## Logiq Returns to Revenue Growth and Plans to Spin Off of AppLogiq By Year-End

Based on blended comparable valuations of its peers at 8.3 times enterprise value to sales we believe Logiq's stock is worth approximately $\$ 11.00$ per share.

Current Price (11/15/21)
Valuation
$\$ 2.53$
$\$ 11.00$

## OUTLOOK

Logiq is a provider of a SaaS platform for small businesses to create their own mobile app for use by consumers, as well as a digital marketing platform to help businesses target potential customers. The former operates internationally while the latter serves US customers. We expect the stock valuation to increase through improved profitability, revenue growth, and acquisitions. Management is planning to spin off the AppLogiq business into a separate public company by year-end believing this will unlock value for shareholders.

## SUMMARY DATA

| 52-Week High | $\$ 12.83$ |
| :--- | ---: |
| 52-Week Low | $\$ 2.17$ |
| One-Year Return (\%) | -68.4 |
| Beta | 2.3 |
| Average Daily Volume (sh) | 152,084 |
| Shares Outstanding (mil) | 26.3 |
| Market Capitalization (\$mil) | $\$ 66.5$ |
| Short Interest Ratio (days) | 0.1 |
| Institutional Ownership (\%) | 0 |
| Insider Ownership (\%) | 5.4 |
|  |  |
| Annual Cash Dividend | $\$ 0.00$ |
| Dividend Yield (\%) | 0.00 |
|  |  |
| 5-Yr. Historical Growth Rates | 33.0 |
| Sales (\%) | $\mathrm{N} / \mathrm{M}$ |
| Earnings Per Share (\%) | $\mathrm{N} / \mathrm{A}$ |
| Dividend (\%) | $\mathrm{N} / \mathrm{M}$ |
| P/E using TTM EPS | $\mathrm{N} / \mathrm{M}$ |
| P/E using 2021 Estimate | $\mathrm{N} / \mathrm{M}$ |

Risk Level
Type of Stock Industry

## ZACKS ESTIMATES

## Revenue

(in millions of \$)

|  | Q1 <br> (Mar) | Q2 <br> (Jun) | Q3 <br> (Sep) | Q4 <br> (Dec) | Year <br> (Dec) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2019 | 8.5 A | 7.1 A | 9.0 A | 10.0 A | 34.6 A |
| 2020 | 15.0 A | 9.3 A | 7.0 A | 6.6 A | 37.9 E |
| 2021 | 8.1 A | 8.3 A | 7.8 A | 8.8 E | 33.0 E |
| 2022 |  |  |  |  | 40.0 E |

EPS

|  | Q1 <br> (Mar) | Q2 <br> (Jun) | Q3 <br> (Sep) | Q4 <br> (Dec) | Year <br> (Dec) |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2019 | $-\$ 0.01 \mathrm{~A}$ | $-\$ 0.48 \mathrm{~A}$ | $-\$ 0.17 \mathrm{~A}$ | $-\$ 0.77 \mathrm{~A}$ | $-\$ 1.31 \mathrm{~A}$ |
| 2020 | $-\$ 0.24 \mathrm{~A}$ | $-\$ 0.14 \mathrm{~A}$ | $-\$ 0.23 \mathrm{~A}$ | $-\$ 0.51 \mathrm{~A}$ | $-\$ 1.14 \mathrm{~A}$ |
| 2021 | $-\$ 0.25 \mathrm{~A}$ | $-\$ 0.27 \mathrm{~A}$ | $-\$ 0.25 \mathrm{~A}$ | $-\$ 0.22 \mathrm{E}$ | $-\$ 0.97 \mathrm{E}$ |
| 2022 |  |  |  |  | $-\$ 0.80 \mathrm{E}$ |

## WHAT'S NEW

## Logiq Returns to Revenue Growth in Q3 2021

Logiq reported revenues inline with its preannounced numbers and returned to revenue growth after a long year since it pivoted its AppLogiq sales model to a higher margin business. AppLogiq has not yet returned to revenue growth due to shut down in Indonesia and other delays, but we expect that to change in Q4 2021.

DataLogiq continues to grow and has shown great success primarily in marketing Medicare policies. This quarter it is taking that experience and applying it to other health insurance as well as auto and life insurance.

In order to unlock value for shareholders the company plans to split these unrelated businesses into two separate public companies where they should be able to find appropriate shareholders and present a simplified story for investors. This is expected to happen by year-end.

Versus other companies in its space, Logiq appears undervalued. It currently trades at a fully diluted enterprise value of $\$ 65.7$ million or 2.0 times estimated 2021 sales of $\$ 33.0$ million. Its peers trade at blended 8.3 times. We believe its valuation will improve as it resumes year over year revenue growth next quarter and continues to move to profitability.

