



GOING GRAVITAS

January 2022

GREETINGS

Thank you for joining us for the 4th edition of the Going Gravitas newsletter. We trust you will find this newsletter informative as we discuss our team's involvement in the recent months across various industries.

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.

GRAVITAS SECURITIES' 5TH ANNUAL GROWTH CONFERENCE

We would like to extend an invite to please join us for our marquee event – Gravitas' 5th Annual Growth Conference taking place at the Fairmont Pacific Rim Hotel and also virtually on Thursday, March 3rd, 2022, in Vancouver, British Columbia (SOLD OUT for presenting companies). Last year was incredibly successful (see video highlights [here](#)), with 15 presenting companies, 350+ active guests in person and virtual, and over 10,000+ virtual interactions. Our event will include an audience of retail, venture capital, family office, and institutional investors highlighting some of the best emerging businesses in the growth space.

If you are interested in attending in person or virtually, please register at www.Gravitas5thAnnual.com to secure your spot in line for this second-to-none event.



GRAVITAS
SECURITIES INC.
5TH ANNUAL
GROWTH CONFERENCE
SOLD OUT - PRESENTING COMPANIES
IN-PERSON AND VIRTUAL ATTENDEE LIST OPEN

THURSDAY, MARCH 3RD, 2022
8:30 AM - 5:00 PM PST | Conference
5:00 PM - 6:00 PM PST | Cocktail Hour
Fairmont Pacific Rim Hotel & Virtually
1028 Geneva Place
Vancouver, BC, V6C 0B9

For more information or to join the in-person/virtual attendee list, please visit www.Gravitas5thAnnual.com

PRESENTING COMPANIES

ABOVE FOOD APOLLO BRÜUSH CRG | CONSULTING & RESEARCH GROUP
Delta CLEARTECH EMERGE EXO FANSUNITE
+ AxiomVC.CS Pineapple RELIQ HEALTH TECHNOLOGIES Xybiore

GRAVITAS SECURITIES' HEALTHCARE SUMMIT

On November 18th, Gravitas Securities hosted its Healthcare Summit at the Segal family Home in Vancouver. The Segal family has been an integral pillar in the Vancouver community since 1946. In addition to the family's business success, their philanthropic endeavors span the formation of the Segal Graduate School of Business at Simon Fraser University to the largest private donation of its kind in Canada towards mental health -- leading to the Segal Family Health Centre at the Vancouver General Hospital. The event acted as an excellent opportunity for Gravitas Securities' partners, friends, and like-minded portfolio companies in the healthcare space to connect and share meaningful insights.



GRAVITAS SECURITIES' HOLIDAY PARTIES



In celebration of the holidays, Gravitas Securities hosted a Vancouver and a Toronto holiday party. The Vancouver event took place on December 3rd at The Greek Gastown, while the Toronto event took place on December 9th at General Assembly Pizza's (TSXV: GA) downtown Toronto location. Both events were great opportunities for the trusted partners of Gravitas Securities, including retail, venture capital, family office, and institutional investors, to celebrate the holidays while making new connections.



GRAVITAS HOLIDAY PARTY, VANCOUVER, THE GREEK GASTOWN, DEC 3, 2021



GRAVITAS HOLIDAY PARTY, TORONTO, GENERAL ASSEMBLY, DEC 9, 2021



AGRIFORCE GROWING SYSTEMS

(NASDAQ: AGRI)

A griFORCE Growing Systems (NASDAQ: AGRI), is an agriculture technology (AgTech) company focused on developing and acquiring agriculture IP that changes the way plant cultivation and processing is done to provide more sustainable and better-quality food, pharmaceuticals, nutraceuticals, plant-based products, and ingredients. AgriFORCE recently entered [a definitive agreement to acquire food production and processing IP from Manna Nutritional Group \(MNG\)](#).



AgriFORCE announced the closing of its initial public offering (IPO) and began trading on the NASDAQ on July 8th. Gravitas Securities acted as the Exclusive Financial Advisor and Lead Agent on the company's financings before the recent IPO. Please see the recent feature of the company's CEO, Ingo Mueller, on BNN Bloomberg [here](#).

On October 27th, AgriFORCE announced a [binding LOI to acquire a leading European agriculture, horticulture, and AgTech consulting firm](#), with global operations and 2020 annual revenues of US\$26M and EBITDA of US\$3M based on IFRS reporting standards.

