Trickle Research

Every raging river, every great lake, every deep blue sea starts … with a trickle

- Trickle Research -
Microcap Conference -Fall 2024

November 11, 2024
Ball Arena
Denver, Colorado

First and foremost, I would like to thank you for attending, presenting at, and sponsoring the Trickle Research Microcap Conference -Fall 2024. I genuinely appreciate your willingness to come here and spend your time, money or both. Given that the conference is by invitation and as such we all know many of the people in the room personally, we are comfortable saying this event includes many smart, insightful and successful individuals. Having held these conferences for nearly 25 years, I would submit that any time you can assemble this much quality human capital in a single room, good things will happen for those who participate. That *is* my experience, which is one of the reasons I keep doing this.

As you may or may not be aware, our events are a bit unique as far as microcap conferences are concerned. We do single-track in-person conferences, which means the presenters speak in front of all the attendees, and all the attendees see the presentations of all the presenters. While there are advantages and disadvantages to that, it is the approach I prefer for a variety of reasons.

As for my research, I am not sure many of you know how my business plan works and I will start by suggesting it is not a very good one, but I will shed some light on it anyway since it is topical to my conferences. Contrary to what some seem to think, I do not write what is typically referred to as "paid for research". If I did, I could have stopped doing this and retired a long time ago. Rather, here is my approach.

For a variety of reasons, I hear *a lot* of microcap stories. After I listen, I try to find a few that intrigue me (and that I can understand), then I dig and learn a bit more to try to determine if I think they have a reasonable chance of doing measurably better the next 12, or 24 or 36 months than they did the last 12, or 24 or 36 months. That process eventually leads to me modeling and then initiating coverage of a few of those names. Once I initiate a piece of coverage, I distribute it to my "subscribers". My subscribers *are you, my conference attendees,* as well as some other investors or interesting people I meet along the way, who I *give* subscriptions to.

I used to sell subscriptions to my research, and I actually sold some, but I quickly learned a few things about selling subscriptions to research. First, it is hard to sell subscriptions for providing information when there is so much "information" out there that is free. Second, it would be easier to *sell* information if my research was always right and the stocks I write always went up, but I can't, and they don't. That would be monumental to begin with, but with small early-stage companies it is impossible. And third, when you sell people subscriptions you inevitably end up with some subscribers that you do not want for subscribers. So, I stopped selling subscriptions. Instead, as I said, I give them to people who share my interest in small companies and are willing to share a few hours of their lives with us one or two times a year. Given the investment acumens of the people who attend my conferences, those hours are worth far more to me than any subscription I could reasonably charge.

Once I write the research and distribute it to my proprietary subscribers, I approach the subject issuer with an option. If they pay a fee to attend a conference and present to my subscribers, which in my view provides them with considerable unique value in and of itself, I will allow the distribution of my research to the public at which point, I post it on my site for free access, and they are welcome to distribute it and anything else I write on the company to whomever they would like for the next year. In addition, I am a contributor to three different research aggregation platforms; FactSet (www.factset.com) S&P Capital IQ (Market Intelligence | S&P Global) and Alpha-Sense (www.alpha-sense.com). These platforms together have several thousand investment professionals as their subscribers. If the research issuers choose to take me up on my offer, I provide access to the research to all of those subscribers as well, if they do not, then I continue to cover the Company, but the research stays proprietary to my subscribers only and no one else can read it.

From another perspective, I estimate that I spend well over 100 hours initiating a piece of coverage (and additional hours providing updates), but if the issuer chooses not to participate in my research platform, I never monetize that work. I do not know many analysts who write research having no idea if they will monetize it. *That*, is why I get a little sideways when people refer to my research as "paid for".

So, now you know why, when I say things like, "without your support of my platform, I do not have a business" I really mean it. In short, your time is very valuable to both me and to the issuers who present to you, and I cannot thank you enough for sharing it with us. I hope you find the conferences and the research I provide valuable enough to keep coming back. That applies to those of you who are presenting or sponsoring as well. I do not have a business without you either.

Once again, Thank you all for the support!

- Dave Lavigne

Conference Agenda

Trickle Research Microcap Conference - Fall 2024

Company	Symbol	Start Time	End Time	Presenter
Introduction		1:15 PM	1:22 PM	Dave Lavigne-Trickle
Alliance Entertainment Holding Corporation	AENT	1:25 PM	1:50 PM	Bruce Ogilvie
				Executive Chairman of the Board
Perspective Therapeutics, Inc.	CATX	1:52 PM	2:17 PM	Michael Schultz
				Chief Science Officer
Enterprise Group, Inc.	ETOLF	2:19 PM	2:44 PM	Leonard Jaroszuk -Chairman/CEO
				Des O'Kell- President/Director
Alvopetro Energy Ltd.	ALVOF	2:46 PM	3:11 PM	Corey Ruttan
				CEO/President/Director
Break		3:11 PM	3:26 PM	
NextTrip, Inc.	NTRP	3:28 PM	3:53 PM	Bill Kerby
				Founder/CEO
Life Vantage Corporation	LFVN	3:55 PM	4:20 PM	Steve Fife - President/CEO/Director
				Carl Aure- CFO
Pure Cycle Corporation	PCYO	4:22 PM	4:47 PM	Mark Harding
				President/CEO/Principal Exec.Officer/Director
Hayasa Metals, Inc.	FRERF	4:49 PM	5:14 PM	Joel Sutherland
				CEO
Closing Remarks		5:14 PM	5:19 PM	Dave Lavigne-Trickle
Dinner/Drinks		5:19 PM	7:00 PM	
Colorado Avalanche NHL Hockey		7:00 PM	Avs Win	

ALLIANCE ENTERTAINMENT

Alliance Entertainment Holding Corporation

(NasdaqCM: AENT)

Addresses:
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Plantation, FL 33324
United States
954 255 4000
https://www.aent.com

Alliance Entertainment Holding Corp (AENT)

4.36 +0.71 (+19.45%) 11/04/24 [NASDAQ]

QUOTE OVERVIEW for Mon, Nov 4th, 2024

Day Low 3.66	Day High 4.36
Open 3.71	
Previous Close	3.65
Volume	88,000
Avg Vol	88,055
Stochastic %K	71.36%
Weighted Alpha	+219.24
5-Day Change	+1.08 (+32.93%)
52-Week Range	0.65 - 4.99

Realtime quote and/or trades are not sourced from all markets.

Fundamentals

See More

Market Capitalization, $K	185,993	Price/Earnings ttm	54.22
Shares Outstanding, K	50,957	Earnings Per Share ttm	0.09
Annual Sales, $	1,100 M	Most Recent Earnings	$0.05 on 09/19/24
Annual Income, $	4,580 K	Next Earnings Date	11/14/24
EBIT $	20 M	Annual Dividend & Yield	N/A (0.00%)
EBITDA $	27 M	Most Recent Dividend	N/A on N/A
60-Month Beta	0.39	SECTORS:	
Price/Sales	0.23	SIC-5099 Wholesale-Durable Goods, NEC	
Price/Cash Flow	21.96	Media Conglomerates	
Price/Book	2.84	Top 100 Stocks	

Charts and Tables above from barchart

Some of the narrative herein is excerpted from filings and other collateral of the subject company and/or from industry or other publications. Those excerpts are denoted in *italics.*

Trickle Research provides independent research coverage on Alliance Entertainment. That research is available at: www.trickleresearch.com

Company Profile

Alliance Entertainment Holdings, Inc. ("Alliance") is a leading global wholesaler, direct-to-consumer ("DTC") distributor and e-commerce provider for the entertainment industry. Alliance stocks the world's largest selection of music, movies, video games, gaming hardware, arcades, collectibles, toys and consumer electronics and is a gateway between brands and retailers. Alliance is a trusted omnichannel supplier to Walmart, Amazon, Best Buy, Costco, Target, Kohl's, BJ's, Meyer, Dell, Barnes and Noble, and 2000 additional retailers and wholesalers worldwide, and a trusted distributor for Disney, Paramount, Sony Pictures, Warner Brothers, Universal Pictures, Microsoft, Nintendo, Activision, Electronic Arts, Sega, Mattel, Hasbro, Funko, Arcade1Up, Universal Music, Sony Music, Warner Music Group,and 600 others. Alliance has over 200 customers that sell online worldwide and Alliance ships to more than 35,000 storefronts in 72 countries and has over 325,000 SKU's in stock to sell to the largest retailers and wholesalers in the world.

Alliance consolidates and distributes a vast portfolio of entertainment products, while a proprietary database powers, retailers, online music and gaming offerings, including Vinyl, CDs, DVDs, Blu-ray, gaming products and retro arcades. Alliance has invested in enhancements to our automated handling equipment, which reduced shipping time, streamline order processing, reduce labor costs and also improves overall warehouse management. Just over a year ago, we installed an automated storage retrieval system at our Shepherdsville warehouse. This improved warehouse operations allowing us to achieve increased levels of speed, reliability, capacity and precision that resulted in significant cost savings. This slide highlights our strategically located operations that include seven offices and three distribution centers, including our 873,000 square foot facility in Shepherdsville, Kentucky. In 2023, warehouse shipments totaled over 70 million units through our highly skilled workforce with tech enabled facilities and infrastructure that allows Alliance to achieve industry leading speed and accuracy metrics.

Alliance provides state-of-the art warehousing and distribution technologies, operating systems and services that seamlessly enable entertainment product transactions to better serve customers directly or through our distribution affiliates. These technology-led platforms with access to the Company's in stock inventory of over 325,000 SKU products, consisting of vinyl records, video games, compact discs, DVD, Blu-Rays, toys and collectibles, combined with Alliance's sales and distribution network, create a modern entertainment physical product marketplace that provides the discerning customer with enhanced options on efficient consumer-friendly platforms inventory. Alliance is the retailers' back office for in store and e-commerce solutions. All electronic data interchange ("EDI") and logistics are operational and ready for existing retail channels to add new products.

Alliance is also a leader in vendor managed inventory solutions, providing solutions tailored to our customers to support their inventory needs. These value add services provide a highly technical critical business function for our partners.

