

# Zacks Small-Cap Research

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## EpicQuest Education (EEIQ-NASDAQ)

### EEIQ: Collaborations Further Diversification Strategy; Rebounding Attendance - Positive Implications

EEIQ continues to advance its strategy to diversify and boost revenue and expand its presence in key markets. Through its growing O&O initiative and other measures, the company provides a broad – and growing – range of educational solutions for domestic and international students in key target markets – the U.S., U.K. and Canada – who are interested in pursuing college, university and career training programs.

### OUTLOOK

A recent corporate name change to EpicQuest Education Group International was implemented to better reflect EEIQ's international expansion & other growth initiatives. Several collaborations signed with international organizations in recent months – and potentially additional ones in the near-term – advance EEIQ's goals of further internationalization through cross-border academic partnerships to offer its students opportunities for global learning and to attract a geographically diverse student base and expand the company's geographic reach.

Current Price (10/17/22) \$1.00  
Valuation \$10.00

### SUMMARY DATA

52-Week High \$4.68  
52-Week Low \$0.80  
One-Year Return (%) -17.92  
Beta N/A  
Average Daily Volume (sh) 13,571

Shares Outstanding (mil) 10  
Market Capitalization (\$mil) \$10  
Short Interest Ratio (days) N/A  
Institutional Ownership (%) 0  
Insider Ownership (%) \* N/A

Annual Cash Dividend N/A  
Dividend Yield (%) N/A

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

Risk Level Above Avg.  
Type of Stock Small-Growth  
Industry Edu & Training Svcs

### ZACKS ESTIMATES

#### Revenue

(in millions of \$)

	Q1 (Dec)	Q2 (Mar)	Q3 (Jun)	Q4 (Sep)	Year (Sep)
2019					\$8.7 A
2020					\$9.1 A
2021		\$3.1 A			\$5.3 A
2022		\$4.1 A			\$7.3 E

#### Per Share Data

	Q1 (Mar)	Q2 (Jun)	Q3 (Sep)	Q4 (Dec)	Year (Dec)
2019					\$0.26 A
2020					\$0.13 A
2021		-\$0.04 A			-\$0.12 A
2022		-\$0.23 A			\$0.02 E

Quarters might not sum due to rounding & share counts

Disclosures on page 13

\*Includes CEO's corp. holdings

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## WHAT'S NEW? NEW NAME REFLECTS GROWTH & INTERNATIONAL INITIATIVES

### *Providing broad-based educational programming options to a growing base of students ...*

EpicQuest Education Group International Limited (Nasdaq: EEIQ), formerly Elite Education Group International Limited, changed its corporate name recently to better reflect its international expansion, inclusiveness and growth initiatives. The company has launched several new growth initiatives over the past few quarters to diversify and boost revenue and expand its presence in key markets, particularly the U.S. and Canada. The company provides a broad range of educational solutions for domestic and international students who are interested in pursuing college, university and career training programs in the company's key target markets.

The company enacted its corporate name change to EpicQuest Education to accurately reflect its focus on expanding its target market to include domestic and international students and to provide a broader spectrum of educational support to assist students to pursue academic and career training studies. The company expects to continue to expand its academic programming offerings over time. Through recent investments (see below) in Davis College and EduGlobal College, EpicQuest has become an owner and operator (O&O) of for-profit colleges and has expanded its offerings of pathway programs, including through collaborations with colleges and universities around the world. These collaborations reflect EpicQuest Education's initiatives to develop cross-border relationships and make strategic acquisitions to establish itself as an international service provider of a broad variety of higher learning programs.

These goals were behind the company's step to purchase 80% of the equity of EduGlobal College, based in British Columbia, Canada, which focuses on English proficiency educational programming for students pursuing academic degrees, and the right to a controlling equity ownership position in Davis College, a career training college located in Toledo, Ohio. The company believes this expansion of its strategy enhances its ten year recruiting relationship with the regional campuses of Miami University of Ohio where it maintains residential facilities, a full-service cafeteria, recreational facilities, shuttle buses and an office for the regional campuses that provides study abroad and post-study services for its students.

