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## SRAX, Inc. (NASDAQ: SRAX)

August 18, 2021

### BUY: Q2 Results; Raising Price Target

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SRAX reported Q2 results and raised revenue guidance for the year to a range of \$30 million to \$32 million, from its prior range of \$25 million to \$27 million. We have raised our estimates for this year and next and believe the potential to exceed current guidance is high. We reiterate our Buy recommendation and raise our price target to \$11.50, from \$10, based on the higher revenue estimate for 2022.

We are raising our estimates and price target for SRAX after the company posted better-than-expected Q2 results. Sequire continues to out-perform expectations and is the source of the better-than-expected results and the increased estimates. We believe there is potential upside to our estimates. For Q3 and Q4, our estimates are at the low end of guidance, and we estimate revenue of \$45 million next year is achievable if revenue per Sequire subscriber continues at the same pace as the first half of this year.

Our new price target of \$11.50 is based on an EV/Sales multiple of 7x our 2022 revenue estimate of \$38.7 million. There is potential upside to this target if the shares can trade at the 9.6x multiple of the peer group and/or if revenue of \$45 million is achieved, which appears possible if revenue per Sequire subscriber continues at the same pace as the first half of this year.

Consolidated EBITDA for Q2 was a loss of \$0.4 million. Of this, Sequire contributed \$1.4 million (positive) EBITDA and BIGToken contributed a \$1.8 million EBITDA loss. When SRAX ownership of FPVD falls under 50% (currently 62%), BIGToken's results will not be consolidated and the profitability and financial strength will, in our opinion, become more apparent.

Sequire subscribers grew from 125 at the end of 2020 to 183 at the end of Q1 and 225 as of the end of Q2. The company is targeting quarterly increases of 50 subscribers, although we have assumed less than the company's target in our forecast.

SRAX owns 159 billion shares of Force Protection Video Equipment (FPVD-\$0.004, not rated) valued at \$632 million at yesterday's close. This is over \$25 per SRAX share. The FPVD shares are now registered and SRAX is evaluating different monetization options. FPVD shares have been declining; a recent capital raise was at a fraction of the current open market price, so we have not incorporated a sale of the FPVD position in our price target.

**Valuation:** Our price target of \$11.50 is based on an EV/Sales multiple of 7x our 2022 revenue estimate of \$38.7 million. The EV/Sales multiple is a discount of more than 25% to the group median of 9.6x (see table on page 4). At the group median, the price target would be \$15.60.

**Risks to Target:** Risks to achieving our price target include negative impacts of the COVID-19 pandemic, the ability to scale the Sequire platform, introduction of new platform services, ability to make debt and acquisition payments, potential pressure on the share price from conversion of the OID and exercise of warrants followed by sale of the shares received in the exercise.

Current Price	\$4.23		
Price Target	\$11.50		
Estimates	F2020A	F2021E	F2022E
Revenues (\$000s)	\$ 8,647	\$ 30,244 E	\$ 38,690
1Q March	\$ 351	\$ 5,442 A	\$ 8,430
2Q June	\$ 1,165	\$ 7,677 A	\$ 9,400
3Q September	\$ 2,609	\$ 8,190 E	\$ 10,020
4Q December	\$ 4,522	\$ 8,935 E	\$ 10,840
	F2020A	F2021E	F2022E
EPS (diluted)	\$ (1.00)	\$ (0.58)E	\$ 0.30
1Q March	\$ (0.21)	\$ (0.57)A	\$ 0.04
2Q June	\$ (0.38)	\$ (0.24)A	\$ 0.07
3Q September	\$ (0.45)	\$ 0.06 E	\$ 0.08
4Q December	\$ 0.01	\$ 0.06 E	\$ 0.11
EBITDA (\$Ms)	\$ (8.4)	\$ 0.7	\$ 6.7
EV/EBITDA (x)	-8.8x	103.3x	11.1x
Stock Data			
52-Week Range	\$2.06	-	\$7.29
Shares Outstanding (mil.)	24.9		
Market Capitalization (mil.)	\$106		
Enterprise Value (mil.)	\$74		
Debt to Capital	8%		
Book Value/Share	\$1.38		
Price/Book	3.1x		
Average Three Months Trading Volume (K)	721		
Insider Ownership	11.3%		
Institutional Ownership	21.1%		
Short interest (mil.)	3.2%		
Dividend / Yield	\$0.00/0.0%		

