

October 2019

Elixir News



CREATING INCOME FOR EVERYDAY PEOPLE BY USING TECHNOLOGY
TO HARVEST VOLATILITY.



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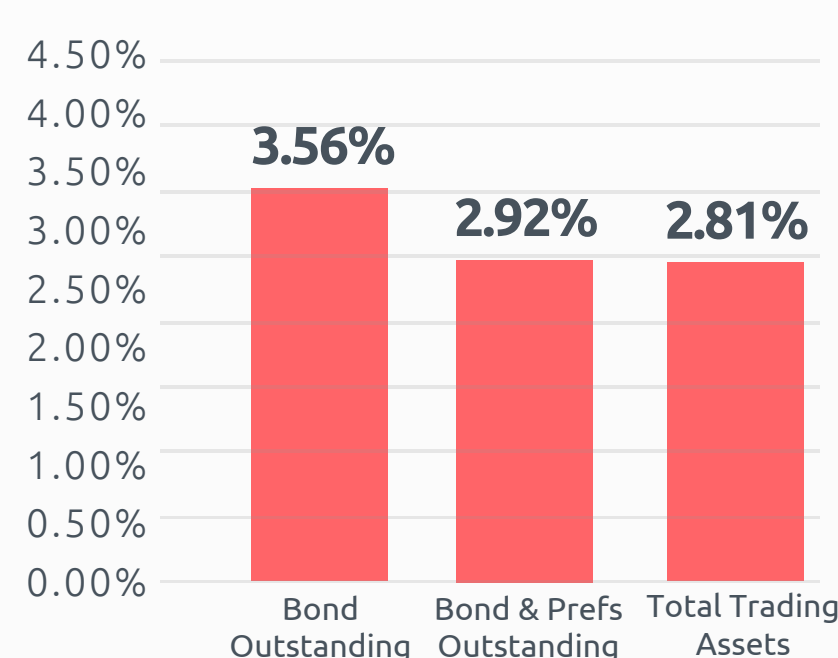
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Hi, everyone,

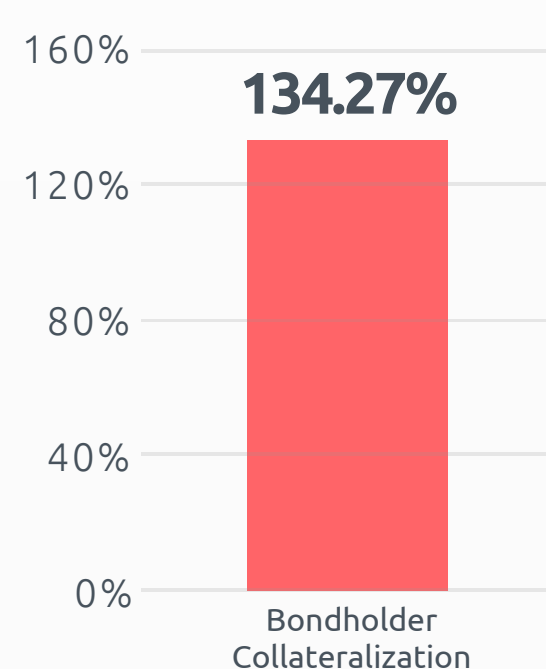
I trust that you are doing well. October turned out to be the fourth consecutive month during which we broke our revenue record, with a realized trading revenue that was 13% higher than our September record! That said, I am certain that, as of the time of this writing, our record-breaking streak will stop in November due to the presence of general low volatilities in the market as well as the continued negative interest rate environment, which is causing challenges in FX trading. In this newsletter, I will focus on our October business activities. The following metrics charts provide a quantitative demonstration of our October trading performance. For those who are interested, Elixir's historical performance metrics since inception (a 27-month track record) appear in an appendix at the end of this newsletter.

