

**Weyland Tech Inc. (WEYL-OTCQB)****WEYL: Zacks Company Report - Asian DIY App Maker Expanding Geographically**

Using a blend of PE to Growth Rate, EV to EBITDA and EV to Sales we get a valuation of approximately \$9.00 per share.

Current Price (06/13/16) \$2.40  
Valuation \$9.00

**OUTLOOK**

Weyland Tech markets a DIY mobile app creation platform as SaaS in Singapore. It is rolling out its product to a number of geographies primarily in Asia (where there is less competition) through joint ventures and marketing partnerships. The business was purchased on September 1, 2015 and the financials of the new company have been reported as of that date. Q1 2016 was the second full quarter of this new business and as such historical results should be ignored. The marketing expansion, with penetration of a huge new TAM, should afford the company high growth this year and going forward.

**SUMMARY DATA**

52-Week High	\$3.01	Risk Level	High
52-Week Low	\$0.10	Type of Stock	Small-Growth
One-Year Return (%)	700	Industry	Internet Services
Beta	2.0		
Average Daily Volume (sh)	723		
Shares Outstanding (mil)	16		
Market Capitalization (\$mil)	\$39		
Short Interest Ratio (days)	N/A		
Institutional Ownership (%)	4		
Insider Ownership (%)	47		
Annual Cash Dividend	\$0.00		
Dividend Yield (%)	0.00		
5-Yr. Historical Growth Rates			
Sales (%)	-13.2		
Earnings Per Share (%)	N/A		
Dividend (%)	N/A		
P/E using TTM EPS	12.0		
P/E using 2016 Estimate	4.3		
P/E using 2017 Estimate	3.2		

**ZACKS ESTIMATES****Revenue**

(in millions of \$)

	Q1	Q2	Q3	Q4	Year
	(Mar)	(Jun)	(Sep)	(Dec)	(Dec)
2014	0.8 A	0.9 A	0.4 A	0.4 A	2.5 A
2015	0.5 A	0.1 A	0.6 A	1.3 A	2.6 A
2016	2.3 A	3.2 E	3.7 E	4.2 E	13.4 E
2017					18.0 E

**Earnings Per Share**

(EPS is operating earnings before non-recurring items)

	Q1	Q2	Q3	Q4	Year
	(Mar)	(Jun)	(Sep)	(Dec)	(Dec)
2014	-\$0.07 A	-\$0.01 A	-\$0.02 A	\$0.00 A	-\$0.02 A
2015	\$0.00 A	\$0.00 A	\$0.08 A	\$0.03 A	-\$0.00 E
2016	\$0.09 A	\$0.12 E	\$0.15 E	\$0.19 E	\$0.56 E
2017					\$0.74 E

Zacks Projected EPS Growth Rate- Next 5 Yrs. 30%

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## KEY POINTS

- Weyland Tech is a marketer of a successful DIY app development platform that until 2016 had only been sold in Singapore.
- Through a series of partnerships and agreements, it is rolling sales out to a number of other countries primarily in Asia. This increases its total addressable market (TAM) exponentially. In Asia in particular, the company has very limited competition and is potentially first to market in some locations.
- Its main business was only purchased on September 1, 2015 and all financials from that point on reflect this new business. The old business was wound down on that date. Investors should focus on Q4 2015 and Q1 2016 as representative of the business going forward.
- The company has extremely high margins and cash flow due to its structure as a SaaS company that has primarily outsourced its marketing and sales and has its primary development behind it.
- The Company uplisted to the OTC Markets Group's 'OTCQB Market' on June 13, 2016 which should improve the stock's marketability. The company plans to move up to the NASDAQ Capital Markets once it hits the \$3 price requirement, probably in conjunction with a capital raise.
- With expected revenues and EPS in 2016 of \$13.2 million versus \$2.5 million in 2015, and diluted EPS of \$0.56 versus breakeven in 2015. We believe the stock is worth almost \$9.00 per share based on a blend of an industry average EV to sales of 3.6X, PE to Growth rate of 1 and 30% growth and EV to EBITDA of ten times.

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## OVERVIEW

Weyland Tech is a pivot of a B2B eCommerce company formerly called Seratosa. On September 1, 2015 the company acquired the exclusive right to use the *CreateApp* do-it-yourself (DIY) M-commerce applications platform from Technopreneurs Resource Centre Private Limited and changed the name of the company. It is now the provider of a SaaS app development platform that allows customers to quickly and easily develop a mobile app for their business. It is targeted at small to medium businesses (SMBs), and until recently has only been available in Singapore. The [CreateApp](#) platform is now offered in twelve languages: English, Chinese, Japanese, Korean, Bahasa Malay, Bahasa Indonesia, Thai, Hindi, Vietnamese, Spanish, French, and Italian.

The company signed a 50/50 joint venture arrangement in November 2015, with Ranosys Technologies Pvt. Ltd. to provide development and maintenance for the platform, and to [market the product in India](#). Ranosys claims to be Singapore's leading iPhone and iPad app development company with a team of 35+ iOS developers. It also provides help in claiming [Singapore Government Productivity and Innovation Credit](#) (PIC) grants for Singapore companies, whereby SMEs can get up to 160% of the cost (up to S\$24,000) of mobile app development.

In Q1 2016, the company signed a number of deals with third parties to market *CreateApp* in other countries. They were as follows:

- January 19, 2016 - the company signed an agreement with Info Zone Development Limited to provide a 'white label' rollout of the Company's *CreateApp* platform in **Hong Kong and China**. Revenues are already being generated in Hong Kong and selected cities in Southern China.