Reflecting its recent initiatives aimed at broadening its markets and businesses and adding to its legacy Miami University (MU) recruiting relationship, the company's operating footprint has expanded and is significantly more diversified than it was pre-pandemic. Over time, EpicQuest expects that roughly half of its revenue will be generated from recently initiated operations such as Davis College and EduGlobal College. The company's strategic diversification goals include owning the businesses that it operates.

Thus, Davis and EduGlobal are both effectively owned and operated (O&O) by EpicQuest, as well as becoming more global in terms of both the students it serves and the academic institutions with which it works. The company is seeking more opportunities for its expansion strategy, including additional acquisitions. As EpicQuest continues to add to its O&O footprint with additional M&A transactions, the company expects newer businesses are likely to comprise substantially more than half of total revenue.

### *... through a growing number of collaborations with international organizations*

EpicQuest seeks to have its O&O colleges, Davis College and EduGlobal College, become more globally connected with students and other institutions in multiple international markets. Towards the goal of becoming a global provider of educational services, Davis College recently signed several non-binding MOUs (memoranda of understanding) with other institutions of higher education.

#### **Recently signed MOUs & agreements**

- Davis College & EduGlobal College - ICBT Campus of Sri Lanka
- Davis College – Isabela State University of the Philippines
- Davis College – PSB Academy of Singapore
- Davis College – Infrastructure University of Malaysia
- Davis College – Anhui Business College, in Wuhu, Anhui Province, China
- Davis College – bilateral exchange agreement, Chongqing Technology and Business Institute, China
- EduGlobal College – Pathway Program partnership with Algoma University in Canada
- Davis College – Holy Cross of Davao College of the Philippines

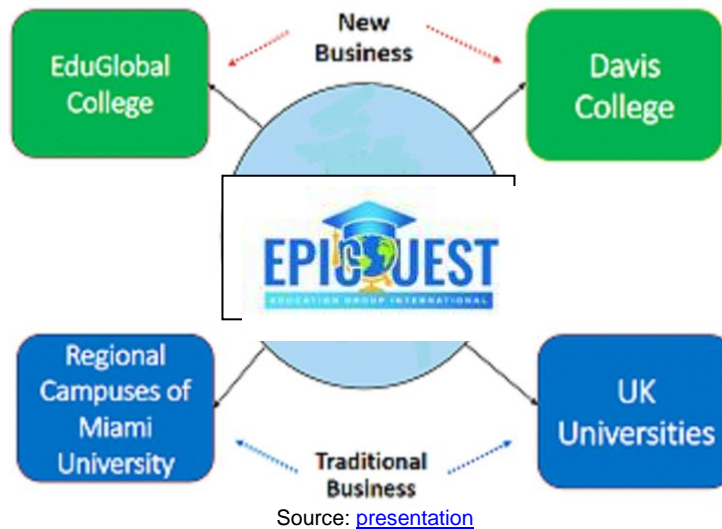
The many MOUs and agreements EpicQuest has signed in recent months further its goals of further internationalization through cross-border academic partnerships to offer its students opportunities for global learning and to attract a geographically diverse student base. Through its various agreements with other international education institutions, the company has expanded its reach into markets including Sri Lanka, Malaysia, the Philippines, Singapore and within China. We anticipate additional announcements in the coming months that further diversify the company's international expansion activities.

To address a few of these potential collaborations, Davis College and EduGlobal College recently signed an MOU with ICBT Campus of Sri Lanka, expanding the company's reach into that market. Earlier the company signed MOUs with Holy Cross of Davao College (HCDC) in Davao City, Davao del Sur, Philippines and with China's Anhui Business College. HCDC is a Catholic private college administered by the Archdiocese of Davao that offers undergraduate and graduate degrees. The two academic institutions plan to cooperate in academics, as well as to explore ways to set up exchange programs and collaborative research / study opportunities.

