

# Blackboxstocks Inc.

Q2 weak, but strong growth potential for its pending merger with Evtec Group. Lowering P/T to \$10.

# COMPANY UPDATE

**Rating: BUY** 

Ticker: BLBX

Price: \$3.11

Target: \$10.00

(from \$14)

**Q2 weak:** Blackboxstocks recently (on August 14) reported its fiscal Q2 2023 (ending June) results. Revenue was \$0.7 million (-47% y-o-y), compared to our estimates of \$1.0 million. EPS was \$(0.45), compared to our estimates of

\$(0.24). There was no Q2 guidance or consensus estimates.

**2023** macro difficulties: 2023 saw continued difficulties in macro economic conditions which created significant headwinds and volatilities for financial markets returns and performance (despite a strong rebound from 2022's very weak performance). YTD returns for S&P500 is +14% and NASDAQ is +27%, but this followed a very weak 2022 (with S&P500 -18% and NASDAQ -33%).

**Subscribers decline y-o-y:** The average member count for Q2 2023 was 3,937, up from 3,555 in Q1, and compared to 5,482 in Q2 2022.

**No guidance:** The company did not provide 2023 guidance. The company plans to release two new products in 2023, Stock Nanny (portfolio management) and Blackbox Pro (for professional investor).

**Lowering estimates:** We are lowering our 2023 estimates for revenue to \$3.6 million, from \$5.1 million, and for EPS to \$(1.58) from \$(1.26). Our estimates do not reflect the pending merger or potential contributions with Evtec Group.

Merger with Evtec Group: In April 2023, the company announced its intention to merge with Evtec Group, a leading supplier for luxury brands in the EV and performance automotive market. Evtec Group has projected revenue of \$132 million for FY (March) 2024. Blackbox stockholders are expected to own ~8% of the common shares of the combined company post-merger. Exact terms of the merger are still being finalized.

**Merger opportunities:** While exact terms of the merger are still being finalized, we believe that the potential opportunities and growth is a large opportunity for Blackboxstocks.

**Still focused on investment fintech:** Blackboxstocks goal is to provide retail investors with sophisticated trading tools together with an interactive community of traders and investors of all levels at an affordable price.

Large market potential: The global COVID-19 pandemic (starting in the U.S. in March 2020) created a unique environment for online companies as most of the world was locking down and sheltering-in-place ("SIP") at home. The financial stimulus provided by governments around the world coupled with a large portion of the population confined to their homes created a newly financed captive audience for investing and day trading. The COVID-19 pandemic allowed the company to greatly increase its audience and grow its user base on a global level.

**Positive high risks versus rewards:** We believe the demand for Blackboxstocks's trading software platform will grow fueled by continued industry growth and consumer demand for investment products. The merger opportunities are large as well. We believe the "billion dollars market potentials presents high rewards for the risks.

Stock split: In April 2023, the company effected a 1-for-4 reverse stock split.

Valuation attractive: We are maintaining our BUY rating, but lowering our 12-month price target to \$10 from \$14, based on a NPV analysis, representing significant upside from the current share price. We believe this valuation appropriately balances out the company's risks with the company's high growth prospects and large upside opportunities.

### **Company Description**

Blackboxstocks, based in Dallas, TX, provides a trading software platform that offers proprietary analytics and news for stock and options traders of all levels.

United States Technology

August 18, 2023

Edward Woo, CFA (561) 327-9435 ewoo@ascendiant.com

N=====CN4

# Stock Data

Exchange:	NasdaqCM
52-week Range:	1.04 - 9.50
Shares Outstanding (million):	3.3
Market cap (\$million):	\$10
EV (\$million):	\$9
Debt (\$million):	\$0
Cash (\$million):	\$1
Avg. Daily Trading Vol. (\$million):	\$0.2
Float (million shares):	2
Short Interest (million shares):	0.1
Dividend, annual (yield):	\$0 (NA%)

### Revenues (US\$ million)

	2023E (Cur.)	2023E (Old)	2024E (Cur.)	2024E (Old)
Q1 Mar	0.9A		1.1E	0.9E
Q2 Jun	0.7A	1.0E	1.0E	1.2E
Q3 Sep	0.9E	1.2E	1.1E	1.3E
Q4 Dec	<u>1.2E</u>	<u>1.9E</u>	<u>1.6E</u>	2.4E
Total	3.6E	5.1E	4.8E	5.8E
EV/Revs	2.5x		1.9x	

### Earnings per Share (pro forma)

	2023E	2023E	2024E	2024E
	(Cur.)	(Old)	(Cur.)	<u>(Old)</u>
Q1 Mar	(0.58)A		(0.16)E	(0.14)E
Q2 Jun	(0.45)A	(0.24)E	(0.16)E	(0.13)E
Q3 Sep	(0.29)E	(0.26)E	(0.17)E	(0.13)E
Q4 Dec	(0.28)E	(0.20)E	(0.04)E	(0.06)E
Total	(1.58)E	(1.26)E	(0.54)E	(0.47)E
P/E	N/A		N/A	

<sup>\*</sup>Reflects a 1:4 reverse stock split in April 2023

### Important Disclosures

Ascendiant Capital Markets LLC seeks to do business with companies covered by its research team. Consequently, investors should be aware that the firm may have a conflict of interest that could affect the objectivity of this report. Investors should consider this report as only a single factor in making an investment decision.

For analyst certification and other important disclosures, refer to the Disclosure Section, located at the end of this report, beginning on page 16.



### **OVERVIEW**

- Blackboxstocks recently (on August 14) reported its fiscal Q2 2023 (ending June) results.
- Revenue was \$0.7 million (-47% y-o-y), compared to our estimates of \$1.0 million.
- EPS was \$(0.45), compared to our estimates of \$(0.24).
- There was no Q2 guidance or consensus estimates.
- The company did not provide 2023 guidance.
- We are lowering our 2023 estimates for revenue to \$3.6 million, from \$5.1 million, and for EPS to \$(1.58) from \$(1.26).
- We are lowering our 2024 estimates for revenue to \$4.8 million, from \$5.8 million, and for EPS to \$(0.54) from \$(0.47).

