April 29, 2025

Zacks Small-Cap Research

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Perfect Corp (NYSE: PERF)

PERF: Perfect Corp. Reports a Solid Quarter, Launches Its AI App, *YouCam AIChat*, and Completes the Acquisition of Wannaby

We believe PERF stock is worth at least $3.00 per share based on the average EV/Sales ratio of 2.3xs, or half its peer group of AI-based SaaS providers. Its large cash hoard of $165 million distorts its valuation, an EV of $28 million.

Current Price (4/27/25)	$1.98
Valuation	**$3.00**

OUTLOOK

Perfect Corp. provides an AI and machine learning based B2B SaaS platform for virtual try on and marketing of beauty and fashion products as well as seven mobile apps sold B2C for makeup suggestions, try-on, tutorials, photo and video editing, Gen AI creation and editing and AI Chat. It is expanding its offering to new verticals and has strong IP as well as the largest database for AI training in the industry. This year it bought the leading fashion tryon provider to expand to that vertical. It has a dominant market share and serves almost all the major beauty brands worldwide, and now many of the couture fashion brands. We believe its technology can be used in a much wider range of applications and even licensed to companies beyond Beauty and Fashion industries.

SUMMARY DATA

52-Week High	**$3.26**
52-Week Low	**$1.68**
One-Year Return (%)	**-26.3**
Beta	**0.4**
Average Daily Volume (sh)	**86,323**
A+B Shares Out. (mil)	**101.8**
Market Capitalization ($mil)	**$192**
Short Interest Ratio (days)	**0.2**
Institutional Ownership (%)	**72.8**
Insider Ownership (%)	**69.0**
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	**28.8**
P/E using 2025 Estimate	**22.0**
P/E using 2026 Estimate	**16.5**

Risk Level	**High**
Type of Stock	**Small Value**
Industry	**Software & Services**

ZACKS ESTIMATES

Revenue
(in millions of $)

	Q1 (Mar)	Q2 (Jun)	Q3 (Sep)	Q4 (Dec)	Year (Dec)
2023	12 A	13 A	15 A	14 A	54 A
2024	14 A	14 A	16 A	16 A	60 A
2025	16 A	16 E	18 E	19 E	68 E
2026					80 E

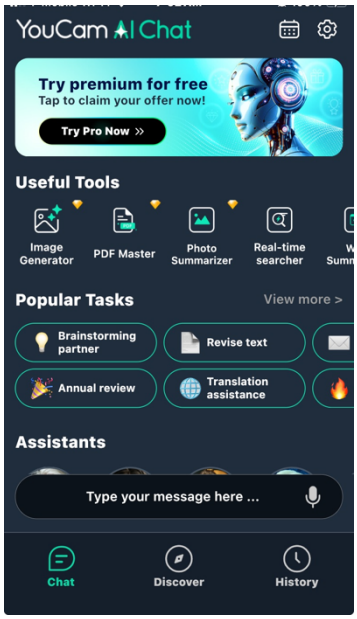
Earnings Per Share

	Q1 (Mar)	Q2 (Jun)	Q3 (Sep)	Q4 (Dec)	Year (Dec)
2023	$0.01 A	-$0.00 A	$0.03 A	$0.02 A	$0.05 A
2024	$0.01 A	$0.01 A	$0.03 A	$0.01 A	$0.05 A
2025	$0.02 A	$0.01 E	$0.03 E	$0.03 E	$0.09 E
2026					$0.12 E

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Perfect Corp. Reports Q1 2025 Revenue Growth of 12.1%, 33% non-IFRS EPS Growth, and Completes the Acquisition of the Leading Fashion Try-On Provider

Perfect Corp. reported another solid quarter for Q1 2025 and completed its acquisition of Wannaby. Revenue grew 12.1%, led by mobile app revenue, and operating margins neared breakeven. While WANNA added less than $500,000 to revenues, its losses reduced operating income by more than $500,000. This is expected to improve going forward. Cash stayed at $165 million or $1.62 per share. On a non-IFRS basis, earnings grew 33%. With the new WANNA capabilities, we look forward to greater growth as the company starts sales in earnest to the apparel and fashion markets this quarter. Q1 was dedicated primarily to integration with the Perfect platform.



Source: Perfect Corp.

During the quarter, the company released a new standalone mobile app, *YouCam AIChat*. Originally, AI was going to be first implemented in B2B capabilities, but hesitation from customers led Perfect Corp. to put out AI integration in its B2C product first. Rather than add it to existing apps, it was launched as its own product. It is available worldwide and in multiple languages on the Apple and Google stores. It is very early days, and management has yet to evaluate how it is used and what features appeal to consumers the most. It has a heavy emphasis on generative AI, so it is expected that that will be a key differentiator from plain *ChatGPT*.

Mobile subscriber numbers increased 8% year over year, but declined sequentially from Q4 2024. Despite the decline in subscribers, revenues increased as the company optimized pricing. Premium pricing had been $39 a year with small price increases each year, but the company has now started to offer a higher pricing tier at $79 annually for those wanting more usage and even higher features. So far, this has led to higher revenues.

The company had a higher-than-usual churn of key customers in Q1, losing a net of three customers sequentially. The loss of perhaps 15 customers was masked by the addition of a dozen or so key customers added by the acquisition of WANNA.

None of these customers defected to another provider, but were lost due to belt-tightening as the luxury market weakened primarily due to China spending, combined with the uncertainty of sales levels resulting from current and future US/China tariffs.

The company maintained its guidance of a year-over-year total revenue growth rate of 13% to 14.5% for 2025 compared to 2024. As a profitable AI-based SaaS company, we believe it deserves an EV-to-sales multiple of at least 2.3 times 2025 sales and a stock price of $3.00.