- January 21, 2016 - the company signed an agreement with Silver Ridge- Tangerine Sdn Bhd to provide a 'white label' rollout in **Malaysia**.
- February 11, 2016 - the company signed a distributor's agreement with [Augicom](#) S.A. all of the **Euro-Zone** except Russia, Turkey, Armenia and Azerbaijan. Augicom has already started to book revenues in Switzerland and France, primarily with large organizations with multiple locations, some as high as 14,000 locations.
- March 9, 2016 - the company signed a distributor's agreement with startup Aurum Digital to distribute *CreateApp* in North, Central, and South Americas. Aurum will pay Weyland Tech a \$20 monthly fee per active subscription of *CreateApp*, and \$15 monthly fee per active subscription as a white-label product. This partner has already white-labeled the product to World Black Belt, Inc. an industry organization with 5,035 dojos members.
- March 14, 2016 - the company signed a distributor's agreement with IAM for the Republic of **Korea**. IAM is owned and managed by former executives from the Korean Internet, online gaming, and e-commerce/m-commerce industries. IAM will also pay Weyland Tech a \$20 monthly fee per active subscription of the technology when branded as *CreateApp*, and \$15 monthly fee per active subscription on a white-label basis. Weyland is already working on a custom product there for a large enterprise customer that has locations in Seoul.
- March 22, 2016 - the company signed a 50/50 joint venture agreement with Meta 4 Group SarL for the rollout of Meta4's 'Worldfriends' network platform in the greater **Indonesia** market. [Worldfriends](#) is a network for meeting people with 5 million members in 200 countries. Over the next twelve months, Weyland Tech and Meta4 will offer free subscription to WorldFriends.id (Indonesia) and gradually layer in value-added services including a *CreateApp* 'DIY' application for individuals to build their own app for personal or business use.

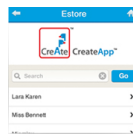
The company uplisted to the OTCQB on June 13, 2016 and has increased its float to 842,000 freely trading as of today and expects to have another 500,000 available complete within a few weeks reaching the one million share float requirement for listing on the NASDAQ Capital Market. It now needs only a share price of \$3.00 to be eligible to uplist and the company would like that to occur concurrent with a future capital raise for expansion.

## PRODUCT DESCRIPTION

The platform, which can be used in English, Chinese, Japanese, Korean, Bahasa Malay, Bahasa Indonesia, Thai, Hindi, Vietnamese, Spanish, French, and Italian, creates apps for IOS and Android. It is important to note that all of these languages are available in a fully comprehensive manner. Competitors typically translate only the home page, selected text on other pages, and menus. As part of the price, the company includes the cost of being in the Apple app store (\$99 per year), however if the customer stops paying the app is disabled. It is not portable to the customer.

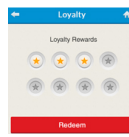
The platform uses pre-built modules that the customer can mix and match to customize the product app. These modules are shown on the following chart. In the near future we expect the company to add more country specific payment options as well as delivery solutions.

# Features



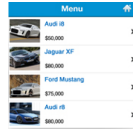
## E-Store

E-store feature takes your business a step further by letting your customers view and purchase your merchandise.



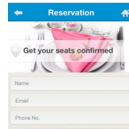
## Loyalty Rewards

Provide loyalty rewards coupons to customers to be redeemed at your business.



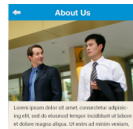
## Menu

List out the menu of your business and attract customers. Perfect for restaurateurs.



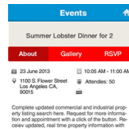
## Reservation

Let customers savour the benefits of the reservation feature in your app. Reserving a table in a restaurant becomes as easy as eating a pie.



## About Us

Tell your customers about your business, who you are and what you do, through the About Us feature in your app.



## Events

Use the events feature in your app to your advantage. Create events and lure customers to actively participate in them.



## Contact Us

Include Contact Us feature in your app and provide multiple contact details in the form of contact number, email address, and website links to your customers with added features of direction maps and one touch calling.



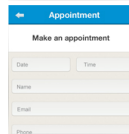
## Image Gallery

Enchant and entice, inform and avail, through the array of colorful images of your business, through the Images Gallery feature.



## Around Us

Furnish information on all your business outlets at various locations and direct customers to the nearest outlet.



## Appointment

Include the lucrative appointment feature in your app, and let fixing an appointment no longer be a cumbersome activity.



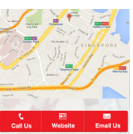
## Newsletter

Serve and stay connected with your customers. Send newsletters via email to all subscribers while maintaining a list of their names and email addresses.



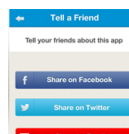
## PDF

Widen the ambit of information sharing modes and furnish pdf documents to customers for the same.



## Call Us

Customers can now contact you instantly through the call us feature with simply no need to store contact details.



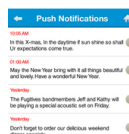
## Tell a Friend

Witness your business grow by leaps and bounds and let your customers advertise for you by sharing over email, Facebook, Twitter, Linked In.



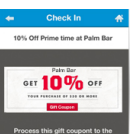
## Fanwall

With the fan wall, be at the receiving end of your customer's valuable feedback on your business, providing an interactive messaging and wall posting environment in your app.



## Proximity Notification

Keep your customers updated on the latest, for grabs offers, by sending proximity notifications whenever they are near the business outlets.



## Check In

Create discount vouchers for customers to be redeemed only by "checking in" at your business.



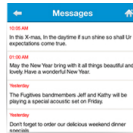
## QR Code Image

Create scannable QR Code images for customers to be redeemed at your business.



### Sports Score

Provide your customers with the ease of maintaining their sports score and generating the score card in a hassle-free fashion.



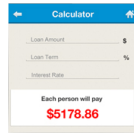
### Messages

Send messages to customers and keep them abreast on the latest business activities and offers.



### Website Information

Provide multiple website links, so that your customers have a multitude of options to stay connected with you.



### Mortgage Calculator

Include a mortgage calculator to calculate interest in a matter of minutes.



### Facebook

Connect with your customers through the social media sites of their choice, by integrating your Facebook Page.



### Twitter

Connect with your customers through the social media sites of their choice, by integrating your Twitter Page.



