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NexTech AR Solutions (OTCQB: NEXCF)

NexTech AR Transitions to 3D Models in Q1 2022 and Works to Cuts Cash Burn

Based on a peer blended average EV to estimated EV/2023 sales multiple of 2.8xs, we believe NexTech stock could be worth \$0.95 per share.

OUTLOOK

NexTech AR is a technology start-up and a unique public company pure play investment in Augmented Reality and the Metaverse. It does not produce hardware, but rather uses AR to improve eCommerce results for customers as well as its company-owned sites. Its LiveX platform allows remote learning, virtual trade shows, and high-end conferencing features integrated with augmented reality and is garnering traction. Its AR ad network and hologram technology should begin to contribute to revenues later this year. As one of the first movers in a multi-billion dollar market growing at almost 300% per year, NexTech should be able to grow rapidly as this nascent market explodes.

Current Price (5/17/22) US\$0.45
Valuation US\$0.95

SUMMARY DATA

52-Week High US\$2.97
52-Week Low US\$0.40
One-Year Return (%) -81.9
Beta 1.9
Average Daily Volume (sh) 209,557

Shares Outstanding (mil) 99.6
Market Capitalization (\$mil) US\$45
Short Interest Ratio (days) 1.2
Institutional Ownership (%) 0.0
Insider Ownership (%) 11.5

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/M
P/E using 2022 Estimate N/M
P/E using 2023 Estimate N/M

Risk Level Above Average
Type of Stock Small Blend
Industry IT Services

ZACKS ESTIMATES

Revenue

(in millions of CAN\$)

	Q1 (Mar)	Q2 (June)	Q3 (Sept)	Q4 (Dec)	Year (Dec)
2020	2.5 A	3.5 A	4.7 A	7.0 A	17.7 A
2021	7.7 A	6.1 A	5.7 A	6.4 A	25.9 A
2022	3.5 A	4.2 E	4.6 E	6.5 E	18.7 E
2023					38.0 E

EPS (IFRS)

	Q1 (Mar)	Q2 (Jun)	Q3 (Sept)	Q4 (Dec)	Year (Dec)
2020	-\$0.02 A	-\$0.04 A	-\$0.07 A	-\$0.12 R	-\$0.23 R
2021	-\$0.12 A	-\$0.07 A	-\$0.10 A	-\$0.10 A	-\$0.39 A
2022	-\$0.08 A	-\$0.05 E	-\$0.05 E	-\$0.05 E	-\$0.23 E
2023					-\$0.05 E

NexTech 3D Model Transition Continues As Virtual Events Business Virtually Disappears

In Q1 NexTech continued on its transition from virtual events in 2021, to be a 3D model factory with a unique recurring revenue model. Virtual events revenue virtually disappeared as all efforts were shifted to 3D and AR. Even eCommerce revenues declined as supply chain issues made profitable products to sell hard to find. However, in the quarter the company made huge progress filling out its 3D and AR product lines. In January, NexTech launched on Shopify which opened up its technology up to 3 million merchants on the Shopify platform. It also launched a holoX app for IOS. This app lets users record a video that can be transformed to a hologram that can be access via a QR code. In Q1 2022, the company also launched ARitize 3D into beta, had a public launch ARitize maps, and introduced ARitize Swirl, ARitize Social Swirl and ARitize Metaverse Suite. ARitize 3D was integrated into BigCommerce and should be integrated into WooCommerce shortly, followed by Magento. A CAD to POLY SaaS product is expected to launch later in the year.

Orders are ramping steadily in the 3D model business and order size is increasing as are dollars per model. What had been thought of as \$10 per model, is moving up even as far as \$25 per model. Q2 should show sequential improvement, but as a SaaS business, revenues ramps slowly. In the first six weeks of Q2 the company signed more contracts for 3D models than in all of Q1.

The company also said it is very close to signing a deal for a possible spin out of its Metaverse builder platform "ARitize Maps" to stockholders of record. Management believes this could unlock value for current shareholders if it happens. This business has very little if any revenues and would not affect NexTech if spun out.

In the quarter the company voluntarily delisted from the NEO exchange in order to cut costs and consolidate trading.