Anhui Business College is a state-run full-time three-year vocational college located in Wuhu, Anhui Province, China. The MOU is for the two companies to develop a framework to cooperate on higher education projects, student exchange programs, and enrollment in dual degree programs to obtain diplomas from both Davis College and Anhui Business College. The MOU is effective for five years and cancelable by either party with six-month notice.

Davis also signed an agreement for bilateral exchange operations and the development of a program in Interior Design with Chongqing Technology and Business Institute, which is located in Chongqing, China. The agreement will be in place for five years. Chongqing Technology and Business Institute is a full-time college approved by the Ministry of Education of China.

## EpicQuest's Expanding Offerings



Source: [presentation](#)

EpicQuest's goal is to expand its product and course offerings to include a broad and growing base of career training options. Earlier this year, Davis College added four new academic programs (see below) to expand the range of academic options it offers that conform to its goal to offer a broad and expanding range of academic paths to facilitate students' career choices and options after graduation. These new programs, as well as existing programs offered by Davis, are designed to teach students marketable skills that enhance their ability to gain employment following graduation.

Davis added the following programs highlighted below. Given rapid changes in global logistics, healthcare and other trends, these sectors are likely to experience rising demand for skilled workers, we believe.

- Digital Marketing, AAB (Associate of Applied Business) The program is designed to prepare students for a range of positions in the digital marketing, marketing and advertising fields, with a focus on building a foundation in digital and social media marketing; marketing strategies, data analytics, social media platforms, content marketing and e-Commerce.
- Healthcare Administration AAB Students learn about health systems planning, public health organization and management, formulating and analyzing public health policy, finance, business and operations management, and other related topics in preparation for entry-level positions as Health Services Administrators and/or Health Services Managers.
- Logistics and Supply Chain Management AAB Particularly relevant, it would seem, given today's global challenges with logistics and supply chain management, the program is intended to teach students to manage and coordinate all enterprise logistical functions, ranging from acquisitions to receiving and handling. Among other skills, students learn purchasing, inventory control, logistics planning, shipping and delivery management and budgeting.
- Project Management AAB The program prepares students to apply quantitative and qualitative knowledge and tools in order to manage projects in a wide range of fields.

In addition, Davis College has also been approved by the Ohio Department of Higher Education to participate in SARA (the State Authorization Reciprocity Agreement), which will enable Davis to provide online education to students in 49 member states, the District of Columbia, Puerto Rico, and the U.S. Virgin Islands. This includes online delivery of a SARA approved AAB in Business Management delivered digitally.

EpicQuest's stake in Davis is consistent with its strategy to acquire academic institutions in order to have direct control over venues included in its program offerings to international students. This strategy has also enabled the company to expand into institutions that offer career-focused programs and services. In turn, this is expected to broaden the company's target customer base and enhance revenue and accelerate its ability to attain operating scale.

The company also believes that many students enrolled in two-year career training and education venues might want to transfer into traditional universities through 'transfer pathway' programs following the completion of the two year programs.

### ***EduGlobal College - focus on English educational proficiency: Recent Kick-Off Event Launches Pathways Program***

EduGlobal College has a partnership with Algoma University to facilitate transfer pathways for international students who want to complete post-secondary studies in Canada through its International Undergraduate Pathways Program (iUPP). The eight-month iUPP offers content-based English language courses and other courses to prepare international students for academic studies at Canadian universities.

In April 2022, EduGlobal launched the pathway program with Algoma University, hosting a kick-off event on its campus at New Westminster, British Columbia that was attended by more than 50 recruitment agents. At the event, industry participants in the education sector discussed recent trends in the international student recruitment space and were able to network.

International students at EduGlobal who have completed iUPP and its English for Academic Purposes (EAP) program, a 36-week intensive English program to enable students to achieve proficiency levels required for admission to Algoma University, are eligible to pursue baccalaureate degrees and graduate certificates at Algoma's campuses in Brampton and Sault Ste. Marie. The EduGlobal - Algoma program for international students launched this month.