OCTOBER TRADING PERFORMANCE

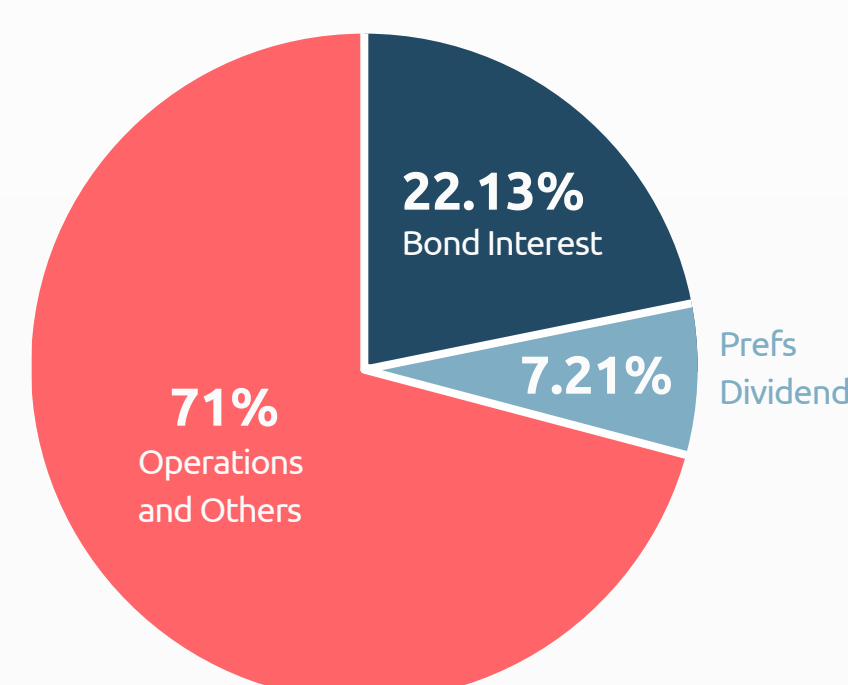
Trading realized gain as a percentage at the beginning of the month



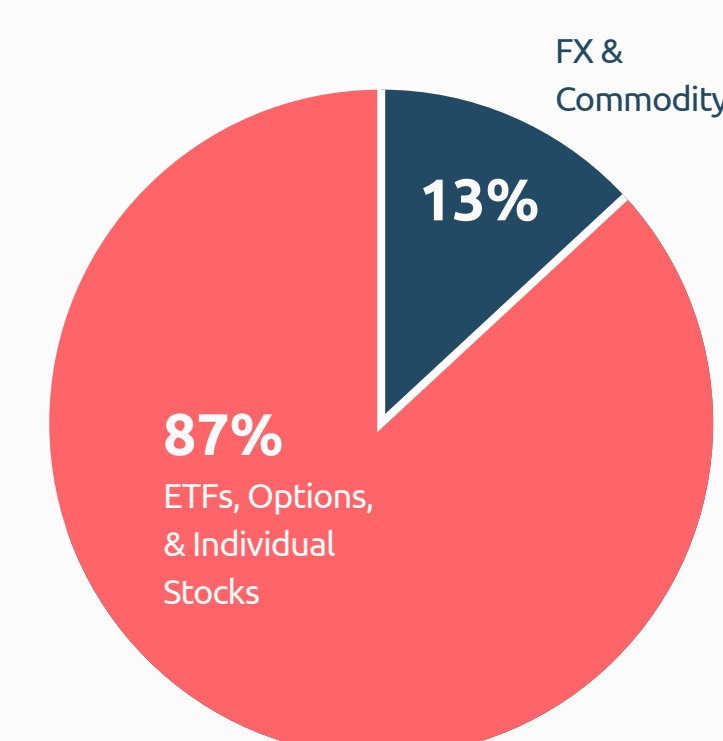
OCTOBER BONDHOLDER COLLATERALIZATION



OCTOBER REVENUE ALLOCATION



OCTOBER TRADING PERFORMANCE BY INVESTMENT



As always, in this newsletter, I will explain where we made our money in the capital market in October and share my thoughts about events that caught my attention since I last wrote to you.