## Q2 2021 Results

For Q3 2021, Logiq reported $\$ 7.8$ million in revenues versus $\$ 7.0$ million a year ago, up $11 \%$. AppLogiq revenues were $\$ 2.8$ compared to $\$ 3.2$ million in Q3 2020, and flat sequentially. AppLogiq margins were $31.7 \%$ versus $12.1 \%$ a year ago, the same as in Q2 2021. DataLogiq generated $\$ 5.0$ million in the quarter compared to $\$ 3.8$ million last year, up $30.1 \%$. Sequentially total revenues declined $5.8 \%$ as DataLogiq is in a seasonally weak period. AppLogiq was flat with Q2, while DataLogiq was down sequentially. It seasonality has been driven by ACA and Medicare General enrollment, which takes place each year between January 1 and March 31. Medicare Open Enrollment started October $15^{\text {th }}$ and extends to December $7^{\text {th }}$ and should also be a strong for the company.

Gross margin increased in Q3 2021 to $\$ 2.3$ million from $\$ 1.1$ million, or $108 \%$. The margin percentage improved to $29.5 \%$ from $15.8 \%$ last year from the revamp of the CreateApp sales model. Margin was flat with Q2 2021.

Operating expenses increased to $\$ 8.1$ million from $\$ 4.0$ million in Q3 2020. G\&A was impacted an increase of $\$ 568,505$ in stock compensation costs plus other G\&A cash expenses including: a legal \& professional costs increase of $\$ 429,576$, an increase to consultants $\$ 291,555$ due to uplisting and IR/PR-related costs of $\$ 237,970$. R\&D and Sales and Marketing increased $\$ 361,000$. Depreciation and amortization increased by \$576,000 with acquisitions.

Pretax income, net income and income to common shareholders were all a loss of $\$ 5.8$ million in Q3 2021 versus a loss of $\$ 2.9$ million in Q3 2020. This resulted in a GAAP loss per share of $\$ 0.25$ versus a loss per share of $\$ 0.23$. Primary shares outstanding for the year increased $83 \%$ to 23.4 million.

On a non-GAAP basis, taking out stock-based compensation the loss was $\$ 5.2$ million compared to $\$ 3.0$ million a year ago and loss per share of $\$ 0.22$ versus $\$ 0.23$.

## Balance Sheet

As of September 30, 2021, Logiq had $\$ 5.3$ million in cash and no debt. During the quarter it eliminated $\$ 2.9$ million of debt by converting a convertible promissory note to stock. Its current ratio is 4.4 times and it had
$\$ 12.8$ million in working capital. The company had negative operating cash flow for the quarter of $\$ 4.2$ million (not including changes in working capital) and a negative free cash flow of $\$ 4.5$ million. The company plans to spin off AppLogiq to shareholders into a separate public company by year-end.

## Transactions During the Quarter

On July $21^{\text {th }}$ all but $\$ 30,000$ of the convertible note of $\$ 2.9$ million was forced to convert at $\$ 2.50$ per share.
July 27, 2021 Logiq announce the partial exercise of the over-allotment option in conjunction with its June $21^{\text {st }}$ offering. An additional 201,700 units were issued for additional gross aggregate proceeds of C\$605,100. The total gross proceeds from the offering, including the 1,976,434 units sold initially and the partial exercise of the over-allotment option, is approximately $\mathbf{C} \$ 6,534,402$.

On August 6, 2021, Logiq sold 1,668,042 shares of common stock in a registered direct offering at $\$ 2.40$ per share that resulted in gross proceeds of approximately $\$ 4,003,300.80$. It also issued warrants to purchase up to $1,668,042$ shares of common stock at $\$ 2.85$ per share.

On November 13, 2021 there were 26,350,756 shares outstanding.

## Progress During the Quarter

## AppLogiq:

While AppLogiq is still in the pilot stage for its new services it did make headway in the quarter.

- It received Indonesian government approval of an annual lending rate for offering micro-lending services to more than 50 million Indonesians.
- It launched an exclusive mobile payment option for driver license psychological testing in Indonesia with Mentalku.
- It plans to launch an app in Indonesia that combines all of AppLogiq's mobile ecommerce and fintech solutions into one.
- It entered into preliminary agreement with Novaji Introserve, a value-added IT and financial services company based in Lagos, to provide home delivery and mobile financial services to millions of unbanked and underbanked people in Nigeria.


## DataLogiq:

- Auto, life, and health insurance verticals were added to the Logiq Consumer Marketplace (LCM).
- Also SMS, email and call center support were integrated into the Logiq Digital Marketing ${ }^{\text {TM }}$ (LDM) platform.
- It partnered with Peer39 to provide pre-bid keyword, contextual and brand safety solutions.
- It launched geofencing-based targeting on the LDM platform, enabling marketers to customize messaging based upon context of consumer location.
- It partnered with IRIS.TV to provide greater transparency and performance in streaming video for ecommerce marketers, and with GumGum to add contextual intelligence to multi-channel marketing campaigns.
- Recently it added direct media buying to LDM platform for access to web, mobile and connected TV and audio media providers in Asia Pacific.


