

SPECULATIVE BUY
ANALYSIS OF SALES/EARNINGS

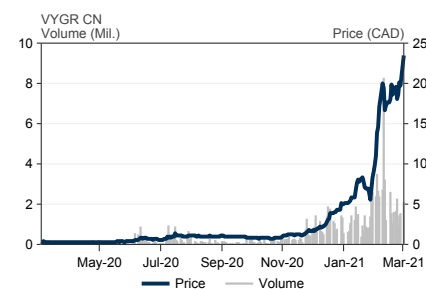
Financial Summary

Changes	Previous	Current
Rating	—	Speculative Buy
Target Price	C\$28.00	C\$30.00
FY21E EPS	\$0.21	\$0.27
FY22E EPS	\$0.42	\$0.48
FY21E Revenue	\$86.7	\$115.2
FY22E Revenue	\$183.7	\$221.3

Price (03/01/21):	C\$23.00
52-Week Range:	C\$23 - C\$0.17
Market Cap.(mm):	C\$3,746.4
Shr.O/S-Diluted (mm):	162.9
Enterprise Val. (mm):	\$2,823.1
Avg Daily Vol (3 Mo):	1,489,109
Dividend / Yield:	C\$0.00 / 0.0%
Net Debt (mm):	\$(136)

Revenue	2020A	2021E	2022E
FY (Jun)	\$1.1A	\$115.2	\$221.3
EV/Rev	2,455.1x	24.5x	12.8x
EBITDA	\$(10.5)A	\$69.4	\$107.4
EV/EBITDA	NM	40.7x	26.3x
EPS	\$(0.13)A	\$0.27	\$0.48
P/E	NM	67.4x	37.2x
FCFPS	\$(0.06)A	\$0.49	\$0.62
P/FCF	(304.5)x	36.8x	28.9x
Net debt	\$(2.4)A	\$(185.5)	\$(287.2)
BVPS	\$0.01A	\$1.49	\$1.98
P/BVPS	2,499.7x	12.1x	9.1x
P/BV	5,371A	13.7	9

Price Performance



Completed: 2 March 2021 00:04EST
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AUM and monetization spike in February; trading volumes remain high during the recent Bitcoin pull-back

Summary

Voyager reported solid Q2/F21 (Dec) results with annual implied monetization rate of AUM at 9.4% and AUM reaching \$230mm. This was moot however, with AUM spiking to \$1.7b by the end of February and monetization rate for the month hitting an estimated 20%, marking new records for customer adoption and trading volume - even during the 20% correction in Bitcoin prices at the end of the month. We think this demonstrates Voyager's ability to drive growth even during periods of crypto volatility, as mainstream adoption of digital assets continues. We raised our revenue forecasts for F2021 to \$115mm to reflect a strong February and maintained our AUM growth rate and monetization for F2022, which increases our revenue forecast to \$221mm. We continue to value Voyager at 15x F2022 EV/Sales and 3x cash. As a result, our target price increases to C\$30.00/sh from C\$28.00/sh prior. Maintain SPEC BUY.

Key Points

Solid monetization in Q2: Spread revenue was \$2.1mm or 58% of total revenue, up 27% QoQ, while interest income was \$1.5mm, or 42% of total revenue, up 300% QoQ. We estimate average spread on trades of 61bps and annualized interest rate of 4% on lending. This represented a 9.4% annual monetization rate of average AUM, versus 14.6% in Q1 and Voyager's target range of 10-12%.

Monetization spikes in February: Preliminary results for February spiked to an impressive \$20mm revenue (\$240mm annualized), with AUM growing to \$1.7b up from \$750mm on January 31 and \$230mm on December 31. This included \$400mm in new deposits, 40% of which came from new customers. Notably, implied annual monetization rate of AUM was ~20%, versus 10-12% historically, on higher trading volumes and a higher mix of activity in broader alt-coins, which generate higher spreads and interest rates versus Bitcoin and Ethereum.

Users highly active, more-so on down-days: Notably, Voyager signaled that recent volatility in Bitcoin actually increased activity on its platform, with record trading volumes, revenue and new deposits when Bitcoin fell from \$57k to \$46k in late February. Management attributed this to investors looking to "buy-the-dip". In general, Voyager said its user-base is highly active, with 75% of funded accounts making multiple trades in February, and volumes spiking to 2mm trades, more than double January levels.

