



# 1Q 2025

## Earnings Presentation

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May 8, 2025



# Earnings Call Agenda

I. Strategic Overview

II. Financial Review:  
Q1 2025 Results

III. Q&A



**Cromwell Coulson**  
President,  
Chief Executive Officer



**Antonia Georgieva**  
Chief Financial Officer



**Dan Zinn**  
General Counsel &  
Chief of Staff

# CAUTIONARY STATEMENT REGARDING FORWARD LOOKING STATEMENTS

This conference call and presentation materials may contain forward-looking statements about the Company's future plans, expectations, and objectives concerning, but not limited to, the Company's expected financial results for 2025. Words such as may, will, expect, intend, anticipate, plan, believe, could, estimate, and variations of these words and similar expressions are intended to identify as forward-looking statements. These forward-looking statements are not historical facts and are subject to risks and uncertainties that could cause the actual results to differ materially from those predicted in these forward-looking statements. These risks and uncertainties could include, but are not limited to, the risk factors described in the Risk Factors section of the Company's Annual Report for the year ended December 31, 2024. The Company does not intend and undertakes no obligation to update its forward-looking statements to reflect future events or circumstances.

In addition to disclosing results prepared in accordance with GAAP, the Company also discloses certain non-GAAP results of operations, including adjusted EBITDA and adjusted diluted earnings per share that either exclude or include amounts that are described in the reconciliation table of GAAP to non-GAAP information provided at the end of our first quarter 2025 earnings press release. The Non-GAAP financial measures do not replace and are not superior to the presentation of GAAP financial results but are provided to improve overall understanding of the Company's current financial performance. Management believes that this non-GAAP information is useful to both management and investors regarding certain additional financial and business trends related to the operating results. Management uses this non-GAAP information, along with GAAP information, in evaluating its historical operating performance.

# Financial Trends and Highlights

## Revenue Trends

OTC Link

+ 22%

Market Data  
Licensing

+ 15%

Corporate  
Services

- 1%

OTC Markets

Gross Revenue  
\$30.4M, ▲ 10%

Net Income  
\$6.0M, ▲ 1%

Operating Margin  
▼ 30 basis points



# Our Strategic Priorities for 2025



**One Team,  
One Platform  
Driving  
Results to  
Build the Value  
of One Share**



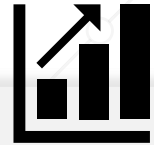
**Increase the  
Number of  
Securities on  
our Markets:  
Overnight**



**Transform the  
Client  
Connection  
and Improve  
the Quality of  
Information:  
OTCID Market**



**Mitigate  
Operational  
Risk and  
Strengthen  
Regulatory  
Compliance**

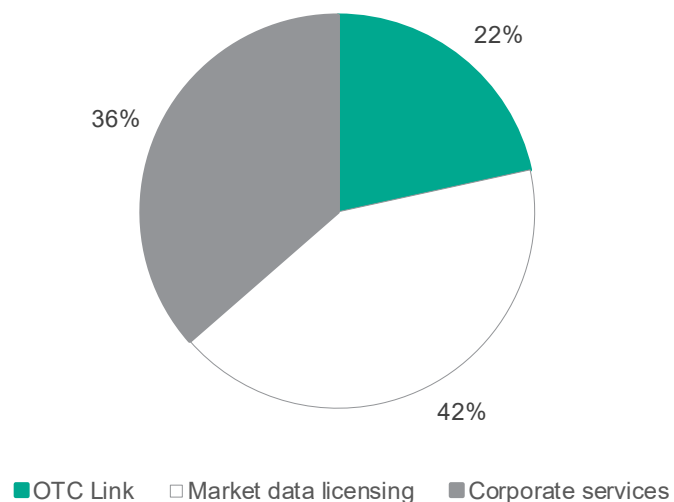
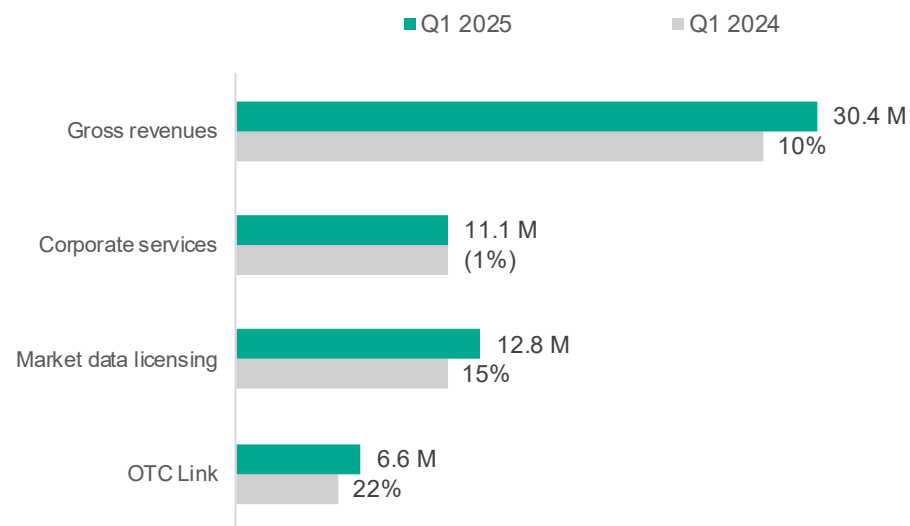