Q1 2022 Financial Results

NexTech reported revenues of \$3.5 million versus \$7.7 million a year ago, down 55%, and down 45% sequentially. eCommerce reported revenues of \$3.0 million, down from a restated \$6.0 million in Q1 2021 or down 50%, and down sequentially from \$4.2 million in Q4. The main reason for this is supply chain issues of getting goods to sell. Going forward we expect to maintain this business to be difficult to forecast as product will come in unexpectedly.

The technology services revenues declined dramatically year over year to a net \$36,763 from \$1.4 million in Q1 2021, as the video conferencing business almost disappeared and the company issued refunds and credits. Gross revenue was \$127,000 in the quarter.

Renewable software licenses contributed \$459,000 versus \$92,000 last year. The increase is from the acquisition of Map Dynamics and ThreeduAI Inc. as well as a 14% increase from AR 3D subscriptions and a 47% increase in revenue from MapD compared to Q4 2021. This growth was offset by declines in licenses related to virtual events and technology services.

Gross margin was 42.6% of revenues or \$1.5 million compared to 42.9% and \$3.3 million a year ago and 38.1% or \$2.4 million in Q4 2021. Gross margin for eCommerce was 42% versus 44% last year. eCommerce had supply chain issues and focused more on profitable items that were in limited availability. Technology services increased gross margin from 39% to 49% as it is now selling more profitable 3D and AR products.

Operating expenses were down to \$7.5 million from last year's \$10.2 million. Sales and marketing was down \$2 million. Less was spent on both eCommerce and technology services. The pretax loss was \$7.8 million

compared to \$9.7 million a year ago and \$9.0 million in Q4 2021. The net loss was \$7.7 million. Loss per share was \$0.08 compared to \$0.13 a year ago. Non-IFRS loss was \$7.1 million compared to \$7.5 million last year. Non-IFRS loss per share was \$0.07 versus \$0.10 last year.

Primary shares outstanding were 97.6 million for the period, up 26%. The company showed an operating cash flow of \$5.7 million and free cash flow loss of \$5.8 million for the quarter virtually flat with last year.

Balance Sheet

NexTech ended the March quarter with \$10.8 million in cash, working capital of \$12.5 million, and \$87,000 in debt. On January 25, 2022 NexTech sold C\$10 million worth of common shares and warrants in a PIPE deal with a single institutional investor. For \$1.23 per share and warrant, the investor bought 8,130,082 shares with warrants exercisable at C\$1.54. The warrants expire in three years. The company is working to reduce its cash burn to \$1 million a month or less.

The primary share count as of May 16, 2022 was 99.6 million.

After the Quarter Ended

On April 1, 2022, the company entered into a new employment agreement with its CEO that could result in the issuance of up to 11,956,152 share purchase options exercisable at \$1.00 per share based upon meeting certain company market capitalization targets ranging from \$200 million to \$1 billion over the next five years.

KEY POINTS

- NexTech AR is a startup based in Toronto that was formed to provide services for, and invest in, businesses using Augmented Reality (AR), holograms and other technologies in the Metaverse. These technologies are used to improve sales and profits for eCommerce sites, and other verticals such as entertainment and education. The technology converts two-dimensional images of real objects and people into three dimensions. Using AR is a proven way to boost sales and reduce returns in eCommerce, and provides an engaging, economic way to provide information in the education and training space.
- Augmented Reality (AR) is just beginning to make its way into mainstream use and the market is exploding. NexTech AR is the only public pure play we know of that is providing services to allow companies to use AR in marketing and advertising their goods. At a small price to vendors per month per SKU, adoption of just a tiny percent of the trillions of products sold worldwide will create a massive revenue stream for NexTech AR.
- The company currently has three sources of revenue:
 - Its largest revenue generator is an eCommerce business that is used as a test lab and is driven by the use of AR and holograms in its marketing. Its main web site sells vacuum cleaners and accessories. It recently has started to expand the number of brands it carries. It uses these web sites primarily for in house testing. Ultimately we expect this business to be sold or spun off as NexTech focuses on its SaaS model.
 - It also has a SaaS offering to businesses that provides AR models, holograms and metaverses created by NexTech AR, or by the customer themselves, for use on their shopping websites and mobile apps, or in ad campaigns. ECommerce customers are charged a monthly fee based on the number of SKUs or per model.