Q1 2025 Earnings Results

Revenues for the March quarter were $16.0 million versus $13.9 million, showing growth of 12.1%. Of that $16.0 million, $14.1 million was from AI- and AR-cloud solutions and subscription revenue versus $12.4 million last year, growing 13.7%. The rest of the revenues were from licensing and advertising. Licensing comes from B2B customers and was flat with the previous year at $1.9 million. The company is trying to shift customers away from that payment model. The company does not report mobile app revenue every quarter, but anticipates it will be 60-70% of total sales in 2025.

The gross margin for the quarter was 77.9%, down from 78.3% in Q1 2024 but up sequentially. This is due to mobile app revenue growing faster than B2B, which has much lower gross margins due to the fees charged by the app stores. Gross margin dollars increased $1.3 million, or 11.4%. The company said that active mobile app subscribers grew 8% year over year, reaching 973,000, while net key customers were down in Q1 to 148 despite the addition of key customers from the WANNA acquisition.

Total operating expenses for the March quarter increased to $12.6 million from $12.4 million in the same period of 2024. G&A was reduced by $469,000 primarily due to reduced corporate insurance premiums and external professional service fees, R&D increased by $530,000 with added headcount, and sales and marketing grew by $190,000. The addition of Wannaby and its approximately two dozen employees added another $500,000 in expenses for Q1 2025.

Operating income was a loss of $157,000 versus a loss of $1.2 million last year. The company earned $1.6 million in interest income versus $2.0 million last year because of having lower cash plus current financial assets at amortized costs during the quarter and lower short-term interest rates. There was also an other income gain of $1.1 million from gains from financial liabilities in connection with outstanding warrants. Pretax earnings were $2.5 million versus $464,000 last year. Net income was $2.3 million compared to $630,000 last year. This resulted in an EPS of $0.023 versus $0.006 in the previous year. Shares outstanding this quarter were again 102 million, flat with last year.

Taking out stock-based compensation and one-time charges, non-IFRS net income was $2.0 million versus $1.5 million or $0.020 versus $0.015 per share, an increase of 33%.

Balance Sheet and Cash Flow

As of March 31st, Perfect Corp. had $128 million in cash and equivalents, and 6-month time deposits of $36 million. This equals $1.62 per share. It had $142 million in working capital and no debt. Not including changes in working capital, the company had an operating cash flow of $821,000 and free cash flow of $775,000 in the quarter. It spent a net of $5.6 million on the acquisition of Wannaby.

Acquisition of Wannaby

On January 7, 2025, Perfect Corp. bought Wannaby Inc. for $6,045,000 in cash with the possibility for a $500,000 earn-out. Wannaby, known as WANNA, is the provider of a try-on technology platform for the fashion industry. It is located in Redwood City, California, and Lithuania, and upon acquisition, it had approximately 24-30 employees. The company was acquired from Farfetch, a leading global marketplace for luxury fashion, owned by Coupang (NYSE: CPNG) of South Korea, in 2022. The Farfetch marketplace connects customers in over 190 countries and territories with items from more than 50 countries and over 1,400 of the world's best brands, boutiques, and department stores. Farfetch and Coupang currently use the Wannaby platform and will become Perfect Corp.'s customers. Besides Farfetch, significant customers include Lululemon, Dolce & Gabbana, Diesel, Valentino, Reebok, and Allbirds. Wannaby had a dozen key customers, who together, by definition, buy at least $1 million in services from Wannaby. The company specializes in shoes, bags, watches, jewelry, scarves, and apparel. The company reported that in 2024, it facilitated 17.5 million virtual try-ons, 1.7 million views in WANNA 3D Viewer, and 1.5 million experience photos taken. The acquisition expands Perfect Corp's capabilities, product offerings, and customer reach, particularly in shoes, bags, scarves, and apparel, as those are categories the Perfect platform did not support. The integration process has already begun.



Source: Perfect Corp.

Wannaby was bought by Farfetch in 2022 for $30 million. Assuming they did not pay more than 10 times sales, Wannaby could have been generating at least $3 million in sales. The luxury products market fell on hard times since then, so those revenues probably declined. We think that conservatively, Wannaby could add at least $2 million to revenues in 2025. With successful cross-selling and integration with the Perfect platform, that number could be higher.

After The Quarter Ended

From April 13th to October 13th, Perfect Corp. is participating in Expo 2025 in Osaka, Japan, by providing its advanced AI Skin Analysis technology for the Osaka Healthcare Pavilion. The pavilion's "Reborn Experience Route" allows visitors to see and experience innovations in healthcare, wellness, and urban living 25 years in the future. Among these experiences, attendees will have the opportunity to undergo comprehensive full-body health scans, along with AI-powered skin analysis, powered by Perfect Corp.

On April 22, Perfect Corp.'s WANNA announced the launch of its shoulder try-on feature, a new addition to the Bags Virtual Try-On experience. The feature lets shoppers see how a bag looks when worn on the shoulder, complementing the existing crossbody try-on. It allows customers to replicate the real in-store experience by trying on the bag in different ways.

KEY POINTS

- With an **enterprise value of $28 million**, Perfect Corp. is vastly undervalued compared to its SaaS peers and even more so when compared to authentic AI and machine learning-based solution providers who own their data. This **profitable and growing** company dominates its market, **has $165 million in cash and equivalents** on its balance sheet with no debt, and is trading at an EV/2025 Estimated Sales of 0.4 times. The company went public via a SPAC transaction on October 31, 2022.