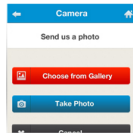
### Instagram

Relish the sight of a beautiful gallery of images in your app, studded with all your photos from instagram.



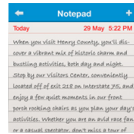
### You Tube

Integrate your YouTube videos and give your customers a visual treat from inside your app



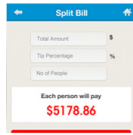
### Camera

Let your customers play creative and share their clicks with the camera feature in your app.



### Notepad

Notepad feature in your app will enable customers to maintain text notes and email them.



### Split Bill Calculator

Now splitting bills gets all the more easier. Include Split bill calculator in your app to allow customers to calculate the tip amount when out for a sumptuous meal.



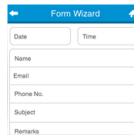
### Voice Record

Let your customers record their voice and share their creativity through our inbuilt sharing features.



### Real Estate

Real Estate Content



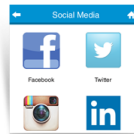
### Form Wizard

Customise and create your form fields or create a survey or test. Gather customer feedback with our simple to use forms creation platform. You will be amaze how simple. Create unlimited forms here.



### Car Sales

Car dealers, showcase your car here. Upload unlimited images and get more car sales with our instant contact function.



### Social Media

(Social media Logo – Facebook, twitter, linkedIn, Instagram, Google +, QQ, Sina Weibo)Link to major Social media and get instant update. Increase your customer base exponentially. Create a viral buzz for your business.



### Essential Number

Create one touch dial contact with this function. You can pre-set unlimited numbers of different departments within your company. Your customers can call direct to the specific department avoid waiting calls and missing out on opportunities.



Available on Android  
Create an android application in a flash using CreateApp.



Available on iPhone  
Create an iPhone application in no time using CreateApp.

The company is having success building higher-level vertical applications from this platform for its wholesale and white label customers. Audicom has had success with a product sold to malls in Europe and Weyland plans to take this more highly customized mall platform and roll it out to other geographies. It is currently pursuing a number of large high profile prospects in Singapore and other Asian countries using this customization. In addition the company sees further opportunities in various organizations that are affiliated like the World Black Belt but have privately owned companies in it. This also includes entities like religious groups that can share a generic app that is specially tailored to that organization but can be customized for each location.

## PRICING

The company charges \$65 a month or a year for \$540 for a year to end user customers. This is comparable to other companies in the industry. Included in the price are the following features:

₹ 3000/- month  
paid annually

SIGN UP

📱 Native iPhone & Android App	✉ Unlimited Push Messages	⬇ Unlimited Downloads
☁ Unlimited Updates	📧 Unlimited Newsletters	⚙ Huge Marketing Support
📊 Application Analytics	📱 Preview Mobile App	📱 Complete Tutorial Kit
👁 365 days online support	₹ Free hosting on Play Store & Apple Store	₹ No Hidden Cost

When sold wholesale to its marketing partners, the company receives \$20 monthly fee per active subscription of *CreateApp*, and \$15 monthly fee per active subscription as a white-label product. Today, there are a few subscriptions being sold white label in Hong Kong. Augicom has also started to sell in Switzerland and France; the company receives US\$20 per app, per month.

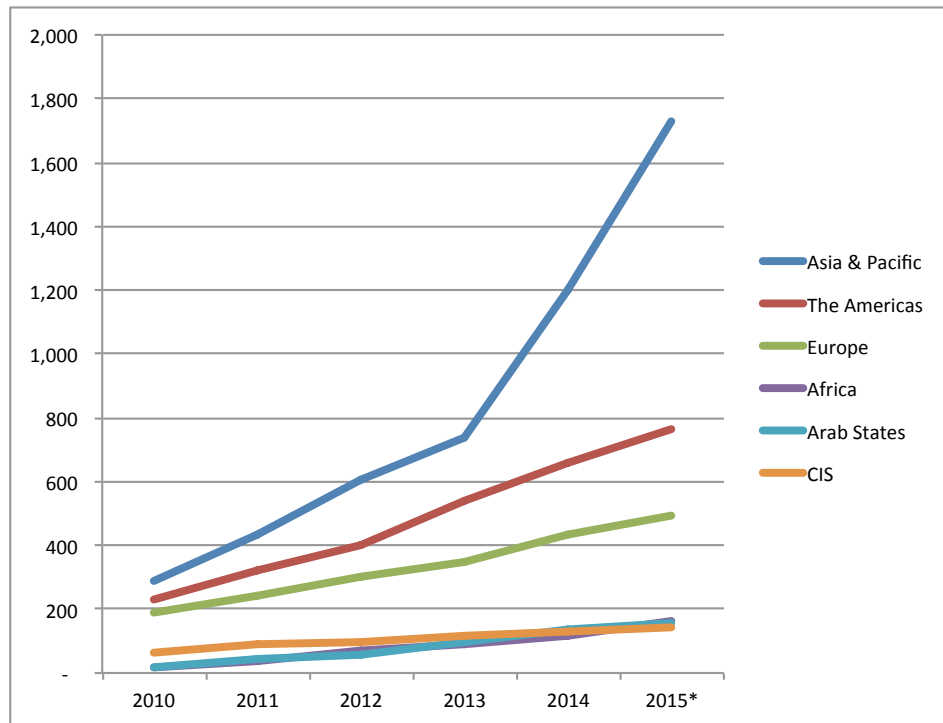
In the past the company had relied heavily on government subsidies in Singapore helping customer purchase the service. The PIC credit had been a factor back in 2014, but there were changes last year and this year it is not much of a factor. In Malaysia, Silver Ridge- Tangerine Sdn Bhd has several initiatives in place with the government. In India, the company has a three year tax holiday with zero tax and there are some government incentives in place for SMBs that being investigated by the company's partner Ranosys. In Hong Kong there are technology credits in place for SMBs that could be for as much as \$2,000 per year.