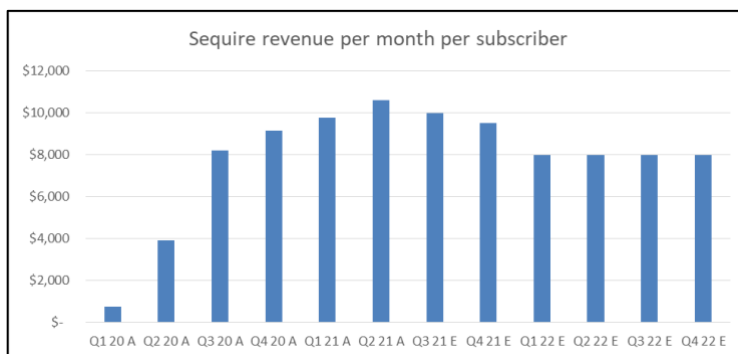


Revenue and gross profit were higher than expected, 11% and 24%, respectively. Operating expenses were also higher than forecast, as the company is building for future growth.

Q2 Actual v Estimates (\$ in 000's except per share data)					
Q2 21		Actual	Estimates	Delta	% Delta
Revenues	\$	7,677	\$ 6,896	\$ 782	11%
Cost of Revenues		1,453	1,882		
Gross Profit		6,224	5,014	1,210	24%
Employee related costs		2,827	2,316		
Marketing and selling expenses		1,870	1,160		
Platform costs		112	106		
Depreciation and amortization		372	384		
G&A		2,112	1,252		
Operating Expenses		7,293	5,218	2,075	40%
Operating Income		(1,069)	(204)	(865)	
Interest Income	\$	8			
Total Financial Expenses		(382)	(555)		
Other		(4,561)	0		
Pretax Income		(6,012)	(759)		
Taxes	\$	-	\$ -		
	\$	272	\$ 200		
Net Income (Loss)		(5,740)	(559)		
Diluted EPS	\$	(0.24)	\$ (0.02)		
Diluted Shares		23,631	23,186		
Operating Income		(1,069)	(204)		
Equity based compensation		253	253		
Depreciation & Amort.		372	384		
Other		0	0		
Adj. EBITDA	\$	(444)	\$ 433	\$ (877)	
Margin					

Source: SRAX, Inc. and Dawson James Securities estimates

Revenue per month per subscriber continues to rise and reached a record of \$10,593 in Q2. Revenue is a combination of a subscription fee and optional managed services. The managed services piece will fluctuate with various factors including renewal rates and the ratio of managed services clients to the total. We have assumed revenue per month per subscriber falls from current levels, primarily to be conservative until a longer record is available.



Source: SRAX, Inc. and Dawson James Securities estimates

The company booked a \$4.6 million loss on its portfolio of marketable securities yet ended the quarter with a portfolio valued at \$24.1 million, up from \$18 million at the end of Q1. The increase was driven by additions to the portfolio of \$11.3 million, a function of the \$11.4 million in bookings, offset by sales of \$600 thousand and the change in the value of the portfolio. We expect the portfolio to be a volatile part of the company's earnings. For example, in Q1, the portfolio posted a gain of \$4.5 million, reversing in Q2. The company will mitigate swings by issuing a \$6.5 million special dividend to shareholders in the form of a non-voting, non-tradeable preferred that will hold \$6.5 million of the portfolio. As the shares are sold, the proceeds will be distributed to the owners of the preferred shares. This is a clever way to lower earnings volatility and return excess cash to shareholders, in our view.

