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Zacks Small-Cap Research

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Clip Money, Inc. (OTCQB: CLPMF)

CLPMF: Raising Estimates Due to Faster Growth and the New Green Dot Partnership

We believe CLPMF stock is worth $0.31 per share based on an EV/Estimated 2025 Sales of 6.0 times, given its expected growth of 200%.

Current Price (2/7/2025)	$0.16
Valuation	**$0.31**

OUTLOOK

Clip Money is a rapidly growing NCR-backed start-up based in Ottawa, Canada, and operating in Canada and the US. It is helping physical stores and businesses quickly, safely, and less expensively deposit cash into their bank accounts, as well as replenishing notes and coins for store operations. The company uses its proprietary software platform to facilitate cash management, and its network is made up of a network of DropBoxes, NCR ATMs located in retail outlets and a second half roll out at Green Dot locations. Clip also partners with Brinks for cash logistics and the US Postal Service for change order delivery.

SUMMARY DATA

52-Week High	**$0.25**
52-Week Low	**$0.12**
One-Year Return (%)	**-12.1**
Beta	**-0.9**
Average Daily Volume (sh)	**1,600**
A+B Shares Out. (mil)	**105.2**
Market Capitalization ($mil)	**$17**
Short Interest Ratio (days)	**0.6**
Institutional Ownership (%)	**0**
Insider Ownership (%)	**62.5**
Annual Cash Dividend	**$0.00**
Dividend Yield (%)	**0.00**
5-Yr. Historical Growth Rates	
Sales (%)	**N/A**
Earnings Per Share (%)	**N/A**
Dividend (%)	**N/A**
P/E using TTM EPS	**N/A**
P/E using 2025 Estimate	**N/A**
P/E using 2026 Estimate	**N/A**

Risk Level	**High**
Type of Stock	**Small Growth**
Industry	**Financial Services**

ZACKS ESTIMATES

Revenue
(in millions of $)

	Q1 (Mar)	Q2 (Jun)	Q3 (Sep)	Q4 (Dec)	Year (Dec)
2023	$0.0 A	$0.0 A	$0.1 A	$0.4 A	$0.6 A
2024	$0.3 A	$0.4 A	$0.5 A	$1.0 E	$2.2 E
2025	$1.0 E	$1.2 E	$1.6 E	$2.7 E	$6.5 E
2026					$13.0 E

Earnings Per Share

	Q1 (Mar)	Q2 (Jun)	Q3 (Sep)	Q4 (Dec)	Year (Dec)
2023	-$0.03 A	-$0.03 A	-$0.03 A	-$0.02 A	-$0.11 A
2024	-$0.02 A	-$0.02 A	-$0.02 A	-$0.02 E	-$0.09 E
2025	-$0.02 E	-$0.02 E	-$0.02 E	-$0.01 E	-$0.07 E
2026					-$0.04 E

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WHAT'S NEW

Clip Money Partners with Green Dot to Add Thousands of New Deposit Locations

On January 30th, 2025, Clip Money announced a partnership with Green Dot Corp. (NYSE: GDOT), to allow Clip Money customers and Green Dot customers to use Clip Money's cash-in and cash-out services at Green Dot locations. Green Dot is a mobile bank that operates primarily through an app but can be accessed in person at more than 95,000 stores in the US. The Green Dot Network offers services in stores, supermarkets, and gas stations, including Walmart, Walgreens, 7-Eleven, Dollar Tree, Kroger, Food Lion Stop & Shop, and CVS. Ninety-six percent of the U.S. population lives within three miles of a Green Dot Network location.

The two plan to roll out services in the second half of 2025. One big box retailer in the Green Dot network will be the first to go live with its 4,000 stores, and Clip Money hopes to add another chain at the same time or shortly after. This will bring the total number of locations offering Clip Money services to over 7,000 if you add the Clip Boxes and NCR ATMs to the Green Dot 4,000.

The expectation is that Clip Money's current customers who have stores not currently near a Clip Money box or ATM will start using Green Dot locations, and some Green Dot business customers will also use Clip Money services. Clip Money plans to sell directly to Green Dot's larger customers and hopes to entice some of them to be resellers to their own business customers. Since Clip Boxes are located only in large malls, there is a huge amount of territory available to be serviced at nearby convenient Green Dot stores.

Since the announcement, the company has been approached by many new retailers and businesses that would now be able to use its services. Even banks are calling. They see a low-cost way to service their business customers in person without building a bank branch. We expect to see announcements of both new customers and new selling partnerships in the coming months.