Another focal point for Elixir in October was our board meeting, which took place on October 24, 2019. During the three-hour conference call, directors reviewed and approved our unaudited condensed interim financial statements for the three months ending September 30, 2019 and 2018. Many material issues were also discussed. Highlights include future technology development projects, cybersecurity strategies, governance-related matters, and share buyback in 2020. During this meeting, the board also made a number of material decisions, including rate changes for bonds, preferred shares, and class A common shares in January 2020, the termination of the SAAS program, and executive compensation for 2020.

In this newsletter, I will briefly comment on these issues and decisions to keep you up to date on the company's strategic future planning.

I hope you find this issue of the newsletter to be insightful. Please feel free to reach out.

Sincerely,

Bill
William McNarland, CFA
Elixir Technology Inc.
Chairman of the Board & CEO

In October, the Cboe Volatility Index (VIX) averaged 15.57, which was 21% less than its 20-year average of 19.61%. This lower-than-normal volatility created a drag on performance. That said, our October trading performance was strong due to the following reasons.

In our [September newsletter](#), we shared that: "... some overconfidence should return to the market. As a result, the prices of stocks and other risky assets will increase. When this happens, our strategy is to purchase insurance on volatility at cheap prices and sell it later, when fear returns, and premium goes back up. As for bonds and gold, while we've seen the prices fall, we expect a significant further sell-off in the coming month." This prediction came true in October. Because we were ready and executed accordingly, we made a considerable amount of profit.

In the same newsletter, we highlighted the fact that the US Homebuilders IShares ETF was significantly overvalued. On the second-to-last day of October, we were able to successfully exit our short position in full and thereby make additional profit.

It's also worth mentioning that we have successfully bought and sold Husky Energy seven times since August. Each time, we have managed to make a profit of 1 to 2%. The natural gas market and some cross-country FX relationships, such as CAD/AUS, also contributed to our October trading profit. In addition to algorithm-driven profits, our trading software carved out small trading profits from the UK and German bond markets, which made a modest contribution to our overall trading performance in October.



Final Remarks

As a final remark, I can't stress enough that our performance would have been very poor if we hadn't thought "outside the box" and innovated earlier in the year. The added option of trading ETFs, options, and equities greatly expanded our profit opportunities and I am constantly working to expand our trading portfolio. However, I must be extremely cautious and ensure that the data on an investment is credible and real and that the investment thesis is solid before I make a small purchase to test it out. I would rather add investments slowly and safely than diversify our portfolio quickly and thereby expose it to higher risks. This is why I always seem to talk about the same investments, such as Husky, natural gas, insurance on general volatilities and certain familiar currencies and commodities, etc.

To speed up the investment shortlisting process, we are hiring a junior analyst. It seems that we are close to finding the ideal candidate. The next newsletter will contain information about the hiring process and the finalist. I am very hopeful that this new brain on the team will bring tremendous value to our trading performance.

As of the time of this writing at the beginning of November, we expect that by the end of the month, fear will return to the capital markets. Therefore, we are starting to buy insurance in preparation for an increase in volatility. Our algorithm hasn't shown us anything compelling to either buy or short – hence, my statement in the introduction that November's trading revenue will most likely be modest compared to the revenue from the previous four record-breaking months.



Other Interesting Observations

1

UNDERSTANDING THE US/CHINA TRADE WAR THROUGH CANADIAN CANOLA

Our capital market isn't as straightforward as most people think. For example, it seems to be a common belief that the China-US trade war will most certainly lead to the collapse of some commodities, such as soybeans. However, I believe that as long as a demand exists, the market will find ways to fill it with supplies. It is foolish to trade based on negative market news.

Here is an interesting local story that supports my view. In March of this year, China banned the importation of Canadian canola due to the arrest of Huawei CFO Meng Wanzhou. According to the Canola Council of Canada, 40% of Canada's canola export (\$4.4 billion CAD) went to China in 2018 and the industry was expecting growth in exports to the Chinese market in 2019. Around that time, media coverage was saturated with news that the Canadian canola price had sharply declined and would stay there because of China.