New account backlog clearing fast: Voyager said it has now worked through the vast majority of the waitlist created following a spike of 250k downloads in late January. Furthermore, management does not expect any more speed limits or ceilings on its pace of new customer onboarding, following upgrades to its platform and processes. At the end of February, verified users totaled 605k, with funded accounts totaling 175k, or 29% of total, up from 158k and 43k, at December 31.

Investing to drive growth: Voyager said that its current cash balance and liquid investments currently surpasses \$200mm following \$146mm in recent equity raises. Management said it expects to invest roughly 50% of this into direct marketing initiatives to drive customer adoption and build brand awareness; triple its workforce to ~100 FTEs to build on recent executive hires in legal, security technology, HR and marketing; invest in new product launches such as debit and credit cards, but also blockchain staking and equity trading services; and support geographic expansion into Canada and Europe later this year.

Raising forecasts and target price: We raised our revenue forecasts for F2021 to \$115mm to reflect a strong February and maintained our AUM growth rate and monetization for F2022, which increases our revenue forecast to \$221mm. We continue to value Voyager at 15x F2022 EV/Sales and 3x cash. As a result, our target price increases to C\$30.00/sh from C\$28.00/sh prior. Maintain SPEC BUY.

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All relevant disclosures and certifications appear on pages 8 to 10 of this report.

Investment Thesis

Voyager Digital Ltd. ("Voyager") is an early stage startup building an agency broker and financial services company focused on blockchain-based cryptocurrencies and digital assets. Management's goal is to drive customer adoption and revenue growth with the aggressive introduction of new products and into new geographies, and is targeting a \$200-400mm revenue run rate exiting December 2021.

In our view Voyager has done well to quickly establish itself in a key pillar of the Blockchain industry (i.e. retail on-ramps and services), and differentiate its products by staying on the cutting edge of trading and interest earning opportunities (i.e. beyond Bitcoin and into the latest DeFi bull run), and we believe management's deep experiencing in prior fintech cycles positions the company well to achieve its goals. For investors, we believe Voyager stock offers attractive exposure to the retail growth opportunity in the Blockchain industry, which is diversified beyond Bitcoin returns, with high growth potential offering an attractive risk-reward trade-off.

To be clear, we continue to believe Blockchain and cryptocurrencies are very risky, and require continued regulatory development, and we expect digital assets and equities tied to the industry to be exceptionally volatile. That said, we continue to believe the industry and technology is profoundly valuable and disruptive to traditional financial services, and investors with a high tolerance for risk and a VC approach to investing can achieve attractive returns.

Target Price Methodology/Risks

We use a sum-of-the-parts methodology to derive a valuation for Voyager. Our \$30.00 target is based on 3.0x pro-forma Q3/F2021 Net Cash of \$136.2mm, C\$ at US\$0.74, plus 15x F2022 EV/Sales which we expect to reach \$221mm.

Risks to our target price include: (1) competition risk; (2) pricing risk; (3) credit/counterparty risk; (4) regulatory risk; (5) technology risk; (6) force majeure events; (7) valuation risk; (8) dilution risk; and (9) take-out risk.

Company Description

Voyager Digital Ltd. ("Voyager") is an online agency broker focused on cryptocurrencies and digital assets, and was founded in January 2018 by a group of Wall Street professionals and Silicon Valley entrepreneurs. Voyager's core product offers investors a platform for onboarding and storing both fiat and cryptocurrencies, and offers commission-free trading on over 50 digital assets plus interest on over 20 digital assets held in Voyager accounts. The underlying technology platform consists of an order management system, pricing engine, and smart router that connects to a network of 10 exchanges, OTC desks, and market makers to ensure the best execution. Additionally, the consumer facing mobile app provides a simple user interface for trading, tracking and market data, and is available on iPhone and Android app stores. Voyager also offers APIs to enable trading for enterprise partners, as well as self-custody wallet and blockchain monitoring solutions, and a newly created tokenized rewards program.

