



Voxtur Announces Record Results for Q4 and Year Ended December 31, 2021

Q4 2021 and FY 2021 Highlights

- Revenue increased 57% quarter-over-quarter and 368% year-over-year
- Gross Profit increased 33% quarter-over-quarter and 300% year-over-year
- 91% of Revenue for FY 2021 was derived from U.S. Operations — up from 63% for FY 2020
- Voxtur closed the acquisition of Benutech in Q4 2021

TORONTO, Ontario and TAMPA, Florida — May 2, 2022 ([Globe Newswire](#)) — Voxtur Analytics Corp. (TSXV: VXTR; OTCQB: VXTRF) (“Voxtur” or the “Company”), a North American technology company creating a more transparent and accessible real estate lending ecosystem, today announced its financial results for Q4 and FY 2021. The Company’s Audited Consolidated Financial Statements for the year ended December 31, 2021, and the related Management’s Discussion and Analysis (“MD&A”) are available at [sedar.com](#) and on the Company’s website at [voxtur.com](#).

Voxtur’s operational growth strategy drives the Company’s momentum in producing game-changing SaaS-based solutions. The Company reaped the benefits of its organic growth strategy by expanding within its current client base, engaging new clients, and further developing new products and solutions after a year of strategic integrations of newly acquired accretive technologies. Voxtur continues to focus on growth by reinvesting revenues back into the Company, transforming the Voxtur brand into a market leader.

“2021 was a formative year for Voxtur, as we concentrated on revenue development through creative data-driven alternatives to established products in the valuation, title, and property tax spaces,” said Jim Albertelli, CEO of Voxtur. “We expanded our data set, added synergistic technologies, and focused on cross-selling opportunities. Due to our investment in growing our sales pipeline and technologies, we expect considerable revenue growth from new clients in 2022.”

Financial Results for Q4 2021 and FY 2021

- **Revenue** for Q4 2021 was \$38.7M, representing a 57% increase over Q3 2021 and a 548% increase over Q4 2020
- **Revenue** for the twelve months ending December 31, 2021 was \$95.9M, representing a 368% year-over-year increase
- **Gross Profit** for Q4 2021 was \$12.6M, representing a 33% increase over Q3 2021
- **Gross Profit** for the twelve months ended December 31, 2021 was \$37.3M, representing a 300% year-over-year increase
- **Revenue** from US Operations represented 91% of total revenue for the twelve months ending December 31, 2021, up from 63% from the twelve months ending December 31, 2020
- **Cash and Cash Equivalents** on December 31, 2021 was \$41.5M

<i>(In thousands of Canadian dollars)</i>	Unaudited				Audited			
	Three months ended December 31				Year ended December 31			
	2021		2020		2021		2020	
Revenue	\$	38,775	\$	5,982	\$	95,992	\$	20,511
Adjusted EBITDA, Unaudited ¹		30		506		611		(1,031)

Discussion with respect to the above-noted results can be found in the Company’s MD&A.

1 - Adjusted EBITDA is an unaudited non-GAAP measure and does not have any standardized meaning prescribed under IFRS and, therefore, may not be comparable to similar measures employed by other reporting issuers. Management believes Adjusted EBITDA provides meaningful information with respect to the financial performance and value of the Company, as items that may obscure the underlying trends in the business performance are excluded. Adjusted EBITDA is defined and calculated by the Company as earnings (loss) before interest, taxes, depreciation/amortization of property and equipment, intangible assets and right-of-use assets, share-based compensation expense, foreign exchange gains (losses) recorded through profit and loss, and other costs or income that are: (i) non-operating; (ii) non-recurring; and/or (iii) are related to strategic initiatives. The Company classifies income or costs as non-recurring if income or costs similar in nature are not reasonably expected to occur within the next two years nor have occurred during the prior two years, and such costs are significant.

Q4 Highlights

- Leading the fourth-quarter growth was the launch of the next-generation valuation and appraisal technology lender platform. This Voxtur Verified technology allows lenders to manage the entire appraisal process, resulting in a faster and more efficient appraisal.
- Executing on the Company's synergistic and accretive acquisition strategy, the acquisition of Benutech, the preeminent source of innovative data solutions and technology applications for the real estate industry was completed. With this acquisition, the Company bolstered the recurring revenues while expanding the Voxtur database allowing for additional product launches.
- The acquisition of the RealWealth platform and its repositioning to VoxturWealth allows homeowners and their fiduciaries to efficiently and intelligently secure, manage, and transact real estate assets. This acquisition will accelerate the development of the asset management platform and direct-to-consumer strategy.
- The Company also added to the capital resources with an oversubscribed capital raise from institutional lenders to be used for future acquisitions, working capital, and general corporate purposes.

Subsequent Events Following Q4 2021

- The TSX Venture Exchange recognized Voxtur as a 2022 Top 50 company, and a Top 3 company in the Technology sector. The 2022 TSX Venture 50 is a ranking of the top performers on the Exchange over the last year based on three equally weighted criteria: share price appreciation, trading volume, and market capitalization growth.
[Release issued: February 24, 2022](#)
- Voxtur announced, in response to changes to the Fannie Mae Single Family Selling Guide released on April 6, 2022, that it will offer a fully compliant alternative to title insurance through its Attorney Opinion Letter (AOL) program.
[Release issued: April 7, 2022](#)

Voxtur continues to build on the foundation and investments made in 2021 to create synergies and leverage data in the real estate lending lifecycle, making homeownership more affordable and accessible. Uniquely positioned, Voxtur continues to add critical pieces as the enterprise serves as a single point of contact for originators, servicers, and mortgage investors. The current infrastructure leverages an enterprise-wide database with the ability to monetize all data assets within the Voxtur platforms and business units.

Earnings Call

The Company will host a conference call at 9 a.m. Eastern time on Monday, May 2, 2022, to discuss details of the company's performance followed by a question and answer period with analyst.

The conference call can be accessed live by dialing (866) 374-5140 five minutes prior to the scheduled start time. The conference pin is 95795053#.

A digital recording will be [available for replay](#) through 11:59 p.m. Eastern time on June 2, 2022. Alternatively, the call recording can also be accessed on [Voxtur's website](#).

About Voxtur

Voxtur is a transformational real estate technology Company that is redefining industry standards in a dynamic lending environment. The Company offers targeted data analytics to simplify tax solutions, property valuation and settlement services throughout the lending lifecycle for investors, lenders, government agencies and servicers. Voxtur's proprietary data hub and workflow platforms more accurately and efficiently value assets, originate and service loans, securitize portfolios and evaluate tax assessments. The Company serves the property lending and property tax sectors, both public and private, in the United States and Canada. For more information, visit www.voxtur.com.

Neither TSXV nor its Regulation Services Provider (as that term is defined in the policies of the TSXV) accepts responsibility for the adequacy or accuracy of this release.