### **ADDITIONAL DETAILS**

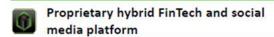
- Gross profit for the quarter was \$0.3 million, compared with our estimate of \$0.6 million.
- Gross margin for the quarter was 42%, versus our expectation of 60% and 64% last year.
- Operating expenses were \$1.7 million, versus our expectation of \$1.4 million.
- Operating loss was \$1.4 million, versus our expectation of a loss of \$0.8 million.
- Net loss was \$1.4 million, versus our expectation of a loss of \$0.8 million.
- In April 2023, the company effected a 1-for-4 reverse stock split.
- In April 2023, the company announced its intention to merge with Evtec Group, a leading supplier for luxury brands in the EV and performance automotive market. Evtec Group has projected revenue of \$132 million for FY (March) 2024. Blackbox stockholders are expected to own ~8% of the common shares of the combined company post-merger. Exact terms of the merger are still being finalized.

The company's balance sheet had \$1 million in cash and no debt, compared with \$2 million in cash and no debt at the end of March.



Exhibit 1: Blackboxstocks Inc. Corporate Overview







Provides real-time proprietary analytics and news for stock and options traders of all experience levels



Employs predictive technology enhanced by AI which strives to level the playing field for retail traders



Fully automated, user-friendly stock and options flow scanners

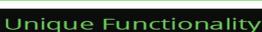


Robust education program including live calendared classes with a broad curriculum



Subscription-based Software as a Service ("SaaS") business model

NASDAQ: BLBX





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Gamers live stream their online games in real time

Followers can view, listen and chat with broadcaster and other viewers

Followers can learn methods and strategies to master various video games





Traders live stream their stock charts and real time analytics

Followers can view, listen and chat with broadcaster and other viewers

Followers can learn trading methods and strategies from the broadcaster



- Fully interactive chat and social media platform that is integrated into our dashboard
- Allows our users to exchange information and ideas quickly and efficiently through a common network
- . Live audio/screenshare feature that enables our members to broadcast on their own channels
- Growing community of members that spans over 42 countries



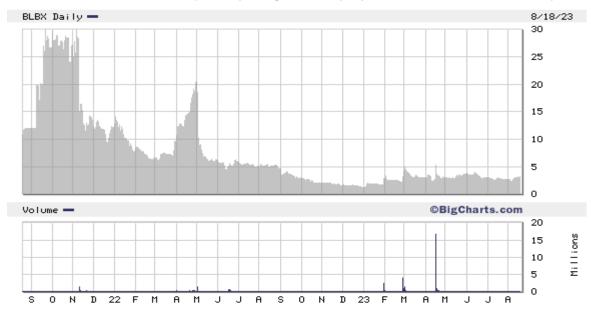
**Exhibit 2: Blackboxstocks Investment Highlights** 

# **Highlights:**

- Unique FinTech platform with built in social media component
- ✓ Strategic partnerships in place
- ✓ Large addressable market
- Significant recurring revenue growth from SaaS revenue model
- New and exciting products in development
- Experienced management team and BOD

Source: Company reports.

Exhibit 3: Blackboxstocks Stock Price (since uplisting to Nasdaq Capital Market on November 9, 2021)



\*Reflects a 1:4 reverse stock split in April 2023

Source: https://bigcharts.marketwatch.com/



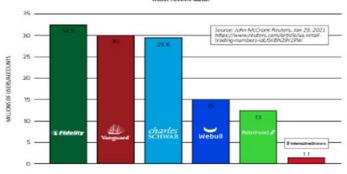
# **Exhibit 4: Stock Market Investing Market Opportunities**



# The Market

- · Primary market is day traders and swing traders
- · Growing number of self directed and younger investors

MORE THAN 100 MILLION: The number of users/acccounts combined at six of the top online brokerages, according to the most recent data.

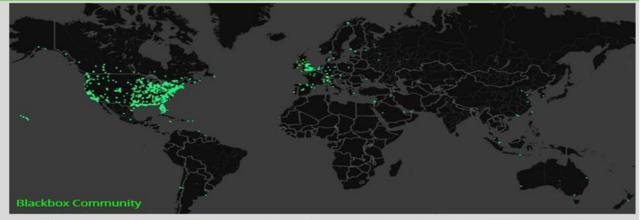


**31 YEARS:** The median age of Robinhood users, one of the original commission-free online brokerages. More young adults are joining. Apex Clearing, which helps facilitate trades for brokerages, told Reuters around 1 million of new accounts it opened last year belonged to Gen Z investors, with an average age of 19.