Yet, the 2019 Year-to-August average price of Canadian canola products was about the same as the price from the same period in 2018. Why? A recent [Bloomberg article](#) revealed that the United Arab Emirates (UAE) increased its Canadian canola seed import capacity by over 500%. Previously, in 2018, the UAE could be described only as a micro customer, accounting for only 2% of Canadian canola exports. Whoever was behind this large order of Canadian canola seeds refined the seeds into oil themselves, white-labelled it as UAE product, and then sold it to China.

The Canadian canola story is a great example of the fact that political interference may have only a short-term effect on commodities and will not be a material influencer in the long run.

Because of this, we believed that, despite the trade war, soybean was a great investment. We started buying it in August 2018, when the price was low. Since then, we have bought and sold soybeans four times. While many investors would not touch soybeans because of the trade war, we executed our trades based on an understanding of historical and current demand and supply data. Sometimes, you just have to be brave, ignore the noise in the world, and make decisions based on the commodity's true value.

2

UNDERSTANDING REAL ESTATE VALUE DURING A RECESSION THROUGH FORT MCMURRAY

Another commonly believed fallacy is that a lower interest rate will boost real estate value. The logic is that a lower interest rate would encourage sales and that, as a result, the value of homes would increase. This idea is especially popular among the Chinese media, using WeChat as a publishing platform. The truth is, this theory doesn't work in a recession. Here is an example.

According to the Regional Municipality of Wood Buffalo, capital investments in the area from large oil companies have declined by 66% since 2014. Because of this, Fort McMurray, Alberta has been in a severe recession for a long time. According to the Canadian Real Estate Association, the average home price in Fort McMurray in August 2019 was \$370,700 CAD, a 44% decrease from its 2012 peak of \$658,400. I went on to do more research and created the following chart. As you can see, while the average national housing price moved in a direction opposite that of mortgage (interest) rates, because Fort McMurray was in a recession, despite a low mortgage (interest) rate, the value of housing in that area declined significantly.

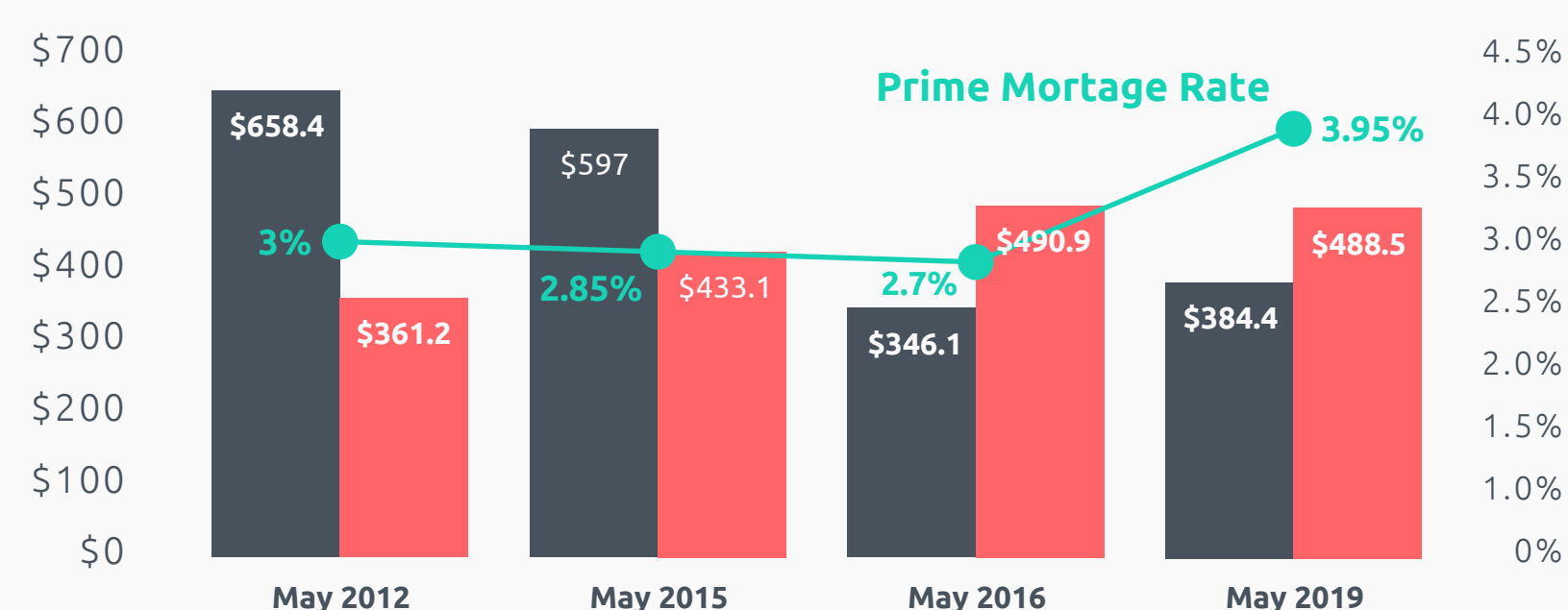
The logic behind this is fairly simple. In a recession, people lose their jobs. If you don't have a job, you can't buy a house. The Fort McMurray story should be regarded as a warning for Canadian homeowners, particularly real estate investors: A severe global recession is coming, and when it does, a lower interest rate will not increase or save the value of your properties.