## MARKET

The market for DIY app builders in South East Asia is much different than the crowded market in the US. Few platforms found in English speaking regions have been localized for these markets, not only language wise, but also with little nuances in user interface, interaction, functionality, and colors.

Mobile phones are in far greater use in this area as they are much more affordable than computers. Smartphones have usurped the desktop entirely in these countries due to prices as low as \$50-60 dollars as well as their portability. For businesses mobile apps are far more important as citizens in South East Asia typically don't have bank accounts, credit cards or use PayPal and transact most business on phones rather than desktop. Local companies also have an advantage, as there are local payment gateways that represent a barrier to entry to most foreigners. As a local company with government connections, Weyland was also able to gain connectivity to the telecom and Internet ministries in India and Indonesia its next prime markets.

**Graph 1. Active Mobile Broadband Subscriptions by Geography**



Source: The United Nations ITU Unit

The company targets small and medium businesses (SMBs) and is initially expanding from Singapore that has approximately 197,000, to Indonesia and India. In Indonesia there are 1.5 million SMBs in the Jakarta area alone. In India it is rolling out in Jaipur (500,000 SMBs), Delhi (1.2 million), and Mumbai (1.5 million.)

While this table does not break out smartphones, it does show the relative difference in the number of mobile phones by country, indicating the potential size of the market relative to one another.

<b>Mobile-cellular telephone subscriptions</b>					
	<b>2010</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>
India	752,190,000	893,862,478	864,720,917	886,304,245	944,008,677
Indonesia	211,290,235	249,805,619	281,963,665	313,226,914	325,582,819
France	57,785,000	59,816,000	62,260,000	63,324,000	65,425,000
Korea (Rep.)	50,767,241	52,506,793	53,624,427	54,680,840	57,290,356
Malaysia	33,858,700	36,661,300	41,324,700	43,005,000	44,928,600
Taiwan, Province of China	27,839,527	28,865,331	29,455,219	29,709,670	30,358,368
Singapore	7,384,600	7,794,300	8,067,600	8,438,100	8,103,800
Hong Kong, China	13,793,729	15,292,924	16,387,536	17,098,440	16,959,455
Switzerland	9,644,157	10,082,636	10,561,075	11,048,637	11,150,000

Source: The United Nations ITU Unit

## COMPETITION

Competitors for *CreateApp* vary by geographic market. For example, the company has yet to find another DIY app creation platform for sale in the Korean market. The main competitors that Weyland sees most often in its markets are on the table below.

Company	Main Markets	Languages	VC Funding	Estimated 2015 Rev.s/Employees
CreateApp	Singapore, India, Indonesia	English, Chinese, Bahasa (ID), Bahasa (MY), Korean, Spanish, Italian, French, Thai, Vietnamese, Japanese, Hindi	0	\$11 million/ 12
Como	US, EU	English, Italian, French, German, Spanish, Portuguese	<a href="#">\$9.8 million</a>	\$200 million +/ 90
Appy Pie	US, EU, India	English, Spanish, French, Portuguese, Arabic	Owned by ONSInteractive	\$25 million/ 14
AppsBuilder	US, EU	English, Italian, French, Portuguese, Spanish, German, Dutch	\$3.5 million	\$20 million/ 24
iBuildApps	US, EU, Latin/South America, RU	English, Russian, Spanish, French, Italian, Turkish, Indonesian, Arabic	\$2.5 million	\$50 million

**Como** founded in 2010, is headquartered in NYC. It is a DIY mobile app solution that allows small businesses to turn mobile apps into powerful tools for sustaining loyal customers. Israel's [Como](#), formerly known as Conduit, is Israel's largest Internet company and was valued in 2012 at \$1.3 billion. It is in the process of buying customer loyalty app startup [Keeprz](#) for \$50 million.

**Appy Pie** was founded in 2011 in NYC and primarily located in New Delhi. ONSInteractive, founded in 2007, owns it, as well as owning: Profit By Search, India's leading SEO company, Profit By Outsourcing, India's leading Web Design company and Profit By RPO, a recruitment process outsourcing company.

**AppsBuilder** was founded in 2011 in Catania, Italy. It is can create apps in iOS, Android and HTML5. In December 2015, it merged with Paperlit and changed the company name. Paperlit is a full stack solution that enables publishers to create, distribute, & monetize digital editions of print content with a branded mobile app. It was founded in Menlo Park, California in 2009, and is used by over 100 publishers in more than 20 countries, including Disney, Hearst Magazines, Vanity Fair, and Condé Nast.

**iBuildApp** based in Burlingame, CA and was launched in 2011 by Russian founders. Since launching, it claims over 35M downloads of apps created by over 1,200,000 businesses (app makers). There are been over 1,500,000 apps built and over 150,000 apps published on app stores and monthly visitors exceed 2.5 million.



## MANAGEMENT

### **Brent Suen - President and CEO**

Brent has been with the company since November 19, 2014, and a director of the Company since November 19, 2014. He has 27 years of experience in the investment banking industry. For the past five years, Brent led the start-up and management of Empirica S.A., a security/intelligence, and frontier markets focused advisory firm operating in Asia, the Middle East, Africa, and Central Asia. He established Bay2Peak in Hong Kong in 2003 and invested in and advised over 50 companies, which include Internet, software, renewable energy, and life science companies. From 2006 to 2008 he also advised IRG TMT Asia Fund on private and public investments. In 1997, he co-founded Elevation Capital that invested in, and advised, Silicon Valley companies on IPO's, M&A, strategic partnerships, and fund raising. In 1993, he founded Axis Trading Corp., one of the first online platforms for stock trading and subsequently sold it to a division of Softbank in 1996. He began his career in merger arbitrage at Bear Stearns in 1988. He earned a BA in Finance at Westminster University.