On December 2nd, the company [signed a definitive contract to deploy its proprietary grow house facility and IP in Barbados](#) for the production of high-value medical and agricultural crops.

CARBONE RESTAURANT GROUP

C arbone Restaurant Group is an industry-leading restaurant group with a portfolio of various ghost kitchen brands, quick-service franchises, and robotic restaurant concepts. The company utilizes data-driven insights underpinned by rigorous market research



to deploy new and innovative restaurant concepts that can scale rapidly with the support of Carbone Restaurant Group's global network of strategic partners.

On July 8th, Carbone Restaurant Group successfully [closed \\$2.5M in financing](#) led by Gravitas Securities. The company has also recently pivoted towards a model that will enable Carbone Restaurant Group to rapidly ramp up its quick service brick and mortar franchises, robotic restaurants, and ghost kitchens, while maintaining its focus on quality, customization, and convenience.

The successful partnership with [MrBeast Burger](#) generates significant exposure for Carbone Restaurant Group as MrBeast has approximately 85 million subscribers on YouTube. In addition, other recent partnerships with companies and influencers such as [Modern Meat \(CSE: MEAT\)](#), [Seonkyoung Longest](#), [Good Pup Co.](#), and [Piestro](#) continue to fuel Carbone Restaurant Group's robust growth strategy.

EMERGE COMMERCE

(TSXV: ECOM)

EMERGE Commerce (TSXV: ECOM) is a disciplined, diversified, growing acquirer and operator of direct-to-consumer (“D2C”) brands across North America. The company currently owns and operates 8 brands across 5 verticals in North America. EMERGE closed on their [oversubscribed brokered financing led by Canaccord and Gravititas Securities](#) on March 10th.



The company has made many key acquisitions in recent months. On October 7th, EMERGE completed the [acquisition of US and Canadian subscription brands, BattlBox and Carnivore Club](#). BattlBox is a market-leading outdoor, camping and survival goods subscription business based in the US, and Carnivore Club is a premium artisanal meat subscription business in Canada, with a presence in the US. On November 16th, the company also announced the [acquisition of WholesalePet.com](#), a leading technology-enabled B2B marketplace.

ENVERIC BIOSCIENCES

(NASDAQ: ENVB)

Enveric Biosciences (NASDAQ: ENVB), formerly “MagicMed”, closed their [recent \\$8.1M private placement offering](#) led by Gravititas Securities and has officially [closed the transaction to be acquired by Enveric Biosciences \(NASDAQ: ENVB\)](#). Enveric Biosciences is an innovative biotechnology company developing a next-generation mental health and oncology treatment clinical discovery platform, leveraging psychedelic-derived molecules for the mind and synthetic cannabinoids for the body. Gravititas Securities provided a Fairness Opinion on the amalgamation with Enveric Biosciences and will continue to act as their Exclusive Financial Advisor.



On November 18th, Enveric Biosciences announced that [EV102](#), the company's cannabidiol (CBD) based product in development for the topical prescription treatment of radiodermatitis, has demonstrated a significant and meaningful reduction in dermatitis severity, skin redness, and duration in a preclinical rodent model.

FANSUNITE ENTERTAINMENT

(CSE: FANS) (OTCQX: FUNFF)

FansUnite Entertainment (CSE: FANS) (OTCQX: FUNFF) is a global sports and entertainment company, focused on technology related to regulated and lawful online gaming and other products. On August 5th, FansUnite was [granted UK gambling licenses](#) for their Business-to-Business (B2B) and Business-to-Customer (B2C) businesses.

With their recent close of an oversubscribed [\\$25M financing](#), where Gravitas Securities served as Co-lead Agent, they are on their way to making more technology acquisitions. On November 23rd, FansUnite [entered into a definitive agreement to acquire American Affiliate](#) for US\$58.2M, advancing the company's entry into the US betting market.



FANSUNITE

GRAVITAS II CAPITAL CORP.

(TSXV: GII.P)

Gravitas II Capital (TSXV: GII.P), is Gravitas Securities' largest in-house capital pool company (CPC) and is led by the same senior investment banking professionals as Gravitas One Capital. Gravitas II Capital closed an initial public offering (IPO) of \$2.7M, following a successful seed round. The CPC currently has over \$3M in cash, making it the 2nd largest active CPC listed on the TSXV by cash raised, and is seeking a high-growth and disruptive stage target.