Leveraging the Green Dot locations allows Clip Money to expand without any capital expenditures for equipment or the expense of rent and maintenance of boxes. Clip Money will also be sharing profits with Green Dot, so we expect lower gross margins on revenues but similar profitability overall.

As a result of this huge increase in locations, we now expect Clip Money to grow more rapidly than expected and are raising forecasts. Q4 is Clip Money's biggest retail quarter of the year, and revenues increase with an increase in the number of deposits as well as the size of those deposits, although not proportionally. Some deposits will not reach the threshold to meet a higher fee. With all the new customers, stores, and deposit locations, we still expect Q4 up 100% sequentially. While we expect a drop off sequentially in Q1, it should not be as great as the drop off in the sales of its customers due to minimums. In contrast to last year, we expect the number of Clip boxes will increase, not decrease, in Q1 this year. Cip Money will be reporting Q4 at the end of March.

We are raising our 2025 revenue estimate to $6.4 million and initiating a 2026 revenue forecast of $13 million- a doubling of revenues. This raises our price target to $0.31 per share based on an EV/Sales ratio of 6.0 times.

KEY POINTS

- Clip Money has invented a new way for businesses to handle their cash. It uses shared resources and infrastructure to lower the cost of depositing and withdrawing cash, including a national network

of deposit endpoints made up of smart safes and ATMs and the USPS. By sharing expenses among many businesses, Clip Money can beat the prices of current methods of managing cash, namely bank branches or armored carrier contracts. As a side benefit, Clip Money is typically easier, more convenient, and often safer than legacy methods.

- The company is a true start-up that was founded by management who are well-experienced in the industry. It has been funded and is backed by NCR's Cardtronics business, which owns over 27% of the company (40% with the convertible note). The chief operating officer of NCR Atleos is also on Clip Money's board. This deep-pocketed backer should give investors some assurance that it has support to achieve success.

- We believe Clip Money is undervalued because it is mostly unknown to investors, has had a short public lifespan, has an obscure listing on the Canadian Venture Exchange, has low revenues, and has limited research coverage.

- With a low float due to NCR and insider holdings, the stock may be hard to buy, but the stock and the company deserve a second look, even if only for the fact that it is trading below the valuation price NCR originally paid.

- Clip Money's revenues are expected to grow 200% in 2025. It is currently at a $2.1 million revenue run rate and has been ramping revenues and decreasing losses as it adds customers and expands its network. The company trades at a $17 million market cap and $24 million enterprise value. We expect revenues in 2025 to reach or exceed $6.5 million. At a growth rate of 200%, we believe the company is worth 6.0 times 2025 revenues or $0.31 per share. In 2026 we expect revenues to double given all the new locations coming online from the Green Dot partnership.

OVERVIEW

Clip Money is an NCR-backed start-up based in Ottawa, Canada, and operating in Canada and the US. The company's stock was listed in May 2022 on the TSX Venture Exchange. It was founded in 2018 and has 16 employees, all of which except five are located in the US. In the nine months of 2024, 98% of its revenues were from the US.

Its business is helping physical stores and businesses quickly, safely, and less expensively deposit cash into and replenish notes and coins from their banks. Today, it does this through a national network of deposit locations made up of Clip Drop boxes and ATMs. ClipDrops are located in malls, and Clip ATMs are located across the U.S. in convenient locations like Walgreens, CVS, and Target. At these locations, multiple businesses can use a single device, and Clip processes the deposits to a business's bank account of choice. This way, the expenses associated with moving cash are shared by many businesses rather than by one, resulting in lower cost and effort. While Clip Money runs the system, it is partnered with operating companies such as Brinks and NCR, which provide the hardware, maintenance, and cash collection for the ClipDrop boxes and NCR Atleos for the Clip-enabled ATMs. We believe this is the first significant innovation in managing cash in 50 years.

Currently, ClipDrop locations are located in over 400 malls, and the company has already signed agreements with large property owners like Tanger Outlets, Simon Malls, Brookfield Properties, CBL, and Washington Prime Group.

Clip Money generates revenue from each transaction a customer makes, and most customers transact daily. The customer is charged $5.49 per transaction up to $1,000 deposited and another 0.549% of the deposited amount above and beyond. The fee is taken directly out of the deposit amount, so Clip

Money's only accounts receivable from the larger customers who have asked to be charged monthly instead of at each transaction. As a result, Clip Money has high visibility as it tracks its daily sales. Customers also pay fees for their deposit mistakes. The company claims the average store generates $100-$140 in revenue a month from Clip deposits.

