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Zacks Small-Cap Research

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Swiss Water Decaffeinated Coffee Inc. (SWP.TO-TSX)

SWP.TO: Believe 1Q25 Results Reflect Growing Popularity of SWP Coffee, Operational Optimization Initiatives

SWP reported 1Q25 results and provided a business update yesterday. We believe 6% & 61% respective advances in volumes and revenue, despite a difficult economic, industry backdrop, underscore the appeal of SWP's natural decaffeination process, benefits of its strategy to build inventories in order to remain well positioned to satisfy customer demand and fulfill deliveries and the benefits of its efficiency measures.

Current Price (5/8/25)	$3.20
Valuation	**$6.00**

OUTLOOK

We believe the company's strategy to expand its geographic reach and customer base is yielding strong results, with 61% revenue growth pointing to demand from new & existing customers, including in relatively new markets for SWP. Commodity prices remained volatile, which affects SWP's volumes, revenues, cost of sales and working capital needs, and SWP believes this volatility could persist in the near-term. In 1Q25, the NY'C' average was US$3.73/lb versus US$1.90/lb in the prior year 1Q. Results also include significant non-cash 'noise' related to hedging activities and mark-to-market adjustments that are expected to reverse over time as prices stabilize.

SUMMARY DATA

52-Week High	**$4.10**
52-Week Low	**$2.60**
One-Year Return (%)	**-14**
Beta	**1.05**
Average Daily Volume (sh)	**4,459**
Shares Outstanding (mil)	**10**
Market Capitalization ($mil)	**$32**
Short Interest Ratio (days)	**1**
Institutional Ownership (%)	**N/A**
Insider Ownership (%)	**N/A**
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**

Type of Stock	**Small-Value**
Industry	**N/A**

ZACKS ESTIMATES

Revenue
(in millions of C$)

	Q1 (Mar)	Q2 (Jun)	Q3 (Sep)	Q4 (Dec)	Year (Dec)
2022	38 A	48 A	46 A	44 A	177 A
2023	49 A	43 A	33 A	41 A	166 A
2024	39 A	43 A	42 A	49 A	173 A
2025	62 A	44 E	44 E	41 E	191 E

Loss/share or EPS (C$)

	Q1 (Mar)	Q2 (Jun)	Q3 (Sep)	Q4 (Dec)	Year (Dec)
2022	$0.15 A	$0.16 A	-$0.02 A	-$0.03 A	$0.26 A
2023	-$0.08 A	-$0.06 A	-$0.05 A	$0.10 A	-$0.06 A
2024	-$0.10 A	$0.07 A	-$0.08 A	$0.21 A	$0.13 A
2025	-$0.06 A	$0.01 E	$0.03 E	$0.01 E	-$0.01 E

Qs might not sum due to rounding, shr count 1Q25 adj FD

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STRONG 1Q25 RESULTS DESPITE PRICE VOLATILITY / MARKET UNCERTAINTY

Believe results reflect the growing popularity of SWP coffee & operational optimization initiatives

British Columbia-based Swiss Water Decaffeinated Coffee Inc. (OTC:SWSSF, TSX: SWP), a leading specialty coffee company and premium green coffee decaffeinator focused on producing chemical-free decaffeinated coffee, reported 1Q25 results and provided a business update yesterday. Despite a difficult economic and industry backdrop, the company generated strong volume sales and revenue growth. We believe this underscores the appeal of the company's natural decaffeination process, benefits of SWP's strategy to build inventories in order to remain well positioned to satisfy customer demand and fulfill deliveries and the benefits of its efficiency measures.

Moreover, we believe the topline strength also reflects the benefits of the company's strategy to expand its geographic reach and customer base. Swiss Water indicated that it is seeing growing demand from new and existing customers in Asia and the Middle East, among other markets. The company is also focused on optimizing production and operational efficiencies. Given the transition to its Delta plant, the company is realizing improvements in both production and logistics. SWP expects that, despite potential near-term industry volatility, it remains well-positioned to continue to gain share within the decaffeinated coffee space, reflecting its natural decaffeination process and strategies.