\*\*John McCrank, Reuters Jan 29, 2021\*\*

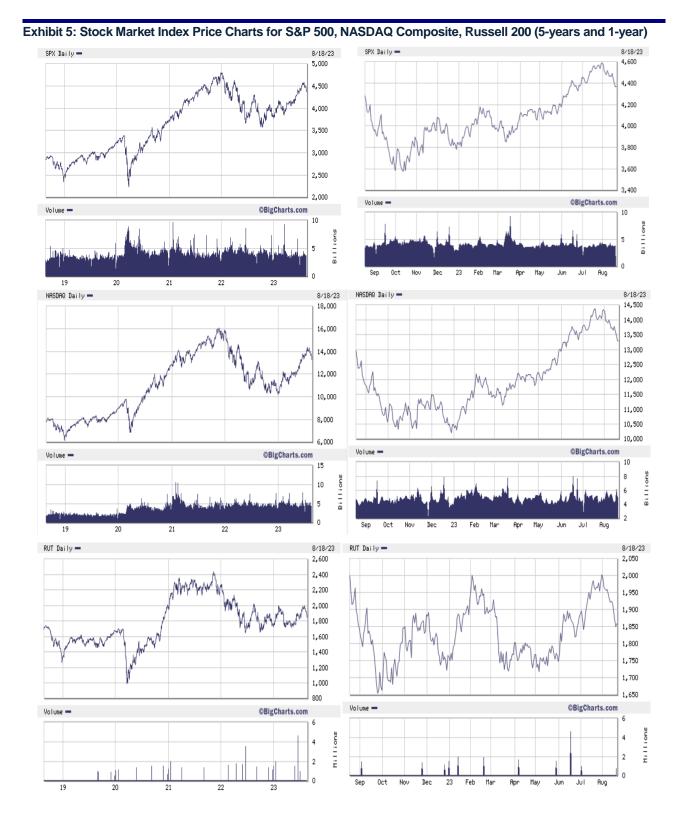


# The Market



USA – 54M Self Directed Investors <sup>1</sup>	StockTwits – 1.5M Active Monthly Users 2021 <sup>3</sup>
USA – 23M Active Investors/Traders <sup>1</sup>	Robinhood – 22M Accounts <sup>5</sup>
UK – 8.6M Brokerage Accounts 2017 <sup>2</sup>	Forex Worldwide – 9.6M Traders <sup>4</sup>





Source: https://bigcharts.marketwatch.com/



# **Exhibit 6: Blackbox System Trading Software Platform**



# **Analytics and Features**

### Standard Market Features

- Real Time NYSE/NASDAQ Market Data
- · Real Time OPRA Options Trade Data
- · Streaming News Feed Fly on the Wall
- · Options News and Upgrades/Downgrades
- Institutional Grade Charts
- · Earnings and Dividend Dates
- · Daily Advancers / Decliners Scanner



# **Proprietary Features**

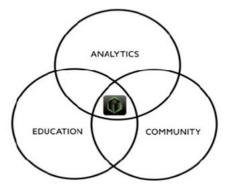
- · Volatility Indicator
- Real Time Algorithm-Driven Stock Alerts
- Symbol Specific Alert Criteria
- · Broadcast Enabled Social Media
- · Options Heatmap
- · Pre-Configured Pre/Post Market Scanners
- Stock and Option Volume Ratio Scanner
- Members Only Live Audio





### Development of the Blackbox System

The Blackbox System was made available for use to subscribing customers worldwide in September 2016. We use a web-based platform focused on providing proprietary analytics and broadcast enabled social media for our community of members. Our product offering is comprised of three key elements: trading analytics, social media interaction and educational programs and resources.





# Exhibit 7: Revenue Model (pricing as of 12/7/22)

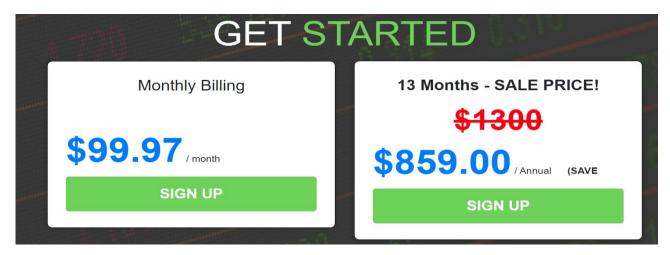


# SaaS Revenue Model/User Acquisition

# SaaS Revenue Model

- Monthly or Annual subscriptions for \$99.57 or \$959.00
- · No tiered or a la carte pricing
- Growth driven by digital marketing and affiliate advertising







## Exhibit 8: Current and Planned Product Developments (as of Q1 2022)



# **Ongoing Developments**

### Native iOS and Android applications

- Includes most of the features and functions currently available on our desktop version
- · Allows members to use our platform at work
- · Provides access to a broader base of subscribers
- Launching in April 2022





## Upgrading current social media and broadcast feature

- · Eliminates cumbersome on-boarding process
- Provides single authentication process for all platform channels
- · Reduces risk of reliance on a third party





# **New Products**

### **Portfolio Management Product**

- · Targets entire retail investor segment
- · Utilizes existing proprietary technology
- · Much larger market >100 million US
- Launch: Q3 2022

### **Blackbox Pro**

- · Designed for professionals
- More advanced analytical tools
- Higher price point due to exchange premium
- · Streamlines authentication with exchanges

#### Crypto Currency Platform

- Combines a quotation and execution system with the BLBX social media platform
- Targets asset class with explosive growth and a technology focused investor base









### Exhibit 9: Q2 2023 and Recent Corporate Highlights (as of August 14, 2023)

#### Second Quarter Financial and Operating Highlights:

- Total revenue for the second quarter of 2023 was \$737,398 as compared to \$1,399,315 for the same period in 2022. Revenue for the six months ended June 30, 2023 was \$1,596,402 as compared to \$2,671,801 for the prior year period.
- The average member count for the second quarter of 2023 was 3,937 compared to 5,482 for the second quarter of 2022 and 3,555 for the first quarter of 2023. Average member count for the six months ended June 30, 2023 was 3,756 as compared to 5,954 for the prior year period
- Operating expenses net of stock-based compensation decreased by \$606,385 in the second quarter of 2023 to \$1,336,090 as compared to \$1,942,472 for the same period in 2022.
- Adjusted EBITDA was \$(1,014,988) and \$(1,036,737) for the three months ended June 30, 2023 and 2022, respectively. Adjusted EBITDA for the six months ended June 30, 2023 and 2022 was \$2,183,145 and \$1,930,583, respectively.