- It provides the platform LiveX, that allows virtual remote meetings integrated with augmented reality with more security and features than available from mainstream video conferencing platforms, but will work with them seamlessly. It also owns Map Dynamics that provides in person conferencing services.
- With a nascent market projected to increase by 289% per year over the next five years, NexTech as a unique public pure play that could deserve a higher valuation. It currently trades at an enterprise value of approximately US \$27 million or 0.9xs projected 2023 sales of US\$30 million.

VALUATION

Since our last report, the valuation of NexTech comps have again come down, as have most of the tech names, particularly those that benefited from work at home. We have taken a group of companies involved in augmented reality as well as companies that provide conferencing. At current valuations we get an average of 4.7 times EV/2023 Sales. So, using US\$30 million for 2023 estimated sales, and a 4.7 multiple, NexTech could be worth an enterprise value as high as US\$141 million or a market value of \$149 million. Dividing by the current shares of approximately 99.6 million, this would be a market value of US\$1.50 per share. Even if we were to split out the eCommerce revenues and give it a separate lower multiple, we still get a blended multiple of 2.8 times or a stock price of US\$0.95 by next year.

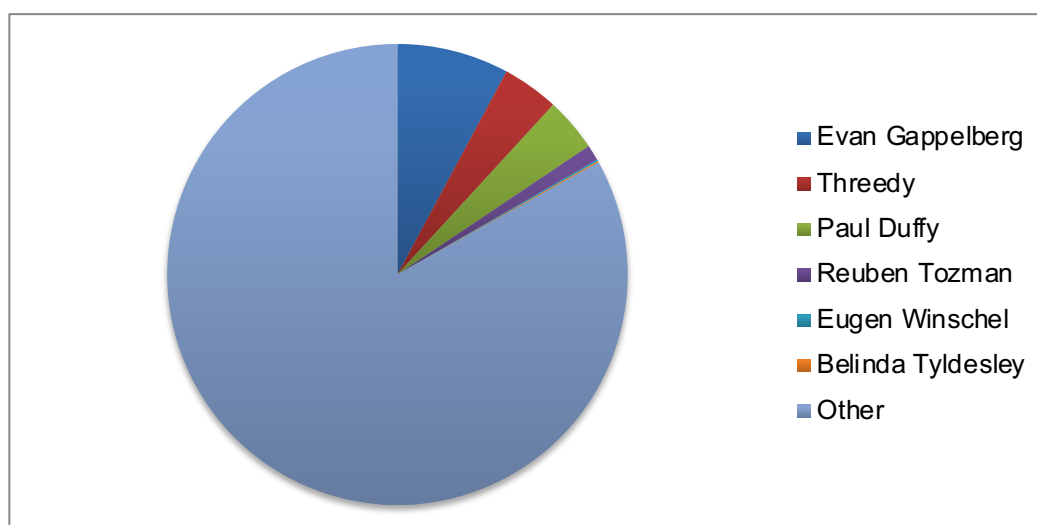
Company	Ticker	Calendar	Calendar	LTM	EBIDTA Margin	Enterprise Value / Sales			Enterprise Value
		Revenue 2023E	Revenue 2022E			2023E	2022E	LTM	
1-800 Flowers	FLWS	NA	2,265	2,210	6%	NA	0.4	0.4	916
Amazon	AMZN	614,600	525,640	477,750	12%	2.0	2.3	2.5	1,200,000
Land's End	LE	1,860	1,710	1,640	7%	0.3	0.4	0.4	647
Overstock.com	OSTK	2,670	2,470	2,630	4%	0.3	0.4	0.3	870
PC Connection	CNXN	3,300	3,150	2,890	4%	0.3	0.4	0.4	1,150
PetMed Express	PETS	NA	289	279	11%	NA	1.2	1.2	336
Chewy	CHWY	11,920	10,430	8,890	0%	1.0	1.1	1.3	11,560
US Auto Parts Network	PRTS	786	669	582	0%	0.5	0.6	0.7	410
Wayfair	W	14,860	13,030	13,710	1%	0.7	0.8	0.7	9,934
Average						0.7	0.8	0.9	136,202