ClipATM

In April and May, Clip Money added NCR's 2,600 deposit-taking ATMs in stores such as Walgreens, CVS, Duane Reed, and Target to its deposit network. These NCR-owned deposit-taking ATMs are located across 30 states and serve more than 70 of the largest population centers in the US. The locations augment Clip's current 400+ locations, which comprise the ClipDrop network. At the end of 2024, 3,000+ of NCR's ATMs were available for use.

Clip Change

Clip Change allows customers to withdraw cash in specified coins and bill denominations delivered by the US Postal Service and cash couriers. By utilizing deposit and change order solutions from Clip, a customer can eliminate local bank accounts and save on the account fees charged by banks.

VALUATION

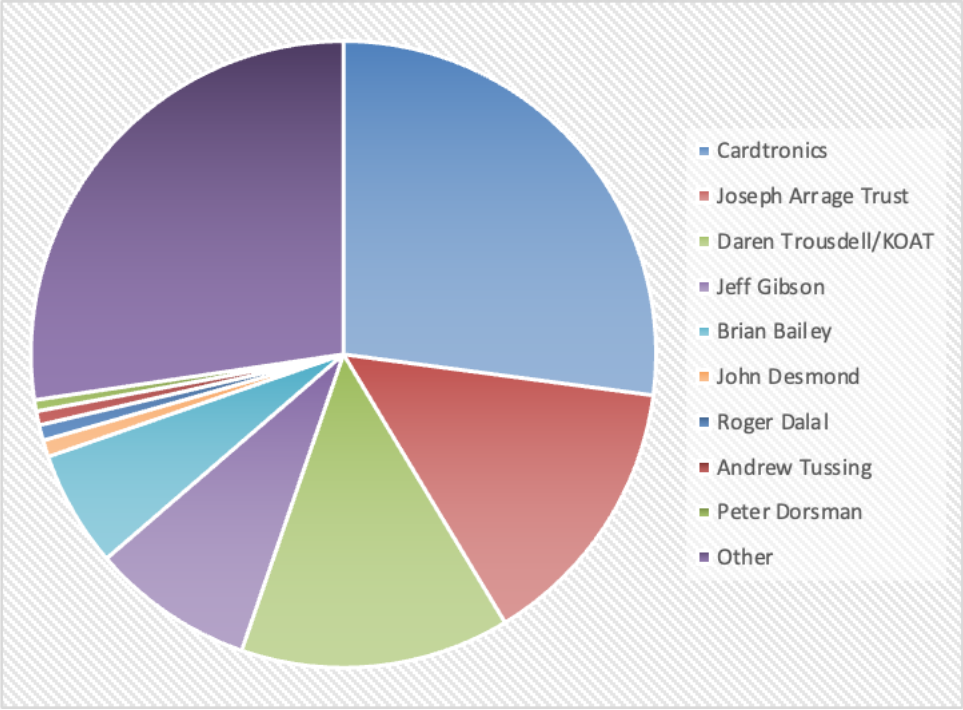
We consider Clip Money's peers software and service providers to be in the financial services industry. They trade at an average of 3.7 times enterprise value to estimated 2025 sales. Valuation ranges from 13.7 times for Shopify to 1.3 times for Marqeta. None of these companies is growing over 40%, making Clip Money unique. Given we expect the company to double next year, we believe it deserves the higher end of the range.

		Cal. Revenue			TTM	Enterprise Value / Sales			EV/	Enterprise	EBITDA
Company	Ticker	2025E	2024E	LTM	EBITDA	2025E	2024E	LTM	EBITDA	Value	Margin
Affirm	AFRM	$3,495	$2,800	$2,800	$409	8.5x	10.6x	10.6x	72.2x	29,550	14.6%
EVERTEC	EVTC	$897	$844	$824	$239	3.1x	3.3x	3.4x	11.7x	2,790	29.0%
Flywire	FLYW	$589	$483	$475	$1	3.2x	3.9x	3.9x	1550.0x	1,860	0.3%
Global Payments	GPN	$9,450	$9,170	$10,020	$4,360	4.5x	4.6x	4.2x	9.8x	42,510	43.5%
i3 Verticals	IIIV	$258	$273	$371	$61	2.4x	2.2x	1.6x	10.1x	611	16.3%
Lightspeed POS	LSPD	NA	$1,054	$1,054	-$13	NA	1.3x	1.3x	-104.6x	1,360	-1.2%
Marqeta	MQ	$587	$504	$490	-$29	1.3x	1.6x	1.6x	-27.4x	790	-5.9%
Paymentus	PAY	$1,020	$836	$779	$54	3.7x	4.6x	4.9x	71.2x	3,820	6.9%
PayPal	PYPL	$35,240	$33,080	$31,460	$6,120	2.1x	2.3x	2.4x	12.3x	75,540	19.5%
Paysafe	PSFE	$1,840	$1,720	$1,700	$428	2.0x	2.1x	2.1x	8.5x	3,650	25.2%
Repay	RPAY	$335	$317	$311	$72	3.0x	3.2x	3.3x	14.0x	1,010	23.2%
Sezzle	SEZL	$332	$247	$222	$67	4.3x	5.8x	6.5x	21.5x	1,440	30.1%
Shift4	FOUR	$4,500	$3,470	$3,150	$457	2.2x	2.9x	3.2x	21.8x	9,950	14.5%
Shopify	SHOP	$10,800	$8,800	$8,210	$1,250	13.7x	16.8x	18.0x	118.2x	147,700	15.2%
Block	XYZ	$27,170	$24,400	$23,860	$1,280	1.7x	1.9x	2.0x	37.1x	47,500	5.4%
Toast	TOST	$6,090	$4,930	$4,660	$2	3.6x	4.5x	4.7x	NM	22,120	0.0%
WEX	WEX	$2,790	$2,620	$2,660	$940	2.2x	2.3x	2.3x	6.5x	6,070	35.3%
Average					**922**	**3.7x**	**4.3x**	**4.5x**	**107.8x**	**24,513**	**14.8%**