Gust Kepler, Chief Executive Officer, commented, "We are encouraged by the stabilization of the member base for our core product, which is attributable to a reduction in our churn rate. Recent changes to our marketing team are expected to have a positive impact on our growth trajectory. We have also significantly reduced our operating expenses as we prepare for the launch of StockNanny, which we expect to release later this year. StockNanny is a mobile application for the selfdirected investor, a market demographic that is exponentially larger than the day-trader segment we currently serve. In addition to StockNanny, our marketing initiatives that leverage our technology through licensing agreements with financial institutions, offers a potential new revenue stream that is much less costly to operate than our current B2C model.

"In addition, we have made significant progress with our merger with Evtec Group Limited and believe this will provide maximum value for our stakeholders in parallel to our continued operations of Blackbox when it is completed."



Exhibit 10: Announced Intent to Merge with Evtec Group (on April 17, 2023)

Blackboxstocks, Inc. Announces Letter of Intent for Merger with Evtec Group, a Leading Supplier for Luxury Brands in the EV and Performance Automotive Market with Projected Revenue of US\$132 Million for Fiscal Year Ended March 2024

Blackbox Stockholders expected to retain 8.34% of the common shares of the combined company's common stock post-merger

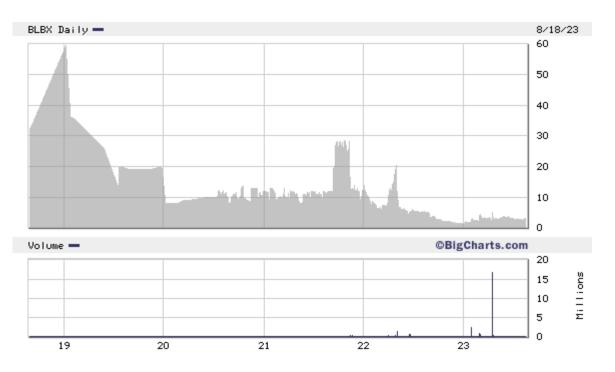
Blackboxstocks Inc. (NASDAQ: BLBX), ("Blackbox" or the "Company"), a financial technology and social media hybrid platform offering real-time proprietary analytics for stock and options traders of all levels, announced today that it has entered into a letter of intent to merge with Evtec Group Limited, Evtec Aluminium Limited and Evtec Automotive Limited (collectively "Evtec"). Evtec is a supplier of proprietary parts for leading Luxury, Performance, and Electric Vehicle "EV" brands including Jaguar Land Rover, Aston Martin, and Ford, among many others.

- Evtec targets and acquires opportunistic mission critical supply chain assets at distressed valuations with strong order books from 2024 to 2032 for mostly single sourced parts.
- Evtec is led by David Roberts, a 40-year veteran of the global automotive market who also serves as a UK Export Ambassador and is backed by a team of seasoned executives with decades of experience.
- Evtec has record order demand in its pipeline with approximately US\$500 million in existing orders scheduled for delivery from 2024 through 2032.

Gust Kepler, Chief Executive Officer of Blackbox, commented "We're excited about pursuing this unique opportunity with Evtec. We believe that this transaction will provide significant and long-term value for our stockholders in the post-merger company. Blackbox will continue operations in the fintech sector as a subsidiary of the parent company and will continue executing its strategic plan in its ongoing mission to provide its users with the best trading information possible. However, we also believe that changes in the supply chain resulting from the pandemic and growing geo-political tensions are creating a unique opportunity for companies like Evtec. Evtec has the vision and resources to near-shore component manufacturing and provide its customers with long term certainty of critical parts and its shareholders with the prospect for higher returns."



Exhibit 11: Blackboxstocks Inc. Stock Price (5-Years)



\*Reflects a 1:4 reverse stock split in April 2023

Source: https://bigcharts.marketwatch.com/



# **FINANCIAL MODEL**

Blackboxstocks Inc.