## Outlook

Our revenue estimates build off three sources of revenue: 1) Sequire, 2) BIGToken, and 3) conferences/events from LD Micro. We assume most of the growth over our forecast horizon comes from Sequire's subscription platform and associated media/data revenue.

Our estimate for consolidated sales (including BIGToken) for 2021 is \$30.2 million, up from \$8.6 million in 2020, with most of the increase coming from Sequire. For 2022, we project revenue of \$38.7 million, with almost all of the increase driven by Sequire.

\$ in millions	2020A	2021E	2022E
Sequire	5.8	25.7	34.1
BigToken	2.2	3.4	3.4
Conference & other	0.7	1.1	1.2
Total	\$ 8.6	\$ 30.2	\$ 38.7

Source: Dawson James Securities estimates

We have modeled subscribers increasing from 225 at the end of Q2 to 295 by year-end and 415 by the end of 2022. As mentioned above, we have assumed revenue per month per subscriber subsides from current levels, but there is currently no indication this is occurring and is a source of upside to our estimates if monthly revenue per subscribers stays at current levels or increases.

For modeling purposes, we have assumed BIGToken will be consolidated for our forecast period with revenue and opex about flat with current levels. However, BIGToken will not be subject to consolidation when SRAX's ownership falls below 50%, which could be by year-end. Also, BIGToken revenue and opex will likely be driven by the company's ability to raise additional capital.

	2021E		2022E	
	Old	New	Old	New
Revenue (\$M)	\$ 26.9	\$ 30.2	\$ 32.9	\$ 38.7
EPS	\$ (0.50)	\$ (0.58)	\$ 0.07	\$ 0.30
EBITDA (\$M)	\$ 0.9	\$ 0.7	\$ 3.5	\$ 6.7

Source: Dawson James Securities estimates

The company announced a \$10 million stock buyback program funded with Sequire bookings and the monetization of its FPVD position. At current prices, that would equal less than 10 days of volume, and we believe the impact on the share price will be ephemeral.

## Valuation

SaaS/Database providers' shares commonly trade between 5x and 20x forward-12-month (FTM) sales partly due to their 40% to 55% EBITDA margins. We think SRAX is capable of achieving that level of margins, but it will require greater scale.

		Price	TEV (\$ in M)	FTM Sales (\$ in M)	EV/ Sales
BR	Broadridge Financial Solutions, Inc.	\$ 176.80	\$ 24,765.1	\$ 5,483.8	4.5x
CSGP	CoStar Group, Inc.	83.19	30,224.9	2,099.1	14.4x
DNB	Dun & Bradstreet Holdings Inc	18.44	11,607.8	2,209.3	5.3x
EFX	Equifax Inc.	261.92	35,659.3	4,914.4	7.3x
GPN	Global Payments Inc.	167.20	58,760.7	8,105.9	7.2x
INFO	IHS Markit Ltd.	119.88	53,329.2	4,825.1	11.1x
MCO	Moody's Corporation	381.87	76,366.3	6,016.5	12.7x
MSCI	MSCI Inc. Class A	629.48	54,651.6	2,114.4	25.8x
NLSN	Nielsen Holdings Plc	22.82	14,121.8	3,549.2	4.0x
SPGI	S&P Global, Inc.	444.18	110,522.4	8,198.0	13.5x
TRU	TransUnion	118.98	25,975.5	3,158.4	8.2x
VRSK	Verisk Analytics Inc	193.00	34,329.1	3,095.5	11.1x
	Median				9.6x
SRAX	SRAX, Inc. Class A	\$ 4.23	\$ 75.8	\$ 35.5	2.1x

Source: FactSet and Dawson James Securities estimates

Based on our forward-12-month revenue estimate of \$35.5 million, SRAX shares trade below that range, or at 2.1x forward-12-month sales, and at 2.0x our 2022 sales estimate of \$38.7 million.