Management believes Alliance's existing Service, Selection, and Technology offering has well-positioned the Company to capitalize on shifts towards e-commerce and Omni-Channel strategies, especially with retailers and manufacturers vastly increased reliance on our DTC fulfillment and distribution partners. Alliance's goal has always been to provide all the meta-data of content and images, service, selection, and purchasing to Omni-Channel retailers to expand their selection to compete with the leading on-line retailer. With over 1,200 employees worldwide, Alliance has over 4,000 unique customers and over 35,000 "Ship-To" locations.

Alliance was founded in 1990 (previously named CD Listening Bar, Inc.). Through a series of acquisitions and organic growth, Alliance has expanded and strengthened its global footprint and product breadth, and greatly increased its service capabilities. Since its inception, Alliance has made nine accretive business acquisitions, including Phantom Sound and Vision, MSI Music, Infinity Resources, Alliance, ANConnect, Mecca Electronics, Distribution Solutions, Mill Creek, and COKeM. Management believes that Alliance's ability to successfully integrate acquisitions is underpinned by its highly efficient operating systems and experienced leadership team.

On February 10, 2023 Alliance consummated a business combination with a publicly traded Special Purpose Acquisition Company ("SPAC") called Adara acquisition Corp. The original S-4 for this combination was filed with the SEC on July 11, 2022, or approximately 7 months prior to the consummation. Unfortunately, all but 1% of the Adara shareholders exercised their rights under the SPAC agreement to redeem their shares for cash. Given that the SPAC escrow was just under $115 million, we assume Alliance was hoping to get a majority of the Adara shareholders to exchange their Adara shares for those of the new combined company. That did not happen. We suspect some of that had to do with the fact that from the time of the initial announcement of the business combination through its consummation, Alliance's business encountered some challenges around prevailing supply chain issues related to the pandemic.

Alliance's supply chain problems also created working capital challenges that put them in violation of some of the covenants of their credit facility. Again, we suspect management anticipated remedying those through the Adara combination. Regardless, the Company was forced to replace the credit facility, which they accomplished on December 21, 2023. Our initial introduction to the Company came about two weeks later in January (2024), and at the time our sense was that putting the working capital challenge behind them was likely a catalyst for the stock. In retrospect, the stock doubled from that point, so that particular sense was apparently prescient.

Since our introduction to management, we have spent considerable time trying to understand Alliance's business, and that includes the minutia of their navigation through the pandemic, as well as the business combination addressed above. Our general thesis is that Alliance is a market leader in a very challenging environment. That notion on the face includes both positive and negative context. Further, we think there has been a considerable amount of "noise" around the story, which we believe has made identifying the opportunity going forward difficult. However, we believe the business is beginning to normalize again, which should provide better visibility including identifiable/defensible paths to higher valuations from current levels.

Trickle Notes

We initiated coverage of Alliance on 05/06/24, at $2.00, with a 12-24 month price target of $4.25. The narrative above is largely excerpted from that initiation. We raised our target in mid-September (2024) to $5.25 following their fiscal 2024 results (ended 06/30/24), which validated our expectations that the business is essentially back on track and gathering momentum after some pandemic related setbacks. Further, shortly after our initiation, we made a site visit to their Louisville, Kentucky distribution/fulfillment center. We were amazed at the breadth and the automation in the facility.

There are a few primary points to our enthusiasm for the Company.

We think many would view a business that sells physical entertainment content (ie: CDs, DVDs, vinyl albums, video game cartridges etc.) as one on the road to extinction. To that end, recognize this is a billion-dollar business. Many people might be shocked to know that there are *still* over 40 million vinyl records (over $1.2 billion) sold in the U.S. each year. On the other hand, they might be more shocked to know that 50% of those records are sold to people who *do not even own a turntable*. By the way, we believe Alliance currently ships over 40% of all the vinyls sold in the U.S. While there are certainly, "last man standing" elements to their product mix, Vinyl record sales (for instance) are growing, as are other segments of their business.

As management will demonstrate in their presentation, Alliance has broad and deep relationships along the entire physical entertainment content chain. They have distribution relationships with some of the world's most prolific content studios, as well as relationships with some of the world's largest retailers. Their state-of-the-art fulfillment and distribution facility in Kentucky stands in the middle. As an aside, of one orders a CD from Walmart, or Target, there is a good chance it will come from Alliance, and those retailers will never touch the product.
Alliance's management is dialed in. (Honestly, the education they have provided us regarding the industry has been invaluable to our research). They possess *nearly 80 years* of entertainment industry experience including broad and deep relationships they have forged along the way. The Company has been built on management's tribal knowledge of the space, and their associated ability to identify and then successfully integrate additive acquisitions. By the way, their acquisition approach has typically been quite disciplined and methodical, which we do not expect to

change. That said, we also believe additional strategic acquisitions are likely. From another perspective, Alliance management also has considerable skin in the game. Management collectively owns over 90% of the outstanding shares of the Company as well as carrying $10 million of related party debt. Clearly, they are committed to the success of the business.

For a handful of reasons, we think the Alliance story is largely unknown and/or not well understood, However, as we think the Company's presentation will help illuminate, our opinion is that it represents a compelling opportunity. We would encourage those who have not read our initiating coverage to do so. We have provided some hard copies of that report on the registration table, and that coverage as well as subsequent updates are available on our site, www.trickleresearch.com as well.

Notes- Alliance Entertainment

Perspective Therapeutics, Inc.

(NYSE/American: CATX)

Address:
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https://www.perspectivetherapeutics.com

Perspective Therapeutics Inc (CATX)

12.19 +0.10 (+0.83%) 11/04/24 [NYSE Arca]

11.50 x 1 13.09 x 1 POST-MARKET **12.19 unch (unch)** 16:20 ET

QUOTE OVERVIEW for Mon, Nov 4th, 2024

Day Low 11.79	Day High 12.90
Open 12.09	
Previous Close	12.09
Volume	553,816
Avg Vol	856,235
Stochastic %K	35.20%
Weighted Alpha	+100.09
5-Day Change	+0.28 (+2.35%)
52-Week Range	2.20 - 19.05

Realtime quote and/or trades are not sourced from all markets.

Fundamentals See More

Market Capitalization, $K	815,205	Price/Earnings ttm	0.00
Shares Outstanding, K	67,428	Earnings Per Share ttm	-0.77
Annual Sales, $	1,430 K	Most Recent Earnings	$-0.17 on 08/12/24
Annual Income, $	-46,510 K	Next Earnings Date	11/12/24
EBIT $	-50 M	Annual Dividend & Yield	N/A (0.00%)
EBITDA $	-50 M	Most Recent Dividend	N/A on N/A
60-Month Beta	1.46	SECTORS:	
Price/Sales	555.32	SIC-3841 Surgical & Medical Instruments & Apparatus	
Price/Cash Flow	N/A	Medical - Drugs	
Price/Book	2.16	Indices Russell 2000	
		Indices Russell 3000	

Charts and Tables above from barchart

Some of the narrative herein is excerpted from filings and other collateral of the subject company and/or from industry or other publications. Those excerpts are denoted in *italics*

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Trickle Research provides independent research coverage on Perspective Therapeutics. That research is available at: www.trickleresearch.com

Company Profile

Perspective Therapeutics, Inc., is a radiopharmaceutical development company that is pioneering advanced treatment applications for cancers throughout the body. The Company has a proprietary technology that utilizes the alpha emitting isotope ^{212}Pb (lead) to deliver powerful radiation specifically to cancer cells via specialized targeting peptides. The Company is also developing complementary imaging diagnostics that incorporate the same targeting peptides which provide the opportunity to personalize treatment and optimize patient outcomes. This "theranostic" approach enables the ability to see the specific tumor and then treat it to potentially improve efficacy and minimize toxicity associated with many other types of cancer treatments.

Radiopharmaceutical therapy (RPT) is defined by the delivery of radioactive atoms to tumor-associated targets. RPT is a novel therapeutic modality for the treatment of cancer, providing several advantages over existing therapeutic approaches. Unlike radiotherapy, the radiation is not administered from outside the body, but instead is delivered systemically (in the blood after a small injection), akin to chemotherapy or biologically targeted therapy. The cytotoxic radiation is delivered to cancer cells or to their microenvironment either directly or, more typically, using delivery vehicles that either bind specifically to endogenous targets or accumulate by a wide variety of physiological mechanisms characteristic of neoplasia, enabling a targeted therapeutic approach. Unlike biologic therapy, it is far less dependent on an understanding of signaling pathways and on identifying agents that interrupt the putative cancer phenotype-driving pathway (or pathways).

Radiopharmaceutical therapy (RPT) is emerging as a safe and effective targeted approach to treating many types of cancer. Almost all radionuclides used in RPT emit photons that can be imaged, enabling non-invasive visualization of the biodistribution of the therapeutic agent. Compared with almost all other systemic cancer treatment options, RPT has shown efficacy with minimal toxicity. With the recent FDA approval of several RPT agents, the remarkable potential of this treatment is now being recognized.

Radiopharmaceuticals include a group of radioactive agents used for either diagnostic or therapeutic interventions. Although the administration of radiopharmaceuticals is often systemic, they are likely to localize to specific tissues because of their biomolecular properties, i.e., the areas of hyperintensity observed on positron emission tomography (PET) scans that indicate a high tissue metabolic demand. Radiopharmaceuticals actively emit radiation, which makes their storage more difficult than non-radioactive pharmaceuticals. Compounds used for diagnostic interventions usually either emit beta particles (positrons or electrons) or gamma rays, while compounds that emit Auger electrons or alpha particles (helium nuclei) are generally for therapeutic interventions.

Radiotherapeutic agents use the radiation emitted from the nuclide to kill the target cells or serve palliative purposes. Radiation is toxic to tissues in the body: the brain, spinal cord, kidneys, and bone marrow are especially susceptible. Many radiopharmaceuticals are delivered systemically, and this means that ideally, the pharmaceuticals should selectively prefer the tumor tissue relative to normal healthy tissue.