EpicQuest's goal is to pursue additional expansion opportunities within the Canadian education market. The company believes that Algoma could form the basis for a model that the company can replicate at additional venues to broaden the options it offers international students. EpicQuest will assist with key necessary preparation for academic studies, as it does in its traditional business, including language proficiency.

### ***Career-training education represents opportunity to broaden product & service offering***

The Ameri-Can transaction of Davis College also reflects EpicQuest's expansion of its marketing and service offerings to include students pursuing career training programs. EpicQuest expects the Davis College acquisition will help it to expand its offerings with complementary educational services. EpicQuest believes it can provide value added services to help students apply for and succeed in career training programs. EpicQuest would be able to offer students from China and other Asian countries a broader set of academic and career-training options.

The acquisitions of the two colleges advance EpicQuest's goal to provide practical academic programming to a diversified and growing student body to enable them to pursue higher education and fulfill career goals. The expanded services offerings are also expected to expand EpicQuest's education services target market.

The company intends to develop a diversified student body, as it expands its recruitment and marketing efforts in new geographic markets (see below) and to maintain a hybrid model at both colleges that includes both in-person and online instruction. Moreover, EpicQuest also expects to continue growing this offering and intends to seek additional educational institutions in the US, Canada and the UK to evaluate for potential acquisition.

## POSITIVE TAKEAWAYS: IMPROVING ENROLLMENT TRENDS

EpicQuest's initial services were offered in its relationship with Miami University of Ohio, one of the oldest national public universities in the U.S., operating since 1809. EpicQuest has worked with Miami University (Regional Campuses) since 2012, especially with the English Language Center at the university's Middletown campus. Although students did not pursue in-person attendance during the pandemic, students have returned to the campus now. That trend has positive implications for EpicQuest, as it offers a broad array of in-person services such as dormitory space, cafeteria services and transportation, among other services. Specifically, EpicQuest operates 11 dormitories, a cafeteria, a student gym and a student life center on the regional Middletown and Hamilton campuses of Miami University. During the pandemic when students generally pursued online learning, these services generated no revenue for EpicQuest but service revenue is expected to resume going forward as in-person attendance rebounds. For example, there were 52 students in attendance for in-person classes on the MU regional campuses as of September 30, 2021, out of 136 students who had been admitted for the English Language program. By January 2022, an additional 40 had arrived on campus for in-person learning.

As of March 31, 2022, 142 students who had been admitted to the MU English Language Program for the 2021 - 2022 term, up 17.4% compared to 121 students for the previous academic year. Of these, 52 students attended in-person classes.

Miami University of Ohio operates seven colleges at five different campuses. MU offers more than 120 academic programs to undergraduates, 60 to graduate students and 13 different Ph.D. degrees. Miami University's freshman retention rate is 91%, according to US News and World Report rankings, which is ascribed to the university's high student/teacher ratio. Miami University of Ohio is among the top 100 U.S. universities for Chinese students seeking to study in the U.S. EpicQuest operates on Miami University's Middletown and Hamilton campuses.

### EpicQuest's Miami University Campus Relationships with Regional Campuses



Source: Company reports

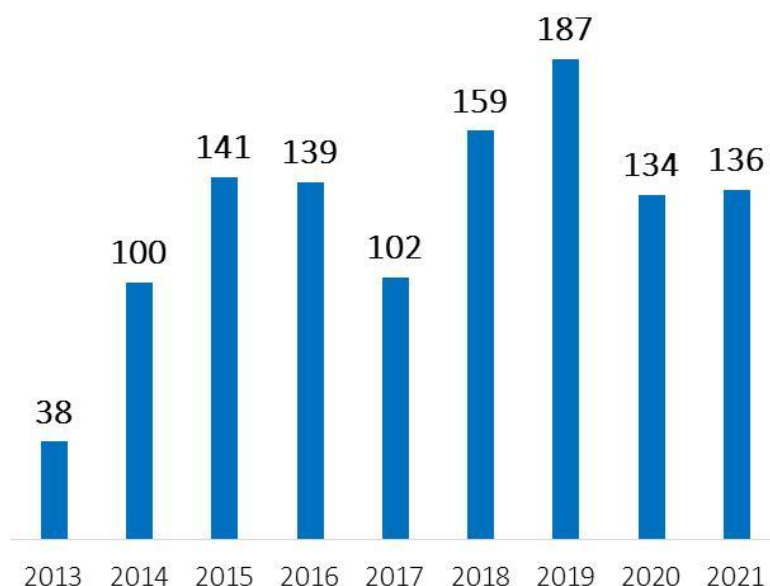
### *Number of enrolled students climbing from a pandemic trough*