- Real-world applications of AI and Generative AI are just beginning to be discovered; however, Perfect Corp. has been using them for years. Rather than a technology looking for an application,

Perfect Corp. long ago sought AI and machine learning as tools to create its solutions, and now has many years of experience and a database of billions of images per year to expand its use.

- Perfect Corp. has the SaaS platform used by the vast majority of the non-captive beauty industry for brands and retailers seeking to allow customers to try on and learn about products. Its platform is behind 801 brands selling 891,000 SKUs of makeup, haircare, skincare, eyewear, jewelry, and apparel. By using AI and machine learning on its database of billions of user-provided images, it can generate augmented reality solutions that allow brands to increase conversion rates, reduce returns, and increase sales. It provides a documentable ROI to its B2B customers.

- Perfect Corp. also has a suite of consumer mobile apps that now generates more than half its revenues. It grew by 30% in 2024. The company keeps adding new features and mobile apps with new capabilities, expanding its target market.

- The two parts of the company share the same R&D, which is monetized with two separate markets. This increases ROI and allows one part to test before rolling out products and features to the entire customer base.

- In January, management purchased Wannaby to expand into the fashion business. Once it has integrated its capabilities, the company will have a huge new market to pursue with new capabilities, can cross-sell between the two companies, and expand Wannaby's presence into new geographies.

- At 2025 estimated sales of $68 million, it trades at an EV-to-sales ratio of 0.4 times. The company grew revenues by 13% in 2024 and non-IFRS EPS by 37%, and we expect revenues to accelerate in 2025. In Q1, revenues grew 12% and non-IFRS EPS by 33%. As a profitable AI-based SaaS company, we believe it deserves an EV-to-sales multiple of at least 2.3 times 2025 sales and a stock price of $3.00.

OVERVIEW

Perfect Corp. is a $192 million market cap company based in Taiwan that was founded and spun off from CyberLink in 2015. It employed approximately 340 people as of the end of 2024, and has added approximately another 30 through the January acquisition of Wannaby. It became a public company in October 2022 via a SPAC. It is a SaaS company with revenues generated by B2B and B2C solutions in a 43/57 split. Most investors have never heard of Perfect Corp., but it is the dominant supplier of B2B solutions to the beauty and fashion industry. It provides try-on solutions to 18 of the top 20 cosmetic brands worldwide and is the software behind almost all the try-on solutions used by brands and retailers. Examples include Estee Lauder, Walmart, Sephora, Shiseido, NARS, Sally Hansen, and Avon. As of the end of Q1 2025, the company served 148 key customers (those who pay more than $50,000 a year). In addition, it supports 801 brands selling 891,000 SKUs of makeup, haircare, skincare, eyewear, and jewelry. The only major player it does not serve is L'Oréal, which bought a provider as an in-house solution.

The other half of the company sells freemium-priced mobile apps to consumers for makeup try-ons, tutorials, and photo and video editing. It has six mobile apps in both the Apple and Google stores that can be downloaded and trialed for free, but users are then charged a monthly or yearly fee for the premium version. The business has a lower gross margin due to the fees charged by the app stores. Perfect had 973,000 paying subscribers of these apps as of the end of Q1 2025, and the *YouCam* mobile beauty app's active subscribers grew by 14% in 2024 and 8% in Q1 2025.

Perfect Corp.'s Database Trains Its AI and Creates a Moat for Competitors

While the B2B business generates much higher gross margins, the B2C business grows faster. However, these two businesses share the same R&D efforts and technology, and one can test for the other as the company rolls out new products and features. The company has powerful AI technology using deep and machine learning algorithms built on data from over 10 billion real-life try-ons every year around the world. Perfect Corp. employs an image library of millions of end-user customers that is used to train its AI, and this creates a considerable moat for competitors. Its data allows Perfect Corp. to provide highly accurate and realistic AR makeover experiences and personalized recommendations. It has developed proprietary AI and AR technologies with over 3,900 real-time facial 3D live meshes backed by visual computing, enabling more true-to-life effects compared with its competition. Its technology now can support over 89,969 skin tones and 14 makeup textures for facial attributes across all ethnicities and ages for its virtual try-on experience. As of December 31, 2024, Perfect had 35 registered patents and 25 pending patent applications to protect its IP.

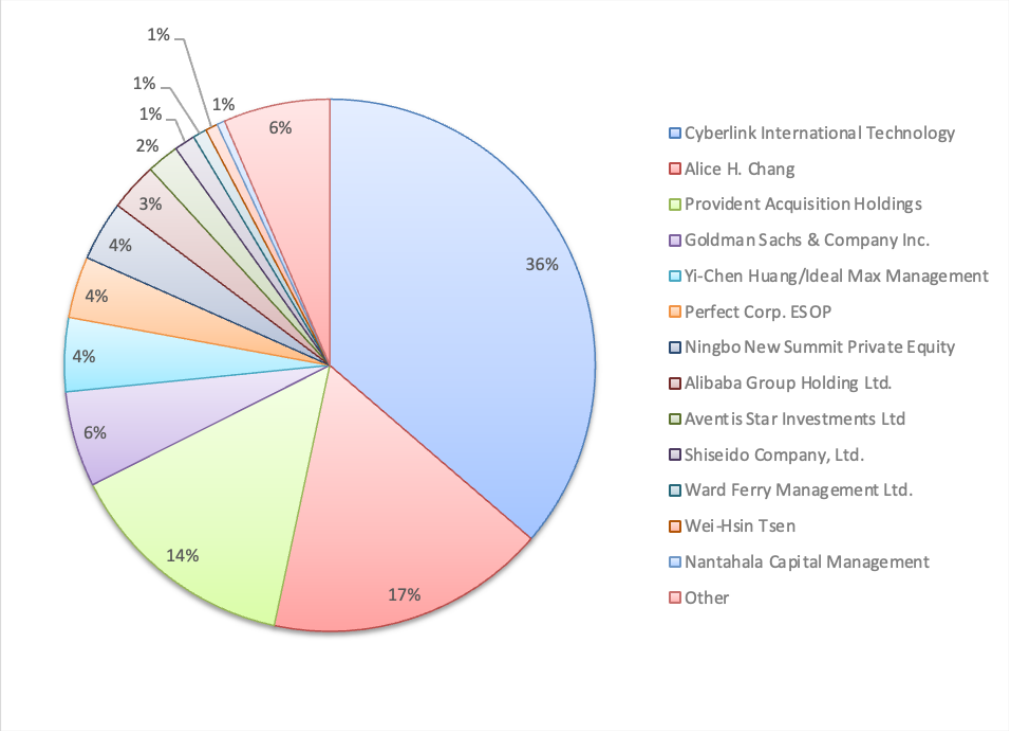
Growth Plans Focus on Adding New Geographies and Penetrating New Verticals