Radiopharmaceuticals are perhaps a "new frontier" of radiation therapy, and they represent advances in both the diagnosis as well as the treatment of various cancer indications. Further, Perspective's platform addresses a specific and emerging portion of radiopharmaceutical group that is focused on the use of "alpha" particles rather than more typical beta particle therapy. Alpha particles may address some of the risks/shortcomings of more typical beta particle based procedures.

The Company's melanoma (VMT01) and neuroendocrine tumor (VMT-α-NET) programs have entered Phase 1/2a imaging and therapy trials for the treatment of metastatic melanoma and neuroendocrine tumors at several leading academic institutions. The Company has also developed a proprietary ^{212}Pb generator to secure key isotopes for clinical trial and commercial operations.

VMT01 is a proprietary clinical-stage low molecular weight peptide that is targeted to the melanocortin subtype 1 receptor (MC1R) which is over-expressed on melanoma cells. VMT01 is in development for the treatment and diagnosis of MC1R-positive metastatic melanoma. VMT01 can be labeled with ^{212}Pb to deliver alpha-particle *radiation directly to tumor cells, or ^{203}Pb to enable patient selection, diagnostic imaging and dosimetry via SPECT imaging.*

Trickle Notes

Perspective presented at a couple of the past conferences, and we asked them to consider presenting again because we remain of the view that its best days remain in front of it both in terms of the science as well as the stock. More specifically, if the endgame of its best comps is any indication, it may not be around by the time the next conference happens. We initiated our coverage of Perspective on December 29, 2023 and the stock has been remarkable since that time. We initiated it at $.46 per share, but it subsequently reverse split 10 for 1, so our initiation was at $4.60 in current prices. Here are a few topical things that have happened with the Company since the initiation:

- When we initiated the coverage, we included two public comps in the radiopharmaceutical space; RayzeBio, Inc. and Fusion Pharmaceuticals Inc. RayzeBio, Inc. was purchased two days before our initiating coverage by Bristol Myers (NYSE:BMY) for $4.1 billion. The acquisition price ($62.50 per share) represented a premium to the prior day's market close of the RYZB shares of around 104% and 3.5X its September 2023 IPO price of $18.00. Fusion Pharmaceuticals Inc. was subsequently purchased by AstraZeneca (NASDAQ: AZN) on March 19, 2024, for $2.4 billion. That representing a premium of about 3.4X the prevailing market price of FUSN at the time we referenced the comparison in our initiating coverage. We continue to believe that this may ultimately be the path for the Perspective.

- Since the time of our initiation, the Company has raised nearly $300 million through a series of equity transactions. As *microcap* analysts, that is a first for one of our coverage stocks…by a long shot. We cannot overstate the importance of money in the bank for biopharma companies moving through clinical trials. As much as the Company has bitten the bullet on dilution to get to this point, we are comfortable suggesting that the stock is higher despite the dilution largely because in our view the cash derisks the story.

- When we initiated coverage of Perspective, there were only one or two analysts covering the stock. Since that time the following companies have initiated coverage, Wedbush, Truist Securities, Bank of America, RBC Capital, Cantor Fitzgerald and B. Riley. There may be some others as well. That is another unfamiliar place for us, as we do not typically share the analysts' room with this many folks.

Aside from the above issues, Perspective has also moved the needle on the science. We will let the Company cover some of that in the presentation, but there were two other announcements over the past few weeks that we thought were *particularly* interesting. We are not sure the street necessarily shared our enthusiasm, but we will try to cover them briefly regardless because we think they are important pieces to the story.

On "*Oct. 16, 2024 the Company "celebrated the first shipment and patient dosing from its second manufacturing facility for the production of its 203Pb- and -labeled radiopharmaceuticals.*

Located in Somerset, New Jersey, this facility is now operational to supply investigational products to support VMT-α-NET clinical studies, in addition to the Coralville, Iowa facility which has been producing the Company's investigational products for over 15 months. With three manufacturing suites that can meet Current Good Manufacturing Practice (cGMP) requirements, the Somerset facility is expected to have the capacity to meet future clinical trial and commercial demands at major cancer treatment centers throughout the Northeastern U.S.". Here is why this is important.

Perspective's technology uses lead isotopes, which is unique to *their* technology. The good thing about these lead isotopes is that they have a short half-life of about 10.6 hours. That also happens to be the bad thing about them. A short half-life is advantageous because traditionally one of the problems with radioactive therapies is their long half-life means that they can cause collateral damage to otherwise healthy tissue as the isotope remains radioactive inside the patient. However, a short half-life isotope like 212Pb losses its lethal punch after it "halves", making it safer in terms of that collateral damage. On the other hand, the short half-life also means that it has to be created, delivered and administered to the patient before the 10.6 hour half-life comes and goes. As such the Company's plan is to place these manufacturing facilities within manageable distances to dense oncology centers. In our view, their ability to demonstrate that they can stand up these facilities and successfully manufacture and deliver the isotopes at scale is critical to their success, and until demonstrated, poses an execution risk to the story.

The second announcement we found topical was made on Oct. 23, 2024 regarding one particular update of several that they presented at the 37th Annual Congress of the European Association of Nuclear Medicine ("EANM") held in Hamburg, Germany. That update noted, *"The preclinical studies and first-in-human imaging data presented with [212Pb]Pb-PSV359, our novel cyclic peptide targeting fibroblast activation protein-alpha, are very encouraging and validate the potential of this radiopharmaceutical in treating a variety of epithelial-derived cancers," said Thijs Spoor, Perspective's CEO. "We also note the valuable contributions from our scientists, collaborators and independent investigators to advancing the development of our potential new medicines, including updated safety and efficacy observations of [212Pb]Pb-VMT-α-NET"*… "*lead-212 (212Pb; alpha-particle therapy) and lead-203 (203Pb; SPECT imaging) are an elementally identical isotope pair for image-guided, targeted-alpha-particle therapy. High-throughput screening of approximately 3 billion amino acid sequences and affinity maturation identified PSV359, a cyclic peptide targeting human fibroblast activation protein ("hFAP"), which is commonly overexpressed in a variety of cancers. The purpose of this study was to conduct the in vitro and in vivo evaluation of [203Pb/212Pb]Pb-PSV359, and present first-in-human SPECT/CT imaging of [203Pb]Pb-PSV359*".

One of the cornerstones of Perspective's technology is that they are able to create unique proprietary peptides that target *specific types of cancer*. In short, if they can develop peptides that can identify/bind to specific cancers, then they can link the peptide to their 203Pb diagnostic which will bind to (and "light up") the tumors so their locations (and the effectiveness of the binding) can be identified via scans. If the scans reflect that the peptides have in fact attached to the tumors, then they can proceed with confidence that the same peptide can be linked to their radioactive alpha particle **212Pb** isotope, which, because it is elementally identical to the 203Pb diagnostic, will also attach to the tumor(s) and deliver a concentrated and lethal radioactive payload. This is the essence of their "theragnostic" approach. To edify, if they can identify and develop peptides that will bind to additional *specific* cancer types, they can use their lead isotope theragnostic platform to potentially treat a variety of cancer types, which of course could significantly enhance the value of the platform.

We admit, we are a bit out of our element here in terms of understanding all of the associated science as well as some or even all of the other analysts covering the stock. However, there are other parts of the story (those we addressed in the research and summarize in part above), that we think could result in a transaction at a marked premium to the current market cap of the shares. Further, if the IP continues to reflect positive clinical results, we think that likelihood will obviously increase.

Notes-Perspective Therapeutics

Enterprise Group, Inc.

(OTC:ETOLF, TSX: E.TO)

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https://enterprisegrp.ca

Enterprise Group Inc (ETOLF)

1.5100 -0.0400 (-2.58%) 11/04/24 [OTC US]

QUOTE OVERVIEW for Mon, Nov 4th, 2024

Day Low	Day High
1.5100	1.5400

Open 1.5128

Previous Close	1.5500
Volume	2,500
Avg Vol	22,845
Stochastic %K	7.83%
Weighted Alpha	+187.19
5-Day Change	-0.0360 (-2.33%)
52-Week Range	0.4700 - 2.1000

Fundamentals

See More

Market Capitalization, $K	N/A	Price/Earnings ttm	N/A
Shares Outstanding, K	N/A	Earnings Per Share ttm	N/A
Annual Sales, $	0 K	Most Recent Earnings	N/A on N/A
Annual Income, $	0 K	Next Earnings Date	N/A
EBIT $	N/A	Annual Dividend & Yield	N/A (N/A)
EBITDA $	N/A	Most Recent Dividend	N/A on N/A
60-Month Beta	N/A	SECTORS:	
Price/Sales	N/A		
Price/Cash Flow	6.16		
Price/Book	0.48		

Tables and Charts from barchart

Some of the narrative herein is excerpted from filings and other collateral of the subject company and/or from industry or other publications. Those excerpts are denoted in *italics.*

Trickle Research provides independent research coverage on Enterprise Group. That research is available at: www.trickleresearch.com. We have also provided some hard copies of the coverage at the registration desk.

Company Profile

Enterprise Group, Inc. ("EGI") provides specialized equipment and services in the buildout of infrastructure for the energy, pipeline, and infrastructure construction industries. The Corporation's focus is specialty equipment rentals and service. With corporate headquarters in St. Albert, Alberta, Canada; site offices in Morinville, Edmonton, Drayton Valley, Whitecourt, and Grande Prairie, Alberta; and Fort St. John, British Columbia, Enterprise is strategically located near its customers. The Corporation's strategy is to acquire complementary service companies in Western Canada, consolidating capital, management, and human resources to support continued growth.

The Company's customer base includes some of the largest energy operators in Canada such as Suncor Energy Inc. (NYSE: SU), Canadian Natural Resources Limited (NYSE: CNQ), Cenovus Energy Inc. (NYSE: CVE) and others, as well as some of the largest energy companies in the world including Chevron Corporation (NYSE: CVX), Shell plc (NYSE: SHEL), ConocoPhillips (NYSE: COP), Petroliam Nasional Berhad ("Petronas"), China Petroleum & Chemical Corporation ("Sinopec") and others.