Company	Ticker	Calendar	Calendar	LTM	EBIDTA Margin	Enterprise Value / Sales			Enterprise Value
		Revenue 2023E	Revenue 2022E			2023E	2022E	LTM	
Salesforce	CRM	37,888	32,070	26,490	12%	4.5	5.3	6.4	169,300
Snap	SNAP	7,720	5,500	4,410	-12%	5.1	7.2	9.0	39,700
WiMi Hologram Cloud	WIMI	NA	192	170	-12%	NA	0.6	0.7	125
Zoom	ZM	5,170	4,550	4,100	29%	4.5	5.1	5.6	23,060
Average						4.7	4.6	5.4	46,468

RISKS

- NexTech is a start-up with limited operating history in its current businesses. There is no assurance it will evolve into a sustainable, profitable going concern.
- The company is operating at a loss and may continue to need to raise capital until it reaches cash flow break even which could result in dilution of current shareholders.
- To date, NexTech has depended heavily on funding from senior management.
- AR usage is just beginning to be used by early adopters and it is hard to predict how fast or even if AR will be put into use by mainstream eCommerce sites. The company's business with AR customers is still very small and has yet to garner meaningful traction.
- This industry will attract many larger companies with much greater resources who could compete with NexTech in the future.
- The company has just launched and is about to new product lines, which make take more resources and time than expected and may not be successful.
- With the return to normal business operations, the need for virtual conferencing capabilities may wane further than expected.