RISKS

- Approximately 70% of the company's revenue is earned from three customers: Pacsun, Hot Topic, and Lids.
- The company is burning cash and will likely sell equity to raise cash, diluting current shareholders.
- As a start-up with a unique business model, there can be no assurance that the company can turn profitable.

OWNERSHIP



INCOME STATEMENT

	March Q1 23 US $	June Q2 23 US $	Sept Q3 23 US $	Dec Q4 23 US $	March Q1 24 US $	June Q2 24 US $	Sept Q3 24 US $	Dec Q4 24E US $	March Q1 25E US $	June Q2 25E US $	Sept Q3 25E US $	Dec Q4 25E US $	2023 US $	2024E US $	2025E US $	2026E US $
Clip boxes installed qtr end	277	277	363	396	313	347	409	475	480	490	520	540	396	475	540	615
Yr-to-yr Gr.	246%	46%	91%	17%	13%	25%	13%	20%	53%	41%	27%	14%	17%	20%	14%	12%
REVENUE	$31,465	$44,907	$148,965	$352,582	$299,176	$387,955	$521,316	$950,000	$950,000	$1,200,000	$1,600,000	$2,730,000	$577,919	$2,158,447	$6,480,000	$12,960,000
Yr-to-yr Gr.	1595%	2420%	4173%	1615%	851%	764%	250%	169%	218%	209%	207%	187%	1987%	273%	200%	100%
OPERATING EXPENSES																
Cost of goods sold	566,349	597,905	640,427	711,485	745,953	715,973	837,252	1,046,565	1,046,565	1,190,000	1,300,000	1,800,000	2,516,166	3,345,743	5,336,565	8,004,848
Gross Margin	(534,884)	(552,998)	(491,462)	(358,903)	(446,777)	(328,018)	(315,936)	(96,565)	(96,565)	10,000	300,000	930,000	(1,938,247)	(1,187,296)	1,143,435	4,955,153
% of Sales	-1699.9%	-1231.4%	-329.9%	-101.8%	-149.3%	-84.6%	-60.6%	-10.2%	-10.2%	0.8%	18.8%	34.1%	-335.4%	-55.0%	17.6%	38.2%
G&A	114,553	91,092	80,587	95,956	84,563	92,459	84,921	84,921	85,000	100,000	100,000	100,000	382,188	346,864	385,000	400,000
Sales & marketing	47,852	47,300	26,539	32,999	21,017	65,633	62,696	62,696	65,000	65,000	65,000	65,000	154,690	212,042	260,000	300,000
Salaries & benefits	975,111	805,417	400,549	591,037	942,081	865,982	752,480	865,982	870,000	870,000	870,000	870,000	2,772,114	3,426,525	3,480,000	3,828,000
Depreciation and amortization	489,542	487,077	500,087	486,895	454,886	496,470	492,808	492,808	492,808	492,808	492,808	492,808	1,963,601	1,936,972	1,971,232	1,900,000
Professional fees	230,538	325,764	304,446	243,516	177,930	193,424	204,276	200,000	200,000	190,000	190,000	190,000	1,104,264	775,630	770,000	700,000
Tot Operating Exp.	1,857,596	1,756,650	1,312,208	1,450,403	1,680,477	1,713,968	1,597,181	1,706,407	1,712,808	1,717,808	1,717,808	1,717,808	6,376,857	6,698,033	6,866,232	7,128,000
Operating Income	(2,392,480)	(2,309,648)	(1,803,670)	(1,809,306)	(2,127,254)	(2,041,986)	(1,913,117)	(1,802,972)	(1,809,373)	(1,707,808)	(1,417,808)	(787,808)	(8,315,104)	(7,885,329)	(5,722,797)	(2,172,848)
Finance expenses, net	(195,033)	(141,405)	(461,963)	(436,524)	(428,495)	(448,549)	(496,782)	(496,795)	(496,802)	(506,802)	(516,802)	(526,802)	(1,234,925)	(1,870,621)	(2,047,208)	(1,734,417)