Currently, the Company operates through 4 divisions as follows:

- *Evolution Power Projects*
- *Westar Oilfield Rentals*
- *Artic Therm International*
- *Hart Oil Field Rentals*

These divisions are delineated by their respective services, and/or their geography, and those characteristics overlap across these business units.

EGI also has a proven history of acquiring companies that are accretive to the operations and adding value to the acquired companies through capital expenditure and organic growth. The Company is also prepared to sell individual operations to realize the increased value and redeploy the capital.

Our enthusiasm for EGI stems from a handful of advantages and opportunities that we believe underpin the story. First, from the high level, EGI services the Canadian oil and gas industry, primarily in western Canada, and its customer base therein is largely producing natural gas ("NG"). That is an important distinction in our view, because, for a handful of reasons, natural gas prices can be quite volatile. However, natural gas producers who have access to liquified natural gas ("LNG") facilities can mitigate some of the typical volatility of prevailing (local) natural gas prices, which may remove some of the risks they might otherwise face. Recognize, **western Canada is about to commission its first LNG plant, which we believe is a highly positive development for EGI's customers, and by extension EGI.**

Second, as we understand it, the market for the services which EGI provides is fragmented and void of any large dominant players. Further, as we understand it, EGI may be the "Alpha" in their respective market(s), and we think some of that may be the result of the technology they are able to deploy for their customers that most of their competitors apparently lack. Specifically, the Company's natural gas turbine fleet provides cost, environmental and other cogent advantages over the diesel footprints provided by many of their competitors.

Third, as a result in part of the two prior bullet points, we think the Company is in a position where they could likely do markedly more business if they had the available plant/capacity to do so. To that end, in February (2024) the Company completed an equity raise of CAN$7 million, which we believe was completed for the purpose of adding capacity. We think that speaks to our notion that they can likely capture more business than the trailing twelve month provided.

Lastly, management has demonstrated vertical and horizontal success identifying, acquiring and integrating acquisitions, as well as in turn opportunistically selling other portions of the business when advantageous. We expect them to continue their acquisitive search for pieces they believe can provide synergy. In the meantime, we think the convergence of some of the items we identified above could lead to results that in our view would speak to markedly higher valuations of the underlying shares.

Trickle Notes

We initiated our coverage of Enterprise Group about 4 months ago (08/05/24) at U.S. $.99 and a 12-24 month price target of US$3.50. The Company Profile above is excerpted from that report. We also provided an earnings update for 2QF24 (ended 06/30/24) shortly after the initiating coverage. For the period, which is typically the Company's weakest (seasonal) quarter, the Company posted results that were measurably better than our estimates and included a profit versus an anticipated loss, and positive adjusted EBITDA of just under US$2 million.

Subsequent to our earnings update, on September 26, 2024 the Company made another announcement that included some constructive items as well. Here is an excerpt from that release:

"Enterprise, a consolidator of energy services (including specialized equipment and services to the energy/resource sector), emphasizes technologies that mitigate, reduce, or eliminate CO2 and Green House Gas (GHG) and other harmful emissions for small local and Tier One resource clients, is pleased to announce a new strategic exclusivity agreement with Flex Energy Solutions, a globally recognized original equipment manufacturer of turbine and microturbine power generation equipment. This landmark agreement positions Enterprise and it's wholly owned subsidiary Evolution Power Projects (hereinafter referred to as "EPP") as the sole provider of short-term turbine and microturbine applications across all commercial and industrial sectors in Alberta and British Columbia".

*"The five-year agreement, underscores EPP's commitment to expanding its market presence and delivering state-of-the-art energy solutions in key Canadian markets. Under this agreement, EPP will exclusively supply cutting-edge, efficient turbine units for temporary power needs, reinforcing its leadership in the energy sector ... "We are excited about our new partnership with Evolution Power Projects, as it demonstrates the growing market acceptance of our solution for clean, reliable, and cost-effective power generation," said Doug Baltzer, Chief Executive Officer of FlexEnergy Solutions. "**Evolution Power Projects has developed into our newest and fastest-growing partner**, and we are pleased to strengthen our relationship with them as we look to our next chapter of growth. **Our turbine is well-suited for them to deliver a comprehensive solution to customers** in the challenging environment in which they operate."*

To digress, and to allude to the profile above, our thesis regarding enterprise group includes a handful of underpinnings.

- They service natural gas producers in the Canadian provinces of Alberta and British Columbia, which collectively produce about 98% of Canada's natural gas.
- Their customers are among the largest oil and gas producers in Canada, and some are among the largest oil and gas producers in the world. We believe the Company is one of the largest and most comprehensive players in their market, which as we understand it, is fragmented and includes a number of small operators. We think their blue-chip customer base validates our notion about their leadership position.
- While Canada is the 6th largest natural gas producing country in the world, it has historically been unable to export natural gas because it lacks an LNG facility to accomodate that endeavor. However, the country's first LNG plant dubbed "LNG Canada" is slated to deliver first cargoes by mid-2025. We believe that new paradigm will prove positive for Canadian gas producers, and in turn those who service them, and again we think Enterprise is at the top of that list.
- We believe part of Enterprise Group's comparative advantage relative to its competitors lies in its ability to deliver state-of-the-art, comprehensive, flexible portable power solutions to their customers. These solutions include the gas turbines referenced above from Denver, Colorado based Flex Energy Solutions.

To that end, we think Flex Energy's comment above regarding Enterprise Group subsidiary Evolution Power Projects, being their *"newest and fastest-growing partner"*, provides further validation of our thesis.

To summarize, we think Canada's emerging LNG posture will provide new markets for Canadian producers many of which collectively represent Enterprise Group's existing customer base. Further Enterprise's solutions include both economic and environmental benefits that are both priorities for oil and gas companies in general. The fact that Enterprise Group can provide solutions that address both provides them with advantages that should allow them to continue to gather market share. To that end, we believe one of their bigger challenges will be capacity constraints, which they recently addressed in part through an equity raise. We would add, management has a history of identifying and acquiring strategic pieces, and while we have no specific intelligence around the likelihood or timing of such an event, we know it is something they remain diligent around. In the meantime, our expectation is that the Company will continue to earn its way into our price target.

Notes-Enterprise Group

Alvopetro Energy Ltd.
(TSXV:ALV.V; OTC:ALVOF)

Addresses:
Suite 1700, 525 - 8th Avenue SW
Calgary, Alberta, Canada
T2P 1G1
Tel: (587) 794-4224
https://alvopetro.com/

Alvopetro Energy (ALVOF)

3.5300 +0.0300 (+0.86%) 11/01/24 [OTC US]

QUOTE OVERVIEW for Fri, Nov 1st, 2024

Day Low	Day High
3.4600	3.5400
Open 3.4930	
Previous Close	3.5000
Volume	57,800
Avg Vol	15,805
Stochastic %K	13.10%
Weighted Alpha	-33.91
5-Day Change	-0.0800 (-2.22%)
52-Week Range	2.8500 - 6.6800

Fundamentals

Market Capitalization, $K	129,110
Shares Outstanding, K	36,575
Annual Sales, $	59,820 K
Annual Income, $	28,530 K
EBIT $	40 M
EBITDA $	47 M
60-Month Beta	0.22
Price/Sales	2.14
Price/Cash Flow	2.86
Price/Book	1.55

Price/Earnings ttm	6.03
Earnings Per Share ttm	0.58
Most Recent Earnings	$0.06 on 08/07/24
Next Earnings Date	11/13/24
Annual Dividend & Yield	0.41 (11.61%)
Most Recent Dividend	0.090 on 09/27/24
SECTORS:	

Tables and Charts from barchart

Some of the narrative herein is excerpted from filings and other collateral of the subject company and/or from industry or other publications. Those excerpts are denoted in *italics.*

Trickle Research provides independent research coverage on Alvopetro. That research is available at: www.trickleresearch.com

Company Profile

Alvopetro is engaged in the exploration for and the acquisition, development and production of hydrocarbons in Brazil. Alvopetro is a pioneer in the development of Brazil's independent onshore natural gas industry anchored by the Company's core Caburé natural gas asset and midstream projects. Alvopetro's shares are traded on the TSX Venture Exchange (TSX: ALV.V) and are also traded on the OTCQX® Best Market in the United States (OTCQX: ALVOF).

Alvopetro's strategy is to unlock the on-shore natural gas potential in the state of Bahia, building off the development of our Caburé and Murucututu natural gas assets and our strategic midstream infrastructure. Our objective is to create a balanced reinvestment and long-term stakeholder return model where approximately half of our cash flows are reinvested in organic growth opportunities and the other half is distributed to stakeholders.

To date most of the Company's production has come from its interests in the Caburé gas field although they have also commenced production from their Murucututu project as well. Here is a brief description of each:

- ***Caburé Natural Gas Field***

Alvopetro commenced commercial natural gas deliveries from the Caburé natural gas field (the "Caburé Field") on July 5, 2020. The Caburé Field extends across four blocks in the Recôncavo Basin in the state of Bahia in Brazil (the "Unit"), two of which are held by Alvopetro and two of which are held by our partner (the "Partner"). Under Brazilian legislation, petroleum accumulations straddling two or more licensed blocks must undergo unitization (pooling) in order to promote efficient and fair exploration and development. In April 2018, Alvopetro and the Partner finalized the terms of the Unit Operating Agreement ("UOA"), the unit development plan and all related agreements, with Alvopetro's Partner being named initial operator.

