

### WHY USE HYBRID ON YOUR CAPITAL RAISE?

#### 1. Increase distribution of your offering.

Use Hybrid to market your offering beyond your syndicate and your underwriters' institutional relationships. Our database includes:

- **11.5K** Canadian Brokers
- **220K** American Brokers
- **40K** North American Institutions & Family Offices

#### 3. Transparent reporting.

We provide you with a full list of brokers, institutions, and family offices who are interested in and/or participating in your deal.

#### 2. Capitalize on your best marketing opportunity.

Whether it's a marketed offering or a bought deal, your capital raise presents a unique opportunity to mass market your offering and your company to North American Investment Professionals. Use Hybrid to maximize demand for your offering and drive more attention to your stock in the open market. A capital markets program adds tremendous benefit to an ongoing awareness campaign.

#### 4. We complement your underwriter.

All orders generated by Hybrid are directed to your lead underwriter. On brokered deals, we are paid a flat fee, only if the offering closes.

### 2020 BY THE NUMBERS

**70+**

CAPITAL RAISES

**\$1.15B**

TRANSACTIONAL VALUE

**170+**

FIRMS PARTICIPATED IN HYBRID DEALS

**1.1M+**

CALLS MADE

**10.6M+**

EMAILS SENT

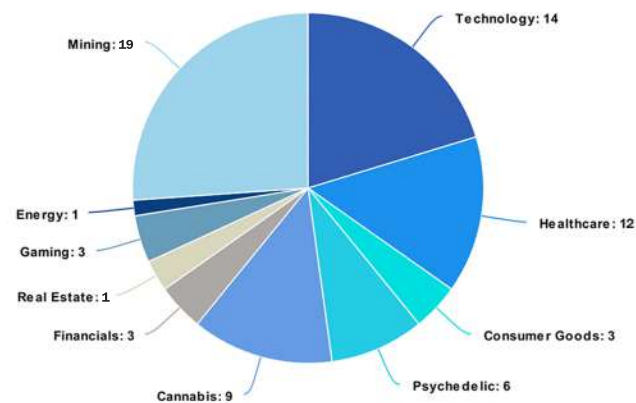
**250+**

CLIENTS REPRESENTED

### 2020 PERFORMANCE

Hybrid Financial had our most successful year to date, helping close 70+ deals totalling \$1.15B for the calendar year. Our unique approach has allowed us to seamlessly integrate our database and sales staff into multiple sectors selling a variety of products for our clients. We leverage our Investment Bank relationships to complete a wide range of offerings including:

- 8 IPOs
- 12 RTOs
- 33 Follow-on Offerings
- 4 Private Offerings
- 7 Reg A Offerings
- 7 Flow-through Offerings



### ABOUT HYBRID FINANCIAL

Hybrid Financial, founded in 2011, is a high impact sales & distribution company working on behalf of clients in the financial services industry. Our unique approach helps us effectively and efficiently build brands and launch products on behalf of our small, medium and large clients. Our team of 80+ sales professionals to mass-market your capital raise to Investment Advisors, Institutions, and Family Offices across North America. Since inception we have successfully helped close 250+ transactions totaling \$8B+.

# HYBRID FINANCIAL

## 2020 IN REVIEW

During 2020, Hybrid helped market 70+ Offerings:



**\$150,000,000**  
**Canaccord / BMO**  
**IPO**  
**Technology**



**\$45,000,000**  
**Stifel / GMP**  
**RTO**  
**Psychedelics**



**\$37,260,000**  
**Canaccord / Beacon**  
**Follow-On**  
**Healthcare**



**\$20,700,000**  
**Cormark**  
**Follow-On**  
**Gaming**



**\$23,000,000**  
**Haywood Securities**  
**Follow-On**  
**Energy**



**\$75,000,000 USD**  
**Canaccord / Echelon**  
**Follow-On**  
**Technology**



**\$27,000,000**  
**Canaccord / BMO**  
**IPO**  
**Mining**



**\$25,130,000**  
**RBC**  
**Flow-Through**  
**Mining**

### MINING

CMP Flow Through - \$16,675,000  
 Cross River Ventures Corp - \$2,000,000  
 GoldON Resources - \$1,300,000  
 Ninepoint Short Duration FT - \$25,000,000  
 NinePoint FT - \$25,130,000  
 Probity Mining 2020 Short Duration FT - \$4,400,000  
 Probity Mining 2020-II Short Duration FL - \$16,000,000  
 GR Silver Mining - \$9,153,000  
 Minaurium Gold - \$5,000,000  
 Orla Mining - \$75,030,000  
 Pasofino Gold - \$10,020,000  
 Concorde Gold - \$2,000,000  
 Barrian Mining - \$12,000,000  
 Gold Mountain Mining - \$4,665,000  
 E2 Gold - \$3,000,000  
 Osino Resources - \$14,000,000  
 Royal Helium Limited - \$6,150,000  
 Tombill Mines - \$6,500,000

### TECHNOLOGY

Binovi Technologies - \$1,700,000  
 Hut 8 Mining Corp - \$8,338,161

NexTech AR Solutions - \$11,000,000  
 Sixth Wave Innovations - \$3,000,000  
 VOTI Detection - \$3,000,000  
 Bitcoin Fund - \$14,000,000 USD  
 First Responder Technologies - \$4,900,000  
 The Ether Fund - \$76,500,000 USD  
 Cloudstructure - \$6,100,000 USD  
 Draganfly Innovations - \$1,500,000 USD  
 Banxa - \$4,025,000  
 KABN Systems - \$2,200,000

### HEALTHCARE

CTS / Leveljump Healthcare - \$4,000,000  
 Telecure Technologies - \$7,000,000  
 WellteQ - \$9,000,000  
 CloudMD (June) - \$14,950,000  
 CloudMD (Sept) - \$20,790,000  
 Hemostemix - \$3,500,000  
 InnoCan Pharma - \$5,000,000  
 ProMIS Neurosciences - \$2,000,000  
 Valeo Pharma - \$6,000,000  
 MCI One Health - \$30,000,000

### CANNABIS

Flower One Holdings (April) - \$10,900,000  
 Flower One Holdings (June) - \$8,200,000  
 Flower One Holdings (Sept) - \$8,125,000  
 Radient Technologies - \$5,750,000  
 SugarBud Craft Growers - \$4,000,000  
 Zenabis Global - \$23,500,000  
 Zenabis Global - \$7,500,000  
 Flora Growth - \$30,000,000 USD  
 High Times - \$30,000,000 USD

### PSYCHEDELICS

Champignon Brands - \$15,000,000  
 Mydecine Innovations - \$3,000,000  
 Mind Medicine Inc - \$24,200,000  
 Cybin - \$45,000,000  
 Field Trip Psychedelics - \$14,000,000  
 PsyBio Therapeutics - \$15,000,000  
 TAAT Lifestyle and Wellness - \$4,200,000

### CONSUMER GOODS

Elegance Brands - \$20,000,000 USD  
 Winc - \$5,100,000 USD

### FINANCIALS

TIMIA Capital \$5,200,000  
 Legion - \$3,600,000 USD  
 Lendified - \$4,000,000

### GAMING

Alpha Esports Tech Inc. - \$5,900,000  
 Askott Entertainment - \$1,000,000

### REAL ESTATE

CGI Fund - \$7,000,000

### CPC

Trimel Capital Corp - \$1,500,000

**TORONTO**  
 40 King St W Suite 1700  
 Toronto, ON M5H 3Y2

**MONTREAL**  
 2020 Boulevard Robert-Bourassa Suite 2230  
 Montreal, Quebec H3A 2A5