Figure 1. Key operating metrics

Voyager Digital Ltd.									
	Q1/F20	Q2/F20	Q3/F20	Q4/F20	Q1/F21	Q2/F21	Q3/F21E		
	Sep-19	Dec-19	Mar-20	Jun-20	Sep-20	Dec-20	January	February	QTD
AUM (US\$M)									
AUM	3	5	17	35	75	230	750	1,700	1,700
Average AUM	3	4	11	26	55	153	490	1,225	965
Average daily deposits	n.a.	n.a.	0.083	0.095	0.400	0.883	5.484	14.286	9.661
Net deposits	n.a.	n.a.	7.5	8.6	36	79	170	400	570
Implied appreciation on existing assets	n.a.	n.a.	5	9	4	76	350	550	900
Implied return on existing assets QoQ	n.a.	n.a.	90%	56%	11%	101%	52%	-27%	291%
Account Growth									
Registered users	17,201	24,402	78,000	86,000	105,000	158,557	408,557	605,000	605,000
Funded accounts	6,000	8,553	15,000	23,000	31,000	42,865	107,865	177,865	177,865
Funded accounts as a % of registered users	35%	35%	19%	27%	30%	27%	26%	29%	29%
AUM per funded account	558	585	1,133	1,522	2,419	5,366	6,953	9,558	9,558
Trading Volume									
Valued traded per month (US\$M)	n.a.	4,517,1897	15	25	70	113.22	840	1600	1220
Monthly AUM turnover (x)	n.a.	1.08x	1.36x	0.96x	1.27x	0.74x	1.71x	1.31x	1.26x
Trades per month	n.a.	n.a.	21,000	43,000	119,000	150,128	930,000	1,960,000	1,445,000
Monetization Rate									
Average spread (bps)	n.a.	65	63	56	77	61	75	100	91
Implied annual interest rate/lending income	n.a.	0.00%	0.00%	4.47%	2.73%	3.97%	5.39%	3.92%	7.71%
Implied annualized monetization rate	11.4%	8.4%	10.3%	10.9%	14.6%	9.4%	20.8%	19.6%	12.2%
Revenue									
Fees	0.072	0.088	0.282	0.417	1.626	2.056	6.300	16.000	22.300
Interest Income from Custodians	-	-	-	0.290	0.375	1.513	2.200	4.000	6.200
Total Revenue	0.072	0.088	0.282	0.707	2.001	3.569	8.500	20.000	28.500
% of Total Revenue									
Fees	100.0%	100.0%	100.0%	58.9%	81.2%	57.6%	74.1%	80.0%	78.2%
Interest Income from Custodians	0.0%	0.0%	0.0%	41.1%	18.8%	42.4%	25.9%	20.0%	21.8%
Total Revenue	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Source: Stifel GMP, Voyager Digital Ltd.

Sum-of-the-parts valuation

Voyager has a pro forma market capitalisation of C\$3,746mm and an enterprise value of C\$3,574mm, post equity raise. The stock is currently trading at C\$23.00, well above its initial trading price of \$0.95 per share and ahead of its latest equity raise at C\$17.00/sh.

SOTP Valuation and Target: We use a sum-of-the-parts methodology to derive a valuation for Voyager. Our \$30.00 target is based on 3.0x pro-forma Q3/F2021 Net Cash of \$136.2mm, C\$ at US\$0.74 (unchanged), plus 15x F2022 EV/Sales, which we expect to reach \$221.3mm (+92% YoY). Our prior \$28.00 target was based on 3.0x our prior pro-forma Q3/F2021 Net Cash estimate of \$163.6mm, plus 15x F2022 EV/Sales our prior forecast of \$184mm revenue.

We believe that deployment of ~50% of the Voyager's net cash balance after its recent \$100mm capital raise has the potential to accelerate new account additions. Based on our scenario analysis below with ~\$70mm deployed on customer acquisition and the following ranges in assumptions (customer acquisition costs: \$35-55/user, average funded account size: \$1000-5000), we see the potential to acquire \$90-\$280mm in additional revenue which would add incremental EV of \$266-\$848mm at an implied revenue acquisition multiple of 2.7x-8.5x on the \$100mm capital raised. We capture this revenue potential via a 3.0x target multiple on our pro forma Q3/F2021 net cash, with upside coming from higher unit economics (i.e. base case or blue sky scenarios).