### Price Target

Our price target of \$11.50 is based on an EV/Sales multiple of 7x our 2022 revenue estimate of \$38.7 million. The EV/Sales multiple is a discount of more than 25% to the group median of 9.6x and reflects the risks of achieving our revenue estimate. At the group median, the price target would be \$15.60. Our revenue estimate for 2022 includes \$3.4 million from BIGToken so implicitly values SRAX's 62% share of BIGToken at \$15 million, far below the \$636 million current public market value of SRAX's ownership of BIGToken.

### Risk Analysis

Risks to achieving our price target include negative impacts of the COVID-19 pandemic, the ability to scale the Sequire platform, introduction of new platform services, ability to make debt and acquisition payments, potential pressure on the share price from conversion of the OID and exercise of warrants followed by sale of the shares received in the exercise.



**Exhibit 1. Income Statement**

(\$ in 000s, except per-share data)

\$ in 000's	2018	2019	2020	Q1 21 A	Q2 21 A	Q3 21 E	Q4 21 E	2021 E	2022 E
Revenues	\$ 9,881	\$ 3,584	\$ 8,647	\$ 5,442	\$ 7,677	\$ 8,190	\$ 8,935	\$ 30,244	\$ 38,690
Cost of Revenues	3,157	1,680	2,589	1,650	1,453	1,628	1,757	6,487	7,876
Gross Profit	6,724	1,904	6,058	3,792	6,224	6,563	7,179	23,757	30,814
Operating Expenses	18,443	19,762	17,655	5,218	7,293	6,692	6,345	25,548	26,615
Operating Income	\$ (11,719)	\$ (17,858)	\$ (11,597)	\$ (1,426)	\$ (1,069)	\$ (130)	\$ 833	\$ (1,791)	\$ 4,199
Total Financial Expenses	(3,057)	(716)	(12,150)	(15,025)	(382)	(297)	(297)	(16,000)	32
Other	23,519	1,715	9,068	4,507	(4,561)	1,126	0	1,072	0
Pretax Income	8,744	(16,859)	(14,679)	(11,944)	(6,012)	700	537	(16,719)	4,231
Taxes	0	0	26	0	0	0	0	0	0
Loss from noncontrolling interest	0	0	0	854	272	945	945	3,016	3,780
Net Income (Loss)	\$ 8,744	\$ (16,859)	\$ (14,705)	\$ (11,090)	\$ (5,740)	\$ 1,645	\$ 1,482	\$ (13,703)	\$ 8,011
Diluted EPS	\$ 0.86	\$ (1.37)	\$ (1.00)	\$ (0.57)	\$ (0.24)	\$ 0.06	\$ 0.06	\$ (0.58)	\$ 0.30
Diluted Shares	10,121	12,293	14,650	19,412	23,631	25,496	26,067	23,651	26,787
Operating Income	(11,719)	(17,858)	(11,597)	(1,426)	(1,069)	(130)	833	(1,791)	4,199
Equity based compensation	1,879	1,167	1,852	253	253	253	253	1,012	1,012
Depreciation & Amort.	768	1,163	1,303	384	372	372	372	1,500	1,488
Adj. EBITDA	\$ (9,073)	\$ (15,528)	\$ (8,442)	\$ (789)	\$ (444)	\$ 495	\$ 1,458	\$ 721	\$ 6,699
	2018	2019	2020	Q1 21 A	Q2 21 A	Q3 21 E	Q4 21 E	2021 E	2022 E
Revenues	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Cost of Revenues	32.0%	46.9%	29.9%	30.3%	18.9%	19.9%	19.7%	21.4%	20.4%
Gross Profit	68.0%	53.1%	70.1%	69.7%	81.1%	80.1%	80.3%	78.6%	79.6%
Operating Expenses	186.7%	551.4%	204.2%	95.9%	95.0%	81.7%	71.0%	84.5%	68.8%
Operating Income	-118.6%	-498.3%	-134.1%	-26.2%	-13.9%	-1.6%	9.3%	-5.9%	10.9%
Total Financial Expense	-30.9%	-20.0%	-140.5%	-276.1%	-5.0%	-3.6%	-3.3%	-52.9%	0.1%
Other	238.0%	47.9%	104.9%	82.8%	-59.4%	13.7%	0.0%	3.5%	0.0%
Net Income (Loss)	88.5%	-470.4%	-170.1%	-203.8%	-74.8%	20.1%	16.6%	-45.3%	20.7%
EBITDA	-91.8%	-433.3%	-97.6%	-14.5%	-5.8%	6.0%	16.3%	2.4%	17.3%