## KEY POINTS

> Logiq has two business segments named AppLogiq and DataLogiq. AppLogiq is a platform used by a business to create a mobile app to transact eCommerce on a smartphone combined with other services, while DataLogiq is a Martech (marketing technology) platform used to digitally market products to consumers. The first operates primarily internationally and more specifically in Asia and the second serves customers in the US. In Q3 North America was 64\% of sales.
> Logiq revamped its legacy business model for AppLogiq and has eliminated low margin partnerships in favor of a much higher margin structure. It also recently created a joint venture to provide a fintech platform to facilitate loans to consumers and small businesses (SMBs) in Indonesia and could provide considerable revenues in 2022. Its pilot testing is already in progress.
> In January 2020, Logiq bought PUSH Interactive for $\$ 25$ million in stock. Combined with acquisition of Fixel Al and March's purchase of Rebel AI, the products they sell comprise the segment of the company named DataLogiq. This segment is rapidly growing and could account for over $67 \%$ of total revenues this year up from $40 \%$ in 2020 and even more of the gross margin.
$>$ DataLogiq should benefit from the end of the use of cookies in 2022 to track consumers. Its products not only function without cookies, but also can provide excellent cost savings on ad spending for brands.
> This year the company listed on the Canadian NEO exchange. From there it will seek a NASDAQ exchange listing making the stock more marketable to US investors. It has already applied and meets all the criteria. In addition expect the company to split into two by year-end by spinning off its AppLogiq business to shareholders as a separate public company.
> Versus other companies in its space, Logiq is undervalued. It currently trades at $\$ 66$ million fully diluted enterprise value or 2.0 times estimated 2021 sales of $\$ 33.0$ million. Its peers trade at blended 8.3 times. We believe its valuation will improve as it continues to grow and decreases cash burn. Splitting the company in two should also unlock value.

## OVERVIEW

Logiq is the new name for the former Weyland Technologies. It is a mobile marketing SaaS provider, based in NYC, with operations in California, Colorado, Minneapolis, Singapore, Myanmar, Israel, and Indonesia. It has approximately 125 employees. It rebranded itself last September to align its name with its newly acquired business, Data Logiq (formerly PUSH Interactive) that was purchased in January 2020 from ConversionPoint for $\$ 25$ million in stock. Its CEO and COO come from ConversionPoint, while the company's former CEO moved to the position of President and Executive Chairman.

Logiq is comprised of two main divisions: DataLogiq, the business that was formerly PUSH Interactive and had been owned by ConversionPoint plus recently acquired Fixel and Rebel AI, and AppLogiq, the legacy Weyland CreateApp business and related services. The company plans to spin off AppLogiq into a separate public company by year-end.

## VALUATION

If we look at Logiq as a company in two distinct businesses we can value it weighted on the revenues it derives from those two segments. The following table shows public companies and their averages in those businesses.

| AppLogiq |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Revenue |  |  | TTM |  | Enterprise Value / Sales |  | EVI | Included | Enterprise |
| Company | Ticker | 2022E | 2021E | LTM | EBITDA | 2022E | 2021E | LTM | EBITDA | in Average? | Value |
| BigCommerce | BIGC | \$276 | \$216 | \$198 | -\$41 | 15.1x | 19.2x | 20.9x | -101.7x | y | 4,150 |
| SEA Ltd | SE | \$13,770 | \$9,160 | \$6,820 | -\$1,120 | 13.3x | 20.1x | 26.9x | -164.0x | y | 183,700 |
| Shopify | SHOP | \$7,580 | \$5,700 | \$4,210 | \$516 | 25.7x | 34.2x | 46.3x | 377.6x | , | 195,000 |
| Stone Companies | STNE | \$1,380 | \$824 | \$601 | \$1,180 | 6.4 x | 10.8x | 14.8x | 7.5x | y | 8,900 |
| Veritone | VERI | \$176 | \$104 | \$77 | -\$61 | 5.9x | 10.0x | 13.5x | -17.2x | y | 1,040 |
| Wix | WIX | \$1,530 | \$1,270 | \$1,220 | -\$264 | 7.3x | $8.7 x$ | 9.1x | -42.1x | y | 11,100 |
| Average |  |  |  |  |  | 9.6x | 13.8x | 17.1x |  |  | \$41,778 |
| DataLogiq |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  | Revenue |  | TTM |  | Enterprise Value / Sales |  | EV/ | Included | Enterprise |
| Company | Ticker | 2022E | 2021E | LTM | EBITDA | 2022E | 2021E | LTM | EBITDA | in Average? | Value |
| AcuityAds | ATY | \$148 | \$122 | \$120 | \$14 | 1.5 x | 1.8x | 1.8x | 15.5x | y | 215 |
| Inuvo | INUV | \$77 | \$60 | \$53 | -\$7 | 0.9x | 1.2 x | 1.3 x | -10.8x | n | 71 |
| Kubient | KBNT | \$8 | \$3 | \$3 | -\$7 | 2.4 x | $6.0 x$ | 6.8 x | NA | y | 18 |
| LiveRamp | RAMP | \$899 | \$504 | \$485 | -\$64 | 3.7 x | 6.5 x | 6.8 x | -51.6x | y | 3,300 |
| QuinStreet | QNST | \$685 | \$602 | \$599 | \$29 | 1.2 x | 1.4 x | 1.4 x | 28.6x | y | 818 |
| TechTarget | TTGT | \$310 | \$264 | \$232 | \$46 | 10.4x | 12.2x | 13.9x | 70.4x | y | 3,230 |
| The Trade Desk | TTD | \$1,540 | \$1,180 | \$1,120 | \$289 | 30.0x | 39.2x | 41.3x | 160.1x | n | 46,200 |
| Average |  |  |  |  |  | 3.8 x | 5.6x | 6.1 x |  |  | 1,842 |