On a consolidated basis, our target price of \$30.00/sh implies a premium 16.5x F2022 EV/Sales and 34.1x F2022 EV/EBITDA. We do not believe EV/EBITDA metrics are relevant for Voyager given it is currently investing heavily to support growth. However, we believe a

premium EV/Sales valuation is warranted and reflects high growth expectations, attractive optionality in the blockchain/cryptocurrency sector, and Voyager's track record for delivering on strategic and operational milestones so far, but also that a speculative rating is warranted given the unique risks associated with this nascent industry. **SPECULATIVE BUY.**

Comparable valuation: We represent Voyager's peers in three groups, consisting of retail brokers, traditional asset managers, and alternative asset managers. These groups trade at an average valuation of 11.5x C2021 EBITDA, versus VYGR which is currently at 19.8x. However, we believe EV/Sales is a more relevant metric given the early stage of the company, and Voyager is investing heavily to drive user growth. On this basis, VYGR is trading at 12.1x C2021 EV/Sales, vs peers trading at 5.3x. We believe a premium valuation is warranted and reflects high growth expectations, attractive optionality in the blockchain/cryptocurrency sector, and Voyager's track record for delivering on strategic and operational milestones so far.

Private company valuations: We found several private fintech company transactions in recent years that offer comparable valuation metrics for Voyager. In general, transactions have been priced at 8.9x to 32.6x sales, or an average of 15.4x sales excluding outliers. We estimate that BlockFi, a close peer to Voyager, is currently valued at ~16.2x LTM Sales. Coinbase, another close peer to Voyager, recently filed its S1 to go public at an ~US\$100bn valuation and is currently valued at ~43.5x annualized Q4/2020 revenue of \$2.3bn or ~25-30x EV/Sales based on an estimated, higher Q1/2021 run rate.

Figure 2: SOTP Valuation
Voyager Digital : Sum-of-the-parts valuation

(U\$mm)	Multiple	Value	Value/SH	Value/SH (C\$)	% of Tot	
Net Cash (PF Q3/F21)	136.17	3x	\$381.29	\$2.34	\$3.15	10%
Operating Business						
Revenue (F2022E)	221.27	15x	\$3,274.73	\$20.10	\$27.06	90%
Total			\$3,656.02	\$22.45	\$30.21	100%

Implied EV/Sales 16.5x

Implied EV/EBITDA 34.1x

Source: Stifel GMP, company reports

Figure 3: Customer acquisition scenario analysis

Capital deployed on customer acquisition (U\$mm)	\$ 72.3		
	Grey Sky	Base Case	Blue Sky
Customer Acquisition Cost (US\$)	\$35	\$45	\$55
New Users Acquired (mm)	2,067	1,608	1,315
Average Funded Account Size	\$ 1,000	\$ 2,500	\$ 5,000
New AUM acquired (U\$mm)	\$ 2,067	\$ 4,019	\$ 6,577
Spread Revenue			
Spread per trade	0.30%	0.30%	0.30%
Monthly AUM Turnover	0.5	0.5	0.5
Additional Annual Spread Revenue	\$ 37.21	\$ 72.35	\$ 118.38
Interest Revenue			
Interest Rate on AUM	2.5%	2.5%	2.5%
Additional Interest Income on new AUM (U\$mm)	\$ 51.68	\$ 100.48	\$ 164.42
Total New Revenue Acquired (U\$mm)	\$ 88.88	\$ 172.82	\$ 282.80
EV/Sales	3.0x	3.0x	3.0x
Incremental EV	\$ 266.64	\$ 518.47	\$ 848.41
Incremental EV/Share	\$ 1.70	\$ 3.30	\$ 5.40
Implied multiple on capital deployed	3.7x	7.2x	11.7x
Implied multiple on capital raised	2.7x	5.2x	8.5x
Implied Monetization Rate on New AUM Acquired	4.3%	4.3%	4.3%