In 2020 and 1H21, enrollments were hurt by the pandemic, as Miami University (MU) of Ohio delayed many, if not most, of its classes and programs. As a result, there were significantly fewer students using the company's services in 2020. For example, EpicQuest had 132 confirmed enrolled students at the end of May 2020 compared to 159 as of May 2019, which was a 17% year-over-year decline. Similarly, the number of applications EpicQuest received also dropped off substantially in 2020 as a result of the COVID-19 pandemic, as well as rising political tension between the U.S. and China.

However, as indicated above, applications and enrollments are on the rise as the overhang of the pandemic appears to have abated. The company believes its strong and expanding marketing efforts

contributed to the recent increase in its recruiting conversion rate, which management notes was the highest since 2015.

### EIQ Overseas Student Enrollment at MU Regional Campuses



Source: Company [presentation](#)

Moreover, at the end of September of 2021, 52 students were attending classes in-person at the MU Regional Campuses, as noted, and an additional 40 students were beginning in-person studies in January 2022. In turn, the company expects this to have a positive impact on residential and other fees. Given its expectation for improved enrollment at MU, EpicQuest plans to expand and upgrade its residential facilities at the MU regional campuses. The upgrades are expected to be completed by the Fall 2022 semester. EpicQuest sold its existing residential properties there at a substantial premium (about 150%) and plans to use the proceeds to modernize and improve its student facilities.

#### ***... as EpicQuest also focuses on geographic diversification efforts & expanded marketing options***

During the pandemic, EpicQuest shifted much of its recruitment marketing efforts to a virtual or online format in China, including online guidance classes and training sessions, to maintain brand awareness and student enrollments. In addition, because universities in other countries such as the UK, Australia and Canada pre-pandemic had experienced a rise in international students from China, the company's growth plan includes expanding to additional U.S. and UK universities, as well as further penetrating the Chinese student market and also expanding into additional markets in Southeast Asia. EpicQuest also initiated a strategy to work with a greater number of academic institutions. EpicQuest has Highrim Holding International Limited in Canada to focus primarily on expanding the company's operations in Canada and the U.K.

#### **Expanding academic partnerships in additional markets, including the U.K....**

Separately, in November, the company entered into an agreement with The Education Group, agreeing to recruit students from China for admission to the University of the West of Scotland at the university's London campus. This is consistent with EpicQuest's goals to expand its presence in the U.K. EpicQuest has also operated as a recruiting agent for admission to Coventry University for the 2021-2022 academic year since April 2021. Coventry University has more than 29,000 undergraduate and 6,000 postgraduate

students at its various campuses. Given this early stage in the company's U.K. expansion, the region accounts for less than 1% of total revenue (as of FY 2021).

For the University of West of Scotland, EpicQuest will develop and manage activities related to marketing and student admissions and delivering courses to prepare students, including facilitating English language proficiency. The University of West of Scotland has four campuses in Scotland and one in central London. It offers a range of career-focused undergraduate, postgraduate and research degree opportunities to roughly 17,000 students from 70+ countries.

### **... and student recruiting efforts in key markets, including Southeast Asia, South America & others**

EpicQuest's initial focus was on recruiting prospective students throughout China for study abroad at universities. EpicQuest is also implementing plans to launch new projects in markets in Southeast Asia, including Vietnam, Thailand, Hong Kong, and Myanmar, among other markets, and make it easier for students in these countries interested in studying abroad to navigate the application process and then to facilitate their living situations when they arrive at their international destination.