Government grant income	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	42,437
Foreign exchange	109,083	(56,105)	9,873	(126,094)	142,168	78,081	(84,278)	0	0	0	0	0	(63,243)	135,971	0	0
FV change of derivative liab.	0	0	39,061	108,994	16,370	(73,286)	110,921	0	0	0	0	0	148,055	54,005	0	0
Loss on early ext. of converts	0	0	(272,157)	817	0	0	0	0	0	0	0	0	(271,340)	0	0	0
Public listing fees	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(380,387)
Total other income	(85,950)	(197,510)	(685,186)	(452,807)	(269,957)	(370,468)	(470,139)	(496,795)	(496,802)	(506,802)	(516,802)	(526,802)	(1,421,453)	(1,680,645)	(2,047,208)	(2,072,367)
Profit before tax	(2,478,430)	(2,507,158)	(2,488,856)	(2,262,113)	(2,397,211)	(2,412,454)	(2,383,256)	(2,299,767)	(2,306,175)	(2,214,610)	(1,934,610)	(1,314,610)	(9,736,557)	(9,619,979)	(7,770,005)	(4,287,652)
Taxes	0	0	0	419,990	-	-	-	-	-	-	-	-	419,990	0	0	0
Tax Rate	0.0%	0.0%	0.0%	18.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	4.3%	0.0%	0.0%	0.0%
Net income	(2,478,430)	(2,507,158)	(2,488,856)	(1,842,123)	(2,397,211)	(2,412,454)	(2,383,256)	(2,299,767)	(2,306,175)	(2,214,610)	(1,934,610)	(1,314,610)	(9,316,567)	(9,619,979)	(7,770,005)	(4,287,652)
Foreign exchange translation adj	82,961	(39,359)	(106,659)	103,519	(119,756)	(62,557)	0	0	0	0	0	0	40,462	(182,313)	0	0
IFRS Net income	(2,395,469)	(2,546,517)	(2,595,515)	(1,738,604)	(2,516,967)	(2,475,011)	(2,383,256)	(2,299,767)	(2,306,175)	(2,214,610)	(1,934,610)	(1,314,610)	(9,276,105)	(9,802,292)	(7,770,005)	(4,287,652)
Yr-to-yr Gr.	42%	-51%	-10%	-32%	5%	-3%	-8%	32%	-8%	-11%	-19%	-43%	-25%	6%	-21%	-33%
Shares issued for services	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
One-time	0	0	272,157	(817)	0	0	0	0	0	0	0	0	(271,340)	0	0	0
Non-IFRS Net Income	(2,395,469)	(2,546,517)	(2,323,358)	(1,739,421)	(2,516,967)	(2,475,011)	(2,383,256)	(2,299,767)	(2,306,175)	(2,214,610)	(1,934,610)	(1,314,610)	(9,547,445)	(9,802,292)	(7,770,005)	(4,287,652)
IFRS primary EPS	**($0.03)**	**($0.03)**	**($0.03)**	**($0.02)**	**($0.02)**	**($0.02)**	**($0.02)**	**($0.02)**	**($0.02)**	**($0.02)**	**($0.02)**	**($0.01)**	**($0.11)**	**($0.09)**	**($0.07)**	**($0.04)**
Adj Non-IFRS EPS	($0.03)	($0.03)	($0.03)	($0.02)	($0.02)	($0.02)	($0.02)	($0.02)	($0.02)	($0.02)	($0.02)	($0.01)	($0.12)	($0.09)	($0.07)	($0.04)
Yr-to-yr Gr.	-6%	-40%	25%	-59%	-26%	-31%	-26%	14%	-9%	-11%	-19%	-43%	-21%	-24%	-21%	-33%
Primary Share Out	73,467,513	74,808,155	76,083,925	90,515,731	104,947,537	105,164,194	105,024,237	105,165,000	105,165,000	105,165,000	105,165,000	105,165,000	83,437,731	105,075,242	105,165,000	105,165,000
Yr-to-yr Gr.	92%	68%	30%	24%	43%	41%	38%	16%	0%	0%	0%	0%	50%	26%	0%	0%
Adjusted EBITDA	(1,902,938)	(1,822,571)	(1,303,583)	(1,322,411)	(1,672,368)	(1,545,516)	(1,420,309)	(1,310,164)	(1,316,565)	(1,215,000)	(925,000)	(295,000)	(6,351,503)	(5,948,357)	(3,751,565)	(272,848)