Key Takeaways

- We believe the company's 6% and 61% respective advances in volumes and revenue underscore the appeal of the company's natural decaffeination process, benefits of SWP's strategy to build inventories to remain well-positioned to satisfy customer demand and of its efficiency measures and strategy to expand its geographic reach and customer base.
- The 61% y/y revenue advance partially reflects new customer accounts added during the quarter. SWP's development efforts in Asia and the Middle East are yielding strong results.
- Commodity prices remained volatile and SWP believes this volatility could persist in the near-term. In 1Q25, the NY'C' average was US$3.73/lb versus US$1.90/lb in the prior year 1Q. Volatility in the NY'C' affects SWP's volumes, revenues, cost of sales and working capital needs.
- The company's results include significant non-cash 'noise' related to hedging activities and mark-to-market adjustments on certain securities. Most non-cash costs are expected to reverse over time.

Tariffs / commodity prices

Swiss Water's exports to the U.S. were not subject to tariffs in 1Q25. Subsequently, however, the U.S. announced that it would implement a 10% blanket tariff on most imports from Canada effective April 5, 2025. In terms of tariffs, the company's decaffeination process is classified as non-transformational and therefore its shipments to international customers retain the designation of the country of origin. Therefore, the blanket tariffs that the U.S. has imposed on trade with Canada – but not additional industry specific tariffs – likely will be applied to the coffee SWP ships to the U.S. If the U.S. imposes new tariffs on coffee growing countries such as Mexico, Colombia and Brazil where SWP sources or potentially would source beans, there could be further upward pressure impacting SWP product. Notably, the tariff rules and classifications apply to SWP's international competitors, as well.

Moreover, commodity prices of the coffee beans plays a significant role in prices to consumers, demand and order volumes. In 1Q25, the NY'C' average was US$3.73/lb versus US$1.90/lb in the prior year 1Q, representing a near doubling in price (up 97% year-over-year). The quarterly price peaked at US$4.25/lb in February. Volatility in the NY'C' affects SWP's volumes, revenues, cost of sales and working capital needs.

As we saw last quarter, Swiss Water's 1Q25 results reflect that roasters and other SWP customers appear to be strategic regarding their coffee inventories. While some might have built inventory ahead of anticipated difficulties obtaining product, others seem to be drawing down existing inventory and waiting

for prices to improve. Specifically, SWP noted that when the market trends upward, more customers tend to draw down inventories rather than build inventories. Conversely, when the NY'C' declines, customers tend to build inventories.

Volumes, revenue and gross profits up substantially y/y

SWP's 1Q25 volume sales were 6% higher compared to 1Q24. This, along with higher prices, contributed to a 61% year-over-year revenue increase to C$62.3 million. The company's 1Q25 gross profit improved 42.5% year-over-year to C$7.3 million and the gross profit margin was 11.7% compared to 13.2%. Margins were lower primarily reflecting a reversal of an inventory provision in 1Q24. By comparison, there was no reversal in this year's 1Q. The gross margin was also impacted by changing FX rates.

The company expects growth in consumption of decaffeinated coffee to continue, although there might be some short-term disruptions based on volatile commodity prices and uncertainty. SWP believes it remains well-positioned for continued growth and that its growth has outpaced that of the overall decaf market over the past 25 years, at about 5% compared to 1-2% for the market.

…while operating expenses lower reflecting cost containment efforts, other efficiency measures

The company maintained cost controls and steps to boost production efficiencies. At C$3.4 million, total OpEx was 10% lower compared to 1Q24, with Administration expenses down 14% to $2.4 million primarily reflecting lower non-cash stock-based compensation driven by a decline in Swiss Water's share price. This was partially offset by planned headcount and wage increases. The company remains focused on optimizing its performance. With its production consolidated in its newly constructed Delta facility, the company has two decaffeination lines running 24/7 and expects to continue to benefit from production efficiency and improved logistics reflecting the proximity of the plant to its storage facilities.