OWNERSHIP



INCOME STATEMENT

	Mar 31, 2021	June 30, 2021	Sept 30, 2021	Dec 31, 2021	Mar 31, 2022	June 30, 2022E	Sept 30, 2022E	Dec 31, 2022E	2020	2021	2022E	2023E
Product sales	\$6,009,259	\$4,430,519	\$4,579,686	4,225,666	\$2,988,105	\$3,500,000	\$3,500,000	\$5,000,000	\$13,932,871	\$19,245,130	\$14,988,105	\$18,000,000
Yr-to-Yr Growth	146%	43%	20%	-8%	-50%	-21%	-24%	18%	252.6%	38.1%	-22.1%	20.1%
Technology services	1,350,066	1,371,056	931,494	1,643,160	36,763	50,000	50,000	-	3,417,501	5,295,779	136,763	-
Yr-to-Yr Growth	2831%	632%	22%	-26%	-97%	-96%	-95%	-100%	6413.1%	55.0%	-97.4%	-100.0%
Renewable Software licenses	367,378	289,977	226,405	510,313	459,469	600,000	1,000,000	1,500,000	335,280	1,394,070	3,559,469	20,000,000
Yr-to-Yr Growth	NA	19%	153%	173%	25%	107%	342%	194%	NA	315.8%	155.3%	461.9%
Net Revenue	\$7,726,703	\$6,091,552	\$5,737,585	\$6,379,140	\$3,484,337	\$4,150,000	\$4,550,000	\$6,500,000	\$17,685,652	\$25,934,980	\$18,684,337	\$38,000,000
Yr-to-Yr Growth	210%	73%	23%	-9%	-55%	-32%	-21%	2%	341.7%	46.6%	-28.0%	103.4%
Cost of goods	4,412,278	3,798,987	3,936,309	3,948,838	2,000,937	2,361,500	2,565,500	3,665,000	7,834,668	16,096,412	10,592,937	20,640,000
Gross margin	3,314,425	2,292,565	1,801,276	2,430,302	1,483,400	1,788,500	1,984,500	2,835,000	9,850,984	9,838,568	8,091,400	17,360,000
Percent of revenues	42.9%	37.6%	31.4%	38.1%	42.6%	43.1%	43.6%	43.6%	55.7%	37.9%	43.3%	45.7%
Operating expenses												
Sales and marketing	4,640,087	4,047,840	4,358,738	3,768,379	2,616,948	2,400,000	2,000,000	2,600,000	9,609,441	16,815,044	9,616,948	1,200,000
General and administrative	3,747,723	3,418,151	3,735,240	2,979,976	3,820,600	3,200,000	3,100,000	3,100,000	5,840,760	13,881,090	13,220,600	12,400,000
R&D	1,793,479	1,330,534	1,863,785	1,624,462	1,027,194	900,000	900,000	900,000	3,591,653	6,612,260	3,727,194	4,000,000
Total operating expenses	10,181,289	8,796,525	9,957,763	8,372,817	7,464,742	6,500,000	6,000,000	6,600,000	19,041,854	37,308,394	26,564,742	17,600,000
Other income												
Stock-based compensation	2,402,628	556,415	(574,131)	2,645,537	578,805	-	500,000	500,000	5,665,051	5,030,449	1,578,805	2,000,000
Amortization	380,220	179,378	682,889	807,660	728,378	550,000	550,000	550,000	603,134	2,050,147	2,378,378	2,200,000
Right of use amortization	-	45,011	64,735	96,433	63,082	63,082	63,082	63,082	68,982	206,179	252,328	200,000
Realized gain on Bitcoin	(219,321)	-	-	-	-	-	-	-	-	(219,321)	-	-
Gain on contingent consideration	-	(1,516,048)	102,400	(159,660)	-	-	-	-	-	(1,573,308)	-	-
Depreciation	27,950	32,085	37,286	35,824	37,117	37,117	37,117	37,117	82,983	133,145	148,468	120,000
Impairment	-	-	-	-	-	-	-	-	69,423	-	-	-
Foreign exchange loss (gain)	(274,564)	52,877	(252,992)	207,002	446,626	-	-	-	10,095	(267,677)	446,626	-
Total other expense	2,316,913	(650,282)	60,187	3,632,796	1,854,008	650,199	1,150,199	1,150,199	6,499,668	5,359,614	4,804,605	4,520,000
Income before income taxes	(9,183,777)	(5,853,678)	(8,216,674)	(9,575,311)	(7,835,350)	(5,361,699)	(5,165,699)	(4,915,199)	(15,690,538)	(32,829,440)	(23,277,947)	(4,760,000)
Income taxes	-	-	-	177,386	131,805	131,805	131,805	200,000	96,956	177,386	595,415	-
Tax rate	0.0%	0.0%	0.0%	-1.9%	-1.7%	-2.5%	-2.6%	-4.1%	-0.6%	-0.5%	-2.6%	0.0%
Net income	(9,183,777)	(5,853,678)	(8,216,674)	(9,397,925)	(7,703,545)	(5,229,894)	(5,033,894)	(4,715,199)	(15,593,582)	(32,652,054)	(22,682,532)	(4,760,000)
Non-IFRS net income	(7,000,470)	(6,813,311)	(8,688,405)	(6,912,048)	(6,474,740)	(5,229,894)	(4,533,894)	(4,215,199)	(9,859,108)	(29,194,913)	(21,103,727)	(2,760,000)
Exchange differences on translating foreign operations	(52,491)	(65,056)	413,553	(69,154)	-	-	-	-	(252,612)	226,852	-	-
Total comprehensive loss	(9,236,268)	(5,918,734)	(7,803,121)	(9,467,079)	(7,703,545)	(5,229,894)	(5,033,894)	(4,715,199)	(15,846,194)	(32,425,202)	(22,682,532)	(4,760,000)
Earnings per share	\$(0.12)	\$(0.07)	\$(0.10)	\$(0.10)	\$(0.08)	\$(0.05)	\$(0.05)	\$(0.05)	\$(0.23)	\$(0.39)	\$(0.23)	\$(0.05)
Non-IFRS earnings per share	\$(0.09)	\$(0.08)	\$(0.10)	\$(0.08)	\$(0.07)	\$(0.05)	\$(0.05)	\$(0.04)	\$(0.14)	\$(0.35)	\$(0.21)	\$(0.03)
Shares outstanding	77,489,618	82,298,423	86,125,077	90,077,002	97,550,931	100,000,000	100,000,000	100,000,000	68,657,254	83,888,487	99,387,733	103,000,000
Yr-to-Yr Growth	26%	25%	20%	21%	26%	22%	16%	11%	17.8%	22.2%	18.5%	3.6%
All in shares	82,864,618	91,511,320	93,000,000	99,116,767	115,451,931	117,901,000	117,901,000	117,901,000	73,658,543	92,224,652	117,288,733	117,288,733
Adjusted EBITDA	(6,866,864)	(6,503,960)	(8,156,487)	(5,942,515)	(5,981,342)	(4,711,500)	(4,015,500)	(3,765,000)	(9,190,870)	(27,469,826)	(18,473,342)	(240,000)

