion, determined on the basis of the 60 day volume weighted average trading price of the Lumine Subordinate Voting Shares, in cash.

Upon the Lumine Mandatory Conversion, the holders of the Lumine Special Shares will also be entitled to receive all accrued but unpaid dividends accruing to the day before the redemption date. Pursuant to the terms of the Lumine Shareholders Agreement, the board of directors of Lumine will make a determination as to whether Lumine has sufficient cash on hand to satisfy the payment of any accrued but unpaid dividends on the Lumine Special Shares in cash. If the board of directors of the Lumine determines that Lumine does not have sufficient cash on hand, the accrued but unpaid dividends will, subject to TSXV approval, be satisfied by the issuance of Lumine Subordinate Voting Shares of equal value.

As of March 24, 2023, the closing trading price of the Lumine Subordinate Voting Shares was greater than C\$13.243656. As such, the Mandatory Conversion Date for the Lumine Special Shares will be March 25, 2024.

#### 10. Provisions

At January 1, 2023	\$ 21
Reversal	(1)
Provisions recorded during the period	3
Provisions used during the period	(5)
Effect of movements in foreign exchange and other	0
At March 31, 2023	\$ 18
Provisions classified as current liabilities	9
Provisions classified as other non-current liabilities	10

The provisions balance is comprised of various individual provisions for onerous contracts and other estimated liabilities of the Company of uncertain timing or amount.

## 11. Income taxes

Income tax expense is recognized based on management's best estimate of the actual income tax rate for the interim period applied to the pre-tax income of the interim period for each entity in the consolidated group. As a result of foreign exchange fluctuations, acquisitions and ongoing changes due to intercompany transactions amongst entities operating in different jurisdictions, the Company has determined that a reasonable estimate of a weighted average annual tax rate cannot be determined on a consolidated basis. The Company's consolidated

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effective tax rate in respect of continuing operations for the three months ended March 31, 2023 was -95% (27% for the three months ended March 31, 2022). The 2023 effective tax rate was impacted by the redeemable preferred securities expense, which is not deductible for tax purposes.

Constellation is subject to tax audits in the countries in which the Company does business globally. These tax audits could result in additional tax expense in future periods relating to historical filings. Reviews by tax authorities generally focus on, but are not limited to, the validity of the Company's intercompany transactions, including financing and transfer pricing policies which generally involve subjective areas of taxation and a significant degree of judgment. If any of these tax authorities are successful with their challenges, the Company's income tax expense may be adversely affected and Constellation could also be subject to interest and penalty charges.

## 12. Capital and other components of equity

	Common Shares					
	Number	nount				
March 31, 2023	21,191,530	\$	99			
December 31, 2022	21,191,530	\$	99			

### Dividends and other distributions to shareholders

During the three months ended March 31, 2023, the Company declared a \$1.00 per share dividend to all common shareholders of record at close of business on April 6, 2023. The dividend declared in the quarter ended March 31, 2023 representing \$21 was paid and settled on April 14, 2023.

The dividend declared in the quarter ended December 31, 2022 representing \$21 was paid and settled on January 11, 2023.

On February 6, 2023, the Company declared a special dividend pursuant to which all common shareholders of record on February 16, 2023 of the Company were entitled to receive, by way of a dividend-in-kind, 3.0003833 Lumine Subordinate Voting Shares for each Constellation Software Inc. share held. The dividend was distributed on February 23, 2023.

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## 13. Finance and other expense (income) and finance costs

	Three months ended March 31,			
		2023	2022	
Interest income on cash	\$	(1) \$	(0)	
(Increase) decrease in the fair value of equity securities held for trading		(4)	1	
Share in net (income) loss of equity investee		(0)	0	
Finance and other income		(3)	(3)	
Finance and other expense (income)	\$	(7) \$	(2)	
Interest expense on debt and debentures	\$	27 \$	12	
Interest expense on lease obligations		3	2	
Amortization of debt related transaction costs		1	1	
Other finance costs		6	4	
Finance costs	\$	36 \$	19	

## 14. Earnings per share

## Basic and diluted earnings per share

	Three months ended March 31,				
		2023		2022	
Numerator:					
Net income (loss) attributable to common shareholders of CSI	\$	94	\$	98	
Denominator:					
Basic and diluted shares outstanding	21	,191,530		21,191,530	
Earnings per share					
Basic and diluted	\$	4.44	\$	4.63	

#### 15. Financial instruments

Fair values versus carrying amounts

The carrying values of cash, accounts receivable, accounts payable, accrued liabilities, dividends payable, the majority of acquisition holdbacks, and the CSI Facility, approximate their fair values due to the short-term nature of these instruments. The carrying value of the debt without recourse to CSI approximate their fair values as the debt

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is subject to market interest rates. The carrying value of the IRGA liability and the Term Loan with recourse to CSI approximates fair value.