To be conservative, we take out Shopify and The Trade Desk, and also throw out the low, QuinStreet. Taking the Logiq's 2021 estimated revenues of $\$ 33.0$ million we get a blended EV to sales average of 8.3 times. This blend is calculated expecting that 2021 revenues will be 33\% AppLogiq revenue and 67\% DataLogiq. From that we get an enterprise value of $\$ 274$ million a market value of $\$ 280$. Using its current fully diluted share count of 26.3 million we get a price per share of approximately $\$ 11.00$.

## RISKS

$>$ The company frequently acquiring companies and integration may be more difficult than expected and yield less synergy than expected. They also may not perform as expected.
> Much of future revenues depend on new business ventures with no track record, in particular in Indonesia where a number of new services are being launched in the second half of the year.
> Last year Logiq restructured a large part of its business that contributed 100\% of revenues in 2019. It is unknown when, and if, its restructuring will prove profitable.
> Logiq operates in a variety of geographic locations in a variety of businesses, which could be hard to successfully manage amid fierce competition.
> Since it currently loses money, Logiq may need to raise more capital than expected, which could result in further dilution for current shareholders

## OWNERSHIP



AppLogiq
Yr-to-yr Growth
Gross Margin
GM \%
DataLogiq
Yr-to-yr Growth
Gross Margin
GM \%
Total revenue
Yr-to-yr Growth
Cost of services
Gross profit
Gross Margin
Operating expenses:
General and administration R\&D
Sales \& Marketing Depreciation \& Amortization
Total operating expenses

Operating income:
Operating margin

## Other expenses

Other income
Total other income
Income before income taxes Pretax Margin
Income tax
Tax rate
Net income before non-controlling Minority income

Income to common shareholders
Non-GAAP net income
Net income per share:
EPS
EPS Diluted
Non-GAAP EPS
Yr-to-yr Growth
Shares
Basic \& diluted