Source: Stifel GMP

Figure 4. Comparable valuation

Companies		3/1/2021 Price	Market Cap (M)	Enterprise Value (M)	P/E			EV/SALES			EV/EBITDA			PRICE/FCF		
					LTM	C2020	C2021	LTM	C2020	C2021	LTM	C2020	C2021	LTM	C2020	C2021
Voyager Digital Ltd.	VYGR-CA	CAD	3,746.4	3,574.0	NA	NA	29.9x	430.4x	430.4x	12.1x	NA	NA	19.8x	NA	NA	21.3x
Retail Brokers																
Charles Schwab Corporation	SCHW-US	USD	118,905.5	69,513.6	30.4x	26.2x	22.5x	5.7x	5.9x	4.1x	12.9x	12.6x	8.2x	7.8x	NA	29.7x
Ally Financial Inc	ALLY-US	USD	16,238.2	40,785.9	14.9x	14.2x	9.5x	3.9x	6.1x	5.6x	NA	NA	NA	NA	11.8x	7.6x
Interactive Brokers Group, Inc. Class A	IBKR-US	USD	6,074.1	6,468.1	32.1x	30.8x	29.9x	2.6x	2.9x	2.8x	4.1x	4.7x	4.5x	0.6x	23.2x	23.8x
LPL Financial Holdings Inc.	LPLA-US	USD	10,947.9	9,326.8	23.1x	20.9x	19.2x	1.6x	1.6x	1.3x	10.3x	10.3x	9.4x	19.8x	13.6x	12.5x
Average					26.8x	23.6x	20.8x	3.3x	4.4x	3.5x	10.3x	10.3x	8.2x	4.2x	12.7x	18.1x
Asset Managers																
CI Financial Corp.	CIX-CA	CAD	3,753.0	4,730.5	8.1x	7.3x	6.5x	2.3x	2.3x	1.9x	6.3x	5.9x	5.3x	10.0x	6.6x	6.2x
IGM Financial Inc.	IGM-CA	CAD	8,442.4	16,182.0	11.0x	11.1x	9.4x	5.1x	5.4x	4.8x	14.0x	13.9x	12.1x	52.3x	11.6x	9.9x
Sprott Inc.	SII-CA	CAD	1,222.0	1,175.4	33.5x	32.2x	27.9x	6.8x	8.9x	5.0x	19.3x	20.0x	16.3x	370.7x	NA	NA
AllianceBernstein Holding L.P.	AB-US	USD	3,583.7	3,585.1	12.9x	12.8x	11.1x	NA	1.2x	1.1x	NA	3.5x	3.1x	NA	3.9x	3.3x
Waddell & Reed Financial, Inc. Class A	WDR-US	USD	1,569.4	991.2	23.5x	23.2x	13.7x	0.9x	0.9x	0.9x	8.1x	6.7x	6.2x	57.7x	NA	NA
Average					12.9x	12.8x	11.1x	3.7x	2.3x	1.9x	11.0x	6.7x	6.1x	52.3x	6.6x	6.2x
Alternative Asset Managers																
Blackstone Group Inc. Class A	BX-US	USD	49,721.7	61,938.1	49.4x	26.7x	22.0x	9.6x	9.5x	7.8x	22.2x	16.6x	15.1x	NA	15.2x	10.9x
Carlyle Group Inc	CG-US	USD	12,639.9	19,790.1	38.3x	17.1x	15.6x	6.9x	8.6x	7.5x	27.1x	22.1x	18.2x	22.0x	2,106.6x	2,106.6x
KKR & Co. Inc.	KKR-US	USD	28,235.3	83,869.4	14.5x	26.0x	18.3x	18.9x	21.1x	17.8x	19.3x	38.6x	28.3x	NA	8.1x	7.6x
Apollo Global Management Inc. Class A	APO-US	USD	11,483.2	28,241.2	149.8x	24.9x	18.7x	11.6x	14.8x	13.5x	20.2x	25.8x	22.3x	13.2x	11.0x	9.7x
Average					43.8x	25.5x	18.5x	10.6x	12.1x	10.6x	21.2x	23.9x	20.2x	-4.4x	13.1x	10.3x
Average					27.8x	20.6x	16.8x	5.9x	6.3x	5.3x	14.2x	13.7x	11.5x	17.4x	10.8x	11.5x

Notes: Averages exclude outliers. Source: Stifel GMP estimates, consensus estimates from FactSet

Source: FactSet, Stifel GMP

Figure 5: Private fintech company valuations

Company	Valuation (U\$bn)	Sales (U\$bn)	EV/Sales
Robinhood	\$12.0	\$1.35	8.9x
SoFi	\$4.8	\$0.40	12.0x
Hippo	\$1.5	\$0.10	15.0x
Acorns	\$0.9	\$0.07	13.2x
Revolut	\$5.5	\$0.08	71.6x
Betterment	\$0.8	\$0.05	16.0x
Wealthfront	\$0.5	\$0.03	15.2x
Circle	\$0.7	n.a.	n.a.
BlockFi	\$0.4	\$0.02	16.2x
Coinbase	\$100.0	\$2.30	43.5x
Average (excludes outliers)			15.4x

Source: Stifel GMP, various company and industry reports

Figure 6. Revenue model summary

Voyager Digital Ltd.