**Increase Users  
and Usage to  
Grow Revenue  
across  
Product Lines**

# Financial Review

Q1 2025 Results

# Q1 2025 Revenue



Individual amounts may not sum up to the total amounts due to rounding

## ECN & NQB Revenue

**+ 46%**

~56k Avg Daily Trades  
+ 63% vs PYQ

## Market Data

**+ 15%**

Pro Users Revenue  
**+ 20 %**  
Non-pro Users Revenue  
**+ 45%**

## Corporate Services

**- 1%**

+ 1% OTCQX  
- 2% OTCQB  
+ 2% DNS

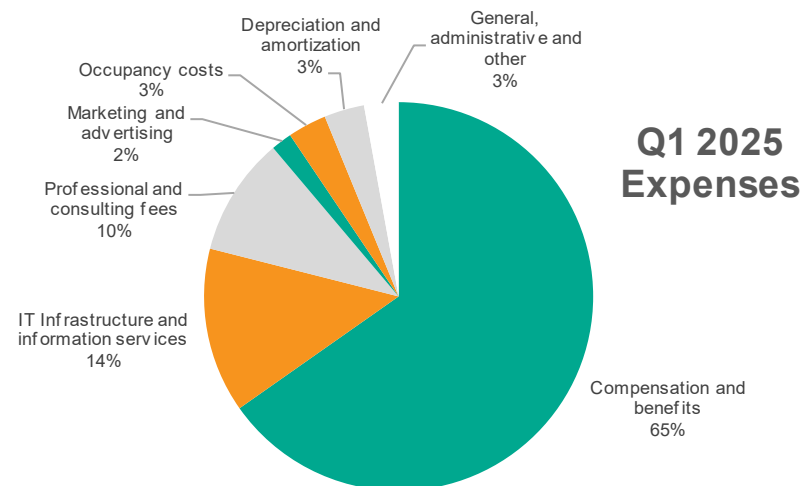
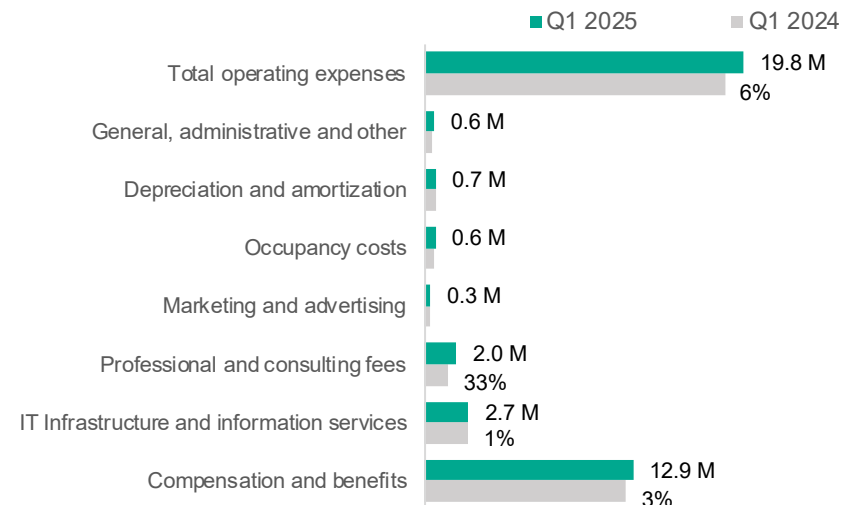
## BD License Revenue