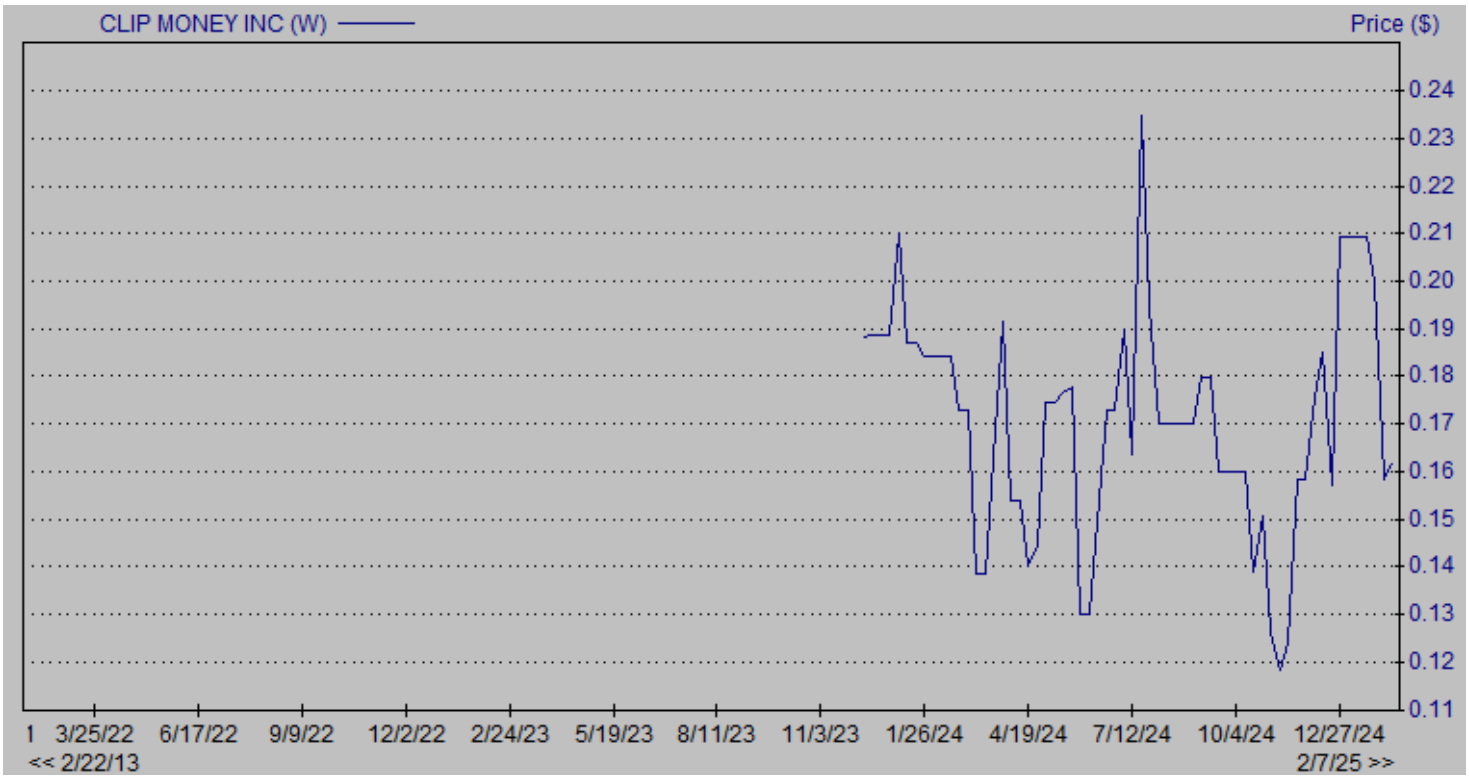
BALANCE SHEET

US Dollars	Sept 30, 2024	June 30, 2024	Qtr-Qtr % Change	Sept 30, 2023	Yr-Yr % Change
CURRENT ASSETS					
Cash	**$3,437,481**	**$2,291,165**	50.0%	**$7,943,712**	-56.7%
Due from customers	$33,539	$17,245	94.5%	$0	NA
Accounts receivable	220,468	179,195	23.0%	110,311	99.9%
Prepaid expenses	39,533	43,821	-9.8%	67,711	-41.6%
Total current assets	3,731,021	2,531,426	47.4%	8,121,734	-54.1%
Property and equipment, net	605,924	592,800	2.2%	690,043	-12.2%
Right of use assets, net	4,278,614	4,204,796	1.8%	4,488,327	-4.7%
Intangible assets, net	1,977,857	1,998,967	-1.1%	2,179,543	-9.3%
TOTAL ASSETS	10,593,416	9,327,989	13.6%	15,479,647	-31.6%
CURRENT LIABILITIES					
Trade and other payables	670,663	639,290	4.9%	693,973	-3.4%
Current portion of government loans	9,084	8,739	3.9%	37,796	-76.0%
Current portion of lease liabilities	1,387,828	1,289,168	7.7%	1,158,502	19.8%
Derivative liability	540,509	643,259	-16.0%	702,935	-23.1%
Total current liabilities	2,608,084	2,580,456	1.1%	2,593,206	0.6%