Under the terms of the UOA, the working interest to each party is subject to redeterminations and the first redetermination commenced in the fourth quarter of 2023. The parties engaged the "Expert to evaluate the redetermination. In April 2024, Alvopetro received the Expert's final decision wherein the Expert accepted Alvopetro's Final Proposal which resulted in Alvopetro's working interest in the Unit being increased from our initial working interest of 49.1% to 56.2% (the "Redetermined Working Interest"). Subsequently, Alvopetro received a notice of dispute from the Partner with respect to the Expert decision seeking to stay the redetermination procedure. As a result, Alvopetro filed an emergency arbitration request before the International Court of Arbitration of the International Chamber of Commerce ("ICC") seeking an injunction to make the Expert decision binding and effective pursuant to the provisions of the UOA. In May 2024, Alvopetro received the final order (the "Order") of the emergency arbitrator wherein the arbitrator found in favour of Alvopetro with respect to the binding nature of the decision of the Expert. As a result, Alvopetro's working interest in the Unit was increased to 56.2% effective June 1, 2024 (the "Effective Date"). The Order is a provisional and contingent decision until reviewed by an arbitral tribunal pursuant to the Rules of Arbitration (the "Rules") of the ICC as provided for under the terms of the UOA. The full arbitration process has now commenced.

Following receipt of the Order, Alvopetro notified our Partner of our intent to assume operatorship of the Unit as allowed pursuant to the provisions of the UOA. The transition of operatorship is underway and Alvopetro expects the transition to be completed this month. In addition, historical capital expenditures and other expenditures allocated based on initial working interest were adjusted to the Redetermined Working Interests on the Effective Date. As a result, in the second quarter of 2024 Alvopetro recognized an additional $1.1 million for historical capital expenditures and $0.1 million in historical production expenses and administrative costs previously allocated based on the initial working interests.

The parties have agreed to a development plan at the Unit including drilling and completing five wells in 2024 and 2025. Alvopetro's share of these wells at its Redetermined Working Interest of 56.2% is estimated to be $7.2 million. Alvopetro has a facilities upgrade planned at the field for an estimated $3.3 million relating to compression of *natural gas to be delivered to Alvopetro's 100%-owned natural gas processing facility, of which approximately $2.4 million was incurred in the six months ended June 30, 2024.*

- ***Murucututu Natural Gas Field***

Alvopetro's Murucututu natural gas project extends across Blocks 183 and 197, both held 100% by Alvopetro. There are three existing wells at the field including the 197(1) well and the 183(1) well, both of which were drilled in 2014, and the 183-A3 well which was drilled in 2023. All three wells are tied into field production facilities and a 9-kilometre transfer pipeline connects the field to the Caburé transfer pipeline.

Alvopetro is working to enhance production from the existing wells. The chemical injection program on the 197(1) well was completed in Q2 2024 at a total cost of $0.1 million. The well is back online and we are monitoring the effectiveness of the program. In the third quarter of 2024 we are recompleting both the 183(1) well and the 183(A3) well, with total estimated expenditures in the quarter of $3.0 million. The recompletions are targeting the Caruaçu Formation in each well.

In September (2024), we finished the initial completion of our 183-A3 well. The well came on production during September and is still cleaning up as we produce natural gas and completion fluids. ***For the last 72 hours of continuous production, the 183-A3 well has produced at an average rate of 59.4 e3m3/d (2.1 MMcfpd) gas, 175 barrels of completion fluid per day and 50 barrels of condensate per day.*** *Flowing wellhead pressure has averaged 1,195psi (8,239kPa) during this period, with the final value being 1,150 psi (7,926kPa). Production has been managed through a constant 18/64" choke and we still have not recovered all the completion fluid introduced into the well. In parallel, we finished the recompletion of our 183-1 well in an uphole Caruaçu zone and, based on swab results, we have contacted a zone that is only producing water. We will continue to monitor the production from the 183-A3 well and based on those results we expect to design a follow up intervention for the 183-1 well and commence a drilling project up-dip of the 183-A3 well from our prebuilt 183-D pad location.*

Trickle Notes

Alvopetro has been a coverage name since 2018 and a regular presenter at our past conferences, however they typically present at our spring conferences. We asked them to come present at this conference largely as a result of the operational update they provided on October 7, 2024, of which the last paragraph above is a part. We published a research update around this announcement which is available on our site, and we have provided some hard copies on the registration table as well. That said, here is the gist of that update and by extension the renewed enthusiasm that compelled us to ask them to present at this event.

Alvopetro has faced some challenges over the past few quarters, which have impacted their financial performance, perhaps most notably on a YoY comparative basis. Much of those challenges were related to lower demand from their customer, Bahia Gas. We have covered that issue ad nauseum, but our general view is that if Alvopetro can produce it, they will sell it, sooner or later, which brings us to (in our view) the bigger issue that has perhaps given the street pause with respect to Alvopetro's prospects and by extension, its valuation.

As we see it, the Company's ability to maintain, and perhaps grow their production/sales, has hinged on two primary issues that have impacted the visibility of that future production capacity. The first of those was the redetermination of Alvopetro's share of the Caburé field vis-à-vis their partner. Recall, their share was originally 49.1% and after a favorable redetermination process in April (2024), it is now 56.2%. In retrospect, the stock sold off ahead of that redetermination decision, and it rallied a bit following it, but for the most part, despite better and more favorable visibility, the street seems unimpressed. We would add, they are also preparing to drill additional wells in the Caburé "C" block, which we think will result in additional reserves, further alleviating concerns about future production. That brings us to the aforementioned announcement about Murucututu.

Murucututu has predominately been the Company's "next phase" in their plan to add production. To date that development has included three wells that have not managed to achieve meaningful initial production rates. While we think the Company has been reasonable in suggesting that they have been *learning* at Murucututu to ascertain the best way(s) to address the field and its associated formations on a longer-term basis, we think the lack of initial success has led many to assume that Murucututu may not be able to ultimately replace and/or add to the depleting resource at Caburé. In our view, that is a fair critique. Premature, but fair. However, from our perspective, the October operational update regarding in part, the initial results from the reworking of well 183-A3 are *highly positive*. In our view, visibility at Murucututu just got a whole lot clearer but for whatever reason, the street (again) doesn't seem to care.

To summarize, we think the convergence of a larger share of Caburé and ostensibly increasing production (and reserves) at Murucututu are going to result in increasingly better comps as we move forward. We submit, demand remains a wild card here, as does future pricing, and they may be connected. As we have discussed in the past, we think lower collar prices may increase demand for Alvopetro's gas *specifically*. To that end, we would submit the following excerpt from the 2QF24 MDA, "*In response to a reduction in natural gas demand in the state of Bahia, Alvopetro agreed to review pricing of interruptible gas supply (sales above 300 e3m3/d) under our long-term gas sales agreement ("GSA") on a monthly basis"*. To edify, we think the new normal going forward (setting aside forex issues) is likely lower overall pricing, but increased demand beyond some of the more recent subdued numbers.

If our "better comps going forward" proves accurate, it should certainly lead to higher prices for Alvopetro shares, and frankly, probably higher dividend distributions as well (recognizing the latter may drive the former). In the meantime, the current dividend rate of $.09 per quarter reflects a 10%+ yield at recent shares prices, and the Company appears to be getting more aggressive about the stock buyback program. In our view, aside from *maybe* the few months prior to their initial sales in 3QF20, Alvopetro has never been a better value. We suspect their presentation will drive that point home and illuminate our urgency with respect to them presenting now rather than 6 months from now.

Notes- Alvopetro

NextTrip, Inc.
(Nasdaq: NTRP)

Address:
3900 Paseo del Sol
Santa Fe, NM 87507
United States
954 526 9688
https://www.nexttrip.com

Nexttrip Inc (NTRP)

1.8499 **-0.0001 (-0.01%)** 11/04/24 [NASDAQ]
1.7600 x 1 2.4000 x 51 POST-MARKET **1.8499** **unch (unch)** 15:33 ET
QUOTE OVERVIEW for Mon, Nov 4th, 2024

Day Low 1.6750 Day High 1.8700
Open 1.8500

Previous Close	1.8500
Volume	14,300
Avg Vol	15,175
Stochastic %K	10.28%
Weighted Alpha	-66.83
5-Day Change	-0.3601 (-16.29%)
52-Week Range	1.4750 - 6.8097

Realtime quote and/or trades are not sourced from all markets.

Fundamentals

See More

Market Capitalization, $K	2,630
Shares Outstanding, K	1,421
Annual Sales, $	460 K
Annual Income, $	-7,330 K
EBIT $	-5 M
EBITDA $	-3 M
60-Month Beta	1.68
Price/Sales	0.92
Price/Cash Flow	N/A
Price/Book	N/A

Price/Earnings ttm	0.00
Earnings Per Share ttm	-1.57
Most Recent Earnings	$-1.57 on 11/13/23
Next Earnings Date	11/11/24
Annual Dividend & Yield	N/A (0.00%)
Most Recent Dividend	N/A on N/A

SECTORS:
Leisure & Recreation Services
SIC-4700 Transportation Services

Tables and Charts from barchart

Some of the narrative herein is excerpted from filings and other collateral of the subject company and/or from industry or other publications. Those excerpts are denoted in *italics.*

Company Profile

NextTrip combines travel expertise with cutting-edge technology, offering custom vacations and efficient booking tools for consumers and distributors. As both a travel brand and a technology innovator, NextTrip provides global travel solutions spanning leisure, business, and group travel, as well as media and tech services. With a proprietary booking platform, NXT2.0, NextTrip offers expansive travel options to distributors and consumers alike, utilizing its extensive inventory, digital engagement, and in-depth planning knowledge.

NextTrip envisions transforming the travel industry through advanced digital solutions and personalized services. Targeting underserved sectors, NextTrip's fully integrated booking platform captures emerging market opportunities. Growth is driven by interactive technology, immersive media, and comprehensive travel expertise, positioning NextTrip as a media and travel hybrid, creating unique experiences for a global audience.

Founded as Monaker Group, the company initially focused on alternative lodging rentals (ALRs) through its proprietary booking platform and TravelMagazine.com, a digital travel magazine. In 2020, Monaker merged with in-game advertiser HotPlay, briefly pivoting from travel. Early in 2023, Monaker's original travel assets were spun off to its founders, who formed NextTrip. NextTrip became a public entity in 2024 following a transaction with Sigma Additive Solutions and now trades under the symbol "NTRP."

