

# GOING GRAVITAS

June 2021

**THANK YOU** for joining us for the 2nd edition of the Going Gravitas newsletter. We trust you will find this newsletter informative as we discuss our team's involvement in the recent few months here at Gravitas Securities.

We are tremendously fortunate to have the continued support of truly incredible companies, investors, and leaders who collectively create the social fabric of the Canadian and global growth capital markets. We look forward to continuing to support trusted and driven management and founders focused on disrupting their respective industries and sectors.

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## GRAVITAS SECURITIES' 4TH ANNUAL GROWTH CONFERENCE

For the 4th consecutive year, we hosted our [Annual Gravitas Growth Conference](#) at the beautiful Fairmont Pacific Rim Hotel in Downtown Vancouver. Our annual conference brought together some of North America's most innovative, growth-oriented companies with institutional, retail, and high net worth investors while adhering to strict COVID-19 guidelines.

Due to the ongoing pandemic, we pivoted to a hybrid model (in-person and virtual conference). We featured over 15 public and private companies across emerging and growth sectors, as well as 5 panel discussions. We successfully hosted in the order of over 75 one-on-one meetings and approximately 10,000 virtual interactions during the conference, with over around 600 registrants in-person and online.

[Please click here to view our conference highlights!](#)





## GENERAL ASSEMBLY

(TSXV: GA RESERVED)

**G**eneral Assembly (TSXV: GA Reserved), a booming consumer packaged goods brand in the direct-to-consumer home-meal solutions space, closed an oversubscribed \$12.7M Series A round, far exceeding its \$3.5M target, that was sole-led by Gravititas Securities. Gravititas Securities secured a strong and diverse shareholder base for the omnichannel brand that launched its pizza subscription business at the tail end of 2020.

"GA Pizza's strong leadership team, coupled with demand for premium and elevated culinary experiences at home, made this a tremendously exciting opportunity for our investor base," said Kia Besharat, Senior Managing Director & Head of Capital Markets Origination at Gravititas Securities.

See a recent [CBC feature](#) highlighting some of the tailwinds in the pizza sector.

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## EQIBANK

(TSXV: BANK RESERVED)

**E**QIBank (TSXV: BANK Reserved), one of the world's leading digital banks, closed an oversubscribed Series A investment of \$12.5M, far exceeding its original \$7M target, where Gravititas Securities served as co-lead agent. The financing will be used to fund EQIBank's continued global expansion and for further investment in its proprietary banking platform.

Founded in 2015, EQIBank is a global but personal digital bank focused on emerging affluent, mass affluent, high net worth and corporate clients. With banking clients in over 180 countries worldwide, EQIBank is at the forefront of leveraging digital technology to shape the future of global banking.

See the following [Forbes article](#) where Jason Blick, CEO of EQIBank, highlights the company's position in helping drive the decentralized finance (DeFi) industry.

## MEDNOW (TSXV: MNOW)



**M**ednow (TSXV: MNOW), a Canadian healthcare technology company offering virtual access with exceptional care, closed on its initial public offering (IPO) of \$37.0M, with Gravitas Securities acting as a co-lead agent. In June 2020, Gravitas Securities also acted as financial advisor on a \$6.5M Seed Round.

Patients now have access to a network of pharmacies across Canada, free at-home delivery of medications (and all pharmacy products), a specialized

PillSmart system that packages prescriptions and vitamins by date and time, as well as access to telemedicine virtual care.

See the recent [Globe & Mail feature](#) celebrating Mednow's recent IPO onto the TSX Venture Exchange.

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## XS FINANCIAL (CSE: XSF)

**XS FINANCIAL**  
EQUIPMENT LEASING

**X**S Financial (CSE: XSF), which specializes in providing capital expenditure financing solutions to cannabis companies in the United States, closed a private placement of \$13.4M with Gravitas Securities acting as a co-lead agent. David Kivitz, CEO of XS Financial, commented, "We are extremely appreciative of the significant number of existing investors who participated in our offering and welcome many new institutional and strategic investors. With this offering completed, existing bank financing, and syndication opportunities, the company expects to quickly scale its leasing portfolio and add long-term monthly recurring payments, with the goal of driving shareholder returns."