### **Lionel Choong - Acting CFO**

Lionel has been with Weyland since July 17, 2015. He has been the Vice Chairman of the Board and a director of Emerson Radio Corp. since November 2013. Mr. Choong was acting CFO of Global Regency Ltd., between April 2009 and June 2015 and remains as a consultant. Mr. Choong has been a consultant for Zenith Professionals Ltd. since August 2004 and Board Advisor to Really Sports Co. since June 2013. Mr. Choong has a wide range of experience with companies in China, Hong Kong SAR, and London, encompassing: building businesses, restructuring insolvency, corporate finance, and initial public offerings. From June 2008 to May 2011, Mr. Choong was acting CFO of Sinobiomed, Inc. (now Weyland Technology, Inc.). Mr. Choong is a fellow member and holds a corporate finance diploma from the Institute of Chartered Accountants in England and Wales. He is also a CPA and member of the Hong Kong Institute of Certified Public Accountants as well as the Hong Kong Securities Institute. Mr. Choong holds a BA in Accountancy from London Guildhall University and MBAs from both the Hong Kong University of Science and Technology and the Kellogg School of Management at Northwestern University.

### **Eddie Foong - COO**

Eddie is the founder and creator of *CreateApp*, and has over 17 years of experience in IT, sales and marketing and operations. He is also the second largest shareholder. He was involved in a RFID technology company that developed and changed Singapore National Library Books borrowing system island-wide. He previously headed the sales and marketing department of Info Technology within MNCs and government agencies. He graduated with a Class 1 BEng Honors Degree and IBM Award holder from University of Strathclyde, U.K.

### **Ankit Agarwal - CTO**

Ankit is a PMP certified professional with 5+ years of multi-country, multi-domain experience in IT, which includes services delivery, project management, project planning, execution and stakeholder management experience in mobility, eCommerce, oil & gas, and finance. Ankit has his Bachelor of Technology from Rajasthan Technical University.

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## BOARD OF DIRECTORS

**Brent Suen**

**Lionel Choong**

**Eddie Foong**

**Ankit Agarwal**

**Matthew Burlage**

Matt has spent the last three decades involved in financing and advising Asia's leading corporations, government enterprises and financial institutions in Asia, particularly in the telecom, media and technology (TMT) sectors. He co-founded IRG, a boutique financial advisory and investment firm focused on the core growth sectors in Asia in 2000. Before that Matt was a Managing Director and Head of Industry Groups at Lehman Brothers in Hong Kong where he created the first and largest dedicated TMT industry group at an investment bank in Asia. He has a MBA from Harvard University and a BA from Yale University, and attended the Japanese Language Institute of Sophia University.

**Ross O'Brien**

Ross is a writer, presenter, and consultant focused on the economies and business environments of the Asia-Pacific, with over 25 years of experience in the region. His analysis surrounds Asia's Innovation Economy. For nine years he was Director of the Economist Corporate Network, a business advisory program for senior executives of multinationals in Asia. Ross has been a Managing Director of the Hong Kong operations of Intercedent Asia, a region-wide partnership of B2B market consultants since 2003. Before that, Ross was an analyst and Asian research director for Pyramid Research, a telecoms advisory firm providing forecasts and analysis on infrastructure and services markets in emerging markets. From 1996 to 1998, he was a consultant in AT&T Solutions' operational process improvement practice, serving financial services and telecoms clients in China and Indonesia. Ross earned an AB in Asian Studies and Anthropology from Dartmouth College in 1989, and an MBA from the University of California at Berkeley's Haas School in 1996.

**Brett Lay**

Brett was the CFO of Pacnet Limited, AsiaNetcom, and Pacific Internet from February 2007 to April 2015. He has over 18 years of work experience in Asia. He is an active member of the board of directors for joint ventures in China, India, South Korea, and Philippines. Brett has been a company officer in diverse sized organizations including a startup that was bought by a \$14 billion NASDAQ public company. He recently helped complete the \$750 million sale of Pacnet to Telstra. Brett earned an MS in Finance and MS in Management from the University of Colorado, Denver.

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## VALUATION

Weyland is unusual in that it is a small SaaS company that is rapidly growing but is highly profitable a combination not typically seen. Its profitability is reflective of its competitive arena as well as its unique cost structure wherein most expenses are relegated to the marketing partners and management is rewarded through equity ownership rather than salary. So rather than using the usual enterprise value to sales, we can also look at PE ratios.

Below we have a list of small cap SaaS companies for comparison. On average they trade at 3.6 times enterprise value to sales. The valuation ranges from a high of 6.5 times for Q2 Holdings, a provider of

secure cloud-based virtual banking solutions to regional and community financial institutions to 0.9 times for Jive Software a company with declining revenues. Using trailing twelve months the multiple is 4.1 times. A blend of these two gives us a stock price for Weyland of \$3.65 per share.

Company	Ticker	Revenue		TTM EBITDA	Enterprise Value / Sales		EV/ EBITDA	Included in Average?	Enterprise Value
		2016E	LTM		2016E	LTM			
Calidus	15% CALD	\$209	\$182	-\$45	4.9x	5.6x	-22.7x	y	1,020
Jive Software	-1% JIVE	\$197	\$199	-\$19	0.9x	0.9x	-9.7x	n	186
LivePerson Inc.	-1% LPSN	\$232	\$235	\$16	1.5x	1.5x	21.5x	y	352
Textura Corp.	17% TXTR	\$108	\$92	-\$6	5.6x	6.5x	-94.6x	y	600
SPS Commerce Inc.	15% SPSC	\$193	\$167	\$18	4.3x	5.0x	47.4x	y	830
Marketo *	21% MKTO	\$272	\$226	-\$54	5.4x	6.5x	-27.3x	y	1,470
Q2 Holdings	25% QTWO	\$148	\$118	-\$19	6.5x	8.1x	-51.6x	y	959
Castlight Health	23% CSLT	\$101	\$82	-\$77	3.1x	3.8x	-4.1x	y	316
inContact, Inc.	13% SAAS	\$263	\$233	\$2	3.3x	3.7x	568.3x	y	858
OPOWER, Inc.	6% OPWR	\$160	\$152	-\$42	3.1x	3.2x	-11.7x	y	490
SciQuest *	3% SQI	\$110	\$106	\$9	3.2x	3.3x	37.8x	y	356
Bazaarvoice	1% BV	\$201	\$200	-\$6	1.3x	1.3x	-43.8x	y	261
Amber Road, Inc.	7% AMBR	\$74	\$69	-\$21	2.5x	2.7x	-8.9x	y	185
Upland Software	3% UPLD	\$72	\$70	\$2	2.0x	2.0x	84.0x	y	142
<b>Average</b>				<b>-17.1x</b>	<b>3.6x</b>	<b>4.1x</b>	<b>38.0x</b>		<b>\$603</b>