The COVID-19 pandemic reshaped the travel landscape, presenting new challenges and opportunities. NextTrip adapted by expanding its digital offerings, such as TravelMagazine.com, which helps users explore future travel destinations, and enhancing its booking engine to offer wellness and business travel solutions. The 2022 acquisition of the Bookit.com platform reinforced this pivot, providing both a proven tech framework and a valuable consumer database, enabling NextTrip to engage with and re-negotiating more than 250 contracts with hotel, airline, and cruise suppliers, and securing unique product inventory of more than 3 million lodging, air and tour product suppliers at exceptional rates to over 2,100 destinations in 200+ countries worldwide.

NextTrip's trajectory is underscored by strategic acquisitions and integration, creating a foundation for current and future projects. As NextTrip transitions into a more media-oriented company leveraging its travel expertise, it expects to benefit from the pandemic-driven shift toward innovative travel solutions and new digital platforms. With an evolving business model focused on unique travel content, immersive experiences, and advanced booking technology, NextTrip is positioned to influence and lead within the modern travel industry.

Trickle Notes

We have spent some time on NextTrip from a due diligence standpoint, and as of this writing, we have been waiting on their getting an S1 effective so we can ascertain the size/impact of the associated capital raise. We suspect that should occur shortly.

As the profile above suggests, NextTrip emerged from Monaker, which was initially a public travel related business, that we had seen present at a couple of other investors conferences a few years ago. Sometime thereafter, they entered the gaming business, at which point we lost track of it. We rediscovered the story when NextTrip merged with one of our coverage stocks that unfortunately did not work the way we had anticipated. We have been following their progress since the merger and here are some of the observations we have made along the way.
While the pandemic was difficult for many industries, it hit the travel and leisure business especially hard, and we suspect that had a lot to do with Monaker's pivot away from the industry. At the same time, the pandemic was also the primary cause of Bookit.com's failure. NextTrip is the convergence of the assets/businesses that were shed by Monaker and Bookit.com, and those primarily included online media property Travelmagazine.com, the proprietary Bookit.com travel booking engine and the customer list that came with it. Recognize, before Bookit.com failed, the company's annual revenues were approximately $400 million, and the acquired database includes millions of past travelers and opt-in consumers. Further, we believe the prior owners spent in excess of $30 million developing

the booking engine, and since the acquisition, Next Trip has added another $4 million worth of IP to the engine. From the high level, with the booking engine in place, the Company, which is run by a group of travel and media industry veterans, is building an ecosystem of travel related media properties to drive travelers to the booking engine.

Again, the above is the high level, and we think it is fairly straightforward. Use media, both organic and/or sourced, to drive customers to a robust transactional backbone. That said, we think the blueprint to the Company's developing media/travel ecosystem is perhaps broader and more elegant than is fully understood. We assume the Company will present some of the specific media and other applications they have/are developing, but beyond those specific assets, the Company is also establishing a host of collaborations with people and enterprises in both the upstream media pieces of the ecosystem, as well as in the downstream travel and transactional pieces of the same. For instance, the Company is forging relationships with travel influencers and travel content providers to enhance the value of the media properties (and bring/attract travel viewers), and those relationships include the ability for those influencers and content providers to get paid when their contributions lead to a travel sale.

On the travel side, the Company is also building relationships with legacy industry constituents that have seen some of their opportunities shrink over the years as large travel players have dominated and disintermediated bigger portions of the industry. Those may include travel agents, travel package providers and others. The Company believes there are many of these smaller constituents that the NextTrip ecosystem can help be more competitive and more profitable. NextTrip's strategy includes aggregating some of these smaller players, and that may include via acquisition, which we believe will become a growing part of the story as well.

Lastly, while we continue to believe that the Company's acquisition and enhancement of the BookIt.com booking engine (now dubbed "NXT2.0") is the cornerstone of the business, recognize that management believes the monetization of the media assets via advertising may become a larger revenue driver than the travel piece. That is, if NextTrip's holistic platform evolves as they anticipate, it may be hard to discern if NextTrip is a travel company leveraging robust media and technology IP, or a media company leveraging its expertise and scale in the travel industry.

Notes- NextTrip

LifeVantage Corporation

(Nasdaq: LFVN)

Address:
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Suite 700
Lehi, UT 84043
801 432 9000
https://www.lifevantage.com

Lifevantage Corp (LFVN)

13.50 +0.50 (+3.85%) 11/04/24 [NASDAQ]

13.12 x 1 13.75 x 1 POST-MARKET **13.76 +0.26 (+1.93%)** 17:28 ET

QUOTE OVERVIEW for Mon, Nov 4th, 2024

Day Low 13.07	Day High 14.14
Open 13.25	
Previous Close	13.00
Volume	157,900
Avg Vol	107,325
Stochastic %K	53.50%
Weighted Alpha	+152.05
5-Day Change	+0.01 (+0.07%)
52-Week Range	4.20 - 14.71

Realtime quote and/or trades are not sourced from all markets.

Fundamentals

See More

Market Capitalization, $K	162,825	Price/Earnings ttm	20.37
Shares Outstanding, K	12,525	Earnings Per Share ttm	0.58
Annual Sales, $	200,160 K	Most Recent Earnings	$0.15 on 10/29/24
Annual Income, $	2,940 K	Next Earnings Date	N/A
EBIT $	4 M	Annual Dividend & Yield	0.15 (1.15%)
EBITDA $	8 M	Most Recent Dividend	0.040 on 09/09/24
60-Month Beta	0.84	SECTORS:	
Price/Sales	0.76	SIC-2834 Pharmaceutical Preparations	
Price/Cash Flow	13.85	Medical - Dental Suppliers	
Price/Book	5.53	Top 100 Stocks	

Tables and Charts from barchart

Some of the narrative herein is excerpted from filings and other collateral of the subject company and/or from industry or other publications. Those excerpts are denoted in *italics.*

Company Profile

LifeVantage Corporation is a company focused on nutrigenomics, the study of how nutrition and naturally occurring compounds affect human genes to support good health. LifeVantage is dedicated to helping people achieve their health, wellness and financial goals. We provide quality, scientifically validated products to customers and independent consultants as well as a financially rewarding commission-based direct sales opportunity to our independent consultants. We sell our products in the United States, Mexico, Japan, Australia, Hong Kong, Canada, Thailand, the United Kingdom, the Netherlands, Germany, Taiwan, Austria, Spain, Ireland, Belgium, New Zealand, Singapore, and the Philippines. We also sell our products in a number of countries to customers for personal consumption only.

We engage in the identification, research, development, formulation and sale of advanced nutrigenomic activators, dietary supplements, nootropics, pre- and pro-biotics, weight management, and skin and hair care products. Our line of scientifically validated dietary supplements includes our flagship Protandim® family of products, LifeVantage® Omega+, ProBio, IC Bright®, Rise AM, Reset PM, D3+, Daily Wellness, and PhysIQ Fat Burn and Prebiotic dietary supplements. TrueScience® is our line of skin and hair care products and Liquid Collagen. We also market and sell Petandim®, our companion pet supplement formulated to combat oxidative stress in dogs; and AXIO®, our nootropic energy drink mixes.

We have continued to simplify our nutrigenomic story, emphasizing that it activates and empowers the body to work better by using nutrients to turn natural internal processes on or off and help support vibrant health at any age. Nutrigenomics and cellular activation are cutting-edge trends in our industry that support our unique position in the market and leverage our core competencies and existing products. Activation is the guiding principle of our culture and is the key underlying message for our independent consultants and customers. We continue capitalizing on this message by highlighting how LifeVantage has used the concept of activation and expanded it to every aspect of our business, with our brand message of "activating wellness." By focusing on wellness, we are able to apply activation not only to our products, which support physical, mental, and emotional health, but also our business opportunity, which supports financial, social, and spiritual health. The "activating wellness" message is featured across our communications with our independent consultants and in our brand and marketing materials.

We were incorporated in Colorado in June 1988 under the name Andraplex Corporation. In October 2004 and March 2005, we acquired all of the outstanding common stock of Lifeline Nutraceuticals Corporation. In November 2006, we changed our name to LifeVantage Corporation. From our fiscal year 2005 until our fiscal year 2009, we marketed and sold a single product, Protandim®, through traditional retail stores. In October 2008, we announced that we were transitioning our business model from a traditional retail model to a direct sales model in which Protandim® would be sold primarily through a network of independent consultants. Since entering direct sales, we have increased our geographic reach by entering new international markets and increased our product offering by introducing additional scientifically validated products.

On Oct. 14, 2024 LifeVantage announced the U.S. launch of its patent-pending MindBody GLP-1 System™, a dual-product solution designed to balance hunger hormones, build healthier habits, and help individuals reach and maintain their ideal weight. This revolutionary system includes MB Core™ and MB Enhance™, which work together to activate natural GLP-1 production by 140% on average. Clinical trials also found that the new System helped participants lose up to 27% of visceral fat and 5% of total body fat while maintaining muscle. Our innovative MindBody GLP-1 System™ naturally activates GLP-1 production, providing consumers with a demonstrable weight management solution," said Steve Fife, President and CEO. "It's something people are searching for and as the Activation company, LifeVantage is uniquely positioned to deliver. We are excited for our Consultants to be able to offer such a transformational product to reach those looking for the best natural solution on the market."

Trickle Notes

Like one of our other presenters, we have a *long* history following LifeVantage which included some coverage under prior labels, as well as their participation in past conferences. As we recall, they presented at our Fall 2017 Conference at Coors Field and CEO Steve Fife was part of the presentation team at that event as well. Further, we have historically been advocates (and consumers) of their lead product Protandim®. As noted above, for much of that history Protandim®, was their only product. Again, in retrospect, we were following the Company prior to its 2008 transition from retail distribution to a direct marketing organization. In short, that decision set the Company on a new path, and in our view, may have saved it from failing.