Adjusted EBITDA
Yr-to-yr Growth

| $\begin{gathered} \text { Q1 } 2020 \\ \text { 31-Mar } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Q2 } 2020 \\ \text { 30-Jun } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Q3 } 2020 \\ \text { 30-Sep } \\ \hline \end{gathered}$ | $\begin{array}{r} \text { Q4 } 2020 \\ \text { 31-Dec } \\ \hline \end{array}$ | $\begin{gathered} \text { Q1 } 2021 \\ \text { 31-Mar } \end{gathered}$ | $\begin{gathered} \text { Q2 } 2021 \\ \text { 30-Jun } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Q3 } 2021 \\ \text { 30-Sep } \\ \hline \end{gathered}$ | $\begin{gathered} \text { Q4 2021E } \\ \text { 31-Dec } \\ \hline \end{gathered}$ | 2020 | 2021E | 2022E |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 11,785,743 | 5,653,495 | 3,206,346 | 2,100,000 | 2,441,128 | 2,843,685 | 2,849,539 | 2,900,000 | 22,758,572 | 11,034,352 | 12,000,000 |
| 39\% | -21\% | -64\% | -79\% | -79\% | -50\% | -11\% | 38\% | -34.3\% | -51.5\% | 8.8\% |
| 2,091,960 | 652,979 | 387,327 | 537,600 | 734,780 | 901,000 | 903,684 | 899,000 | 3,664,482 | 3,438,464 | 4,200,000 |
| 17.7\% | 11.6\% | 12.1\% | 25.6\% | 30.1\% | 31.7\% | 31.7\% | 31.0\% | 16.1\% | 31.2\% | 35.0\% |
| 3,195,651 | 3,661,565 | 3,823,959 | 4,483,634 | 5,639,184 | 5,460,302 | 4,976,710 | 5,900,000 | 15,151,821 | 21,976,196 | 28,000,000 |
| NA | NA | NA | NA | 76\% | 49\% | 30\% | 32\% | NA | 45.0\% | 27.4\% |
| 553,172 | 566,675 | 723,130 | 850,602 | 1,491,476 | 1,550,726 | 1,403,432 | 1,669,700 | 2,698,963 | 6,115,334 | 8,680,000 |
| 17.3\% | 15.5\% | 18.9\% | 19.0\% | 26.4\% | 28.4\% | 28.2\% | 28.3\% | 17.8\% | 27.8\% | 31.0\% |
| 14,981,394 | 9,315,060 | 7,030,305 | 6,583,634 | 8,080,312 | 8,303,987 | 7,826,249 | 8,800,000 | 37,910,393 | 33,010,548 | 40,000,000 |
| 76\% | 30\% | -22\% | -34\% | -46\% | -11\% | 11\% | 34\% | 9.4\% | -12.9\% | 21.2\% |
| 12,336,262 | 8,095,406 | 5,919,848 | 5,195,432 | 5,854,056 | 5,855,138 | 5,520,862 | 6,231,300 | 31,546,948 | 23,456,750 | 27,120,000 |
| 2,645,132 | 1,219,654 | 1,110,457 | 1,388,202 | 2,226,256 | 2,448,849 | 2,305,387 | 2,568,700 | 6,363,445 | 9,553,798 | 12,880,000 |
| 17.7\% | 13.1\% | 15.8\% | 21.1\% | 27.6\% | 29.5\% | 29.5\% | 29.2\% | 16.8\% | 28.9\% | 32.2\% |
| 3,202,042 | 1,180,246 | 1,968,763 | 4,643,764 | 4,144,365 | 4,992,774 | 5,159,813 | 5,200,000 | 10,994,815 | 19,496,952 | 21,000,000 |
| 1,757,351 | 900,844 | 1,018,389 | 2,568,120 | 1,103,137 | 1,459,535 | 1,447,567 | 1,500,000 | 6,244,704 | 5,510,239 | 6,226,570 |
| 53,015 | 99,262 | 544,970 | 726,662 | 369,261 | 351,992 | 477,226 | 600,000 | 1,423,909 | 1,798,479 | 2,880,000 |
| 449,624 | 449,625 | 455,424 | 611,372 | 689,345 | 1,030,931 | 1,030,932 | 1,030,932 | 1,966,045 | 3,782,140 | 3,800,000 |
| 5,462,032 | 2,629,977 | 3,987,546 | 8,549,918 | 6,306,108 | 7,835,232 | 8,115,538 | 8,330,932 | 20,629,473 | 30,587,810 | 33,906,570 |
| $(2,816,900)$ | $(1,410,323)$ | $(2,877,089)$ | (7,161,716) | $(4,079,852)$ | $(5,386,383)$ | $(5,810,151)$ | (5,762,232) | $(14,266,028)$ | $(21,034,012)$ | $(21,026,570)$ |
| -18.8\% | -15.1\% | -40.9\% | -108.8\% | -50.5\% | -64.9\% | -74.2\% | -65.5\% | -37.6\% | -63.7\% | -52.6\% |
| 0 | $(265,223)$ | $(2,868)$ | $(24,676)$ | 0 | 0 | 0 | 0 | $(292,767)$ | 0 | 0 |
| 3,808 | 0 | 1,408 | 43,910 | 0 | 421,189 | 0 | 0 | 49,126 | 0 | 0 |
| 3,808 | $(265,223)$ | $(1,460)$ | 19,234 | $(1,897)$ | 421,189 | 36,740 | 0 | $(243,641)$ | 456,032 | 0 |
| $(2,813,092)$ | $(1,675,546)$ | (2,878,549) | $(7,142,482)$ | $(4,081,749)$ | $(4,965,194)$ | $(5,773,411)$ | $(5,762,232)$ | $(14,509,669)$ | (20,577,980) | $(21,026,570)$ |
| -18.8\% | -18.0\% | -40.9\% | -108.5\% | -50.5\% | -59.8\% | -73.8\% | -65.5\% | -38.3\% | -62.3\% | -52.6\% |
| 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% | 0\% |
| $\begin{array}{r} (2,813,092) \\ 0 \end{array}$ | $(1,675,546)$ 0 | $(2,878,549)$ 0 | $(7,142,482)$ 0 | (4,081,749) 0 | $(4,965,194)$ 0 | $(5,773,411)$ 100 | $(5,762,232)$ 100 | (14,509,669) 0 | $(20,577,980)$ 200 | $(21,026,570)$ 5 |
| $(2,813,092)$ | $(1,675,546)$ | $(2,878,549)$ | $(7,142,482)$ | $(4,081,749)$ | $(4,965,194)$ | $(5,773,511)$ | $(5,762,332)$ | $(14,509,669)$ | $(20,578,180)$ | $(21,026,575)$ |
| $(957,332)$ | $(1,933,933)$ | $(2,978,868)$ | $(6,114,924)$ | $(1,967,961)$ | $(2,779,555)$ | $(5,204,906)$ | $(4,355,404)$ | $(11,985,057)$ | $(20,577,980)$ | $(21,026,570)$ |
| -\$0.24 | -\$0.14 | -\$0.23 | -\$0.51 | -\$0.25 | -\$0.27 | -\$0.25 | -\$0.22 | -\$1.14 | -\$0.97 | -\$0.80 |
| -\$0.24 | -\$0.14 | -\$0.23 | -\$0.51 | -\$0.25 | -\$0.27 | -\$0.25 | -\$0.25 | -\$1.14 | -\$0.97 | -\$0.80 |
| -\$0.08 | -\$0.16 | -\$0.23 | -\$0.44 | -\$0.12 | -\$0.15 | -\$0.22 | -\$0.17 | -\$1.14 | -\$0.97 | -\$0.80 |
| 820\% | -67\% | 21\% | -44\% | 46\% | -5\% | -5\% | -62\% | 11\% | 11\% | -17.9\% |
| 11.6 | 12.2 | 12.8 | 14.0 | 16.3 | 18.6 | 23.4 | 26.4 | 12.7 | 21.2 | 26.4 |
| 288\% | 250\% | 129\% | 186\% | 41\% | 52\% | 83\% | 67\% | 153\% | 67\% | 10.4\% |
| $(511,516)$ | $(1,219,085)$ | $(2,521,984)$ | $(4,845,701)$ | (1,276,719) | $(2,855,452)$ | $(3,372,391)$ | $(3,324,472)$ | $(12,299,983)$ | $(17,251,872)$ | $(16,226,570)$ |
| NM | 58\% | 215\% | 61\% | NM | -470\% | 559\% | 173\% | 90\% | 40\% | 14.2\% |