\* Being acquired by private equity

Weyland YoY growth	Revenue		2016E EBITDA	Enterprise Value / Sales		Valuation Range	
	2017E	2016E		2017E	2016E	Low	High
		\$18	\$13	17.0	3.6x	4.1x	\$55

Conclusion of Enterprise Value	\$59,657,782
Market Value	\$61,949,124
Shares Outstanding	16,990,611
Price per Share	\$3.65

We can also use PE to value the stock. As a company with high recurring revenue, the company deserves a PE close to its growth rate. As a small company we believe that it could easily sustain 30% growth for the next five year and thus its PE could be 30. **Using the 2016 EPS estimate of \$0.56 per share and a 30 multiple the stock would be worth \$16.80 per share.**

A third methodology that can be used is enterprise value to EBITDA. This year we project the company could generate \$10 million in EBITDA. **Using a multiple of 10 times, which is conservative, that would value the company at \$100 million or a stock price of \$6.06 per share.**

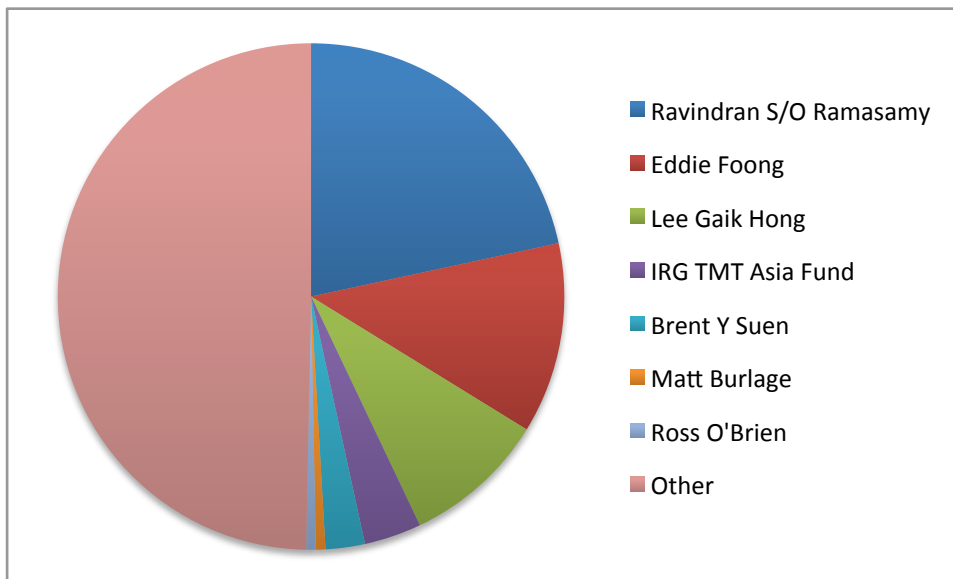
**Using a simple average of these three methods gives us a stock price of \$8.83 per share, 400% higher than the company's current stock price.** As the company reports more quarters and gain visibility and solid growth, we expect the price to rise closer to this valuation.

## RISKS

- The currently operating company has only been public a few months and has an entirely new unproven management team.
- There is risk that at the company will be unable to penetrate new countries.
- The company is rolling out a new business model and it may be hard to predict profits from this model.
- The company will encounter different regulation and competition in other countries. It enjoys large government subsidies in Singapore that will not be available elsewhere and customers may not be willing or able to pay unsubsidized prices.
- The stock has extremely limited float and very low trading volume. Investor must buy be aware and buy and sell with limits to avoid huge price fluctuations.

## OWNERSHIP

Ravindran Ramasamy, Eddie Foong, and Lee Gaik Hong are the co-founders of *CreateApp* and together own 42.9% of the company.



## FINANCIALS

### 2015 Year

Since Weyland bought its main business on September 1, 2015, any results up until then are not meaningful. In the September quarter there was only one month of the new business and Q4 is the first full quarter of the current business. For the year the company reported revenues of \$2.6 million and net income of \$0.7 million. Due to the wildly fluctuating shares outstanding the EPS for the year is not meaningful, but if

one were to take the current share count and divide the company would have reported EPS of \$0.05 per share. Pro forma revenues would have been \$12.3 million if Weyland owned *CreateApp* for the entire year and would have earned \$0.133 per share using the current share count.

## **Q1 2016**

In the first quarter of 2016, the company reported revenues of \$2.3 million versus \$0.5 million for the predecessor company. This was up 42% sequentially from Q4 2015 revenues of \$1.3 million. The company is getting good traction outside of Singapore and approximately 75% of revenues were countries other than Singapore with its partner in Switzerland, Augicom, providing the biggest portion. Revenues also came in India, Malaysia, Russia, Pakistan, Cambodia, and Thailand. On the earnings model it looks like revenues in Singapore were down, but this was actually due to a reclassification. In Q3 and Q4, Weyland classified anything that came thru createappsingapore.com as Singapore revenues. In Q1, it started calling Singapore as only those revenues from SMB's that are located there. Now revenues outside Singapore are being tracked according to their country of origin.