… and optimizing financial flexibility to remain well-positioned to support customers

Swiss Water's strategy is to retain financial and operational flexibility in order to provide flexibility to its customers. The company was able to build inventory in key allocations to ensure customer deliveries. SWP ended 2024 with inventory of C$44.5 million, up from C$30.3 million at year-end 2023. SWP's inventory position increased to C$58.9 million by the end of 1Q25, up 32% compared to year-end 2024.

The company is managing risk with the underlying view that NY'C' volatility will persist throughout 2025 and normalize in 2026. The value of the company's inventory position increased compared to 1Q24, reflecting the combination of higher NY'C' coffee commodity prices and SWP's strategic decision to invest in increased inventory levels in order to retain the ability to satisfy customer demand. SWP anticipates that inventory levels will normalize over the course of 2025, as it continues to monitor export conditions from coffee growing markets and supply chain dynamics. The company is also working to lower its carrying cost where possible.

Moreover, the company is also focused on optimizing its financial flexibility and strengthening its balance sheet. SWP strengthened its balance sheet in 4Q24 with the repayment in full of $15.9 million Mill Road debentures with warrants.

Results include significant non-cash 'noise'

Including C$1.1 million noncash cost related to the fair value of borrowings / embedded option, SWP reported an adjusted LPS of (C$0.06) compared to a loss per share of (C$0.10) in 1Q24. However, the $1.1 million is non-cash, as noted, and reflects the change in the company's share price. If/when the share price appreciates, this non-cash 'cost' is expected to reverse. In addition, year-over-year adjusted loss per share comparisons are also not entirely apples-to-apples reflecting the charges related to hedging required by hedge accounting.

SWP registered a 1Q25 loss on risk management activities of C$2.8 million versus a loss of C$0.1 million in 1Q24. The increase primarily reflects the impact of rolling hedge positions forward in an inverted NY'C' futures market, which produces incremental realized losses as contracts re-settle below current price levels, combined with mark-to-market adjustments on hedging instruments as the NY'C' coffee commodity prices fluctuate and also as the US$ appreciates. The company expects these losses to reverse as prices stabilize. Adjusted EBITDA was C$2.0 million compared to C$2.8 million last year.

COMPANY CONTINUES TO EXPAND ITS CUSTOMER BASE

The company recorded higher revenue from all of its key markets in 1Q25, as illustrated below. However, growth in international markets outpaced that of its domestic market and to the U.S., with sales to international territories nearly doubling compared to 1Q24 to C$16.7 million. Sales volume in North America increased by 3% and sales volume in international markets increased by 16%, albeit off a lower base.

Revenue (C$)	1Q25	1Q24	Y/Y %Gwth	2025 % Contribution
Canada	12,555	11,147	12.6%	20.2%
U.S.	33,014	19,128	72.6%	53.0%
International and other	16,703	8,455	97.6%	26.8%
Total	62,272	38,730	60.8%	100.0%

Source: Company reports

North America and Europe are key markets for coffee consumption generally and therefore for Swiss Water. Given the size of the population, the U.S. is the largest market for coffee consumption in the world, although it does not rank #1 based on per capita coffee consumption. On a per capita consumption basis, multiple European markets rank among the top ten.