Year Ended June 30

Revenue (US\$M)	Fiscal 2021E				Fiscal 2022E				Full Year			
	Q1/F21	Q2/F21	Q3/F21E	Q4/F21E	Q1/F22E	Q2/F22E	Q3/F22E	Q4/F22E	F2019	F2020	F2021E	F2022E
Revenue												
Fees	1.626	2.056	30.105	47.250	38.391	38.813	25.781	25.313	0.087	0.859	81.037	128.297
Interest Income from Custodians	0.375	1.513	11.150	21.094	22.969	23.359	23.438	23.203	-	0.290	34.132	92.969
Total Revenue	2.001	3.569	41.255	68.344	61.359	62.172	49.219	48.516	0.087	1.150	115.169	221.266
% of Total Revenue												
Fees	81.2%	57.6%	73.0%	69.1%	62.6%	62.4%	52.4%	52.2%	100.0%	74.7%	70.4%	58.0%
Interest Income from Custodians	18.8%	42.4%	27.0%	30.9%	37.4%	37.6%	47.6%	47.8%	0.0%	25.3%	29.6%	42.0%
Total Revenue	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Revenue by Segment YoY %												
Fees	2150.5%	2232.8%	10572.6%	11231.0%	2261.8%	1787.5%	-14.4%	-46.4%	n.a.	884.3%	9328.9%	58.3%
Interest Income from Custodians	n.a.	n.a.	n.a.	7162.4%	6021.3%	1443.9%	110.2%	10.0%	n.a.	#DIV/0!	11651.3%	172.4%
Total Revenue	2670.0%	3949.3%	14525.4%	9560.6%	2966.8%	1641.9%	19.3%	-29.0%	n.a.	1216.9%	9915.5%	92.1%
Revenue by Segment QoQ%												
Fees	289.8%	26.5%	1364.0%	57.0%	-18.8%	1.1%	-33.6%	-1.8%	n.a.	n.a.	n.a.	n.a.
Interest Income from Custodians	29.2%	303.2%	636.9%	89.2%	8.9%	1.7%	0.3%	-1.0%	n.a.	n.a.	n.a.	n.a.
Total Revenue	182.8%	78.4%	1055.8%	65.7%	-10.2%	1.3%	-20.8%	-1.4%	n.a.	n.a.	n.a.	n.a.
AUM (US\$M)												
Beginning	35	75	230	2,000	2,500	2,750	3,000	3,250	-	2	35	2,500
Additions	40	155	1,770	500	250	250	250	250	2	33	2,465	1,000
Ending	75	230	2,000	2,500	2,750	3,000	3,250	3,500	2	35	2,500	3,500
Average	55	153	1,115	2,250	2,625	2,875	3,125	3,375				
AUM Growth												
Average daily deposits (US\$M)	0.400	0.883	4.000									
Net deposits	36	79	360									
Implied appreciation on existing assets	4	76	1410									
Implied return on existing assets QoQ	11%	101%	613%									
Account Growth												
Registered users	105,000	158,557	605,000									
Funded accounts	31,000	42,865	245,000	500,000	687,500	1,000,000	1,300,000	1,400,000				
Funded accounts as a % of registered user	30%	27%	40%	0%	0	0	0	0				
AUM per funded account	2,419	5,366	8,163	5,000	4,000	3,000	2,500	2,500				
Trading Volume												
Valued traded per month (US\$M)	70	113	1,115	2,250	1,969	2,156	1,563	1,688				
Monthly AUM turnover (x)	1.27x	0.74x	1.00x	1.00x	0.75x	0.75x	0.50x	0.50x				
Trades per month	119,000	150,128										
Monetization Rate												
Average spread (bps)	77	61	90	70	65	60	55	50				
Implied annual interest rate/lending income	2.73%	3.97%	4.00%	3.75%	3.50%	3.25%	3.00%	2.75%				
Implied annualized monetization rate	14.6%	9.4%	14.8%	12.2%	9.4%	8.7%	6.3%	5.8%				

Source: Stifel GMP, Voyager Digital Ltd.