For the past three fiscal years (ended June 30), the Company's results have largely been flat, with revenues ranging between \$200 million and \$215 million, and eps ranging from \$.20 to \$.24. We think the Company's general view is that their performance has been relatively similar to the general economic backdrop of subdued but not poor economic activity, although their international markets have struggled more than their (larger) domestic market, which again, is generally consistent with the environment. From our "analyst" perspective, over that period, the Company has experienced some erosion in both their sales consultants as well as their active customer metrics. Frankly, we have some views around how some macro trends (unemployment for instance) may impact direct sales organizations, which we think have contributed to some of their flat performance as well. On the flip side, for fiscal 2024 (ended June 30, 2024) the Company managed to achieve a 15% increase in net income in the face of an 8% decrease in sales, which we view as a constructive data point.

To be clear, we are in the process of doing some additional due diligence on LifeVantage to better understand some of the nuances to the business we just touched on. That said, LifeVantage was the last presenter slot we filled for this conference, and we pulled out a few stops to try to get them here. Our enthusiasm in that regard centers on the announcement noted above, from October 14, 2024. We will let the Company cover that in more detail, but we do have a few short observations about that announcement.

First, by now many will recognize the term GLP-1 because it is the buzz word behind the growth of weight loss prescription drugs like Wegovy, Ozempic etc. These drugs have taken the plantet by storm, but they have issues including side effects, price and others. Suffice it to say, if LifeVantage has a viable offering in the space (at a fraction of the cost we would add), we think most would agree, that could be transformational for the Company. In our view, a product of that kind would drive both new sales consultant metrics as well as new active customers. The Company addressed some of the early results of the launch on their 1QF25 conference call, and those results were robust although, as they noted, they were also very nascent and as such not necessarily telling one way or the other.

This is interesting. First, we will preface our color to that statement by reiterating something the Company is adamant about, which is that they are an "activation" company, not a supplement company. That may seem like semantics, but their position is that their products do not replace (supplement) something the body is missing (vitamin C for instance), but rather, their products activate the body's own mechanisms to produce (beneficial) things it already produces. For instance, Protandim® *activates* NRF2, which the body produces naturally to reduce harmful oxidative stress while their MindBody GLP-1 System™ *activates* GLP-1, which the body produces to regulate hunger and blood sugar. For various reasons, primarily age, our bodies do not produce some of these helpful compounds as efficiently as they should, so activators help them step up that production. Put another way, their products do not add a compound that is deficient, they just help the body produce more of it on its own.

So here is the interesting part in our view. The problem many nutraceutical companies have is that it is difficult for their customers to know if the products actually work. (For example, with respect to Protandim®, we spent quite some time in the past in search of a simple test for oxidative stress that might give Protandim® customers an objective record of its efficacy). In our view, that lack of objective data, is one of the challenges of nutraceutical companies, especially in more subdued economic environments where consumers are looking for ways to cut their budgets. That said, we think the Company's MindBody GLP-1 System™ will be the first LifeVantage product where that objective proof is going to be available in short order. That is, people are going to take this product, and they are either going to lose weight, or they are not. Here again, we anticipate the Company will present some examples to that end.

Succinctly, if the new product proves efficacious, (something we should have visibility around sooner rather than later) it will likely provide a new leg of profitability and a new basis for higher valuation as it helps add both new sales consultants as well as new active customers, and perhaps even drives the upsell of existing products into that new base. Clearly, this could provide a marked catalyst on top of their consistently profitable base.

Notes- LifeVantage

Pure Cycle Corporation
(NasdaqCM: PCYO)

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303 292 3456
https://www.purecyclewater.com

Pure Cycle Corp (PCYO)

11.05 +0.36 (+3.37%) 11/04/24 [NASDAQ]

11.02 x 1 | 11.05 x 1 | POST-MARKET **11.05 unch (unch)** 16:02 ET

QUOTE OVERVIEW for Mon, Nov 4th, 2024

Day Low	Day High
10.53	11.06

Open 10.59

Previous Close	10.69
Volume	57,100
Avg Vol	25,020
Stochastic %K	48.96%
Weighted Alpha	+16.29
5-Day Change	+0.20 (+1.84%)
52-Week Range	8.94 - 11.32

Realtime quote and/or trades are not sourced from all markets.

Fundamentals

See More

Market Capitalization, $K	257,362
Shares Outstanding, K	24,075
Annual Sales, $	14,590 K
Annual Income, $	4,700 K
EBIT $	5 M
EBITDA $	7 M
60-Month Beta	0.92
Price/Sales	13.18
Price/Cash Flow	38.35
Price/Book	2.10

Price/Earnings ttm	42.08
Earnings Per Share ttm	0.25
Most Recent Earnings	$0.12 on 07/10/24
Next Earnings Date	11/20/24
Annual Dividend & Yield	N/A (0.00%)
Most Recent Dividend	N/A on N/A

SECTORS:
SIC-4941 Water Supply
Utility - Water Supply
Indices Russell 2000

Tables and Charts from barchart

Some of the narrative herein is excerpted from filings and other collateral of the subject company and/or from industry or other publications. Those excerpts are denoted in *italics.*

Company Profile

We are a diversified water and wastewater service provider, land developer, and home rental company. We provide wholesale water and wastewater services in the Denver Colorado area as well as develop land we own into master planned communities and develop single-family homes for rent. Each of our businesses, providing water and wastewater services, land development and single-family home rentals generate attractive recurring monthly income.

The Company's revenue is primarily generated from sales of water and wastewater taps, metered water and wastewater usage, water sales to the oil & gas industry, the sale of lots to homebuilders, and rent collected from its single-family homes.

For more than 30 years, we have accumulated and continue to accumulate a portfolio of valuable water rights and land interests along the Front Range of Colorado. We have added an extensive network of wholesale water production, storage, treatment and distribution systems, and wastewater collection and treatment systems that we operate and maintain to serve domestic, commercial, and industrial customers in the eastern Denver metropolitan region (the illustration below notes the general area of our land and water assets). Our primary land asset, known as Sky Ranch, is in one of the most active development areas in the Denver metropolitan region along the rapidly developing I-70 corridor, and we are developing lots at Sky Ranch for residential, commercial, retail, and light industrial uses. Sky Ranch is zoned to include up to 3,200 single family and multifamily homes, parks, open spaces, trails, recreational centers, schools, and over two million square feet of retail, commercial and light industrial space, all of which will be serviced by our water and wastewater services segment. More recently we have retained lots in our Sky Ranch development for our single-family rental business where we build single-family homes for rent under annual lease agreements. With 14 homes currently owned and rented, we continue to expand this new line of business which may include more than 200 rental homes at Sky Ranch over the next several years.

Through our land development segment, we develop master planned communities creating value and opportunity for homeowners, and businesses who also become water and wastewater customers along the busy I-70 corridor of the Denver metropolitan area. Our land development segment was borne from our desire to capitalize on the increase in the value water provides to raw land in the Colorado Front Range.

Our land development activities provide a strategic complement to our water and wastewater resource and service business, and vice versa. One of the most significant components of any master planned community in Colorado is its ability to bring high quality domestic water, irrigation water, and wastewater services to the community. Having control over the water resources in conjunction with developing the land enables us to efficiently build and maintain infrastructure for potable water and irrigation water distribution, wastewater and storm water collection, roads, parks, open spaces, and other investments. It also enables us to efficiently align construction and delivery of these investments with phased take-down commitments from our home builder customers, minimizing expensive excess capacity or downtime with these significant investments. By being the landowner, land developer, and water/wastewater provider, we believe we offer a more efficient development timeline, with more competitive lot pricing, which results in a more affordable and marketable for sale and for rent home product.

Trickle Notes

We have covered Pure Cycle in the past, actually under more than one research label if we recall correctly, and the Company has presented at prior conferences going back at least 10 years we can think of but probably further than that. As the Company narrative above notes, they have been at this for over 30 years, and while we cannot say we have known the Company and CEO Mark Harding for *that* long, we can say it has been over 20 years. We would also note that in our view, given Mark's experience, there are likely *very few* people in the State that can match his tribal knowledge of water issues in Colorado.

We were first attracted to the story, because the Company had in the past somehow managed to procure water rights to the Lowry Range from the Colorado State Land Board. (For reference, the Lowry Range is located about 20 miles east of Denver and 4 miles south of Denver International Airport). We will not go into the minutia and the periodic challenges around that agreement, but we have always been of the view that the water under and on the range is worth *billions* of dollars. We still believe that today by the way, and we think the Company's presentation will support that view. We would add, those who are aware of the acute nature of water issues along the Colorado Front Range will likely not find that view provocative. However, *there are* major differences between the Company's posture today, and its posture over much of the past, including the periods when we covered the stock. While there are a handful of those differences, they can all be boiled down to one word: visibility. Here again, some high-level history might be appropriate.

Most of the Company's revenues (and all of their recurring revenues) come from their Sky Ranch project on the Lowrey Range. In short, they sell land/lots to home builders, they sell water taps to those specific lots, they sell monthly water and wastewater services to those homes once they are built, and they retain and rent out a certain number of these homes. As an aside, ConocoPhillips' (NYSE:COP) purchased the oil and gas rights beneath the Lowery Range in 2012 from the Colorado State Land Board for $137 million. ConocoPhillips later sold those rights to the current operator who periodically purchases water from Pure Cycle when it fracs a new well. As the presentation will delineate, these revenues are considerable, but, unlike some of the other revenue line items, are not recurring.

Originally, (pre 2007/2008 financial crisis), Pure Cycle anticipated selling water services to the homes developed at Sky Ranch *by another developer*. Economics or otherwise, that developer backed out of Sky Ranch and the visibility for Pure Cycle monetizing their water assets by selling water and wastewater services to those customers went with it. However, in 2010 Pure Cycle purchased Sky Ranch from Bank of America for $7 million, and set out to develop the property itself, allowing it to "control its own destiny" by creating its own water customers. That prescient investment set the stage for the Company's current operating footprint.