3 A GIGANTIC HEADACHE: THE AMERICAN DREAM MALL

Another interesting observation which has a close connection to home is the story behind the opening of the American Dream Mall. This impressive five-billion-dollar mall opened in October in New Jersey. It contains an indoor theme park, an ice-skating rink, a water park, and even a ski hill. I can't help but notice a trend with these gigantic, money-sucking projects. It seems that they are always planned during times of great economic prosperity, but when they are ready to open, the world is either near or in a recession.

The Canadian favorite, West Edmonton Mall, is a perfect example to support my thesis. The mall opened in September 1981, when Alberta began drowning in a severe oil-driven recession from which the province took a decade to recover.

AVERAGE HOME PRICES IN FORT MCMURRAY VS. NATIONAL



The mall was almost pushed into bankruptcy and created a tremendous political and financial mess for its main provincially owned lender, the Alberta Treasury Branches (ATB). The Ghermezian family, who owns the mall, barely survived this challenging time.

The American Dream Mall was originally proposed in 2003. The Mills Company developed the mall until it went bankrupt in 2007, right before the 2008 financial collapse. I wish I were making up the following. The American Dream Mall was taken over by a Canadian family, which had to "bet the farm" and mortgage its assets to make this happen. Any guess on which family it was, and which assets were collateralized? It was the Ghermezian family, and they had to put forward West Edmonton Mall and the Mall of America to fund the opening of the American Dream Mall! Again, at a potential peak in an economic cycle! I can't help but wonder who is going to come to the rescue this time.



4

THE COLLAPSE OF BEYOND MEAT VALUE

In our [April newsletter](#), we discussed the ridiculous value of Beyond Meat. At its peak, on July 26, 2019, the share price was \$239.4 USD. As expected, the company's value shrank 65% since its summer high and arrived at \$82 USD per share on November 1, 2019, regardless of the fact that the company is showing signs of moving towards profitability.



This sharp drop in value was caused by the approximately three-quarters of locked-shares that were set free on October 29, 2019, triggering a mass selling spree by early investors. There is certainly a lesson that Elixir can learn here.

At Elixir, we must make sure that our share structure will not threaten to destroy our share price in the future, as happened with Beyond Meat. So far, we are doing well by diversifying our shareholder base and setting a small maximum share purchase limit. At any given time, this will effectively prevent massive sales that would cripple our share value. Additionally, when we are public, the company should always be well-funded and ready for stock buy-back to support our share price if needed.