Blackboxstocks Inc.																				
Income Statement (\$ mils)	Mar-21	Jun-21	Sep-21	Dec-21	2021	Mar-22	Jun-22	Sep-22	Dec-22	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024
Fiscal Year End: December 31	Q1A	Q2A	Q3A	Q4A	FY-A	Q1A	Q2A	Q3A	Q4A	FY-A	Q1A	Q2A	Q3E	Q4E	FY-E	Q1E	Q2E	Q3E	Q4E	FY-E
Total Revenue	1.5	1.5	1.5	1.7	6.1	1.3	1.4	1.2	1.1	5.0	0.9	0.7	0.9	1.2	3.6	1.1	1.0	1.1	1.6	4.8
Cost of Revenues	0.4	0.4	0.5	0.6	<u>1.9</u>	0.6	0.5	0.5	0.5	2.1	0.4	0.4	0.3	0.5	1.7	0.3	0.3	0.3	0.5	1.4
Gross Profit	1.1	1.1	1.0	1.1	4.3	0.7	0.9	0.7	0.6	2.9	0.4	0.3	0.5	0.7	1.9	0.8	0.7	0.8	1.1	3.4
Research & development	0.1	0.2	0.1	0.2	0.6	0.2	0.3	0.3	0.4	1.2	0.4	0.2	0.2	0.2	1.0	0.2	0.1	0.1	0.2	0.5
Selling, general and administr	0.6	0.6	1.1	2.3	4.6	1.2	1.2	1.2	1.1	4.7	1.8	1.4	1.1	1.2	5.4	0.9	1.0	1.1	0.9	3.9
Advertising and marketing	0.2	0.3	0.3	0.4	1.3	0.3	0.5	0.4	0.2	1.5	0.2	0.2	0.2	0.2	0.8	0.2	0.1	0.2	0.2	0.7
Depreciation and amortization	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Restructuring and other					0.0					0.0					0.0					0.0
Total operating expenses	0.9	1.2	1.5	2.9	6.5	1.7	2.1	1.9	1.7	7.4	2.4	1.7	1.5	1.6	7.2	1.3	1.3	1.4	1.3	5.2
Operating income (loss)	0.1	(0.1)	(0.5)	(1.8)	(2.3)	(1.0)	(1.2)	(1.2)	(1.2)	(4.5)	(1.9)	(1.4)	(0.9)	(0.9)	(5.3)	(0.5)	(0.6)	(0.6)	(0.2)	(1.9)
Interest income (expense)	(0.1)	(0.1)	(0.0)	(0.1)	(0.4)	(0.0)	(0.0)	(0.0)	(0.02)	(0.1)	(0.0)	0.0	(0.0)	(0.0)	0.0	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)
Other income (expense)	( ,	(- /	0.0	0.0	0.0	(0.2)	(0.1)	(0.1)	0.02	(0.3)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Income before income taxes	0.0	(0.2)	(0.5)	(1.9)	(2.6)	(1.2)	(1.3)	(1.3)	(1.2)	(5.0)	(1.9)	(1.4)	(1.0)	(0.9)	(5.2)	(0.5)	(0.6)	(0.6)	(0.2)	(1.9)
Income taxes		(- /	(/	( -/	0.0	. ,	,	( -/	. ,	0.0	( - /	. ,	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income (loss)	0.0	(0.2)	(0.5)	(1.9)	(2.6)	(1.2)	(1.3)	(1.3)	(1.2)	(5.0)	(1.9)	(1.4)	(1.0)	(0.9)	(5.2)	(0.5)	(0.6)	(0.6)	(0.2)	(1.9)
()		()	(0.0)	()	(=:=)	(/	()	(112)	(/	(5.5)	(110)	()	()	()	(/	(0.0)	(=:=)	(=:=)	(/	()
Nonrecurring/noncash adjustme	nts				0.0					0.0					0.0					0.0
Net income (pro forma)	0.0	(0.2)	(0.5)	(1.9)	(2.6)	(1.2)	(1.3)	(1.3)	(1.2)	(5.0)	(1.9)	(1.424)	(1.0)	(0.9)	(5.2)	(0.5)	(0.6)	(0.6)	(0.2)	(1.9)
EBITDA	0.1	(0.1)	(0.1)	(0.9)	(0.9)	(0.9)	(1.0)	(1.1)	(1.0)	(4.0)	(1.2)	(1.0)	(0.4)	(0.4)	(3.1)	(0.0)	(0.1)	(0.1)	0.4	0.1
Shares, Basic	2.1	2.1	2.4	2.9	2.4	3.3	3.3	3.3	3.3	3.3	3.3	3.2	3.3	3.4	3.3	3.5	3.5	3.5	3.5	3.5
Shares, Diluted	3.5	2.1	2.4	2.9	2.4	3.3	3.3	3.3	3.3	3.3	3.3	3.2	3.3	3.4	3.3	3.5	3.5	3.5	3.5	3.5
EPS Basic (pro forma)	\$0.01	(\$0.11)	(\$0.21)	(\$0.64)	(\$1.08)	(\$0.38)	(\$0.40)	(\$0.40)	(\$0.35)	(\$1.52)	(\$0.58)	(\$0.45)	(\$0.29)	(\$0.28)	(\$1.58)	(\$0.16)	(\$0.16)	(\$0.17)	(\$0.04)	(\$0.54)
EPS Diluted (pro forma)	\$0.00	(\$0.11)	(\$0.21)	(\$0.64)	(\$1.08)	(\$0.38)	(\$0.40)	(\$0.40)	(\$0.35)	(\$1.52)	(\$0.58)	(\$0.45)	(\$0.29)	(\$0.28)	(\$1.58)	(\$0.16)	(\$0.16)	(\$0.17)	(\$0.04)	(\$0.54)
Margins																				
Gross margin	73%	72%	68%	66%	70%	54%	64%	60%	52%	58%	48%	42%	60%	60%	53%	70%	70%	70%	70%	70%
Research & development	9%	14%	8%	12%	11%	15%	25%	25%	35%	24%	41%	31%	25%	15%	27%	15%	10%	10%	10%	11%
Selling, general and administr		42%	75%	137%	76%	96%	85%	98%	104%	95%	207%	183%	125%	105%	150%	85%	100%	100%	55%	82%
Advertising and marketing	14%	24%	19%	24%	20%	23%	38%	34%	21%	30%	25%	21%	20%	20%	21%	20%	14%	14%	14%	15%
Operating margin	10%	-8%	-34%	-107%	-37%	-80%	-84%	-98%	-108%	-92%	-227%	-194%	-111%	-81%	-146%	-51%	-55%	-55%	-10%	-39%
Tax rate, GAAP	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Net margin	1%	-17%	-34%	-111%	-43%	-98%	-94%	-107%	-108%	-101%	-221%	-193%	-111%	-81%	-145%	-51%	-55%	-55%	-10%	-39%
Y/Y % change																				
Total Revenue	259%	81%	34%	62%	82%	-15%	-4%	-17%	-37%	-19%	-32%	-47%	-30%	8%	-27%	25%	40%	30%	37%	33%
Gross margin	347%	86%	23%	105%	97%	-37%	-15%	-28%	-50%	-32%	-41%	-66%	-29%	24%	-33%	83%	133%	52%	60%	74%
Research & development	280%	251%	34%	-341%	582%	42%	70%	170%	88%	87%	92%	-34%	-29%	-53%	-19%	-55%	-55%	-48%	-9%	-45%
Selling, general and administr	74%	95%	136%	263%	162%	102%	94%	9%	-52%	2%	45%	13%	-11%	9%	14%	-49%	-24%	4%	-28%	-27%
Advertising and marketing	135%	143%	65%	36%	77%	44%	52%	46%	-45%	17%	-28%	-71%	-59%	2%	-48%	-49% 0%	-6%	-9%	-4%	-4%
Operating income (loss)	-163%	-352%	-684%	475%	452%	-804%	894%	140%	-36%	100%	91%	22%	-21%	-19%	16%	-72%	-60%	-36%	-84%	-64%
Net income (loss)	-71%	-352%	-664% 596%	262%	637%	-9996%	441%	159%	-39%	92%	53%	22% 8%	-21%	-19%	4%	-72% -71%	-60%	-36%	-83%	-64%
EPS Diluted (pro forma)	-71%		481%	158%	517%	-9996% -10711%		91%	-39% -46%	92% 40%		13%		-19%	4%	-71%	-64%	-39%	-84%	-66%
Li 3 Diluted (pro forma)	-1270	-23170	401%	150%	31176	-10/11/0	20270	9170	-40%	40%	00%	13%	-2170	-Z 170	470	-13%	-04 %	-35%	-04%	-00%