With its dominant market share, the company is looking to other geographies and verticals for growth. In 2024, 41.8% of its revenue came from the US, 27.6% from Europe, and 16.8% from Asia-Pacific, and it looks to broaden its reach. As far as verticals, Perfect Corp. recently added skin care products as it already has AI trained on faces, and the skincare market is triple the size of makeup. It has been successful in selling this to not only marketers of lotions and other skin products but also offers professional capabilities being sold to dermatologists, med-spa, and beauty clinics, who use the platform to augment and speed up evaluation processes and to project potential results.

Not including fashion, the vertical added by the acquisition of Wannaby, the most recent vertical it entered was wigs, followed by accessories, which encompasses jewelry, watches, and eyeglasses. Since it already has a huge database of faces and hands from its nail product, these products were a logical step. Its solutions are now being expanded to clothing, hats, hair salons, dental and orthodontic services, and plastic surgery, as well as live-streaming and video conferencing. Believe it or not, the company already has a product that can touch up a person in a video, adding makeup and changing hair color. We can see potential demand for this in live streams, FaceTime, and Zoom calls, whether as a stand-alone app or as a license to a service provider. Anything other than faces and hands, such as shoes, needs images to train the AI. With the acquisition of Wannaby, it can also add bags, scarves, shoes, and apparel to its offerings.

OWNERSHIP

As of March 20, 2025, Alice H. Chang beneficially owns (a) 10,622,620 Class B Ordinary Shares held by GOLDEN EDGE CO., LTD., a British Virgin Islands company in which Alice H. Chang has a controlling interest, (b) 4,669,346 Class B Ordinary Shares held by DVDonet.com. Inc., a British Virgin Islands company wholly owned by World Speed Company Limited, which is a British Virgin Islands company wholly owned by Alice H. Chang, (c) 523,008 Class B Ordinary Shares held by World Speed Company Limited, a British Virgin Islands company wholly owned by Alice H. Chang, (d) 973,744 Class B Ordinary Shares held by Alice H. Chang, and (e) 597,256 Class A Ordinary Shares held by Alice H. Chang.



VALUATION

As a SaaS provider to businesses and consumers, we believe PERF stock should be valued on an enterprise value-to-sales basis versus its peers. Since our last report, estimates and valuations have decreased for most of the companies on this list. Using the comparable table below, we see an average of 4.6 times EV to 2025 estimated calendar year sales for this group, with a range of 2.6 times to 8.5 times. We believe a conservative value would be half that average at 2.3 times, giving Perfect Corp. a market value of $304 million or $3.00 per share.

		Cal. Revenue			TTM	Enterprise Value / Sales			EV/	Enterprise	EBITDA
Company	Ticker	2026E	2025E	LTM	EBITDA	2026E	2025E	LTM	EBITDA	Value	Margin
C3AI	AI	NA	$447	$367	-$307	NA	5.1x	6.2x	-7.4x	2,280	-83.6%
Elastic	ESTC	NA	$1,625	$1,430	-$70	NA	5.0x	5.7x	-116.3x	8,100	-4.9%
Ibotta	IBTA	$436	$381	$367	$31	3.3x	3.8x	3.9x	47.1x	1,450	8.4%
Meitu	1357.HK	$5,240	$4,220	$3,340	$546	3.6x	4.5x	5.6x	34.5x	18,850	16.3%
Roblox	RBLX	$6,310	$5,260	$3,600	-$819	7.1x	8.5x	12.4x	-54.4x	44,550	-22.7%
Salesforce	CRM	$44,520	$40,810	$37,900	$11,140	5.7x	6.2x	6.7x	22.9x	254,760	29.4%
Snap	SNAP	$6,640	$5,960	$5,360	-$562	2.3x	2.6x	2.9x	-27.3x	15,350	-10.5%
Twilio	TWLO	$5,180	$4,800	$4,460	$166	2.6x	2.8x	3.0x	80.0x	13,240	3.7%
WIX	WIX	$2,250	$1,990	$1,760	$131	4.1x	4.6x	5.2x	69.6x	9,130	7.5%
Zoom	ZM	$4,950	$4,790	$4,670	$937	3.1x	3.2x	3.3x	16.5x	15,480	20.1%
Average						**4.0x**	**4.6x**	**5.5x**	**6.5x**	**38,319**	**-3.6%**

RISKS

- Perfect Corp.'s AI solutions, particularly those used for facial expression analysis, may collect private and sensitive data. This may incur a risk of confidential information leaking. In addition, a hack or data breach initiated by unauthorized third parties may also lead to potential noncompliance with data-related laws and a leakage of confidential information. A system breakdown could also cause a leak.