#### Fair value hierarchy

The table below analyzes financial instruments carried at fair value, by valuation method.

- level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities;
- level 2 inputs are inputs other than quoted prices included in level 1 that are observable for the asset or liability either directly (i.e. prices) or indirectly (i.e. derived from prices); and
- level 3 inputs are inputs for the asset or liability that are not based on observable market data (i.e. unobservable inputs).

In the table below, the Company has segregated all financial assets and liabilities that are measured at fair value into the most appropriate level within the fair value hierarchy based on the inputs used to determine the fair value at the measurement date.

Financial assets and financial liabilities measured at fair value as at March 31, 2023 and December 31, 2022 in the condensed consolidated interim financial statements are summarized below. The Company has no additional financial liabilities measured at fair value after initial recognition other than those recognized in connection with business combinations and the redeemable preferred securities.

		March 31, 2023						December 31, 2022								
	Le	vel 1	Le	vel 2	L	evel 3	Т	otal	Le	evel 1	L	evel 2		Level 3	7	<b>Fotal</b>
Assets:																
Equity securities held for trading	\$	0	\$	-	\$	-	\$	0	\$	115	\$	-	\$	-	\$	115
		0		-		-		0		115		-		-		115
Liabilities:																
Redeemable preferred securities	\$	-	\$	-	\$	409	\$	409	\$	-	\$	-	\$	-	\$	-
Contingent consideration		-		-		169		169		-		-		157		157
		-		-		577		577		-		-		157		157

There were no transfers of fair value measurement between level 1, 2 and 3 of the fair value hierarchy in the periods ended March 31, 2023 and December 31, 2022.

The following tables shows a reconciliation from the beginning balances to the ending balances for fair value measurements in level 3 of the fair value hierarchy.

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## Contingent Consideration

Balance at January 1, 2023	157	
	1.1	
Increase from business acquisitions	11	
Cash recoveries (payments)	(7)	
Charges through profit or loss	2	
Foreign exchange and other movements	6	
Balance at March 31, 2023	169	
Contingent consideration classified as current liabilities	77	
Contingent consideration classified as other non-current liabilities		

Estimates of the fair value of contingent consideration are performed by the Company on a quarterly basis. Key unobservable inputs include revenue/profitability growth rates and the discount rates applied (8% to 11%). The estimated fair value increases as the annual revenue/profitability growth rate increases and as the discount rate decreases and vice versa.

## Redeemable Preferred Securities

Balance at January 1, 2023	\$ -
Issuance of Lumine Special Shares in conjunction with business acquistions Redeemable preferred securities expense (income) Conversions to subordinate voting shares of Lumine Payments	222 188 (1)
Balance at March 31, 2023	409

Estimates of the fair value of the Redeemable Preferred Securities are performed by the Company on a quarterly basis. Key unobservable inputs include expected volatility and credit spread of the Lumine Special Shares. The estimated fair value increases as the expected volatility increases. The estimated fair value decreases as the credit spread increases. The key observable input is the subordinated voting share price of Lumine. As the Lumine subordinate voting share price increases, the fair value of the Redeemable Preferred Securities increases.

#### 16. Contingencies

In the normal course of operations, the Company is subject to litigation and claims from time to time. The Company may also be subject to lawsuits, investigations and other claims, including environmental, labour, income and sales tax, product, customer disputes and other matters. Management believes that adequate provisions have been recorded in the accounts where required. Although it is not always possible to estimate the extent of potential costs,

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if any, management believes that the ultimate resolution of such contingencies will not have a material adverse impact on the results of operations, financial position or liquidity of the Company.