That brings us back to our "billion dollar" assessment. While we will let the Company lay out the specific line-item monetization if its Lowry Range land and water assets, consider this. The Company's water assets include just under 30,000 acre feet of water. For perspective, that would service approximately 60,000 single family equivalents ("SFE"). Recognize, in Colorado initial water and wastewater tap fees range from around $30,000 to over $40,000. In general, those are the one-time fees water providers charge the homebuilder to bring water and wastewater service from the main system to the home. We believe these taps fees at Sky Ranch are approximately $35,000 per SFE. Doing simple math, if they provided 60,000 SFEs with taps at $35,000 each, the total value of those tap fees would be $2.1 billion. Further, at $1,500 per year, 60,000 SFEs would also generate $90 million of annual recurring water and wastewater fees. Granted, there is considerable buildout that would have to occur to sell that many taps. However, keep in mind, in the Colorado Front Range developers are required to demonstrate access to ongoing water sources *before they build*. Succinctly, the Colorado Front Range needs more homes, in the face of limited water resources, which tells us that water in Colorado (taps fees etc.) will likely continue to get more expensive. We stand by our view that the Company's water assets are worth billions, and with the development of Sky Ranch the monetization of those assets is accelerating.

Lastly, the Company has become more proactive about "minding the gap" between the market valuation of the shares and the value of its underlying assets, by engaging periodic share repurchases. We suspect that will continue. To that end, they recently announced "the receipt of $10.1 Million From a Sky Ranch Community Authority Board Bond Refinancing Offering", so their cash balance just got bigger. To edify, Pure Cycle typically builds out public improvements at the Sky Ranch development site ahead of the buildout and sale of homes, which creates a receivable from the Sky Ranch Community Authority Board. The receivable is eventually paid through these tax-exempt bond sales and when that happens, it provides Pure Cycle with a considerable working capital boost that allows them to (organically) continue advancing new portions of the development.

Notes- Pure Cycle

Hayasa Metals Inc.

(OTCQB: FRERF; TSX: HAY.V)

Address:
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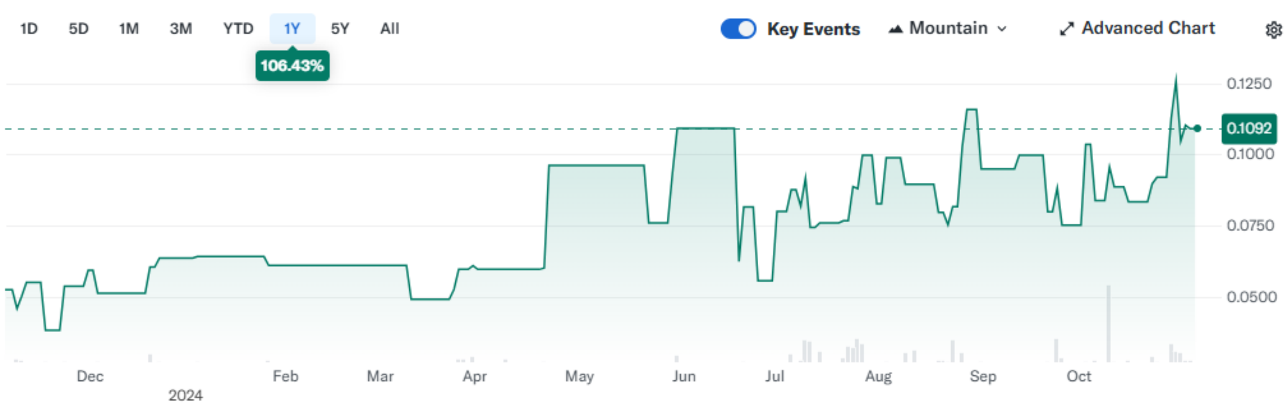
www.hayasametals.com

0.1092 +0.0043 (+4.10%)

At close: November 1 at 4:00 PM EDT



Previous Close	0.1049	Day's Range	0.1049 - 0.1049	Market Cap (intraday)	6.341M	Earnings Date	--
Open	0.1049	52 Week Range	0.0387 - 0.1259	Beta (5Y Monthly)	0.43	Forward Dividend & Yield	--
Bid	0.1070 x --	Volume	500	PE Ratio (TTM)	--	Ex-Dividend Date	--
Ask	0.1313 x --	Avg. Volume	8,132	EPS (TTM)	-0.0900	1y Target Est	--

Tables and Charts from yahoo! finance

Some of the narrative herein is excerpted from filings and other collateral of the subject company and/or from industry or other publications. Those excerpts are denoted in *italics.*

Company Profile

Hayasa Metals Inc. was founded by geologists that have a track record of making multi-million-ounce gold discoveries, Hayasa's focus is on the Tethyan Mineral Belt in Armenia and they have assembled a portfolio of potential Tier One copper-gold projects.

Hayasa has an option to acquire up to 100% of the Vardenis copper-gold project in central Armenia and has been granted an exploration permit over the Urasar mineral district in northern Armenia. Vardenis is a former Dundee Precious Metals Inc. project that occurs along strike from the world-class Amulsar gold deposit and occurs in the same package of altered and mineralized Eocene volcanic host rocks.

Urasar is a mineralized district in the north of Armenia that was identified by Hayasa management during a world-wide reconnaissance program in late 2021. The exploration permit was awarded in October 2023 and a soil geochemical program was quickly carried out in November and December 2023 just as the snow began falling. Previous exploration work at Urasar was last performed in the 1950's through the early 1960's by Soviet government exploration teams. The district was explored for copper, base metals and gold within a 500m wide, 14 km-long quartz-sericite-pyrite alteration zone along the Chibukhlu fault. The historic exploration comprised 16 trenches, six adits and several drill holes. Three polymetallic precious metal deposits were defined based on Soviet era, non-NI 43-101 compliant resource models, which were named the Black River, Chibukhlu and Hanqakutak deposits.

The Company's mine-finding management team has a track record of creating shareholder value. Current exploration efforts are centered on two key properties: Urasar and Vardenis, both of which have shown encouraging results and significant potential for tier one mineral discoveries in the Central Tethyan Mineral Belt in Armenia. The Tethyan Belt is one of the world's most prolific gold, copper and polymetallic mineral belts, yet the Armenian portion of the belt is vastly underexplored.

Trickle Notes

We were first introduced to the Hayasa Metals story by its new CEO, Joel Sutherland. Joel was appointed Hayasa's CEO in August (2024), and some of our attendees will recognize him because Joel was previously the VP of Corporate Development for ProStar Holdings Inc. (MAPPF), which is one of our coverage stocks and a past conference presenter. When Joel first told us the story, we had some reservations, which we will address below, but we also saw some opportunity, which we will also cover.

First, this is a very small early-stage deal. The Company is on the front end of exploring and drilling the properties, which means the commercialization of *any* resources they *might* ultimately identify is *years out*. To that end, as some of our attendees will recognize, we are often quite early in many of the stories we write, sometimes too early, but that is part of the approach, so we prefer to disclose that rather than apologize for it. In any case, while Hayasa is indeed in the early innings, the market cap is negligible and as we write this, gold is $2700 - $2800 per ounce. In short, gold deals look better when gold is $2,800 than they do when it is $1,200.

That noted, while Joel will almost certainly cover this, as with many small miners in the exploration phase, we assume the goal here is to establish a resource and then sell the property to a large operator. With that approach, exploration success can lead to higher valuations, and as we noted, Hayasa's current valuation is negligible so higher prices via some established exploration success could lead to extraordinary returns. We would add, Hayasa recently completed a private placement that included an investment from Teck Resources Limited, which is a large Canadian miner. Here again, we will let Joel expand on this, but we generally view direct investments by bigger players as a positive development in terms of helping to validate the projects of junior miners. Further, as the profile above notes, the Company includes management that has made major discoveries in the past, which is also a positive datapoint.

Second, Armenia? Really? That may not have been our verbatim response, but it is close. To that question, the Company provides these (and other) geopolitical bullet points with respect to the region:

- *Stable Jurisdiction*
- *Multi-party democratic republic with a parliamentary system of government*
- *Western-looking government with strong ties to Europe*
- *Actively seeking Western investment*
- *Strong economic growth*
- *12.6% GDP growth in 2022*
- *Member of OSCE, Council of Europe, IMP, World Bank and EBRD*
- *Safe, low-crime, friendly-to-foreigners*
- *Modern, established Mining Law (2003) and Mining Code (2011)*
- *Transparent exploration permitting process*
- *Exploration Licenses granted for an initial three-year term with three, two-year extensions permitted*
- *EITI member since 2017*
- *The metals and mining sector plays an important role in Armenia's economy*
- *Contributed 6.8% of GDP in 2022 and*
- *30% of 2018 to 2022 export revenue from copper, molybdenum and gold*
- *Top 10 molybdenum producer, accounting for 4% of global molybdenum supply in 2021[3]*
- *8 major operating mines, with production primarily centered around copper, molybdenum and gold*
- *New western-owned major gold mine in construction*
- *Good infrastructure and relatively low operating costs*
- *The Right Geology – the Tethyan Metallogenic Belt (TMB)*

Given the above, we have two observations regarding investing in mining in Armenia. While geopolitical risk has always been topical in resource deals around the world, it appears to us that domestic policies including leasing and permitting around resource extraction in the U.S., is becoming a considerable risk. Granted, that may change with the political winds, but on the flip side, many less developed nations around the world are beginning to recognize the economic benefits of fostering foreign investment to exploit their own natural resource base(s). Further, some of these nations have lacked that investment, and as a result have been underdeveloped, making them attractive relative plays. To translate, the pro's and con's of foreign resource investment into some of these regions may be more favorable than they seem on the face. Put another way, given what looks like continued demand for commodities to support a host of global initiatives, resource investors may have no choice but to consider jurisdictions that are off the beaten (depleted) path.

We suspect Joel will address that too, as well as the following goals (as we understand them) over the next 12 months:

- Sign a gold royalty deal on Urasar for US$1 mln.
- Sign a JV with Teck on Vardenis that funds 35,000 + meters of drilling to generate a feasibility study on the copper porphyry.
- Complete the maiden drill program on Urasar with results to market in February 2025.
- Secure a third property in the Tethyan Belt.

Notes- Hayasa Metals