- A substantial portion of Perfect Corp.'s network infrastructure is provided by third parties, including Amazon Web Services (AWS), Alibaba Cloud, and Google Cloud. Any disruption or failure in those services could harm its business.

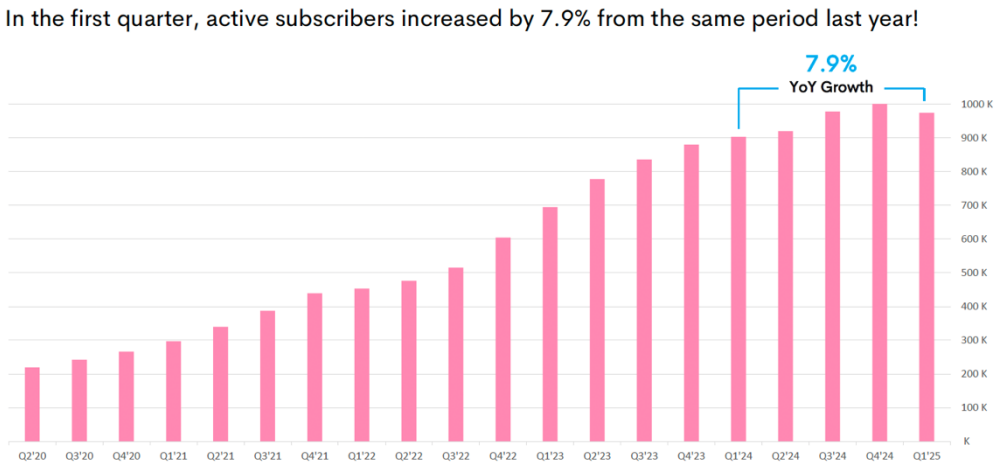
- Governments could restrict Perfect Corp.'s ability to do business in their jurisdiction. For example, Perfect Corp.'s YouCam Makeup app has been banned in India as it caused certain national security concerns under Section 69A of the Information Technology Act, 2000 of India.

- The company's CEO controls 66.4% of the voting power, leaving other shareholders with little say in governance.

- In 2024, the company's largest client represented 5.2% of its revenues, and its five largest business partners contributed approximately 21% of revenues.

METRICS

	Q1 2022 31-Mar	Q2 2022 30-Jun	Q3 2022 30-Sep	Q4 2022 31-Dec	Q1 2023 31-Mar	Q2 2023 30-Jun	Q3 2023 30-Sep	Q4 2023 31-Dec	Q1 2024 31-Mar	Q2 2024 30-Jun	Q3 2024 30-Sep	Q4 2024 31-Dec	Q1 2025 31-Mar
B2C													
Monthy Active Subscriber	453,000	476,000	513,846	605,000	694,000	777,000	835,000	879,000	902,000	919,000	977,000	1,004,697	973,000
Yr-Yr Growth Rate					53%	63%	63%	45%	30%	18%	17%	14%	8%
B2B													
SKUs	473,000	510,000	517,000	556,000	591,000	655,000	678,000	704,000	745,000	774,000	806,000	822,000	891,000
Yr-Yr Growth Rate					25%	28%	31%	27%	26%	18%	19%	17%	20%
Brands	448	463	474	509	525	601	627	645	666	686	708	732	801
Yr-Yr Growth Rate					17%	30%	32%	27%	27%	14%	13%	13%	20%
Key Customers		141	151	152	158	163	169	162	152	151	151	151	148
Yr-Yr Growth Rate						16%	12%	7%	-4%	-7%	-11%	-7%	-3%