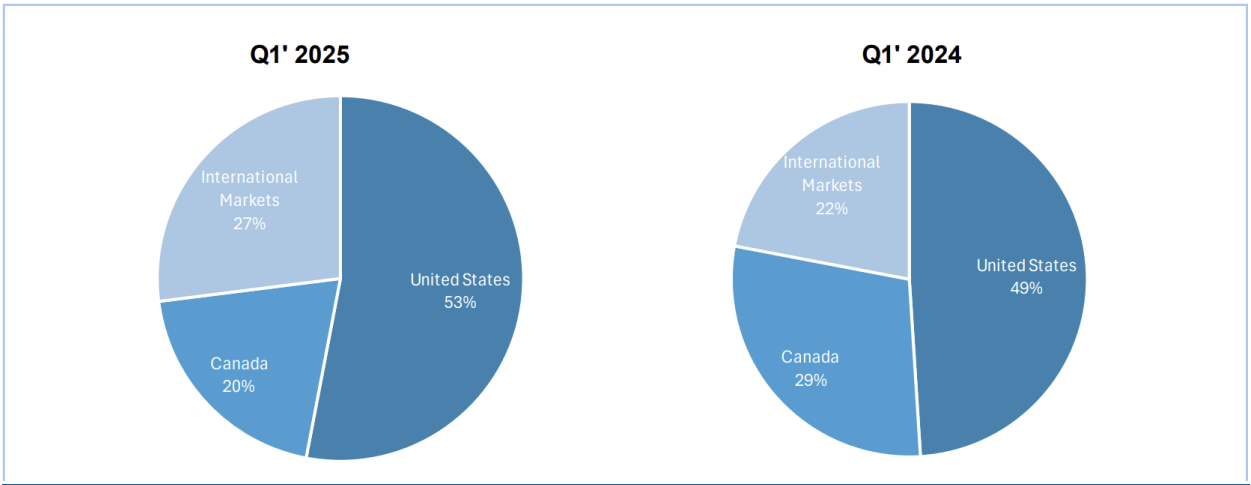
Rank	Country	Per capita consumption per year (kg)
1	Finland	12.0
2	Norway	9.9
3	Iceland	9.0
4	Denmark	8.7
5	Netherlands	8.4
6	Sweden	8.2
7	Switzerland	7.9
8	Belgium	6.8
9	Luxembourg	6.5
10	Canada	6.2

Source: Zacks from The Telegraph data

Given the high per capita consumption of coffee overall in many European markets, as illustrated in the table above, we believe there are opportunities for Swiss Water if, as we believe likely, trends in those markets follow global trends, with decaf gaining share as consumers worldwide increasingly focus on consuming natural and organic foods and beverages. This trend is already becoming apparent, according

to industry trade publications. According to Tea & Coffee Journal, “Decaf coffee’s popularity is rising in European markets where there is a significant consumption of caffeinated beverages and where consumers are paying more attention to health and wellbeing… Amid the ever growing desire of the young European population to limit their caffeine consumption, the demand for decaf coffee in the region remains strong. The increase of decaf coffee consumption in Europe is currently part of the global trend of the rising consumer health awareness and a higher demand for products, which are free from preservatives, caffeine and other various hazardous substances.”

Reflecting the company’s strong 1Q25 growth in international markets, there was a shift in market contributions. Swiss Water’s largest geographical market by revenue was the U.S. in both quarters. However, in terms of dollar value, international overtook Canada in the #2 position, contributing 27% of total revenue, followed by 20% from Canadian customers. The company added new accounts during the quarter and attributes the growth in international markets to its proactive measures to expand its customer base, particularly development efforts in the Asian market and early development efforts in the Middle East. According to Food & Hosp8tality Asia (FHA), “[t]he Asia-Pacific region is estimated to be the fastest-growing specialty coffee market in the world.”



Source: Company reports

EXPECT LONGER TERM COFFEE TRENDS SUPPORT POSITIVE OUTLOOK

Industry outlook - uncertainty could persist in the near to medium-term …

We believe that price increases of coffee beans and, in turn, beverages could continue to have a temporary negative impact on demand. Coffee futures price for Arabica coffee have been volatile, as noted, signaling potential increases in coffee prices that could constrain sales in the short-term particularly given expected tariff impositions. If so, we view the impact as short-term.

Factors impacting volatility include crop harvests, recession concerns and the geopolitical backdrop. The latter includes not only the threat of disrupted trade patterns among trading partners including the U.S. and Canada, but shipping and distribution disruptions, as well. For instance, in 2024, there were significant disruptions in traffic at the Suez Canal as attacks by foreign players persisted. Moreover, the prospect of trade impacts to the general economy and FX rates could also impact the industry and the company, in our view. The Coffee C futures contract, which is the global benchmark for Arabica coffee, recently reached their highest levels since the early 1970s.