## 17. Changes in non-cash operating assets and liabilities

	Three months ended			
	March 31,			
	2	2023	2022	
Decrease (increase) in current accounts receivable	\$	(86) \$	(38)	
Decrease (increase) in current unbilled revenue		(32)	(20)	
Decrease (increase) in other current assets		(13)	(25)	
Decrease (increase) in inventories		(1)	(3)	
Decrease (increase) in other non-current assets		2	(5)	
Increase (decrease) in other non-current liabilities		(34)	10	
Increase (decrease) in current accounts payable and accrued liabilities,				
excluding holdbacks from acquisitions		(8)	(102)	
Increase (decrease) in current deferred revenue		443	350	
Increase (decrease) in current provisions		(2)	1	
Change in non-cash operating working capital	\$	268 \$	169	

### 18. Non-controlling interests

## Topicus:

The Company's significant non-controlling interests at March 31, 2023 were associated with Topicus, a company whose operations are based in the Netherlands. Constellation's equity interest in Topicus is 60.65% (39.35% being non-controlling interest) as at March 31, 2023. On May 16, 2022, Topicus also acquired a controlling interest of 72.68% in Sygnity S.A. ("Sygnity"), a Company based in Poland. The remaining 27.32% represents non-controlling interest.

#### Adapt IT:

On January 3, 2022, the Company acquired a controlling interest in Adapt IT Holdings Limited ("Adapt IT"), a Company based in South Africa. As of March 31, 2023, the Company has an interest of 67.21% in Adapt IT(the remaining 32.79% represents non-controlling interest).

#### Lumine:

Prior to February 23, 2023, the Company reflected a 100% ownership interest in Lumine. However, as outlined in Note 1 to the condensed consolidated interim financial statements, Constellation's common equity interest in Lumine was reduced from 100% to 0% (100% being non-controlling interest) in 2023.

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The following tables summarize the information relating to the Company's non-controlling interests in Topicus, Adapt IT and Lumine before and after intercompany eliminations:

	As at March 31, 2023					
	Topicus Coop	Adapt-IT	Lumine			
Non-controlling interest	39.35%	32.79%	100.00%			
Current assets	478	38	320			
Non-current assets	1,077	87	848			
Total assets	1,555	126	1,168			
Current liabilities Non-current liabilities	736 287	34 32	2,467 375			
Total liabilities	1,024	66	2,842			
Less: Non-controlling interest of subsidaries, including interests held by CSI	48	-	-			
Net assets after allocation of non-controlling interests (including interests held by CSI)	483	59	(1,674)			
Inter-group eliminations	20	-	1,859			
Total	503	59	184			
Net assets allocated to the non-controlling interests of subsidiary	198	19	184			
Add: Non-controlling interest of subsidaries not owned by CSI	18	- 40	- 404			
Total non-controlling interest	216	19	184			
	Three mar	otho and ad March 21	2022			
	Topicus Coop	nths ended March 31, Adapt-IT	Lumine			
Revenue	284	27	95			
Expenses	251	25	90			
Redeemable preferred securities expense (income)	-	-	655			
Income (loss) before income taxes	33	2	(650)			
Income tax expense	9	0	2			
Net income (loss) prior to non-controlling interest allocation	24	2	(652)			
Less: Non-controlling interest of subsidaries, including interests held by CSI	(0)	-	-			
Net income (loss) after allocation of non-controlling interest	24	2	(652)			
Inter-group eliminations	(1)	-	467			
Total		2	(185)			
	23		( /			
Net income (loss) attributable to non-controlling interests	9	0	(186)			
Net income (loss) attributable to non-controlling interests Add: Non-controlling interest of subsidaries not owned by CSI Total non-controlling interest						

Financial information on the statement of cash flows for Topicus, Adapt IT and Lumine is as follows:

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	Three months ended March 31, 2023					
	Topicus Coop	Adapt-IT	Lumine			
Cash flows from (used in) operating activities	187	8	15			
Cash flows from (used in) financing activities	(89)	(4)	349			
Cash flows from (used in) investing activities	(32)	(0)	(281)			

## 19. Subsequent events

On May 15, 2023 the Company declared a \$1.00 per share dividend that is payable on July 11, 2023 to all common shareholders of record at close of business on June 20, 2023.

Subsequent to March 31, 2023, the Company completed or entered into agreements to acquire a number of additional businesses for aggregate cash consideration of \$197 on closing plus cash holdbacks of \$53 and contingent consideration with an estimated fair value of \$13 for total consideration of \$262. The business acquisitions include companies catering primarily to the transit, creative agencies, local government, horticulture, healthcare, mining, accounting, travel, field service, retail management and distribution and utilities verticals and are all software companies similar to the existing business of the Company.