Source: Perfect Corp

INCOME STATEMENT

$ in Thousands	Q1 2024 31-Mar	Q2 2024 30-Jun	Q3 2024 30-Sep	Q4 2024 31-Dec	Q1 2025 31-Mar	Q2 2025E 30-Jun	Q3 2025E 30-Sep	Q4 2025E 31-Dec	2023	2024	2025E	2026E
B2B Minus Licensing									18,247	19,336	17,495	20,000
Yr-to-yr Growth									-12.2%	6.0%	-9.5%	14.3%
Mobile app subscriptions									26,517	34,472	45,000	59,000
Yr-to-yr Growth									63.4%	30.0%	30.5%	31.1%
SaaS and subscriptions	12,398	12,910	13,400	15,100	14,095	14,900	15,500	18,000	44,755	53,808	62,495	79,000
Yr-to-yr Growth	19.6%	17.4%	17.5%	26.0%	13.7%	15.4%	15.7%	19.2%	21.2%	20.2%	16.1%	26.4%
Licensing & Advertising	1,891	995	2,727	781	1,919	1,000	2,000	1,000	8,750	6,394	5,919	1,000
Yr-to-yr Growth	6.3%	-41.0%	-13.4%	-63.4%	1.5%	0.5%	-26.7%	28.0%	-15.7%	-26.9%	-7.4%	-83.1%
									49.6%	57.3%	65.8%	73.8%
Total Revenues	**$14,289**	**$13,905**	**$16,127**	**$15,881**	**$16,014**	**$15,900**	**$17,500**	**$19,000**	**$53,505**	**$60,202**	**$68,414**	**$80,000**
Yr-to-yr Growth	17.7%	9.6%	10.8%	12.4%	12.1%	14.3%	8.5%	19.6%	13.1%	12.5%	13.6%	16.9%
Cost of sales and services	3,095	2,876	3,171	4,116	3,540	3,740	3,891	4,518	10,400	13,258	15,688	19,829
Gross profit	11,194	11,029	12,956	11,765	12,474	12,160	13,610	14,482	43,105	46,944	52,726	60,171
Gross Margin %	78.3%	79.3%	80.3%	74.1%	77.9%	76.5%	77.8%	76.2%	80.6%	78.0%	77.1%	75.2%
Sales and Marketing	7,170	7,014	7,090	6,939	7,360	7,200	7,200	7,300	25,725	28,213	29,060	30,000
G&A	2,175	2,439	2,128	1,759	1,706	1,700	1,700	1,700	11,582	8,501	6,806	10,000
R&D	3,035	2,975	3,213	2,777	3,565	3,600	3,700	3,800	11,458	12,000	14,665	12,500
Expected credit losses	0	0	602	771	0	0	0	0	0	1,373	-	-
Total operating expenses	12,380	12,428	13,033	12,246	12,631	12,500	12,600	12,800	48,765	50,087	50,531	52,500
Operating income:	(1,186)	(1,399)	(77)	(481)	(157)	(340)	1,010	1,682	(5,660)	(3,143)	2,195	7,671
Operating margin	-8.3%	-10.1%	-0.5%	-3.0%	-1.0%	-2.1%	5.8%	8.9%	-10.6%	-5.2%	3.2%	9.6%
Other income:												
Interest income	1,969	1,983	1,923	1,833	1,577	1,600	1,550	1,500	9,498	7,708	6,227	4,650
Other income	2	12	5	36	2	5	5	5	33	55	17	15
Other gains and losses	(316)	25	422	(447)	1,066	-	-	-	1,675	(316)	1,066	-
Finance costs	(5)	(5)	(4)	(4)	(3)	(3)	(3)	(3)	(15)	(18)	(12)	(9)
Total other income	1,650	2,015	2,346	1,418	2,642	1,602	1,552	1,502	11,191	7,429	7,298	4,656
Income before income taxes	464	616	2,269	937	2,485	1,262	2,562	3,184	5,531	4,286	9,493	12,327
Pretax Margin	3.2%	4.4%	14.1%	5.9%	15.5%	7.9%	14.6%	16.8%	10.3%	7.1%	13.9%	15.4%
Income taxes	(166)	(148)	(263)	(158)	192	-	-	-	115	(735)	192	-
Tax rate	-36%	-24%	-12%	-17%	8%	0%	0%	0%	2%	-17%	0%	0%
Net income	630	764	2,532	1,095	2,293	1,262	2,562	3,184	5,416	5,021	9,301	12,327
Net margin	4.4%	5.5%	15.7%	6.9%	14.3%	7.9%	14.6%	16.8%	10.1%	8.3%	13.6%	15.4%
Other comprehensive income:												
Actuarial gains	-	-	-	31	-	-	-	-	(4)	31	-	-
Credit risk changes preferred	-	-	-	-	-	-	-	-	-	-	-	-
Exchange difference on translation	(140)	(111)	257	(223)	108	-	-	-	(116)	(217)	-	-
Other comprehensive income, net	490	653	2,789	903	2,401	1,262	2,562	3,184	5,296	4,835	-	-
Stk based compensation	784	653	744	593	620	620	620	620	3,210	2,774	2,480	3,000
One-time exp. & non-cash adj.	104	(150)	(61)	825	(889)	-	-	-	(1,608)	718	(889)	-
Non-IFRS Income	1,518	1,267	3,215	2,321	2,024	1,882	3,182	3,804	7,018	8,321	10,892	15,327
Yr-over-Yr	14%	44%	21%	8%	33%	49%	-1%	64%	73.0%	18.6%	30.9%	40.7%
Net income per share:												
Shareholders of Parent Primary EPS	0.006	0.008	0.025	0.011	0.023	0.012	0.025	0.031	0.05	0.049	0.091	0.121
Shareholders Diluted EPS	0.006	0.008	0.025	0.011	0.023	0.012	0.025	0.031	0.05	0.049	0.091	0.121
Total Diluted Non-IFRS EPS	0.015	0.012	0.032	0.023	0.020	0.018	0.031	0.037	0.06	0.082	0.107	0.150
	35%	55%	43%	20%	33%	49%	-1%	64%	0.2%	37.4%	30.9%	40.7%
Shares												
Avg basic shares (A+B) YTD	101,849	101,849	101,849	101,849	101,849	101,849	101,849	101,849	118,024	101,849	101,849	101,900
Yr-over-Yr	-13.9%	-13.9%	-13.8%	-13.7%	0.0%	0.0%	0.0%	0.0%	72.7%	-13.7%	0.0%	0.1%
Diluted	101,849	101,849	101,849	101,849	101,849	101,849	101,849	101,849	118,024	101,849	101,849	101,900
Yr-over-Yr	-13.9%	-13.9%	-13.8%	-13.7%	0.0%	0.0%	0.0%	0.0%	72.7%	-13.7%	0.0%	0.1%