EpicQuest also believes that having a broader product and services offering such as the Davis College suite of offerings can facilitate its ability to enter Southeast Asian markets and attract students from new countries, as well as from China.

In addition to marketing in new Asian markets, the company expects its expanding suite of product offerings from its acquisitions of colleges will make its services attractive for students in South America, Europe and Africa, as well as from China. Expanding its reach and marketing efforts is a core goal for EpicQuest.

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## **RECENT FINANCIAL RESULTS**

In June 2022, EpicQuest announced results for 1H FY 2022, reporting a 31% year-over-year revenue increase to \$4.1 million, primarily reflecting a higher number of students attending the MU English Language Program in-person. The higher revenue base contributed to a 50% year-over-year improvement in gross profit to \$2.7 million and margin expansion. Because EEIQ implemented cost containment efforts during the pandemic as in-person attendance fell, cost of services increased only 3.7% and the gross margin improved to 67.3% from 58.7% in the comparable period of 2021.

Primarily reflecting EEIQ's initiatives to drive international expansion, combined with the integration of the two newly acquired businesses plus higher non-cash share-based compensation expense, operating costs rose to \$6.1 million (from \$2.2 million) and the company reported an operating loss of \$3.3 million compared to an operating loss of \$0.4 million. The two acquisitions EEIQ completed in 1H FY 2022 are expected to contribute to revenue growth going forward. The company reported a net loss of \$2.5 million, or (\$0.23) per share, compared to a net loss of \$0.3 million, or (\$0.04) per share in 1H FY 2021.

The Company had \$12.9 million in cash & equivalents as of March 31, 2022 and working capital of \$9.3 million. The company has filed a shelf registration to raise up to an aggregate \$75 million through the issuance of equity and / or debt securities and warrants.



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## VALUATION

EEIQ is optimistic about its plans to replicate its successful relationship with MU at other academic institutions and the new pathways model, to expand operations in Canada and the U.K. and to also expand its recruiting efforts into other markets. In turn, this could imply higher growth prospects, particularly when combined with improving enrollment, application and conversion metrics.

If EEIQ can deliver growth on the initiatives discussed above, in success we would anticipate share price appreciation over time. With these growth initiatives, we believe the company could enjoy double digit annual revenue growth and obtain operating leverage. As the company continues to boost awareness of the business strategy and if EEIQ can execute its strategy successfully, we would anticipate multiple expansion. In success, we therefore think we could see the shares attain a valuation based on normalized pre-pandemic trends and growth prospects. In FY 2019, EEIQ generated revenue of nearly \$9 million and EPS of \$0.26. Using this as a baseline and anticipating 50% growth over the next few years, we believe it is reasonable that the company can attain EPS of about \$0.40 - \$0.50 in the near-term. At a market multiple, that implies a valuation of about \$10 per share. We do not expect the shares to get to that level in the short-term. However, as EEIQ delivers additional milestones, we would anticipate share price appreciation.

Any delay or failure in successful execution of the strategy could cause the share price to decline and represent a potential risk to our valuation but we believe the risk / reward ratio could be attractive for investors who have a higher than average risk tolerance and longer time horizon. In our view, EEIQ shares represent an option on management's ability to continue to execute its growth strategy.

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## RISKS

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

- EEIQ shares could be impacted by issues overhanging the Chinese after-school sector, despite EpicQuest's different business model.
- Among the biggest risks, in our view, is that the EpicQuest does not gain market share in other markets as quickly as the company expects, which leads to slower than anticipated revenue ramp.
- The company might not gain traction through its new sales channels as quickly as it expects.
- The impact of the pandemic could linger longer than management expects.
- The company could incur unanticipated costs associated with its initiatives.
- Competition could increase.
- The company might need to raise capital to support its strategy that might be dilutive to current shareholders.
- Regulatory risk.