Figure 7. Financial Statement Summary

Voyager Digital Ltd.

Year Ended June 30

Selected Financial Information (U\$mm)	Fiscal 2021E				Fiscal 2022E				Full Year		
	Q1/F21	Q2/F21	Q3/F21E	Q4/F21E	Q1/F22E	Q2/F22E	Q3/F22E	Q4/F22E	F2020	F2021E	F2022E
Revenue	2.0	3.6	41.3	68.3	61.4	62.2	49.2	48.5	1.1	115.2	221.3
Total operating expenses	4.7	6.3	14.4	23.9	27.6	31.1	27.1	26.7	12.3	49.3	112.5
Net income (loss)	(4.0)	(9.0)	19.5	32.3	24.5	22.6	16.1	15.8	(10.2)	38.8	79.0
Diluted EPS	\$ (0.03)	\$ (0.07)	\$ 0.12	\$ 0.20	\$ 0.15	\$ 0.14	\$ 0.10	\$ 0.10	\$ (0.13)	\$ 0.27	\$ 0.48
Diluted shares outstanding	132.4	121.2	162.9	162.9	162.9	162.9	162.9	162.9	76.3	144.8	162.9
Adjusted EBITDA	(1.56)	(8.57)	29.95	49.58	32.37	30.53	22.39	22.07	(10.47)	69.40	107.36
Adj. EBITDA margin	(77.9%)	(240.2%)	72.6%	72.5%	52.8%	49.1%	45.5%	45.5%	(910.1%)	60.3%	48.5%
ROE (LTM Earnings/Average Equity)	(417.2%)	(1367.9%)	1.8%	35.9%	53.0%	70.9%	40.9%	29.4%	(2648.5%)	35.9%	29.4%
ROIC (NOPAT/Invested Capital)	(156.8%)	(63.2%)	3.2%	17.2%	25.1%	32.1%	28.9%	22.4%	(559.0%)	17.2%	22.4%
Total operating expenses as a % of revenue	233.2%	176.8%	35.0%	35.0%	45.0%	50.0%	55.0%	55.0%	1072.7%	42.8%	50.8%
Adj. EBITDA margin	(77.9%)	(240.2%)	72.6%	72.5%	52.8%	49.1%	45.5%	45.5%	(910.1%)	60.3%	48.5%
Net margin	(198.7%)	(252.1%)	47.2%	47.3%	40.0%	36.3%	32.6%	32.6%	(884.4%)	33.7%	35.7%
Growth YoY											
Revenue	2670.0%	3949.3%	14525.4%	9560.6%	2966.8%	1641.9%	19.3%	(29.0%)	1216.9%	9915.5%	92.1%
Total operating expenses	77.8%	130.2%	598.7%	387.8%	491.9%	392.7%	87.5%	11.6%	37.7%	300.0%	127.9%
Adj. EBITDA	(35.7%)	2363.2%	(1670.2%)	(956.6%)	(2178.2%)	(456.1%)	(25.2%)	(55.5%)	73.7%	763.1%	54.7%
Net income	57.8%	817.9%	(1246.0%)	(749.8%)	(717.0%)	(351.0%)	(17.5%)	(51.0%)	67.0%	481.6%	103.5%
Diluted EPS	(18.4%)	482.7%	(665.3%)	(416.6%)	(601.6%)	(286.7%)	(17.5%)	(51.0%)	90.1%	301.0%	(81.0%)
Net Cash (debt)											
Cash	7.5	3.0	166.5	215.8	239.5	277.5	298.5	317.4	3.6	215.8	317.4
Total Debt	1.3	30.4	30.3	30.3	30.3	30.3	30.2	30.2	1.3	30.3	30.2
Net Cash (debt)	6.2	(27.4)	136.2	185.5	209.2	247.2	268.2	287.2	2.4	185.5	287.2
Net Debt to EBITDA	1.0x	-0.8x	-1.1x	-0.9x	-1.6x	-2.0x	-3.0x	-3.3x	0.2x	-2.7x	-2.7x
Net Debt to EBITDA LTM	0.6x	-1.5x	-9.7x	-2.7x	-2.0x	-1.7x	-2.0x	-2.7x	0.0x	0.0x	0.0x
Cash provided by operating activities	1.7	(7.7)	27.8	49.4	23.7	38.0	21.1	19.0	(4.5)	71.1	101.8
Growth YoY	(178.9%)	1311.3%	(18521.9%)	(3034.8%)	1307.5%	(590.5%)	(24.2%)	(61.6%)	(13.6%)	1673.7%	43.1%
% of Revenue	84.3%	(217.1%)	67.4%	72.2%	38.7%	61.1%	42.8%	39.1%	(393.0%)	61.7%	46.0%
Cash used in investing activities	-	0.1	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.1)	0.0	(0.1)
Cash used in financing activities	5.8	6.4	135.8	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	6.4	147.9	(0.1)
Net increase (decrease) in cash and equiv. from con	7.4	(1.3)	163.5	49.3	23.7	38.0	21.0	18.9	1.8	219.0	101.5
Cash and cash equivalents, beginning of period	5.2	12.7	11.4	174.9	224.2	247.9	285.9	306.9	3.3	5.2	224.2
Cash and cash equivalents, end of period	12.7	11.4	174.9	224.2	247.9	285.9	306.9	325.8	5.1	224.2	325.8
Free cash flow											
Cash from operations	1.7	(7.7)	27.8	49.4	23.7	38.0	21.1	19.0	(4.5)	71.1	101.8
Purchase of property and equipment	-	-	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.1)	(0.1)
Additions to intangible assets	-	-	-	-	-	-	-	-	-	-	-
Free cash flow	1.7	(7.7)	27.8	49.3	23.7	38.0	21.0	18.9	(4.5)	71.1	101.7
Growth YoY	(178.0%)	1221.5%	(24185.2%)	(3070.9%)	1306.0%	(590.2%)	(24.3%)	(61.6%)	(12.7%)	1671.0%	43.1%
FCF per share	\$ 0.01	\$ (0.06)	\$ 0.17	\$ 0.30	\$ 0.15	\$ 0.23	\$ 0.13	\$ 0.12	\$ (0.06)	\$ 0.49	\$ 0.62