Source: SRAX, Inc. and Dawson James Securities estimates

**Exhibit 2. Balance Sheet and Cash Flow Statements**

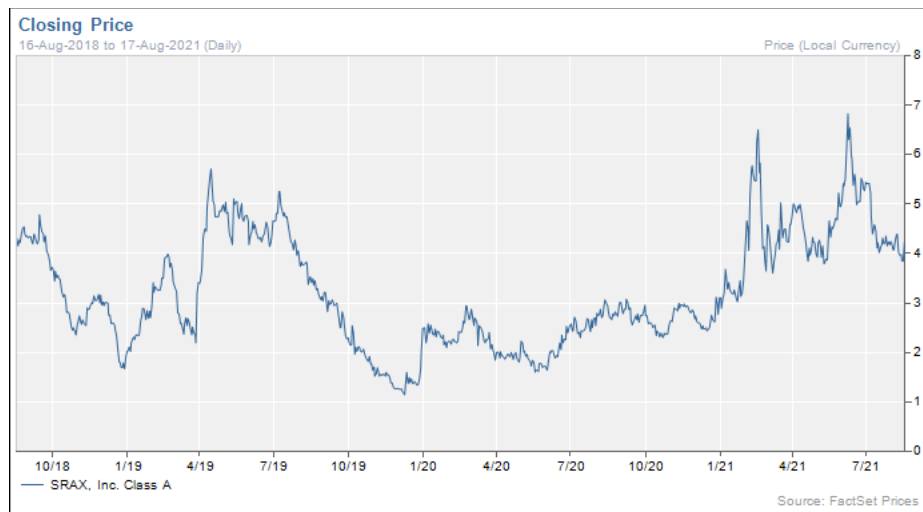
(\$ in 000s, except per-share data)