**+ 31%**

EDGAR Online  
- 10% vs PYQ



# Q1 2025 Expenses



Individual amounts may not sum up to the total amounts due to rounding

OpEx (ex DEPR) as  
% of Gross Revenue

63%

vs 65%  
for the PYQ

Operating Margin

24.7%

vs 25.0%  
for the PYQ

Compensation as %  
of OpEx

65%

vs 67%  
for the PYQ

Headcount

131

Up 3 vs 128 PYQ



# Q1 2025 Highlights

Gross Revenues

**30.4M**

+ 10%

Operating Expenses  
19.8M, + 6%

Revenues less  
transaction-based  
expenses

**27.1M**

+ 7%

Effective Tax Rate

**18.6%**

vs 12.9% PYQ

Adjusted EBITDA

**9.8M**

\$0.81 per Diluted Share

Operating Income

**7.3M**

+ 9%

Operating Margin  
- 30 basis points

Net Income

**6.0M**

+ 1%

Fully Diluted  
GAAP EPS \$0.50

Cash Used in  
Operations

**818k**

vs 709k PYQ

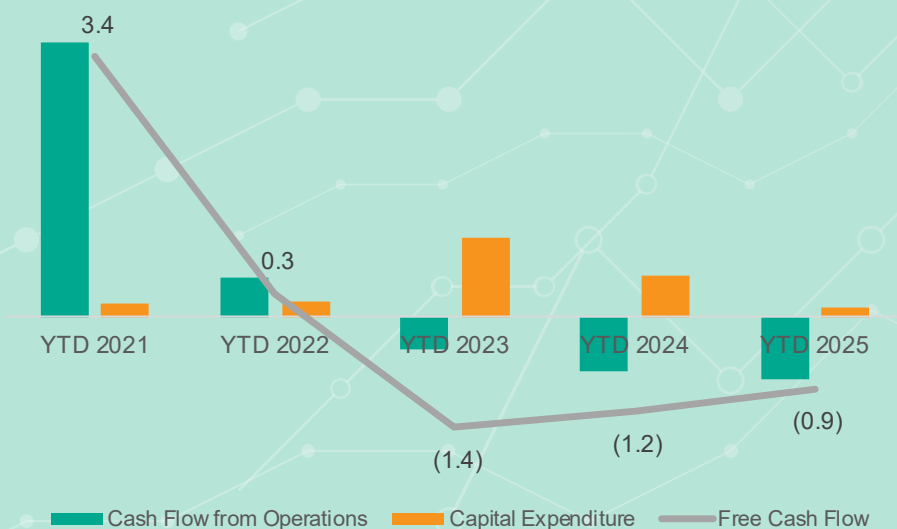
Cash Returned to  
Shareholders

**5.1M**

unchanged from PYQ

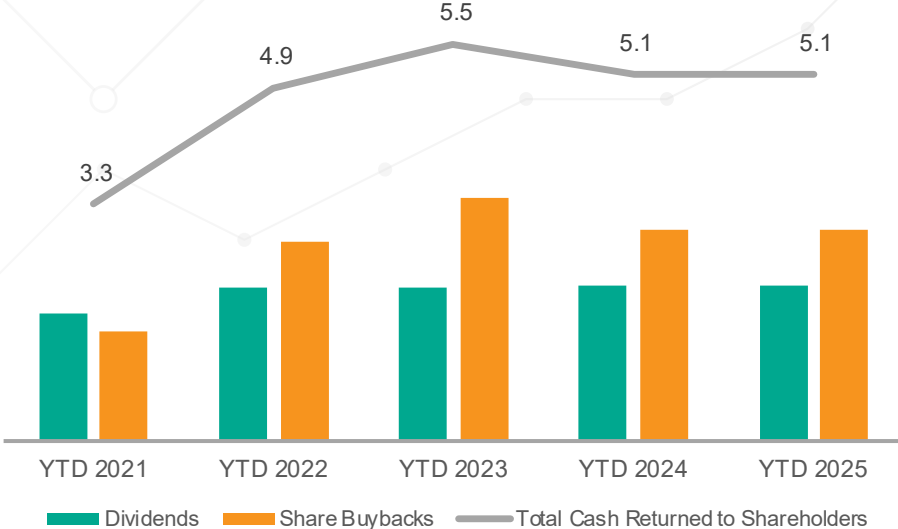
# Cash Flows & Capital Allocation Strategy

Free Cash Flow



Invest in our people and platform to deliver long term sustainable growth in earnings and free cash flow per share

Shareholder Returns



Grow shareholder returns and utilize buybacks to provide employee liquidity for our equity compensation program

# Questions & Answers



# Appendix

# Balance Sheet Summary

(in thousands)