Source: Company reports and Ascendiant Capital Markets estimates.

Reflects a 1:4 reverse stock split in April 2023



## Blackboxstocks Inc.

Balance Sheet (\$ mils)	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22	Jun-22	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24
Fiscal Year End: December 31	Q1A	Q2A	Q3A	Q4A	Q1A	Q2A	Q3A	Q4A	Q1A	Q2A	Q3E	Q4E	Q1E	Q2E	Q3E	Q4E
A																
Assets		0.0	0.4	0.4	0.7	0.0	0.0	0.4	0.0	0.0	0.4	(0.4)	(0.0)	(4.0)	(4.4)	(0.7
Cash and cash equivalents	1.1	0.6	0.4	2.4	0.7	0.3	0.6	0.4	0.2 2.2	0.3 0.7	0.1	(0.1)	(0.8)	(1.0)	(1.1)	(0.7
Short term investments		0.0	0.0	8.0	7.9 0.0	6.7 0.0	4.7 0.0	3.2			0.7	0.7	0.7	0.7	0.7	0.7
Accounts receivable, net	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.2	0.3	0.0	0.0			0.0	0.1
Inventory	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0			0.0	0.0		
Deferred income taxes			0.0	0.0	0.4	0.4	0.4	0.0	0.4	0.4	0.0	0.0	0.0	0.0	0.0	0.0
Prepaid expenses and other		0.7	0.2 0.6	<u>0.2</u> 10.7	<u>0.1</u> 8.7	<u>0.1</u> 7.2	<u>0.1</u> 5.5	<u>0.2</u> 3.9	<u>0.1</u> 2.8	<u>0.1</u> 1.4	<u>0.2</u> 1.0	<u>0.2</u> 0.9	0.4 0.3	0.4 0.1	0.4	<u>0.6</u> 0.6
Total current assets	1.1	0.7	0.6	10.7	8.7	1.2	5.5	3.9	2.8	1.4	1.0	0.9	0.3	0.1	0.1	0.0
Property and equipment, net	0.3	0.5	0.5	0.4	0.4	0.4	0.5	0.4	0.4	0.4	0.3	0.2	0.1	0.1	0.0	(0.0
Intangibles, net											0.0	0.0	0.0	0.0	0.0	0.0
Deferred income tax											0.0	0.0	0.0	0.0	0.0	0.0
Other	0.1	0.1								8.4	8.4	8.4	8.4	8.4	8.4	8.4
Total assets	1.5	1.2	1.1	11.2	9.1	7.6	6.0	4.3	3.2	10.2	9.8	9.6	8.8	8.7	8.5	9.0
Liabilities and stockholders' equity																
Accounts payable	0.4	0.4	0.5	0.6	0.7	0.8	0.7	0.7	1.0	0.8	0.9	1.2	0.6	0.6	0.6	0.9
Accrued expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Unearned subscriptions	1.1	0.9	0.8	1.3	1.2	0.9	0.6	1.0	0.9	0.7	0.7	0.7	0.7	0.7	0.7	0.7
Deferred income tax		0.0	0.0			0.0	0.0		0.0	0	0.0	0.0	0.0	0.0	0.0	0.0
Warrant liabilities											0.0	0.0	0.0	0.0	0.0	0.0
Other	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Short term debt	0.3	0.2	0.1	1.0	1.0	0.9	0.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total current liabilities	1.8	1.6	1.5	2.9	2.9	2.7	2.4	1.9	1.9	1.6	1.7	2.0	1.4	1.4	1.5	1.7
Deferred income taxes											0.0	0.0	0.0	0.0	0.0	0.0
Warrant liabilities											0.0	0.0	0.0	0.0	0.0	0.0
Other long term liabilities	0.2	0.4	0.4	0.3	0.3	0.3	0.3	0.3	0.2	0.2	0.0	0.0	0.0	0.0	0.0	0.0
Deferred revenue	0.2	0.4	0.4	0.5	0.5	0.5	0.5	0.5	0.2	0.2	0.2	0.2	0.2	0.2	0.2	0.0
Long term debt	0.9	0.9	0.9	0.1	0.1	0.1	0.0		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total other liabilities	1.1	1.3	1.3	0.4	0.4	0.4	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3	0.3
5 ( ) ( )																
Preferred stock	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Common stock	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4	0.8	1.2	1.6	2.0	2.4
Additional paid-in capital	5.7	5.8	6.2	17.6	17.7	17.8	18.0	18.1	17.6	26.5	26.5	26.5	26.5	26.5	26.5	26.5
Retained earnings	(7.2)	(7.4)	(7.9)	(9.8)	(11.0)	(12.4)	(13.7)	(14.8)	(16.7)	(18.1)	(19.1)	(20.0)	(20.6)	(21.2)	(21.8)	(21.9
Other					(0.9)	(0.9)	(1.1)	(1.1)			0.0	0.0	0.0	0.0	0.0	0.0
Accumulated other comprehensive in	_	(4.6)	(4 -			4.0					0.0	0.0	0.0	0.0	0.0	0.0
Total stockholders' equity	(1.4)	(1.6)	(1.7)	7.8	5.8	4.6	3.3	2.2	1.0	8.4	7.8	7.3	7.1	7.0	6.8	7.0
Total stockholders' equity and liabil	1.5	1.2	1.1	11.2	9.1	7.6	6.0	4.3	3.2	10.2	9.8	9.6	8.8	8.7	8.5	9.0