Gross margin expanded to 72% from 46% in Q4 2015 as volumes ramped. General and administrative expenses were similar to Q4 2015 at \$174,000 versus \$182,000 in Q4. With no other income or expense or taxes operating income of \$1.4 million was also net income. The EPS for the quarter was \$0.09 versus \$0.00 a year ago. Adding back depreciation, EBITDA for the quarter was \$1.5 million versus a loss of \$9,000 a year ago.

## **FORECASTS**

### **2016**

This year will show the full impact of the *CreateApp* acquisition and we expect each quarter to show sequential revenue growth as new markets are penetrated. For 2016, we are looking for \$13.4 million in revenues versus a reported \$2.6 million with only four months of the acquisition. Gross margins and operating margins are expected to continue to increase as expenses remain virtually flat. We expect each quarter to be sequentially up and EPS for the year could be \$0.56 versus breakeven last year. More importantly the company should be able to generate EBITDA of as much as \$10 million. We expect the company will use this cash to invest in other businesses in the area that take advantage of the mobile app business they currently run.

Additionally, to support its growth strategy, investors should expect the company to raise money to fund a war chest to pursue opportunities in the area.

### **Q2 2016**

The second quarter should show continued sequential growth and margin improvement as the company continues its ramp its business in other geographies. We are looking for revenues of \$3.2 million versus \$100,000 a year ago before the acquisition. Sequentially this is growth of 42%. Margins should tick higher due to volumes and we look for EPS of \$0.12. EBITDA for the quarter could be \$2.1 million.

# INCOME STATEMENT

Weyland Technologies	Q1 2015 31-Mar	Q2 2015 30-Jun	Q3 2015 30-Sep	Q4 2015 31-Dec	Q1 2016 31-Mar	Q2 2016E 30-Jun	Q3 2016E 30-Sep	Q4 2016E 31-Dec	2015	2016E	2017E
Singapore	480,000	100,000	648,159	1,126,958	565,364	711,455	911,455	1,011,455	2,553,992	3,199,729	3,679,688
Other	-	-	-	198,875	1,696,091	2,500,000	2,800,000	3,200,000	-	10,196,091	14,274,528
<b>Total revenue</b>	<b>480,000</b>	<b>100,000</b>	<b>648,159</b>	<b>1,325,833</b>	<b>2,261,455</b>	<b>3,211,455</b>	<b>3,711,455</b>	<b>4,211,455</b>	<b>2,553,992</b>	<b>13,395,820</b>	<b>17,954,216</b>
Yr-to-yr Growth	-39%	-89%	69%	247%	371%	3111%	473%	218%	3%	425%	34%
Cost of services	475,000	95,000	264,740	717,518	634,331	899,207	927,864	842,291	1,552,258	3,303,693	3,949,927
Gross profit	5,000	5,000	383,419	608,315	1,627,124	2,312,248	2,783,591	3,369,164	1,001,734	10,092,127	14,004,288
Gross Margin	1.0%	5.0%	59.2%	45.9%	72.0%	72.0%	75.0%	80.0%	39.2%	75.3%	78.0%
<b>Operating expenses:</b>											
General and administration	14,375	14,375	57,016	182,247	173,809	173,809	185,000	210,000	268,013	742,618	1,050,000
Depreciation & Amortization	0	0	7,318	(7,318)	83,333	83,333	85,000	90,000	0	341,666	400,000
Total operating expenses	14,375	14,375	64,334	174,929	257,142	257,142	270,000	300,000	268,013	1,084,284	1,450,000
Operating income:	-9,375	-9,375	319,085	433,386	1,369,982	2,055,106	2,513,591	3,069,164	733,721	9,007,843	12,554,288
Operating margin	-2.0%	-9.4%	49.2%	32.7%	60.6%	64.0%	67.7%	72.9%	28.7%	67.2%	69.9%
EBITDA	(9,375)	(9,375)	326,403	426,068	1,453,315	2,138,439	2,598,591	3,159,164	733,721	9,349,509	12,954,288
<b>Other income:</b>											
Other income	-	-	-	-	-	-	-	-	-	-	-
Total other income	-	-	-	-	-	-	-	-	-	-	-
Income before income taxes	(9,375)	(9,375)	319,085	433,386	1,369,982	2,055,106	2,513,591	3,069,164	733,721	9,007,843	12,554,288
Pretax Margin	-2.0%	-9.4%	49.2%	32.7%	60.6%	64.0%	67.7%	72.9%	28.7%	67.2%	69.9%
Income tax	-	-	-	-	-	-	-	-	-	-	-
Tax rate	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Net income	(9,375)	(9,375)	319,085	433,386	1,369,982	2,055,106	2,513,591	3,069,164	733,721	9,007,843	12,554,288
Stock-based compensation									8,960		
Non-GAAP net income									742,681		
<b>Net income per share:</b>											
EPS	\$0.00	\$0.00	\$0.08	\$0.03	\$0.09	\$0.12	\$0.15	\$0.19	\$0.00	\$0.56	\$0.74
<b>EPS Diluted</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.08</b>	<b>\$0.03</b>	<b>\$0.09</b>	<b>\$0.12</b>	<b>\$0.15</b>	<b>\$0.19</b>	<b>\$0.00</b>	<b>\$0.56</b>	<b>\$0.74</b>
	-99.1%	-99.2%	-453.7%	874.6%	-13290.5%	-166940.4%	88.7%	586.5%			
<b>Shares</b>											
Basic	13.9	125.1	3.9	15.9	15.4	16.4	16.4	16.4	229.8	16.2	17.0
Diluted	13.9	125.1	3.9	15.9	15.4	16.4	16.4	16.4	229.8	16.2	17.0
					10.8%	-86.9%	317.5%	3.2%		-93.0%	5.0%
Adjusted EBITDA	(9,375)	(9,375)	326,403	426,068	1,453,315	2,138,439	2,598,591	3,159,164	733,721	10,092,127	12,954,288
	-71%	-84%	-272%	1635%	-15602%	-22910%	696%	641%	-5%	1275%	28%