LONG-TERM LIABILITIES					
Long-term lease liabilities	3,802,103	3,857,214	-1.4%	4,264,921	-10.9%
Government loans	397,505	36,365	993.1%	36,135	1000.1%
Convertible debt	**9,782,408**	**6,643,443**	47.2%	**5,796,650**	68.8%
Total liabilities	16,590,100	13,117,478	26.5%	12,690,912	30.7%
SHAREHOLDERS' EQUITY					
Share capital	24,089,827	24,089,827	0.0%	23,794,183	1.2%
Contributed surplus	5,738,161	5,627,177	2.0%	5,697,177	0.7%
Accumulated other comprehensive income	(211,694)	(276,771)	-23.5%	(202,549)	4.5%
Accumulated deficit	(35,612,978)	(33,229,722)	7.2%	(26,500,076)	34.4%
Total shareholder's equity	(5,996,684)	(3,789,489)	58.2%	2,788,735	-315.0%
TOTAL LIABILITIES AND EQUITY	$10,593,416	$9,327,989	13.6%	$15,479,647	-31.6%
Current Ratio	1.4	1.0	45.8%	3.1	-54.3%
Working Capital	1,122,937	(49,030)	-2390.3%	5,528,528	-79.7%
Debt	$9,782,408	$6,643,443	47.2%	$5,796,650	68.8%
Debt Percent of Assets	92.3%	71.2%	29.7%	37.4%	146.6%
Cash and equivalents	$3,437,481	$2,291,165	50.0%	$7,943,712	-56.7%