5

THE FUTURE OF THE THAI BAHT

During the last decade, the Thai Baht has been the best-performing major currency compared to the US dollar. To put this into perspective, a chart on the right hand side demonstrates the performance of all major currencies compared to the US dollar in the last 10 years.

The strengthening of the Thai Baht stems from a number of reasons. These include the rising Chinese labour cost (which makes Thailand a popular alternative manufacturing hub), improvements in the country's political stability, and the fact that its bond rating outlook has improved from negative to positive since 2008. Additionally, the influx of Chinese tourism and a real estate construction boom have helped grow the Thai economy.

However, as I always say, no party lasts forever. Our algorithm has been signaling to short the Thai Baht. During my recent visit to Thailand, my ground observations provided evidence that supports our algorithm.

As you know, I have been closely watching hotel and restaurant prices. Based on past memory, the prices of Thai hotels have dropped about 70% in the last year. The country is once again an affordable place to visit, with cheap food available in touristy areas. The fall in prices means one thing: The number of tourists is anticipated to decrease (or is already low) and business owners must provide more cost incentives to attract guests. As I walked the streets of Bangkok, I found that there seemed to be significantly less Chinese capital coming into Thailand for business investment and real estate purchases. When fewer businesses and tourists come to Thailand, the demand for currency declines. The Thai government is aware of, and very concerned about, the below-expectation growth and a strong Baht. Therefore, to attract investments, the Thai Central Bank wants to lower the value of the Thai Baht. I suspect that the bank's strategy will be to sell its vast holdings of its own currencies.

CURRENCY	COUNTRY	OCT 2009	OCT 2019	RETURN	GAIN/LOSS
USD/THB	Thailand	32.29	30.16	1.0706	7%
USD/SGD	Singapore	1.38	1.35	1.0222	2%
USD/CNY	China	6.82	7.03	0.9701	-3%
USD/NZD	New Zealand	1.35	1.55	0.8710	-13%
USD/JPY	Japan	89.92	108.18	0.8312	-17%
USD/CAD	Canada	1.06	1.31	0.8092	-19%
USD/CZK	Czech Rep.	17.17	22.84	0.7518	-25%
USD/EUR	Europe	0.6673	0.89443	0.7461	-25%
USD/AUS	Australia	1.07	1.44	0.7431	-26%
USD/PLN	Poland	2.75	3.8	0.7237	-28%
USD/SEK	Sweden	6.81	9.57	0.7116	-29%
USD/MXN	Mexico	13.57	19.1	0.7105	-29%
USD/INR	India	46.35	74.35	0.6234	-38%
USD/NOR	Norway	5.59	9.09	0.6150	-39%
USD/HUF	Hungary	180	293	0.6143	-39%
USD/ZAR	South Africa	7.39	15.02	0.4920	-51%
USD/TRY	Turkey	1.47	5.71	0.2574	-74%