Coffee Futures



Source: Yahoo Finance

According to CoBank, which provides credit to the U.S. rural and agribusiness sector, prices of U.S. imported coffee increased by a sizable 65% from 2021 to 2023 and remained volatile in 2024. Factors that explain this include geopolitical tensions and challenging conditions in key growing markets such as Colombia, Brazil and Vietnam and increasing overall global coffee demand, among other factors. Given current industry dynamics and tariffs, we note that there could be price increases that impact consumption patterns in the short run. The impact of commodity bean prices fluctuations is usually largely offset at the company's adjusted EBITDA level.

Coffee ranks among top beverage choices; potential constraints on consumption likely temporary

In response to higher coffee prices, many coffee shops are raising prices of the beverages they prepare for customers. In fact, *Coffee Intelligence* estimates that retail prices could rise by 20% to 25%. In turn, this could hamper consumer demand for coffee in the short-term, we believe, and potentially constrain SWP's volume shipments.

In fact, it would not surprise us if consumer purchases and overall consumption of coffee declined *temporarily*, but we believe the popularity of coffee beverages will lead consumers to find ways to continue coffee consumption patterns. Coffee ranks among the top beverages consumed. According to the National Coffee Association's (NCA's) Spring 2024 National Coffee Data Trends (NCDT) report, daily coffee consumption in the U.S. reached a 20-year high in 2024, with some 67% of American adults reporting that they "had coffee in the past day (more than any other beverage). The spring 2024 study also found that 75% of U.S. adults had consumed coffee in the past week, which represents a 4% year-over-year advance compared to their Spring 2023 study.

Believe impact of price increases likely to be temporary

Given the popularity of coffee – particularly decaffeinated and specialty coffees – we would expect any decline in consumption to be temporary. In fact, *Coffee Intelligence* notes that "historically, the coffee industry has weathered periods of volatility." While unfortunately it would not surprise us to see some smaller coffee establishments hurt, perhaps even shuttered, we believe that consumers will get past the initial sticker shock and return to normal consumption patterns in time.

Thus, we continue to believe that over time, Swiss Water is poised to benefit from several factors, including rising consumption of decaffeinated coffee and – reflecting its 100% chemical-free decaffeination process – the growing consumer trend towards natural and more healthful food and beverages (F&B). In fact, several F&B industry studies expect 2025 trends that we see as positive for the company. For example, according to beverage industry consultancy Ripples, "Health and wellness trends will influence coffee consumption. As people become more health-conscious, they will seek healthier options." Moreover, Ripple notes that with specialty coffee "gaining popularity,"…. When heading out to a

cafe, more coffee drinkers are looking for unique flavors and an unparalleled experience. In 2025… expect a rise in artisanal roasters..."

Key expected long-term catalysts for Swiss Water growth

- Rising consumption of coffee generally
- Market share gains of the decaf category
- Growing popularity of specialty coffee beverages and company focus on premium category
- Consumer concerns around drinking caffeine later in the day
- Growing consumer interest in natural, chemical free food and beverages

Moreover, reflecting consumer demand for more healthful ingredients and products, among other factors, it appears that many roasters incorporate that they rely on the use of the Swiss Water process in their brand advertising to consumers, using words such as "cleanest," and "healthiest" and "flavorful" in their branding.

We believe that as the overall market for decaffeinated coffee expands, the market for chemical free decaffeination will continue to grow, particularly given people's continued trend towards health consciousness and awareness of environmentally friendly practices. A 2025 outlook report from food conglomerate Nestle points out that about "82% of U.S. consumers currently view wellness as a top or important priority in their lives." This is a likely factor behind why demand for organic coffee continues to rise. About 39% of consumers indicate that they are more likely to purchase coffee that is certified organic, and 59% are more likely to purchase coffee if it is grown in an environmentally sustainable way. on. According to Coffee Intelligence, the 2021 global organic coffee market was valued at $133 billion, which represented a 24.6% year-over-year advance. Demand for organic coffee is highest in North America, followed by Germany and France.