CASH FLOWS

US Dollars	Year 2022 US $	3-Mo 3/31/23 US $	3-Mo 6/30/23 US $	3-Mo 9/30/23 US $	3-Mo 12/31/23 US $	Year 2023 US $	3-Mo 3/31/24 US $	3-Mo 6/30/24 US $	3-Mo 9/30/24 US $
CASH FLOWS - OPERATING ACTIVITIES									
Net profit (loss)	$ (12,135,800)	$ (2,478,430)	$ (2,507,158)	$ (2,488,857)	$ (1,842,122)	$ (9,316,567)	$ (2,397,212)	$ (2,485,740)	$ (2,383,256)
Income and non-cash expense items:									
Depreciation of property & equipment	118,803	47,155	48,312	48,727	48,772	192,966	49,926	50,287	49,146
Depreciation of righ-of-use assets	996,977	293,142	292,205	298,664	308,771	1,192,782	292,031	298,440	321,974
Amortization of intangible assets	506,329	149,246	146,560	152,696	129,351	577,853	158,677	147,602	121,629
Foreign exchange on lease liabilities	0	0	0	(4,608)	4,608	0	0	0	0
Loss on early extinguishment of convertible debt	0	0	0	103,861	(1,055)	102,806	0	0	0
Deferred tax recovery	0	0	0	0	(419,990)	(419,990)	0	0	0
Accretion & interest on convertible debt	161,318	0	48,962	180,142	314,373	543,477	308,619	309,222	332,131
Foreign exchange on convertible debt	0	0	0	0	0	0	0	0	0
Costs associated with debt issuance	5,827	0	0	0	0	0	0	0	0
Fair value change of derivative liability	499,026	0	(94,862)	55,801	(108,994)	(148,055)	(16,370)	73,286	(110,921)
Interest on government loans	7,572	1,253	4,736	(2,787)	1,455	4,657	4,563	1,837	2,534
Interest on lease liability	696,470	195,450	186,295	179,633	183,083	744,461	165,099	162,697	169,204
Share and warrant issuance costs	868,153	0	0	0	0	0	0	0	0
Shares issued for services	1,131,358	0	0	0	0	0	0	0	0
Shares issued to 138	0	0	0	0	0	0	0	0	0
Effects of foreign exchange	284,686	(114,225)	39,573	(22,246)	192,866	95,968	(82,562)	(337,398)	118,406
Options vesting for services	1,123,435	132,859	113,563	135,192	187,232	568,846	193,569	177,121	98,674
RSUs vesting for services	157,616	68,282	58,771	31,277	30,813	189,143	31,128	25,771	12,310
Warrants issued for services	36,213	7,937	2,115	0	0	10,052	0	0	0
Changes in assets and liabilities:									
Prepayments	76,786	91,554	(36,976)	40,286	9,921	104,785	(190,509)	204,478	4,288
Accounts receivable	(84)	(14,722)	(2,370)	(92,881)	(42,695)	(152,668)	28,982	(55,171)	(41,273)
Customer advances	2,459	13,209	(17,769)		72,395	72,395	(89,797)	(2,302)	(16,294)
Accounts payable	594,997	(9,352)	153,681	(1,014,881)	(172,905)	(1,043,457)	189,565	(71,343)	31,373
Net cash provided by operating activities	**(4,867,859)**	**(1,616,642)**	**(1,564,362)**	**(2,399,981)**	(1,104,121)	**(6,680,546)**	**(1,354,291)**	**(1,501,213)**	**(1,290,074)**
CASH FLOWS - INVESTING ACTIVITIES									
Acquisition of property & equipment	(699,615)	(38,730)	(7,957)	(10,046)	(28,704)	(85,437)	(5,253)	(25,676)	(54,067)
Investment in intangibles	(879,955)	(125,657)	(279,347)	(101,202)	(68,086)	(574,292)	(110,645)	(89,928)	(73,197)
Costs capitalized on right-of-use-assets	(95,723)	0	2,616	(2,616)	(5,919)	(5,919)	(230,199)	182,751	(94)
Net cash provided by (used in) investing activities	(1,675,293)	(164,387)	(284,688)	(111,248)	(102,709)	(665,648)	(346,097)	67,147	(127,358)
CASH FLOWS - FINANCING ACTIVITIES									
Change in right-of-use and lease liabilities, net	0	0	0	(244)	244	0	0	0	0
Proceeds from issuance of shares, net	5,831,863	820,507	0	4,876,914	0	5,697,421	0	0	0
Proceeds from issuance of warrants, net	1,780,834	432,765	0	0	0	432,765	0	0	0
Proceeds from issuance of convertible debt, net	935,445	0	2,815,585	6,040,788	(1,032,579)	7,823,794	0	0	2,689,955
Repayment of convertible debt	0	0	0	(1,032,579)	1,032,579	0	0	0	0
Proceeds from government loans									362,990
Payments of lease liabilities	(1,501,537)	(448,504)	(449,265)	(452,414)	(473,006)	(1,823,189)	(458,756)	(413,805)	(468,495)
Payments of government loans	0	0	(5,592)	(575)	(25,283)	(31,450)	(3,447)	(7,405)	(4,696)
Net cash used in financing activities	7,046,605	804,768	2,360,728	9,431,890	(498,045)	12,099,341	(462,203)	(421,210)	2,579,754
Effects of exchange rate changes	19,043	3,880	(806)	(56)	(90,844)	(87,826)	123,544	35,179	(16,006)
INCREASE (DECREASE) IN CASH	522,496	(972,381)	510,872	6,920,605	(1,795,719)	4,665,321	(2,039,047)	(1,820,097)	1,146,316
CASH - BEGINNING OF PERIOD	962,494	1,484,988	512,607	1,023,479	7,944,227	1,484,988	6,150,309	4,111,262	2,291,165
CASH - END OF PERIOD	1,484,988	512,607	1,023,479	7,944,084	6,148,508	6,150,309	4,111,262	2,291,165	3,437,481
Operating Cash Flow	$ (5,542,017)	$ (1,697,331)	$ (1,660,928)	$ (1,332,505)	$ (970,837)	$ (5,661,601)	$ (1,292,532)	$ (1,576,875)	$ (1,268,169)
Free cash flow	$ (6,241,632)	$ (1,736,061)	$ (1,668,885)	$ (1,342,551)	$ (999,541)	$ (5,747,038)	$ (1,297,785)	$ (1,602,551)	$ (1,322,236)

HISTORICAL STOCK PRICE



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