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## RECENT NEWS

- On September 12, 2022, EpicQuest Education Announces Davis College and EduGlobal College Sign MOUs and Recruitment Agreements with ICBT Campus of Sri Lanka
- EpicQuest Education Group International Limited Announces Corporate Name Change to EpicQuest Education Group International Limited on August 31, 2022.
- On August 4, 2022, Davis College Signs MOU with Isabela State University of the Philippines as it Furthers its Mission of Internationalization.
- Davis College Continues to Pursue Expansion of its International Strategy via MOU with PSB Academy of Singapore on August 4, 2022.
- EduGlobal College Held its first Professional Development Day on June 24, 2022.
- On June 21, 2022, EduGlobal College announced that it entered into agreements with Recruitment Agents to Bolster Enrollment.
- Davis College Expands its International Strategy via MOU with Infrastructure University of Malaysia on June 16, 2022.
- On June 14, 2022, EpicQuest announced 1H FY 2022 results.
- On June 1, 2022, Davis announced an MOU with Anhui Business College and an agreement with Chongqing Technology and Business Institute.
- On May 24, 2022, EduGlobal College launched its Unique Pathway Program with Algoma University in Canada.

## PROJECTED FINANCIALS

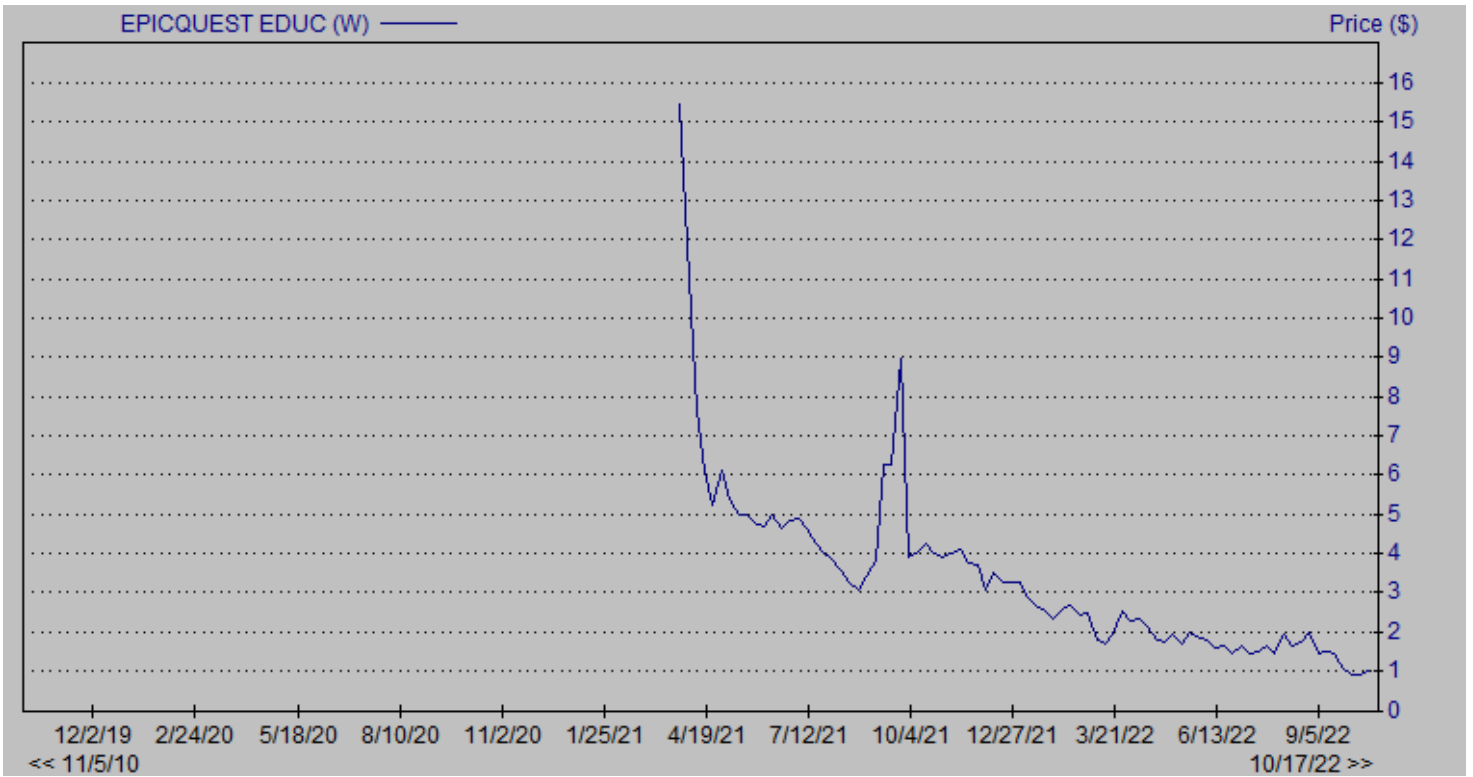
### EpicQuest Education Group International Income Statement & Projections (\$) FY ends Sept.