\$ in 000's	2018	2019	2020	2021 E	2022 E
<b>Current Assets</b>					
Cash and Cash Equivalents	2,785	32	451	8,109	16,409
Accounts Receivables	1,829	805	2,608	5,385	6,534
Prepaid Expenses	467	715	367	1,309	1,589
Marketable Securities	0	0	8,447	24,130	24,130
Other Current Assets	387	306	0	0	0
<b>Total Current Assets</b>	<b>\$ 5,468</b>	<b>\$ 1,858</b>	<b>\$ 11,873</b>	<b>\$ 38,934</b>	<b>\$ 48,661</b>
<b>Non Current Assets</b>					
Notes Receivable	0	0	893	917	917
Property and Equipment, net	192	191	118	169	185
Goodwill	15,645	15,645	23,351	23,351	23,351
Intangible Assets	1,763	1,966	2,409	2,044	1,799
Right-of-Use Asset	0	456	366	314	314
Other Assets	51	118	3	36	36
<b>Total Assets</b>	<b>\$ 23,118</b>	<b>\$ 20,234</b>	<b>\$ 39,013</b>	<b>\$ 65,765</b>	<b>\$ 75,264</b>
<b>Current Liabilities</b>					
AP and Accrued Expenses	3,575	2,442	3,561	3,873	4,699
Derivative liability	496	4,397	0	0	0
Other Current Liabilities	0	537	8,711	12,895	12,545
Payroll protection loan	0	0	747	0	0
OID convertible debentures	0	0	6,016	0	0
<b>Total Current Liabilities</b>	<b>\$ 9,017</b>	<b>\$ 7,376</b>	<b>\$ 19,035</b>	<b>\$ 16,768</b>	<b>\$ 17,244</b>
<b>Non Current Liabilities</b>					
Lease Obligation	0	352	243	182	182
Payroll protection loan	0	0	379	0	0
Deferred tax liability	0	0	131	131	131
<b>Total Stockholders' Equity</b>	<b>14,101</b>	<b>12,506</b>	<b>19,225</b>	<b>48,684</b>	<b>57,706</b>
<b>Total Liabilities &amp; Stockholders' Equity</b>	<b>\$ 23,118</b>	<b>\$ 20,234</b>	<b>\$ 39,013</b>	<b>\$ 65,765</b>	<b>\$ 75,264</b>
<b>Operating Activities</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021 E</b>	<b>2022 E</b>
Net Income	8,744	(16,859)	(14,705)	(13,703)	8,011
Depreciation and Amortization	768	1,163	1,303	1,500	1,488
Stock based Compensation	1,879	1,167	1,852	1,012	1,012
Other	(22,481)	(654)	1,317	15,082	0
Working Capital	(2,572)	(167)	(3,256)	(14,870)	(952)
<b>Operating Cash Flow</b>	<b>\$ (13,663)</b>	<b>\$ (15,350)</b>	<b>\$ (13,489)</b>	<b>\$ (12,106)</b>	<b>\$ 9,559</b>
<b>Investing Activities</b>					
CapEx	(82)	(73)	0	(132)	(100)
Digital Currency Assets/Other	(63)	0	32	(33)	0
Development of Software	(961)	(1,292)	(1,205)	(1,054)	(1,159)
Sale of marketable securities	0	0	916	2,903	0
Acquisition/Disposal	22,981	570	6,303	(1,784)	0
<b>Cash from Investing Activities</b>	<b>\$ 21,875</b>	<b>\$ (795)</b>	<b>\$ 6,046</b>	<b>\$ (100)</b>	<b>\$ (1,259)</b>
<b>Financing Activities</b>					
Debt	(6,545)	0	7,862	(1,026)	0
Equity	100	13,393	0	20,890	0
Other	0	0	0	0	0
<b>Cash from Financing Activities</b>	<b>\$ (6,445)</b>	<b>\$ 13,393</b>	<b>\$ 7,862</b>	<b>\$ 19,864</b>	<b>\$ -</b>
<b>Change in Cash</b>	<b>\$ 1,768</b>	<b>\$ (2,752)</b>	<b>\$ 419</b>	<b>\$ 7,658</b>	<b>\$ 8,300</b>

Source: SRAX, Inc. and Dawson James Securities estimates

## **Important Disclosures:**

### **Price Chart:**



### **Price target and ratings changes over the past three years:**

Initiated – Buy – April 19, 2021 – Price Target \$10.00

Update – Buy – May 18, 2021 – Price Target \$10.00

Price Target Change – Buy – August 18, 2021 – Price Target \$11.50

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- 2) **Neutral:** The analyst believes the price of the stock is fairly valued for the next 12-18 months.
- 3) **Sell:** The analyst believes the price of the stock will decline by at least 20% over the next 12-18 months and should be sold.

The following chart reflects the range of current research report ratings for all companies, followed by the analysts of the Firm. The chart also reflects the research report ratings relating to those companies for which the Firm has performed investment banking services.

As of: 3-Aug-21

	<b>Company Coverage</b>		<b>Investment Banking</b>	
<b>Ratings Distribution</b>	<b># of Companies</b>	<b>% of Total</b>	<b># of Companies</b>	<b>% of Totals</b>
Market Outperform (Buy)	25	71%	4	16%
Market Perform (Neutral)	10	29%	0	0%
Market Underperform (Sell)	0	0%	0	0%
<b>Total</b>	<b>35</b>	<b>100%</b>	<b>4</b>	<b>11%</b>

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