BALANCE SHEET

Canadian Dollars	Mar 31, 2022	Dec 31, 2021	Qtr-Qtr % Change	Mar 31, 2021	Yr-Yr % Change
Assets:					
Cash and cash equivalents	10,781,775	7,237,296	49%	7,900,016	36%
Accounts receivable	1,019,014	1,081,164	-6%	2,095,953	-51%
Prepaid expenses	894,805	749,474	19%	1,744,576	-49%
Contract assets	124,982	386,202	-68%	360,060	-65%
Inventory	2,527,193	3,389,098	-25%	4,673,895	-46%
Total current assets	15,347,769	12,843,234	20%	16,774,500	-9%
Equipment	376,473	377,242	0%	337,036	12%
Right of use assets	1,002,598	1,079,319	-7%	992,298	1%
Intangible assets	5,575,700	6,419,934	-13%	3,090,162	80%
Goodwill	8,670,827	8,790,529	-1%	4,847,750	79%
Total Assets	30,973,367	29,510,258	5%	26,041,746	19%
Current Liabilities:					
AP & accrued liabilities	1,910,159	2,759,017	-31%	3,976,397	-52%
Deferred revenue	622,898	609,001	2%	1,193,069	-48%
Lease liabilities	290,357	290,357	0%	147,750	97%
Contingent consideration	0	0	0%	2,489,557	-100%
Total current liabilities	2,823,414	3,658,375	-23%	7,806,773	-64%
Lease liabilities	706,654	786,755	-10%	836,323	-16%
Deferred income tax liability	590,391	712,215	-17%	0	NA
Loan payable	86,756	90,896	-5%	0	NA
Total Liabilities	4,207,215	5,248,241	-20%	8,643,096	-51%
Stockholders' Equity					
Share capital	80,202,550	70,570,760	14%	43,775,485	83%
Reserves	11,272,102	12,649,994	-11%	9,113,625	24%
Accum. other comprehensive inc	1,953,782	1,978,469		NA	
Deficit	(66,662,282)	(58,958,737)	13%	(35,490,460)	88%
Total Stockholders' Equity	26,766,152	24,262,017	10%	17,398,650	54%
Total Liabilities and Stockholders' Equity	30,973,367	29,510,258	5%	26,041,746	19%
Equity					
Current ratios	5.4	3.5	55%	2.1	153%
Quick ratio	4.5	2.6	76%	1.6	193%
Cash	10,781,775	7,237,296	49%	7,900,016	36%
Cash as % of assets	35%	25%	42%	30%	15%
Working Capital	12,524,355	9,184,859	36%	8,967,727	40%
Debt	86,756	90,896	-5%	0	NA
Debt/Total Assets	0.3%	0.3%	-9%	0%	NA