## Current assets

Cash and equivalents
Restricted cash
Amount due from associate
Accounts receivable, net
Right to use assets - operating lease
Other amount recoverable
Prepayment deposits and other receivables
Financial assets held for resale
Total current assets
Intangible assets, net
Property and equipment, net
Goodwill
Total non-current assets

## TOTAL ASSETS

## Current liabilities

Accounts payable, accruals \& other
Accruals and other payables
Deferred revenue
Lease liability - operating lease
Deposits received for shares to be issued
Convertible promissory notes
Amount due to director
Total current liabilities
COVID Ioan
Long term loan
Notes payable
Total non-current liabilities

## TOTAL LIABILITIES

Stockholder's equity
Common stock
Additional paid-in capital
Capital reserves
Accumulated deficit
Total stockholders' equity
Total liabilities and stockholders' equity

Current/Quick ratio
Working Capital
Cash
Net Cash as \% of assets
Cash per share
Debt
Debt \% of assets

| Sept 30, | June 30, | Qtr-Qtr \% | Sept. 30, | Yr-Yr \% |
| :---: | :---: | :---: | :---: | :---: |
| 2021 | 2021 | Change | 2020 | Change |


| $\mathbf{\$ 5 , 3 4 0 , 4 8 0}$ | $\mathbf{\$ 5 , 7 6 6 , 2 6 4}$ | $-\mathbf{7 \%}$ | $\mathbf{\$ 4 , 8 4 7 , 2 8 4}$ | $\mathbf{1 0 \%}$ |
| ---: | ---: | ---: | ---: | ---: |
| $\mathbf{2 1 , 6 8 2}$ | $\mathbf{2 1 , 4 7 5}$ | $1 \%$ | $\mathbf{0}$ | NM |
| $6,952,700$ | $6,578,700$ | $6 \%$ | $\$ 5,023,700$ | $38 \%$ |
| $3,148,244$ | $3,519,124$ | $-11 \%$ | $1,567,852$ | $101 \%$ |
| 91,571 | 182,799 | $-50 \%$ | 0 | NM |
| 0 | 0 | $0 \%$ | 49,550 | $-100 \%$ |
| 969,769 | 736,969 | $32 \%$ | 121,723 | $697 \%$ |
| 681 | 681 | $0 \%$ | 996,414 | $-100 \%$ |
| $16,525,127$ | $16,806,012$ | $-2 \%$ | $12,606,523$ | $31 \%$ |
|  |  |  |  |  |
| $15,814,398$ | $16,831,602$ | $-6 \%$ | $7,657,848$ | $107 \%$ |
| 167,700 | 181,429 | $-8 \%$ | 190,202 | $-12 \%$ |
| $5,577,926$ | $5,577,926$ | $0 \%$ | $4,781,208$ | $17 \%$ |
| $21,560,024$ | $22,590,957$ | $-5 \%$ | $12,629,258$ | $71 \%$ |
| $38,085,151$ | $39,396,969$ | $-3 \%$ | $25,235,781$ | $51 \%$ |

$$
\begin{array}{r}
2,181,496 \\
1,438,993 \\
14,198 \\
91,571 \\
0 \\
0 \\
0 \\
3,726,258
\end{array}
$$