HANK PAYMENTS

(TSXV: HANK)

Hank Payments (TSXV: HANK) is a bank-enabled technology platform that acts as a consumer's financial concierge using powerful tools to automate the complexities of personal cash flow management. Hank also provides lenders with visibility into a borrower's available funds and the ability to pay while also enabling workout plans to cure delinquencies and signal when delinquencies may occur within the portfolio so preventive action can be taken. Hank recently [closed a \\$3.1M financing](#), where Gravitas Securities served as a Co-lead Agent. On October 20th, [Hank commenced its first trading day on the TSXV](#) under the ticker HANK.



IMMUTABLE HOLDINGS

(NEO: HOLD)

Immutable Holdings (NEO: HOLD), a blockchain holding company on a mission to democratize access to Web3 and blockchain-based products and services, announced a private placement of approximately \$10M with Gravitas Securities serving as a syndicate member in the financing. On December 17th, the company announced the [closing of the first tranche of its private placement](#) for gross proceeds of approximately \$10M. On December 31st, the company closed the second tranche of its private placement for \$5.04M for total gross proceeds of approximately \$15.04M.



MEDNOW

(TSXV: MNOW) (OTCQB: MDNWF)

Mednow (TSXV: MNOW) (OTCQB: MDNWF) is a healthcare technology company that offers virtual pharmacy and telemedicine services through



Mednow.ca. Mednow's vision is to be a household name in the provision of convenient healthcare services to all Canadians. The company closed their [Initial Public Offering \(IPO\) on March 9th](#).

Mednow continues to drive strong growth with a focus on strategic acquisitions. On November 18th, the company [entered into an agreement](#) to acquire Infusicare, a specialty pharmacy based in London, Ontario, with expertise in biologic drugs. On November 24th, Mednow announced its [strategic investment in virtual care provider Doko Medical](#) to accelerate its entry into the US. On December 21st, Mednow announced an [agreement to acquire Liver Care Canada and London Pharmacare](#). The transactions are expected to expand Mednow's expertise into hepatology drugs and liver disease management.

PINEAPPLE FINANCIAL

Pineapple Financial, formerly "[Capital Lending Centre](#)", 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 \\$9.3M Series A financing round](#), led by Gravitas Securities.



Since inception, Pineapple has followed its guiding ethos of high growth innovation driven by profitability. Net income positive from day one, Pineapple has seen tremendous growth over the past year. As of November 2021, In December 2021, Pineapple demonstrated 59% growth in YoY revenue, 620% growth in agent acquisition, and 43% YoY growth in funded mortgage volume. Looking into the future, Pineapple's leadership is strategically focused on expanding the company's business into new places.

Gravitas Securities is grateful for the opportunity to work with Pineapple as they continue to drive growth and innovation in the Canadian mortgage industry. Click [here](#) to see Pineapple's feature on the Toronto Star. Pineapple's CEO, Shubha Dasgupta was recently featured on Canadian Mortgage Professional; click [here](#) to read his review of the stellar last 12 months for Pineapple.

XYBION DIGITAL

(TSXV: XYBN)

Xybion Digital (TSXV:XYBN) is a global SaaS company that helps enterprise life sciences organizations accelerate new drug development into approved medicines that save lives and keep employees safe. They digitize drug research and development, laboratory testing, regulatory approvals, and pharmaceutical manufacturing on a single, unified cloud platform that is cost-effective, ready to deploy, and easy to use.



Xybion [closed on a \\$2.2M financing and completed a qualifying transaction with Gravitas One Capital \(TSXV: GONE.P\)](#), Gravitas Securities' first capital pool company (CPC), on November 15th. Gravitas Securities served as a syndicate member in the reverse takeover (RTO) financing. On November 18th, the company started trading on the TSXV under the ticker XYBN.

GRAVITAS WEBSITE REFRESH

We're excited to announce that we've rebranded Gravitas Securities Inc. with a fresh design which we hope will help clearly reflect our mission in serving some of the world's most successful entrepreneurs and sophisticated investors. Take a look at our new site here, www.gravitassecurities.com.



HERE'S TO THE NEW YEAR!

With the start of a new year, we look forward to continuing our presence as the trusted advisor and partner to North American growth-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 in the new year.

Sincerely,

THE GRAVITAS SECURITIES TEAM

GRAVITAS
SECURITIES INC.

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Delta CLEANTECH **EMERGE** **exo** **FANSUNITE**

Mednow.ca **Pineapple** **RELIQ HEALTH TECHNOLOGIES** **Xybiom**

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