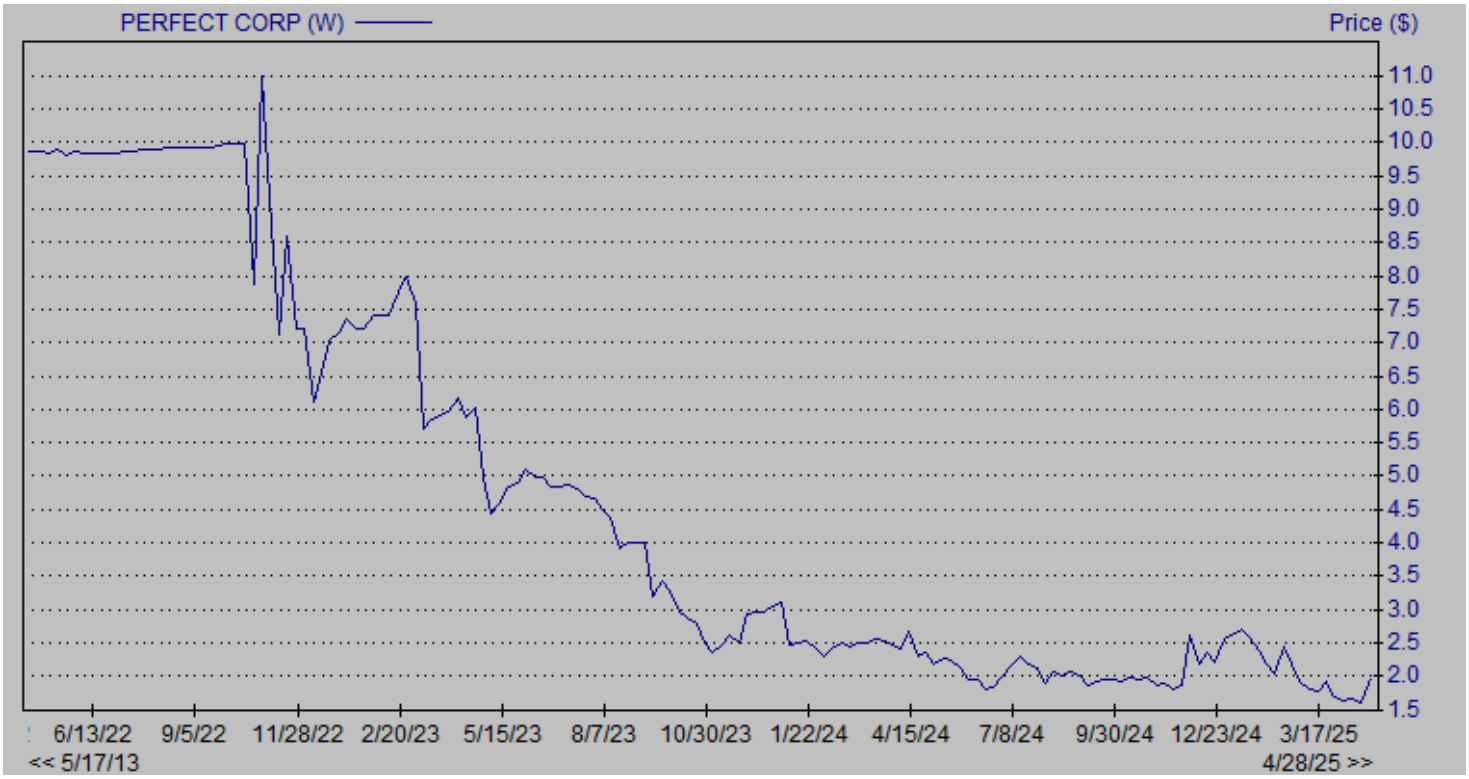
BALANCE SHEET

US$ in Thousands	Mar 31, 2025	Dec 31, 2024	Qtr-Qtr % Growth	Mar 31, 2024	Yr-Yr % Growth
Current assets:					
Cash and equivalents	**$ 128,303**	**$ 127,121**	0.9%	**$ 121,960**	5%
Current financial assets at fair value	**0**	**2,746**	-100.0%	**0**	NM
Current financial assets at amortized costs	**36,300**	**36,000**	0.8%	**35,300**	3%
Current contract assets (contract receivable)	765	977	-21.7%	2,251	-66%
Accounts receivable, net	8,947	7,902	13.2%	7,699	16%
Other receivables	563	352	59.9%	707	-20%
Current income tax assets	271	271	0.0%	344	-21%
Inventories	18	18	0.0%	28	-36%
Other current assets	2,361	2,522	-6.4%	3,491	-32%
Total current assets	177,528	177,909	-0.2%	171,780	3%
Property, plant and equipment	557	554	0.5%	420	33%
Right-of-use assets	338	485	-30.3%	725	-53%
Intangible assets, net	6,398	32	19893.8%	64	9897%
Deferred income tax assets	2,245	2,047	9.7%	692	224%
Security deposits paid	204	146	39.7%	139	47%
Total non-current assets	9,742	3,264	198.5%	2,040	378%
Total assets	187,270	181,173	3.4%	173,820	8%
Current liabilities:					
Financial liab. at FV through profit or loss	198	0	NM	0	NM
Current contract liabilities (unearned revenue)	21,363	17,218	24.1%	18,216	17%
Other payables	11,539	11,656	-1.0%	9,720	19%
Other payables - related parties	53	46	15.2%	49	8%
Current tax liabilities	791	649	21.9%	225	252%
Current provisions	1,323	1,899	-30.3%	2,179	-39%
Current lease liabilities	307	402	-23.6%	486	-37%
Other current liabilities	337	341	-1.2%	224	50%
Total current liabilities	35,911	32,211	11.5%	31,099	15%
Non-current financial liabilities at FV	842	1,793	-53.0%	1,670	-50%
Deferred income tax liabilities	374	0	NM	0	NM
Non-current lease liabilities	61	108	-43.5%	266	-77%
Net defined benefit liabilities, non-current	46	46	0.0%	80	-43%
Guarantee deposits received	0	0	0.0%	25	-100%
Total non-current liabilities	1,323	1,947	-32.0%	2,041	-35%
Total liabilities	37,234	34,158	9.0%	33,140	12%
Stockholders' equity					
Class A Shares	8,506	8,506	0.0%	8,506	0%
Class B Shares	1,679	1,679	0.0%	1,679	0%
Capital surplus	513,610	512,990	0.1%	511,000	1%
Retained earnings					
Accumulated deficit	(373,127)	(375,420)	-0.6%	(379,842)	-2%
Other equity interest	(632)	(740)	-14.6%	(663)	-5%
Total stockholders' equity	150,036	147,015	2.1%	140,680	7%
Total liabilities and stockholders' equity	187,270	181,173	3.4%	173,820	8%
Current ratio	4.9	5.5	-10.5%	5.5	-11%
Working Capital	141,617	145,698	-2.8%	140,681	1%
Net cash plus CDs	164,603	165,867	-0.8%	157,260	5%
Cash per share	$1.62	$1.63	-0.8%	$1.54	5%
Debt	0	0	0.0%	0	0%