2,659,830

$$
1,402,930
$$

$$
38,115
$$

182,799
1,744,665

$$
2,911,000
$$

77,500

10,000
0
0
10,000
10,000

3,736,258
9,026,839
2,624
$82,439,706$
$28,860,684$
$(76,954,121)$
$34,348,893$
$\$ 38,085,151$

| 7 |
| :--- |
|  |


| 4.4 | 1.9 |
| ---: | ---: |
| $12,788,869$ | $7,779,173$ |
| $5,362,162$ | $5,787,739$ |
| $14 \%$ | $15 \%$ |
| $\$ 0.20$ | $\$ 0.31$ |
| $\$ 0$ | $\$ 2,911,000$ |
| $0.0 \%$ | $7.4 \%$ |


| $24 \%$ | 17,167 | $-85 \%$ |
| ---: | :---: | ---: |
| $10 \%$ | $58,301,051$ | $41 \%$ |
| $8 \%$ | $14,282,143$ | $102 \%$ |
| $8 \%$ | $(54,980,845)$ | $40 \%$ |
| $13 \%$ | $17,619,516$ | $95 \%$ |
| $-3 \%$ | $\$ 25,235,781$ | $51 \%$ |
|  |  |  |
| $138 \%$ | 1.8 | $150 \%$ |
| $64 \%$ | $4,990,258$ | $156 \%$ |
| $-7 \%$ | $4,847,284$ | $11 \%$ |
| $-4 \%$ | $19 \%$ | $-27 \%$ |
| $-35 \%$ | $\$ 0.35$ | $-41 \%$ |
| $-100 \%$ | $\$ 3,424,700$ | $-100 \%$ |
| $-100 \%$ | $13.6 \%$ | $-100 \%$ |