## BALANCE SHEET

	March 31, 2016	Dec. 31, 2015	% Change	Sept. 30, 2015	% Change
<b>Current assets</b>					
Cash and equivalents	\$2,379,562	\$832,218	186%	\$41,038	1928%
Accounts receivable, net	739,701	730,700	1%	3,951,345	-82%
Temporary payments and repayments	0	0		19,314	-100%
Total current assets	3,119,263	1,562,918	100%	4,011,697	-61%
Investment in joint venture	120,320	20,230	495%		
Property and equipment, net	0	0	0%	15,584	-100%
<b>Capitalized development costs</b>	583,333	666,667	-13%	256,136	160%
Trademark	5,000	0		0	
Total non-current assets	708,653	686,897	3%	271,720	153%
<b>TOTAL ASSETS</b>	3,827,916	2,249,815	70%	4,283,417	-47%
<b>Current liabilities</b>					
Accrued expenses and other liabilities	0	0		116,644	-100%
Accounts payable, accruals & other	1,394,637	1,431,078	-3%	506,458	183%
CEO payables	88,220	121,181	-27%	179,719	-33%
Development costs	0	0		1,417,142	-100%
Other payables	0	0		132,874	-100%
Provision for taxation	0	0		560,189	-100%
Deposit for stock to be issued	424,887	147,456	188%	0	NM
Total current liabilities	1,907,744	1,699,715	12%	2,913,026	-42%
<b>TOTAL LIABILITIES</b>	1,907,744	1,699,715	12%	2,913,026	-42%
<b>Stockholder's equity</b>					
Common stock	146,179	146,179	0%	139,177	5%
Additional paid-in capital	36,104,037	36,104,026	0%	36,080,882	0%
Subscriptions received	1,765,855	1,765,855	0%	1,765,855	0%
Accumulated deficit	(36,095,989)	(37,465,960)	-4%	(36,615,523)	2%
Total stockholders' equity	1,920,082	550,100	249%	1,370,391	-60%
<b>Total liabilities and stockholders' equity</b>	\$3,827,826	\$2,249,815	70%	\$4,283,417	-47%
Current ratio	1.6	0.9	78%	1.4	-33%
Working Capital	1,211,519	(136,797)	-986%	1,098,671	-112%
Net Cash as % of assets	62%	37%	68%	1%	3761%
Cash per share	\$0.15	\$0.05	196%	\$0.01	401%
Debt % of assets	4.6%	7.1%	-35%	NM	NM
DSOs	30	50	-41%	556	-91%

## CASH FLOWS

\$ in Thousands	3 Months Ended	3 Months Ended	3 Months Ended	3 Months Ended	Year	3 Months Ended
	31-Mar-15	30-Jun-15	Sep. 30, 2015	Dec. 31, 2015	2015	31-Mar-16
<b>Cash Flows from Operating Activities:</b>						
Net profit	\$ (9,375)	\$ (9,616)	\$ 326,403	\$ 426,309	\$ 733,721	\$ 1,369,982
<b>Adjustments to reconcile net loss to net cash used in operating activities:</b>						
Development cost amortization	0	0	7,318	76,015	83,333	83,333
Issuance of common stock for services received	0	0	0	23,262	23,262	0
Depreciation	0	0	0	0	0	0
Convertible debentures	0	0	0	0	0	0
<b>Changes in operating assets and liabilities, net of the effect of acquisitions (Note 2):</b>						
Increase in accounts receivable	0	(420,000)	(100,000)	0	(520,000)	9,000
Deposits and prepayments	0	0	(8,000)	0	(8,000)	0
Accrued expenses and other payables	0	0	(3,667)	(232,307)	(235,974)	0
Accounts payable increase	9,375	(411,543)	908,835	743,917	1,250,584	(36,440)
Other payables decrease	0	0	106,000	(106,000)	0	0
Development cost payable	0	0	0	0	0	0
Due to CEO	0	0	179,719	(58,538)	121,181	(32,961)
Deposits received	0	0	0	147,456	147,456	0
Net cash used in operating activities	0	(841,159)	1,416,608	1,027,432	1,595,563	1,392,914
<b>Cash Flows from Investing Activities:</b>						
Acquisition of businesses, net of cash acquired	0	0	1,384,076	(1,384,076)	0	0
Purchase of property and equipment	0	0	(1,918,487)	1,918,487	0	0
Investments in joint venture	0	0	0	(20,230)	(20,230)	(100,000)
Development costs incurred	0	0	0	(750,000)	(750,000)	0
Net cash used in investing activities	0	0	(534,411)	(235,819)	(770,230)	(100,000)
<b>Financing activities</b>						
Deposits received						254,430
Net cash provided by financing activities						254,430
(Decrease) increase in Cash and Cash Equivalents	0	(841,159)	882,197	791,180	832,218	1,547,344
Cash and Cash Equivalents, beginning of period	0	0	0	41,038	0	832,218
Cash and Cash Equivalents, end of period	0	0	41,038	832,218	832,218	2,379,562
<b>Non-cash investing and financing activities:</b>						
Elimination of non-cash effects of net assets	0	\$ 0	\$ 0	0	0	0
Issuance of common stock for services received					23,262	
Cash flow	\$ (9,375)	\$ (9,616)	\$ 333,721	\$ 525,586	\$ 840,316	\$ 1,453,315
Free cash flow	\$ (9,375)	\$ (9,616)	\$ (1,584,766)	\$ 1,694,073	\$ 90,316	\$ 1,453,315



# HISTORICAL STOCK PRICE

Jun 13, 2016 Open 2.30 High 2.40 Low 1.30 Close 2.40 Volume 4,501  
Double Click to Place a Limit Order at 2.40



Source: E\*TRADE Securities

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