## **Balance Sheet Drivers**

	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22	Jun-22	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24
	Q1A	Q2A	Q3A	Q4A	Q1A	Q2A	Q3A	Q4A	Q1A	Q2A	Q3E	Q4E	Q1E	Q2E	Q3E	Q4E
Prepaid as % of total rev	0%	0%	10%	13%	8%	7%	7%	18%	15%	20%	20%	20%	37%	37%	37%	37%
A/P as % of total rev	24%	30%	36%	35%	55%	58%	61%	68%	113%	102%	102%	102%	56%	56%	56%	56%
Accrued exp related as % of total rev	1%	0%	0%	0%	1%	0%	1%	0%	0%	0%	2%	2%	2%	2%	2%	2%
Activity Ratios																
A/R Days Sales Outstanding	1	2	1	1	1	1	4	5	23	35	3	3	3	3	3	3
Book & Cash Value (per share)																
Book Value per Share (diluted)	(\$0.40)	(\$0.77)	(\$0.71)	\$2.67	\$1.77	\$1.38	\$0.99	\$0.66	\$0.29	\$2.65	\$2.37	\$2.14	\$2.04	\$2.00	\$1.94	\$2.01
Cash per Share (diluted)	\$0.32	\$0.29	\$0.17	\$3.57	\$2.60	\$2.14	\$1.62	\$1.10	\$0.74	\$0.30	\$0.24	\$0.18	(\$0.05)	(\$0.09)	(\$0.11)	(\$0.01)
Net cash per Share (diluted)	(\$0.02)	(\$0.22)	(\$0.27)	\$3.21	\$2.29	\$1.84	\$1.33	\$1.10	\$0.72	\$0.28	\$0.23	\$0.17	(\$0.06)	(\$0.10)	(\$0.13)	(\$0.03)