	2018	2019	1H20A	2H20	2020	1H21A	2021A	1H22A	2022E
Revenues	\$6,285,176	\$8,700,332	\$6,128,360	\$2,934,777	\$9,063,137	\$3,101,646	\$5,341,850	\$4,055,213	\$7,264,916
Costs of services	<u>1,752,049</u>	<u>2,228,307</u>	<u>1,555,819</u>	<u>786,457</u>	<u>2,342,276</u>	<u>1,280,083</u>	<u>1,934,237</u>	<u>1,327,308</u>	<u>2,088,976</u>
Gross profit	4,533,127	6,472,025	4,572,541	2,148,320	6,720,861	1,821,563	3,407,613	2,727,905	5,175,940
Selling expenses	1,288,863	1,965,102	1,142,150	1,168,038	2,310,188	626,017	1,732,758	757,969	1,871,379
G&A	<u>1,579,650</u>	<u>1,863,290</u>	<u>1,751,402</u>	<u>1,363,718</u>	<u>3,115,120</u>	<u>1,588,611</u>	<u>3,148,256</u>	<u>5,299,119</u>	<u>3,400,116</u>
Total operating expenses	2,868,513	3,828,392	2,893,552	2,531,756	5,425,308	2,214,628	4,881,014	6,057,088	5,271,495
Income from operations	1,664,614	2,643,633	1,678,989	(383,436)	1,295,553	(393,065)	(1,473,401)	(3,329,183)	(95,555)
Other income				(55,000)	(55,000)		(71,640)	(797,411)	(73,073)
Interest income	(51,879)	(79,921)	(19,900)	(15,393)	(35,293)	(38,152)	(9,537)	-	(9,728)
FX	-	-	12,682	(35,944)	(23,262)	-	(743)	(4,206)	(758)
Total other (income) / expenses	(51,879)	(79,921)	(7,218)	(106,337)	(113,555)	(38,152)	(81,920)	(801,617)	(83,558)
Pretax income	1,716,493	2,723,554	1,686,207	(277,099)	1,409,108	(354,913)	(1,391,481)	(2,527,566)	(11,997)
Taxes	646,879	668,796	374,642	22,911	397,553	(63,025)	(307,168)	13,741	(205,200)
Net income	1,069,614	2,054,758	1,311,565	(300,010)	1,011,555	(291,888)	(1,084,313)	(2,541,307)	193,203
Comprehensive income	1,069,614	2,054,758	1,311,565	(300,010)	1,011,555	(291,888)	(1,084,313)	(2,549,521)	193,203
EPS	\$0.13	\$0.26	\$0.17	(\$0.04)	\$0.13	(\$0.04)	(\$0.12)	(\$0.23)	\$0.02
Average shares out	7,938,000	7,938,000	7,938,000	7,938,000	7,938,000	7,946,678	9,160,447	10,835,956	9,190,447
<i>Metrics</i>									
Gross margin	72.1%	74.4%	74.6%	73.2%	74.2%	58.7%	63.8%	67.3%	71.2%
COGs % revenue	27.9%	25.6%	25.4%	26.8%	25.8%	41.3%	36.2%	32.7%	28.8%

Source: Company reports & Zacks

FY ends Sept. 30

# HISTORICAL STOCK PRICE



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