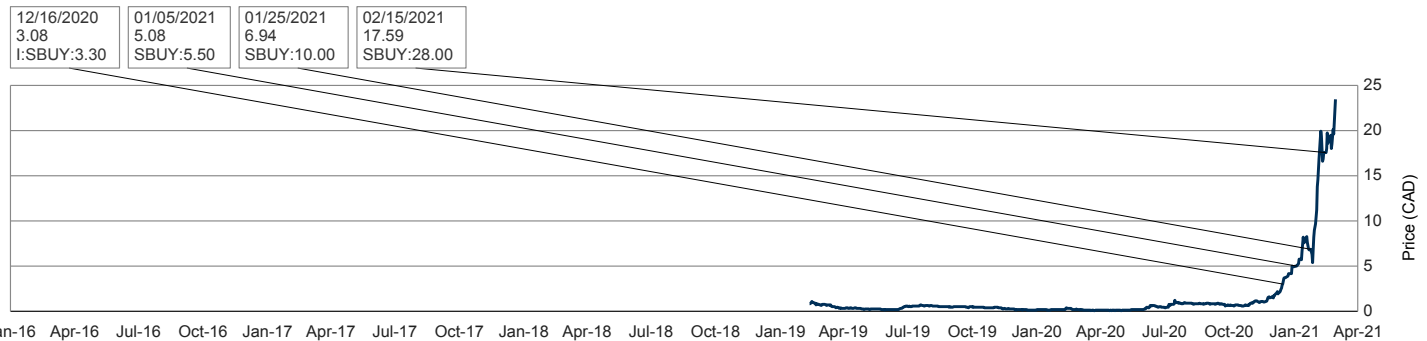
Source: Stifel GMP, Voyager Digital Ltd.

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Voyager Digital Ltd. (VYGR CN) as of March 01, 2021 (in CAD)



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