## CASH FLOW

|  | $\begin{aligned} & \text { Year } \\ & 2019 \end{aligned}$ | 3 Months Ended 31-Mar-20 | 3 Months Ended 30-Jun-30 | 3 Months Ended 30-Sep-20 | 3 Months Ended 31-Dec-20 | $\begin{aligned} & \text { Year } \\ & 2020 \end{aligned}$ | 3 Months Ended 31-Mar-21 | 3 Months Ended 30-Jun-21 | Months Ended 30-Sep-21 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash Flows from Operating Activities: Net profit | \$ (6,541,686) | \$ $(2,813,092)$ | \$ (1,675,546) | \$ (2,878,550) | \$ (7,142,482) | \$ (14,509,669) | \$ (4,081,749) | \$ (4,975,635) | \$ (5,773,411) |
| Adjustments to reconcile net loss to net cash used in operating activities: |  |  |  |  |  |  |  |  |  |
| Depreciation of property \& eqt. | 0 | 11,641 | 11,641 | 11,642 | 11,641 | 46,565 | 11,641 | 13,727 | 13,729 |
| Amortization of intangibles | 101,933 | 437,983 | 437,984 | 443,783 | 599,730 | 1,919,480 | 677,705 | 1,017,202 | 1,017,204 |
| PPP loan forgiveness | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $(507,068)$ | 0 |
| Changes in operating assets and liabilities: |  |  |  |  |  |  |  |  |  |
| Intangibile assets | 0 | 0 | 0 | $(116,000)$ | 116,000 | 0 | 0 | 0 | 0 |
| Accounts receivable | $(22,295)$ | $(551,083)$ | $(362,538)$ | 54,822 | 587,750 | $(271,049)$ | $(699,169)$ | $(201,461)$ | 370,880 |
| Due from associate | $(1,963,700)$ | 0 | $(1,498,000)$ | $(700,000)$ | 2,198,000 | , | 0 | 0 | 0 |
| Other amounts recoverable | $(549,550)$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Prepayments | 1,562,262 | $(35,622)$ | $(105,210)$ | 1,672,732 | $(1,623,564)$ | $(91,664)$ | $(30,345)$ | $(500,181)$ | $(232,800)$ |
| Accounts payable | $(3,344)$ | 27,356 | 663,182 | $(96,319)$ | 48,174 | 642,393 | 573,371 | 1,077,255 | $(478,334)$ |
| Accruals and payables | 0 | $(178,268)$ | 280,687 | 92,606 | 210,322 | 405,347 | 1,594,481 | $(1,302,284)$ | 36,061 |
| Deferred revenue | 0 | 0 | 0 | 0 | $(9,101)$ | $(9,101)$ | $(45,924)$ | 37,182 | $(23,917)$ |
| Bank loan | 500,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Stock subscription payable | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Due from director | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net cash used in operating activities | $(6,916,380)$ | $(3,101,085)$ | $(2,247,800)$ | $(1,515,284)$ | $(5,003,529)$ | $(11,867,698)$ | $(1,999,989)$ | $(5,341,263)$ | $(5,070,588)$ |
| Cash Flows from Investing Activities: |  |  |  |  |  |  |  |  |  |
| Purchase of intangible assets | 0 | 0 | 0 | 0 | $(116,000)$ | $(116,000)$ | 0 | 0 | 0 |
| Advances to an associate | 0 | $(925,000)$ | ${ }^{0}$ | 0 | $(1,923,000)$ | $(2,848,000)$ | $(500,000)$ | $(405,000)$ | $(374,000)$ |
| Financial assets held for resale - sales | $(2,730,363)$ | $(90,262)$ | 2,820,625 | 3,586 | $(597,849)$ | 2,136,100 | 47,082 | 546,500 | 0 |
| Financial assets held of resale - purchase | 0 | 0 |  | $(1,000,000)$ | 1,000,000 | - |  | 0 | 0 |
| Net cash acq. In acquisition | 0 | 574,572 | $(574,572)$ | 0 | 0 | - | 0 | 0 | 0 |
| Net restricted cash acq. In acquisition | 0 | 1,025,000 | 574,572 | 0 | 77,396 | 1,676,968 | 7,736 | 0 | 0 |
| Net cash used in investing activities | $(2,730,363)$ | 584,310 | 2,820,625 | $(996,414)$ | 363,547 | 3,697,068 | $(445,182)$ | 141,500 | $(374,000)$ |
| Financing Activities: |  |  |  |  |  |  |  |  |  |
| Repayment of bank loan | 0 | 1,490,000 | $(1,990,000)$ | 0 | 0 | $(500,000)$ | 0 | 0 | 0 |
| Borrowings under long term loan | 0 | 0 | 10,000 | 0 | 0 | 10,000 | 0 | 0 | 0 |
| Proceeds from convert promissory notes | 0 | 0 | 0 | 2,911,000 | 0 | 2,911,000 | 0 | 0 | 0 |
| Proceeds from note payable | 0 | 0 | 503,700 | 0 | 3,368 | 507,068 | 0 | 1) | 0 |
| Note payable to US Govt CARES act | 0 | 0 | 0 | 0 | 0 | 0 | 1,531 | $(1,531)$ | 0 |
| Proceeeds from shares to be issued | 0 | 1,407,506 | 74,979 | 752,699 | $(2,235,184)$ | 0 | 1,820,521 | $(75,856)$ | $(1,744,665)$ |
| Proceeds from stock issuance | 11,888,037 | 668,287 | $(258,388)$ | $(164,500)$ | 8,362,292 | 8,607,691 | 0 | 4,287,446 | 6,763,674 |
| Proceeds from stock issuance from IPO |  |  |  | 0 | 0 | 0 | 0 | 3,910,784 | 0 |
| Net cash provided by financing | 11,888,037 | 3,565,793 | $(1,659,709)$ | 3,499,199 | 6,130,476 | 11,535,759 | 1,822,052 | 8,120,843 | 5,019,009 |
| Cash and Cash Equivalents, beginning | 731,355 | 2,972,649 | 4,021,667 | 3,859,783 | 4,847,284 | 2,972,649 | 6,337,778 | 5,714,659 | 8,635,739 |
| Cash and Cash Equivalents, end of period | 2,972,649 | 4,021,667 | 2,934,783 | 4,847,284 | 6,337,778 | 6,337,778 | 5,714,659 | 8,635,739 | 8,210,160 |
| Non-cash investing and financing activities: <br> Issuance of stock for services received | 2,267,779 | 668,286 | $(258,387)$ | $(100,319)$ | 1,704,643 | 2,014,223 | 1,525,904 | 1,406,827 | 568,505 |
| Cash flow | \$ (4,171,974) | \$ (1,695,182) | \$ (1,484,308) | \$ (2,523,444) | \$ (4,826,468) | \$ (10,529,401) | \$ (1,866,499) | \$ (2,537,879) | \$ (4,173,973) |
| Free cash flow | \$ (6,902,337) | \$ (1,110,872) | \$ 1,336,317 | \$ (3,519,858) | \$ (4,462,921) | \$ (6,832,333) | \$ (2,311,681) | \$ (2,396,379) | \$ (4,547,973) |

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