A 2022 NIH-published study notes that "[i]n recognition of the growing concerns around public health, the types of food and beverage products sold through the hospitality sector are experiencing major changes..." According to Forbes, "Consumers continue to expand their awareness of the impact their food and beverage choices have on both their own bodies and our planet"

The publication Coffee Intelligence notes that despite the price premium, organic coffee is recording steady growth. It places the 2021 value of the global organic coffee market at $133 billion and notes that demand for organic coffee is highest in North America, Germany and France. Coffee Intelligence further notes that organic coffee sales saw the highest annual growth in 2021 compared to 2020, with a 24.6% year-over-year advance.

Decaffeinated coffee continues to play a role in the growing 'specialty coffee' category, which gives consumers more choices within the premium coffee segment. A growing focus on specialty decaffeinated coffee – or premiumization – is an important factor contributing to the expansion of the decaf category and Swiss Water's strategic focus is largely on the premium specialty coffee segment. Specialty coffees are premium varieties of coffees and include coffee brewed from high-quality beans, particularly Arabica, as well as coffee drinks such as espressos, cappuccinos, and lattes, among others. A recent NCA study indicates that 41% of U.S. consumers responded that they had enjoyed a specialty coffee "in the past day."

According to an NIH study, "Specialty coffee and tea houses and beverages have become a cultural phenomenon." The NCA notes that specialty coffee has recorded "significant growth." Based on NCA's Spring 2024 National Coffee Data Trends report, some 57% of U.S. adults reported having a specialty coffee in the past week. This represented a 7.5% year-on-year increase. The annual increase was highest for the espresso-based category, which advanced 10% compared to the same period of 2023. Lattes lead this category; about 18% of U.S. adults responded that they had a latte in the past week, followed by espresso (16%) and cappuccinos (14%).

The decaf segment is growing and that trend is expected to continue, which we view as growth driver for Swiss Water. According to consumer research from StudyLogic, the amount of decaffeinated coffee consumed has grown annually since 2017 in both the U.S. and Western Europe. This growth was temporarily interrupted in 2020, but that disruption is primarily attributed to the impact of the pandemic. Research suggests that the key demographic driving growth is the young adult consumer market. The US National Coffee Association (NCA) conducted a study in 2017 that found that the largest demographic consuming decaffeinated coffee in the U.S. was comprised of adults aged 18 to 24, which represented roughly 19% of total decaf consumers in the U.S. market.

Moreover, there is significant upside opportunity for the decaf category to gain market share, as decaf currently comprises only roughly 15% of coffee consumed in the U.S. and about 12% of coffee consumed in Western Europe, according to the NCA, but is gaining market share. North America and Europe are key markets for coffee consumption generally and therefore for Swiss Water. Based on data aggregated by UC Davis, the overall decaffeinated coffee market is expected to grow at CAGR of 5-7% in the 2021 to 2031 period.

VALUATION

We view SWP's ability to expand its customer base amid substantial economic and price volatility as a substantial positive. We remain optimistic about Swiss Water's growth prospects, reflecting the positive trends for consumption of decaffeinated coffee and rising consumer interest in natural food and beverages. We believe the company is well-positioned to benefit from anticipated growth in consumption of decaffeinated coffee over time and anticipate that any potential constraints on consumption arising from upward pressure on coffee beans and beverages will likely be temporary.

We believe it is difficult to compare Swiss Water shares to those of other publicly traded companies, as there are no other public companies that directly compete with Swiss Water Decaffeinated Coffee and therefore there does not seem to be a direct public competitor.

Therefore, we believe using an EV/EBITDA multiple, particularly as the fluctuations in commodity prices of coffee beans impacts the company's revenue, but this impact is generally offset at the adjusted EBITDA level. Over the past few years, the EV/EBITDA for the S&P 500 has generally been a range of about 13x to 17x. We believe, however, that smaller cap companies likely trade at lower average EV/EBITDA multiples and we therefore apply a discount to the above noted S&P 500 average.

We forecast adjusted EBITDA of C$14.5 million in 2025, up from C$14.3 million generated in 2024. We expect multiple expansion over the long-term, although we believe the multiple could be constrained in the near-term reflecting uncertainty and volatility discussed in this report. We derive a near-term valuation of about C$5.65 to C$7.00 (about US$4.00 to US$5.00) per share, or about C$6.00 at the midpoint, which is still well below the multiple the S&P 500 commands.