CASH FLOW

	Year 2020	3 Months Ending Mar 31, 2021	3 Months Ending June 30, 2021	3 Months Ending Sept 30, 2021	3 Months Ending Dec 31, 2021	Year 2021	3 Months Ending Mar 31, 2022
Net Income	\$ (15,593,582)	\$ (9,183,777)	\$ (5,853,678)	\$ (8,216,674)	\$ (9,397,925)	\$ (32,652,054)	\$ (7,703,545)
Adjustments to reconcile net loss to net cash used in operating activities:							
Amortization	672,116	380,220	179,378	682,889	807,660	2,050,147	728,378
Right of use assets	68,982	34,311	45,011	13,466	113,391	206,179	63,082
Gain on sale of bitcoin	0	(219,321)	0	0	0	(219,321)	0
Deferred income tax recovery	(96,956)	0	0	0	0	0	(138,933)
Depreciation	82,983	27,950	32,085	37,286	35,824	133,145	37,117
Gain on contingent consideration	0	0	(1,516,048)	102,400	(159,660)	(1,573,308)	0
Shares issues to settle related party liabilities	38,239	0	0	0	0	0	0
Stock-based compensation	5,665,051	2,402,628	556,415	0	2,071,406	5,030,449	578,805
Options and warrants exercised shares out	0	6,300	0	0	(6,300)	0	0
Share-based payments	1,202,694	22,156	(22,156)	(574,131)	574,131	0	0
Shares for services	35,074	1,299,845	0	78,535	211,514	1,589,894	717,066
Write-off of intangible asset	85,664	0	0	0	0	0	0
Changes in assets and liabilities:							
Receivables	(893,109)	(783,405)	997,883	(797,207)	814,113	231,384	62,150
Contract asset	(244,478)	(115,582)	22,853	69,342	(118,337)	(141,724)	261,220
Prepaid expenses	(1,152,606)	(390,207)	437,732	411,727	145,643	604,895	(145,331)
Inventory	(1,858,091)	(1,462,220)	606,386	(514,123)	1,192,534	(177,423)	861,905
Accounts payable and accrued liabilities	1,034,116	1,448,960	(1,543,259)	1,399,775	(1,073,896)	231,580	(848,858)
Other payables	(229,984)	0	0	0	0	0	0
Deferred tax liabilities	0	0	0	0	(205,898)	(205,898)	0
Deferred revenue	383,022	810,047	246,841	133,360	(964,269)	225,979	13,897
Net Cash Used In Operating Activities	(10,800,865)	(5,722,095)	(5,810,557)	(7,173,355)	(5,960,069)	(24,666,076)	(5,513,047)
CASH FLOWS FROM INVESTING ACTIVITIES:							
Purchase of Bitcoin	0	2,765,356	0	0	(2,765,356)	0	0
Sale of bitcoin	(2,546,035)	0	0	0	2,765,356	2,765,356	0
Purchase of equipment	(18,639)	(50,414)	(60,505)	(27,653)	(40,200)	(178,772)	(46,553)
Purchase of intangibles	(937,396)	0	0	0	0	0	0
Interest on lease liability	0	0	0	0	0	0	(6,712)
Acquisition of Map Dynamics	(777,900)	0	0	0	0	0	0
Net Cash Used In Investing Activities	(4,279,970)	2,714,942	(60,505)	(27,653)	(40,200)	2,586,584	(53,265)
CASH FLOWS FROM FINANCING ACTIVITIES:							
Proceeds from the issue of shares	15,133,164	0	12,632,937	0	4,271,962	16,904,899	8,936,496
Proceeds from options and warrants	7,763,538	486,464	800,184	123,986	800,697	2,211,331	0
Lease payments	(75,065)	(44,567)	(91,212)	(13,145)	(72,304)	(221,228)	(73,398)
Business acquisition installment payments	0	0	0	(18,902)	99	(18,803)	0
Net Cash Provided By Financing Activities	22,821,637	441,897	13,341,909	91,939	5,000,454	18,876,199	8,863,098
Foreign exchange	94,807	(219,680)	24,142	(27,373)	(21,452)	(244,363)	247,693
Net Increase in Cash	7,740,802	(2,565,256)	7,470,847	(7,109,069)	(999,815)	(3,203,293)	3,296,786
Cash - Beginning of Period	2,849,344	10,684,953	7,900,017	15,395,006	8,258,564	10,684,953	7,237,297
Cash - End of Period	10,684,953	7,900,017	15,395,006	8,258,564	7,237,297	7,237,297	10,781,776
Operating cash flow	(7,839,735)	(5,229,688)	(6,578,993)	(7,876,229)	(5,749,959)	(25,434,869)	(5,718,030)
Free cash flow	(7,858,374)	(5,280,102)	(6,639,498)	(7,903,882)	(5,790,159)	(25,613,641)	(5,764,583)

HISTORICAL STOCK PRICE



Source: Zacks Investment Research

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