	March 31, 2025	December 31, 2024	% change
<b>Assets</b>			
Cash and cash equivalents	\$ 29,016	\$ 34,522	(16%)
Short-term investments	3,871	4,513	(14%)
Accounts receivable, net of allowance for credit losses of \$462 and \$326	9,268	8,097	14%
Other Current Assets	3,201	2,481	29%
Total Current assets	45,356	49,613	(9%)
Property and equipment, net	6,697	7,096	(6%)
Other Assets	33,997	34,033	-
<b>Total Assets</b>	<b>\$ 86,050</b>	<b>\$ 90,742</b>	<b>(5%)</b>
<b>Liabilities and stockholders' equity</b>			
Current liabilities	\$ 36,700	\$ 43,738	(16%)
Other Liabilities	10,926	11,287	(3%)
<b>Total Liabilities</b>	<b>47,626</b>	<b>55,025</b>	<b>(13%)</b>
<b>Total Stockholders' Equity</b>	<b>38,424</b>	<b>35,717</b>	<b>8%</b>
<b>Total Liabilities and Stockholders' Equity</b>	<b>\$ 86,050</b>	<b>\$ 90,742</b>	<b>(5%)</b>



# Income Statement Summary

	Three Months Ended March 31,		
	2025	2024	% change
(in thousands, except share and per share information)			
OTC Link	\$ 6,563	\$ 5,397	22%
Market data licensing	12,783	11,088	15%
Corporate services	11,080	11,172	(1%)
<b>Gross revenues</b>	<b>30,426</b>	<b>27,657</b>	<b>10%</b>
Redistribution fees and rebates	(994)	(840)	18%
Net revenues	29,432	26,817	10%
Transaction-based expenses	(2,375)	(1,508)	57%
<b>Revenues less transaction-based expenses</b>	<b>27,057</b>	<b>25,309</b>	<b>7%</b>
<b>Operating expenses</b>			
Compensation and benefits	12,906	12,522	3%
IT Infrastructure and information services	2,715	2,699	1%
Professional and consulting fees	1,956	1,466	33%
Marketing and advertising	343	263	30%
Occupancy costs	638	585	9%
Depreciation and amortization	660	653	1%
General, administrative and other	565	422	34%
<b>Total operating expenses</b>	<b>19,783</b>	<b>18,610</b>	<b>6%</b>
<b>Income from operations</b>	<b>7,274</b>	<b>6,699</b>	<b>9%</b>
<b>Other income</b>			
Other income	150	175	(14%)
<b>Income before provision for income taxes</b>	<b>7,424</b>	<b>6,874</b>	<b>8%</b>
Provision for income taxes	1,384	890	56%
<b>Net Income</b>	<b>\$ 6,040</b>	<b>\$ 5,984</b>	<b>1%</b>
Earnings per share			
Basic	\$ 0.50	\$ 0.50	-
Diluted	\$ 0.50	\$ 0.49	2%
Basic weighted average shares outstanding			
	11,756,815	11,705,383	-
Diluted weighted average shares outstanding			
	11,834,071	11,863,089	-



# Reconciliation of GAAP to Non-GAAP Results

(in thousands, except per share information)

	Three Months Ended March 31,		% change
	2025	2024	
<b>Net Income</b>	\$ 6,040	\$ 5,984	1%
Excluding:			
Interest expense (income)	(149)	(175)	(15%)
Provision for income taxes	1,384	890	56%
Depreciation and amortization	660	653	1%
Stock-based compensation expense	1,881	1,826	3%
<b>Adjusted EBITDA</b>	<u>\$ 9,816</u>	<u>\$ 9,178</u>	<u>7%</u>
Adjusted diluted earnings per share	\$ 0.81	\$ 0.76	7%

Note: We use non-GAAP financial measures of operating performance. Non-GAAP measures do not replace and are not superior to the presentation of our GAAP financial results, but are provided to improve overall understanding of the Company's current financial performance.

# Cash Flow Summary

	Three Months Ended March 31,				
	2025	2024	2023	2022	2021
(in thousands)					
Cash Flow from Operations	(818)	(709)	(416)	502	3,566
Capital Expenditure	(116)	(522)	(1,025)	(194)	(180)
<b>Free Cash Flow</b>	<b>\$ (934)</b>	<b>\$ (1,231)</b>	<b>\$ (1,441)</b>	<b>\$ 308</b>	<b>\$ 3,386</b>
Dividends Paid	(2,162)	(2,154)	(2,145)	(2,133)	(1,765)
Share Buybacks	(2,934)	(2,944)	(3,379)	(2,776)	(1,522)
Other	524	(420)	(515)	(454)	(320)
<b>Uses of free cash flow</b>	<b>\$ (4,572)</b>	<b>\$ (5,518)</b>	<b>\$ (6,039)</b>	<b>\$ (5,363)</b>	<b>\$ (3,607)</b>
Net change in cash, cash equivalents, and restricted cash	(5,506)	(6,749)	(7,480)	(5,055)	(221)