CASH FLOWS

US$ in Thousands	Year 2022	Year 2023	3 Mo Ended Mar 31, 2024	3 Mo Ended Jun 30, 2024	3 Mo Ended Sep 30, 2024	3 Mo Ended Dec 31, 2024	Year 2024	3 Mo Ended Mar 31, 2025
Cash flows from operating activities:								
Net income	(161,452)	5,531	464	616	2,269	937	4,286	2,485
Adjustments to reconcile net income to net cash provided by operating activities:								
Depreciation	703	638	166	178	197	206	747	210
Amortization	63	75	13	13	13	12	51	31
Expected credit losses	-	-	-	-	602	771	1,373	-
Interest income	(2,029)	(9,498)	(1,969)	(1,983)	(1,923)	(1,833)	(7,708)	(1,577)
Interest expense	8	15	5	5	4	4	18	3
Net losses on financial liabilities at FV	93,777	(1,641)	104	(150)	(61)	334	227	(951)
Share-based payments	2,175	3,210	784	653	744	593	2,774	620
Recognition of listing expense	65,264	-	-	-	-	-	-	-
Change in operating assets and liabilities:								
Accounts receivable	(1,479)	759	(723)	589	(1,501)	(665)	(2,300)	(815)
Current contract assets	(3,701)	866	515	699	(462)	1,037	1,789	214
Other receivables	(3)	3	-	-	-	-	-	-
Other receivables - related parties	-	-	-	-	-	-	-	-
Inventories	43	12	5	7	-	3	15	0
Other current assets	(4,418)	662	549	661	523	(219)	1,514	214
Current contract liabilities	4,783	2,366	2,936	(1,314)	919	(592)	1,949	3,976
Other payables	772	1,050	(587)	536	1,106	307	1,362	(644)
Other payables - related parties	(2)	(12)	1	2	2	(7)	(2)	6
Current provisions	897	565	(184)	(379)	(15)	129	(449)	(600)
Other current liabilities	(80)	27	(44)	(23)	101	46	80	(13)
Net defined benefit liabilities, non-current	1	3	1	-	1	1	3	-
Net cash generated by operating activities	(4,678)	4,631	2,036	110	2,519	1,064	5,729	3,159
Interest income	1,724	9,464	1,605	1,953	1,875	2,266	7,699	1,416
Interest paid	(8)	(15)	(5)	(5)	(4)	(4)	(18)	(3)
Income tax paid	(343)	(502)	(114)	(62)	(158)	(73)	(407)	(246)
Cash used by operating activities	(3,305)	13,578	3,522	1,996	4,232	3,253	13,003	4,326
Cash flows from Investing activities:								
Proceeds from disposal of financial assets at FV through profit or loss	-	-	-	-	-	-	-	2,746
Acquisition of financial assets	(30,000)	(196,100)	(11,000)	(33,470)	(11,104)	(27,773)	(83,347)	(6,300)
Proceeds from disposal of financial assets	-	195,800	6,000	30,800	13,074	25,000	74,874	6,000
Acquisition of subsidiaries, net	-	-	-	-	-	-	-	(5,553)
Capital expenditures	(165)	(289)	(85)	(174)	(130)	(3)	(392)	(46)
Acquisition of intangible assets	(93)	(33)	-	(6)	-	-	(6)	-
Increase in guarantee deposits paid	-	(15)	-	(8)	-	-	(8)	(52)
Net cash used in investing activities	(30,258)	(637)	(5,085)	(2,858)	1,840	(2,776)	(8,879)	(3,205)
Cash flows from Financing activities:								
Repayment of principal portion of lease liab.	(457)	(435)	(116)	(123)	(142)	(144)	(525)	(134)
Employee stock option exercised	5,592	-	-	-	-	-	-	-
Proceeds from recapitalization	112,893	-	-	-	-	-	-	-
Payments for treasury shares	-	(51,064)	-	-	-	-	-	-
Net cash provided by financing activities	118,028	(51,499)	(116)	(123)	(142)	(144)	(525)	(134)
Effect of exchange rate changes of cash	(2,302)	(187)	(232)	(179)	451	(389)	(349)	195
Net change - cash	82,163	(38,745)	(1,911)	(1,164)	6,381	(56)	3,250	1,182
Cash, beginning of period	80,453	162,616	123,871	121,960	120,796	127,177	123,871	127,121
Cash, end of period	162,616	123,871	121,960	120,796	127,177	127,121	127,121	128,303
Cash Flow	(1,491)	(1,670)	(433)	(668)	1,845	1,024	1,768	821
Free cash flow	(1,656)	(1,959)	(518)	(842)	1,715	1,021	1,376	775

HISTORICAL STOCK PRICE



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