Source: Company reports and Ascendiant Capital Markets estimates



### Blackboxstocks Inc.

			Sep-21		2021	Mar-22							Sep-23					Sep-24		2024
iscal Year End: December 31	Q1A	Q2A	Q3A	Q4A	FY-A	Q1A	Q2A	Q3A	Q4A	FY-A	Q1A	Q2A	Q3E	Q4E	FY-E	Q1E	Q2E	Q3E	Q4E	FY-E
Cash flow from operating activit	ies																			
Net income	0.0	(0.2)	(0.5)	(1.9)	(2.6)	(1.2)	(1.3)	(1.3)	(1.2)	(5.0)	(1.9)	(1.4)	(1.0)	(0.9)	(5.2)	(0.5)	(0.6)	(0.6)	(0.2)	(1
Depreciation	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.1	0.2	0.1	0.1	0.1	0.1	C
Amortization					0.0	0.0	0.0	(0.0)	0.0	0.0					0.0					(
Debt related amortization expen	0.1	0.1	0.0	0.0	0.2			0.0	0.0	0.0					0.0					(
Dividend					0.0					0.0					0.0					(
Stock comp		0.0	0.4	0.9	1.4	0.1	0.1	0.1	0.1	0.5	0.8	0.4	0.4	0.4	2.0	0.4	0.4	0.4	0.4	
Deferred rent					0.0					0.0					0.0					- (
A/R reserves					0.0					0.0					0.0					
Deferred income taxes					0.0					0.0			0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Change in fair value of warrant li	ability				0.0					0.0					0.0					
Writedowns and impairments	,				0.0					0.0					0.0					
Other gains/losses			(0.0)	(0.0)	(0.0)	0.2	0.1	0.1	(0.0)	0.3	(0.0)	(0.0)			(0.1)					
Other	(0.0)	0.0	(0.0)	0.0	(0.0)	0.2	0	0	(0.0)	0.0	(0.0)	(0.0)			0.0					
Changes in operating assets and li		0.0	(0.0)	0.0	(0.0)					0.0					0.0					
Accounts receivable	0.0	(0.0)	0.0	(0.0)	(0.0)	0.0	(0.0)	(0.0)	(0.0)	(0.0)	(0.2)	(0.1)	0.3	(0.0)	0.0	0.0	0.0	(0.0)	(0.0)	(
Contract assets	0.0	(0.0)	0.0	(0.0)	0.0	0.0	(0.0)	(0.0)	(0.0)	0.0	(0.2)	(0.1)	0.5	(0.0)	0.0	0.0	0.0	(0.0)	(0.0)	V
Inventory	(0.0)	(0.0)	(0.0)	0.0	0.0	(0.0)	(0.0)		(0.0)	(0.0)					0.0					
•	0.0	(0.0)	(0.0)	(0.1)	(0.1)	0.0)	(0.0)	0.0	(0.0)	0.0	(0.0)	(0.0)	(0.0)	(0.4)	(0.1)	(0.2)	0.0	(0.0)	(0.0)	
Prepaid expenses & other curre	0.0	(0.0)	(0.1)	(0.1)	V- /	0.1	(0.0)	0.0	(0.1)		(0.0)	(0.0)	(0.0)	(0.1)	V . /	(0.2)	0.0	(0.0)	(0.2)	(
Income tax					0.0					0.0					0.0					
Other assets					0.0	l				0.0			0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Accounts payable	0.0	0.1	0.1	0.1	0.2	0.1	0.1	(0.1)	(0.0)	0.1	0.2	(0.2)	0.1	0.3	0.5	(0.6)	(0.0)	0.0	0.3	(
Accrued expenses	(0.0)	(0.0)		0.0	(0.0)				(0.0)	(0.0)			0.0	0.0	0.0	(0.0)	(0.0)	0.0	0.0	
Contract liabilities					0.0					0.0					0.0					
Unearned subscriptions	0.1	(0.2)	(0.2)	0.5	0.3	(0.1)	(0.3)	(0.3)	0.4	(0.3)	(0.1)	(0.2)			(0.3)					(
Other liabilities					0.0					0.0			0.0	0.0	0.0	0.0	0.0	0.0	0.0	<u>(</u>
Net cash (used in) provided by	0.2	(0.3)	(0.2)	(0.5)	(0.7)	(8.0)	(1.2)	(1.5)	(0.8)	(4.3)	(1.3)	(1.5)	(0.1)	(0.2)	(3.0)	(8.0)	(0.1)	(0.1)	0.4	(0
Cash flow from investing activiti	es																			
Purchases of property and equit	(0.0)	(0.0)	(0.0)	(0.0)	(0.1)		(0.0)	(0.0)	(0.0)	(0.1)		(0.0)	(0.1)	0.0	(0.1)	(0.0)	(0.1)	0.0	(0.1)	((
Purchases of short-term investm	ents			(8.0)	(8.0)	(0.1)	1.1	2.0	1.5	4.5	1.1	1.5			2.6				` '	(
Acquisitions				(/	0.0	,			-	0.0					0.0					
Other					0.0					0.0					0.0					
Net cash used in investing activ	(0.0)	(0.0)	(0.0)	(8.0)	(8.1)	(0.1)	1.1	1.9	1.5	4.4	1.1	1.5	(0.1)	0.0	2.5	(0.0)	(0.1)	0.0	(0.1)	(
One holder to the second second second second																				
Cash flow from financing activit	es				0.0					0.0			0.0		0.0	0.0	0.0	0.0	0.0	l .
Issuance of debt	(0.6)	(0.6)	(0.6)	(0.0)	0.0	(0.6)	(0.0)	(0.0)	(0.0)	0.0	(0.0)	(0.6)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(
Repayment of debt	(0.2)	(0.2)	(0.0)	(0.0)	(0.5)	(0.0)	(0.0)	(0.0)	(0.9)	(1.0)	(0.0)	(0.0)			(0.0)					(
Issuance of stock	0.1	0.0		10.5	10.7					0.0		(0.0)	0.0	0.0	(0.0)	0.0	0.0	0.0	0.0	(
Proceeds from stock option exer	cises				0.0					0.0					0.0					
Other			0.0	(0.0)	0.0	(0.9)	(0.1)	(0.1)	(0.0)	(1.1)					0.0					
Dividends and distributions					0.0					0.0					0.0					
Cash provided by (used in) fina	(0.1)	(0.2)	(0.0)	10.5	10.2	(0.9)	(0.1)	(0.2)	(0.9)	(2.1)	(0.0)	(0.0)	0.0	0.0	(0.0)	0.0	0.0	0.0	0.0	(
Effect of exchange rate on cash					0.0					0.0					0.0					
Net increase (decrease) in cash	0.1	(0.5)	(0.2)	2.0	1.5	(1.8)	(0.3)	0.3	(0.2)	(2.0)	(0.2)	0.0	(0.1)	(0.2)	(0.5)	(0.8)	(0.1)	(0.1)	0.4	(
Beginning cash and equivalents	1.0	1.1	0.6	0.4	1.0	2.4	0.7	0.3	0.6	2.4	0.4	0.2	0.3	0.1	0.4	(0.1)	(0.8)	(1.0)	(1.1)	ì
																(0.1)				

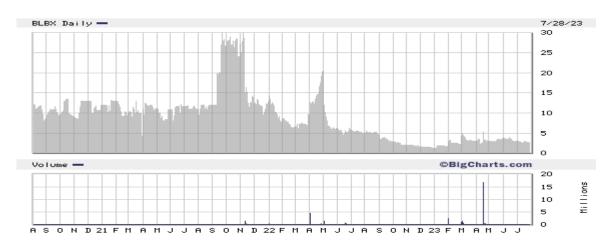
Source: Company reports and Ascendiant Capital Markets estimates



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# Blackboxstocks Inc.



Source: https://bigcharts.marketwatch.com/

\*Reflects a 1:4 reverse stock split in April 2023

	Report Date		Price
Report	Date	Rating	Target
1	6/27/2022	Buy	24.00
2	8/29/2022	Buy	23.00
3	12/7/2022	Buy	19.00
4	5/22/2023	Buy	14.00

• Ascendiant Capital Markets, LLC has not received compensation for advisory or investment banking services from the company in the past 12 months.

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### **Risks & Considerations**

Risks to attainment of our share price target include balance sheet/liquidity risks, technological changes, customer demand for fintech and investment technologies, investor sentiment for investing in technology stocks, consumer and stock market sentiment, industry growth for software and technology companies, competition, changing macroeconomic factors, and changes in government regulations.

### **Ascendiant Capital Markets, LLC Rating System**

**BUY:** We expect the stock to provide a total return of 15% or more within a 12-month period.

**HOLD:** We expect the stock to provide a total return of negative 15% to positive 15% within a 12-month period.

SELL: We expect the stock to have a negative total return of more than 15% within a 12-month period.

Total return is defined as price appreciation plus dividend yield.

### Ascendiant Capital Markets, LLC Distribution of Investment Ratings (as of July 14, 2023)

### **Investment Banking Services**

			Past 1	.2 months
Rating	Count	Percent	Count	Percent
Buy	51	98%	16	31%
Hold	0	0%	0	0%
Sell	1	2%	0	0%
Total	52	100%	16	31%



### **Other Important Disclosures**

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