We would like to congratulate the XS Financial team as it continues to pursue opportunities in the rapidly transforming regulatory landscape in the US cannabis markets.

**LUCKBOX**  
(TSXV: LUCK)



**L**uckbox (TSXV: LUCK), an award-winning betting company that offers legal, real-money betting, live streams, and statistics on all major esports and sports, closed a private placement of special warrants of \$17.8M with Gravitas Securities serving as the lead agent and sole bookrunner. "Luckbox's strong leadership team paired with the current size and growth potential of esports and sports betting led to the Offering being heavily oversubscribed, as investors begin to recognize this attractive sector and opportunity," said Drew Green, Chairman of Luckbox.

As early supporters of the Luckbox team, Gravitas Securities remains excited to continue to support Luckbox in their journey to establishing themselves as the global leader in the esports betting space.

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**EMERGE COMMERCE**  
(TSXV: ECOM)



**E**merge Commerce (TSXV: ECOM), a leading acquirer and operator of direct-to-consumer e-commerce brands closed an upsized private placement offering of \$12.1M special warrants with Gravitas Securities acting as a co-lead agent.

"Our cash position is at an all-time high, and we are preparing to accelerate our M&A efforts. We have been impressed by the quality of target acquisition candidates that we are screening carefully and are excited to proceed with the acquisition of the next batch of growing profitable D2C e-commerce brands," commented Ghassan Halazon, CEO and Founder of Emerge Commerce.

See a recent [Forbes feature](#) that discusses EMERGE Commerce's ability to capitalize on the rapidly growing e-commerce sector.

## CEMATRIX

(TSXV: CVX)



**C**EMATRIX (TSXV: CVX), a rapidly growing company that manufactures and supplies technologically advanced cellular concrete products developed from proprietary formulations across North America, closed a \$23.0M financing with Gravitas Securities acting as a co-lead agent. We would like to congratulate the CEMATRIX team as the company continues to scale as North America's largest cellular concrete

company, bolstered by President Biden's recent infrastructure commitments.

We would also like to congratulate the CEMATRIX team on being recognized as a TSX Venture 50 Company for the 2nd year in a row. The annual program showcases the top performing listed companies from five industry sectors, including clean technology and life Sciences, diversified industries, energy, mining, and technology.

## NANO ONE

(TSXV: NNO)



**N**ano One (TSXV: NNO), a technology company with a patented and scalable industrial process to produce low-cost, high-performance cathode materials used in lithium-ion batteries, closed its bought deal financing of \$28.9M with Gravitas Securities as a syndicate member.

A long supporter of the clean technology arena, Gravitas Securities co-led Nano One's October 2020 financing of \$14.45M. We are thankful for the opportunity to continue to

be Nano One's trusted partner as the company develops processing technology to enable lower-cost feedstocks, simplify production, and advance performance for a wide range of cathode materials.

# CLC NETWORK

(TSXV: CLC RESERVED)



**C**LC Network (TSXV: CLC Reserved), a leading Canadian mortgage technology company that is breaking the mold by focusing on both the long-term success of brokers and the overall experience of the homeowner, recently exceeded its \$7M target and closed an oversubscribed \$9M Series A financing round, led by Gravitass Securities.

Since its inception, CLC Network followed its guiding ethos of high growth innovation driven by profitability. Net income positive from day one, CLC Network has seen tremendous growth over the past four years, including an over 200% increase in revenue and 100% increase in funded mortgage volume for its 2020 fiscal year. Looking to the future, CLC Network's leadership is strategically focused on expanding the company's business into new places.

Gravitass Securities is grateful for the opportunity to work with CLC Network as they continue to drive growth and innovation in the Canadian mortgage industry.

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## HERE'S TO 2021!

**W**ith the year now well underway, we look forward to continuing our presence as the trusted advisor and partner to early-stage companies across sectors spanning technology, healthcare, mining/energy, cannabis, and consumer products/industrials. Thank you, and we look forward to building upon our success through our partnerships with companies that are pioneering their industries.

Sincerely,

**THE GRAVITAS SECURITIES TEAM**

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**GRAVITAS**  
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