If the company delivers milestones on its growth initiatives earlier than anticipated, it could impact the multiple. Any delay or failure in successful execution of the strategy or short-term constraint in market demand could represent a potential risk to the company's valuation and cause the share price to decline. The company believe the risk / reward ratio could be attractive for investors who have a higher than average risk tolerance and longer time horizon.

RISKS

We believe risks to Swiss Water achieving its goals and to our valuation, include the following, among others.

- Tariffs could have a greater impact on prices than we currently anticipate and price increases could have a greater or more sustainable impact on consumption and company sales.
- Swiss Water might not gain market share as quickly as the company expects, which could lead to slower than anticipated revenue ramp.
- The company could incur unanticipated costs associated with market initiatives.
- Competition could increase.
- The company might need to raise capital to support its strategy that might be dilutive to current shareholders.
- Demand might exceed the company's production capacity, which would likely impose constraints on revenue growth.
- Commodity bean prices fluctuate. Although the impact is usually offset at the company's adjusted EBITDA level, there could be lags that in the short-term impact results more than anticipated.
- Given that the majority of Swiss Water revenue is generated outside of its home market of Canada, FX rates might have a greater impact on consolidated revenue and results than anticipated.
- Futures prices and consequently likely increased coffee prices could constrain demand for coffee more than currently anticipated.

RECENT NEWS

- Swiss Water reported 1Q25 results on May 8, 2025.
- On May 9, 2024, the company reported voting results from its annual general meeting.
- Swiss Water launched its second production line in the Delta, BC facility on November 6, 2023.
- The company completed its second production line in Delta, BC on August 8, 2023.

PROJECTED FINANCIALS

Swiss Water Decaffeinated Coffee Inc ($000 Canadian except per share amounts)

	1Q24	2Q24	3Q24A	4Q24A	2024A	1Q25A	2Q25E	3Q25E	4Q25E	2025E
Revenue	38,730	43,372	41,778	49,249	173,129	62,272	43,806	43,867	40,670	190,615
COGs	33,615	35,707	35,342	42,275	146,939	54,985	37,707	37,463	35,024	165,178
Gross profit	5,115	7,665	6,436	6,974	26,190	7,287	6,099	6,404	5,647	25,437
Administration exp	2,837	2,947	2,747	2,803	11,334	2,435	2,800	2,761	2,679	10,674
Sales & marketing exp	914	970	909	1,008	3,801	954	980	918	826	3,678
Total OpEx	3,751	3,917	3,656	3,811	15,135	3,389	3,779	3,679	3,505	14,353
Operating income	1,364	3,748	2,780	3,163	11,055	3,898	2,320	2,726	2,141	11,085
Gain (loss) risk mgmt ac	(149)	(519)	(1,970)	477	(2,161)	(2,839)				
Gain (loss) fair value em	(891)	83	144	(315)	(979)	1,111				
Other gains	-	-								
Finance income	460	446	509	334	1,749	378				
Finance expense	(2,288)	(2,293)	(2,294)	(1,865)	(8,740)	(1,718)				
FX gain (loss)	380	206	(269)	1,070	1,387	(159)	-	-	-	-
Total other	(2,488)	(2,077)	(3,880)	(299)	(8,744)	(3,227)	(2,195)	(2,328)	(2,002)	(9,752)
Pretax income (loss)	(1,124)	1,671	(1,100)	2,864	2,311	671	124	398	139	1,332
Taxes	(224)	724	(309)	851	1,042	156	30	95	38	320
Net income (loss)	(900)	947	(791)	2,013	1,269	515	95	302	102	1,012
EPS	($0.10)	$0.07	($0.08)	$0.21	$0.13	$0.05	$0.01	$0.03	$0.01	$0.09
Adj EPS	($0.10)					($0.06)				
Avg shares out*	9,224	9,502	9,518	9,518	9,440	9,531	9,546	9,560	9,574	9,553

Source: Company reports, Zacks estimates *Ex RUSs

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HISTORICAL STOCK PRICE



Source: Yahoo Finance

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