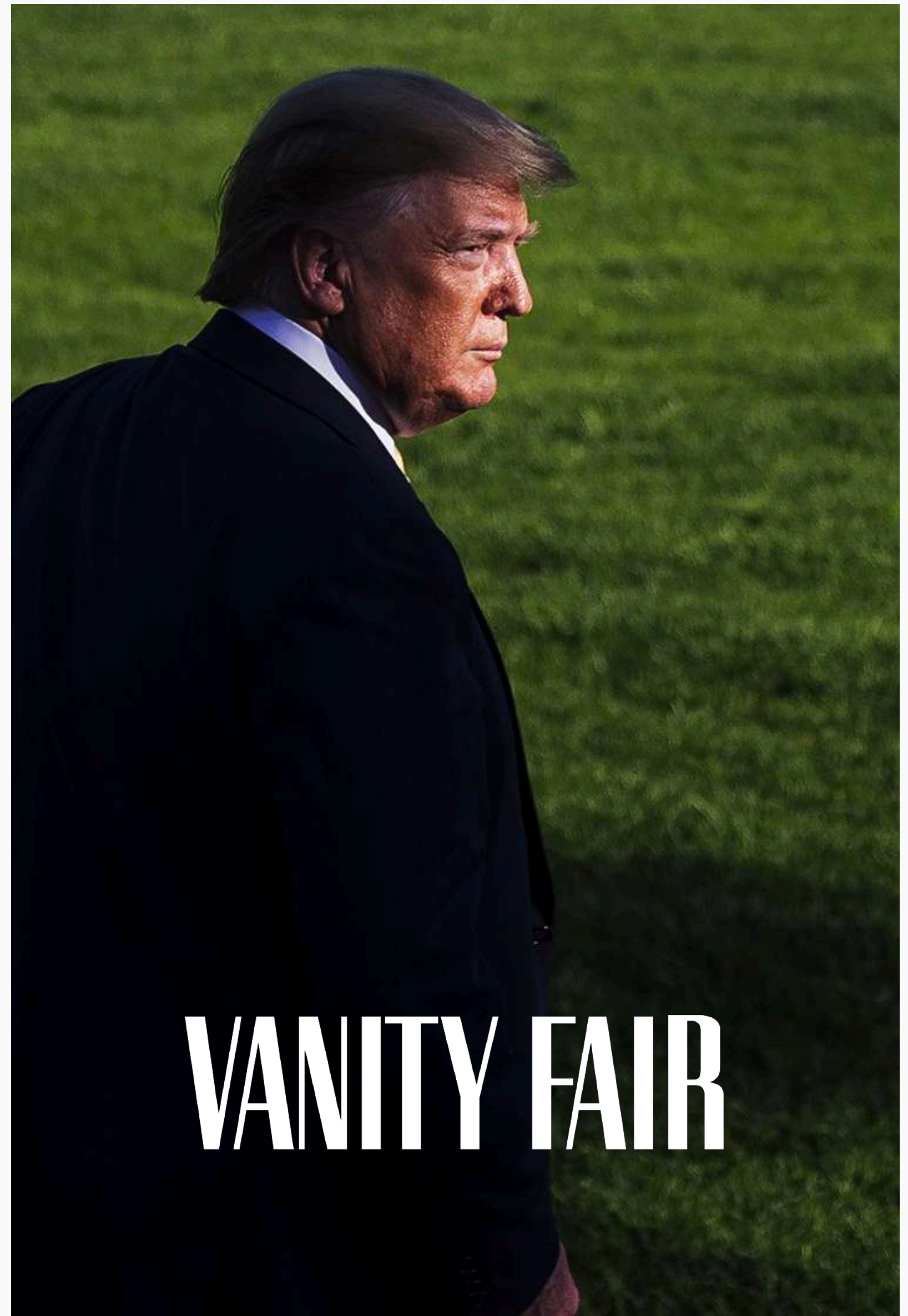
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GERMAN BANKS MAKE NO SENSE

Following is a 20-year stock performance chart of the two largest banks in Germany, Commerzbank and Deutsche Bank. It's easy to see that both have fallen over 90% in value throughout the last two decades.



While it's hard to believe that things couldn't get any worse for them, I came across this article in [Barron's](#) that studied the banks' regulatory filings. I found it shocking that Commerzbank took on large positions of well-known speculative companies, such as Uber, Lyft, Beyond Meat, and Slack at the peak of their prices, using depositors', bondholders', and equity holders' capital. Since the peak prices this summer, Uber, Lyft, Beyond Meat, and Slack have fallen by 32%, 38%, 65%, and 45%, respectively. It is hard to believe that a bank that has nearly 150 years of history and that has withstood many financial cycles and disasters would make such foolish investment decisions regarding these speculative companies at the absolute worst time. I find that, as an analyst, the more I read, the more pessimistic I get about the future. Who wouldn't?



7

TRUMP'S OTHER PURPOSE FOR HIS TWEETS?

I don't often read [Vanity Fair](#) but I recommend the recent feature article, "'There Is Definite Hanky-Panky Going On': The Fantastically Profitable Mystery of the Trump Chaos Trades." Of course, it is speculative, but it is way too coincidental to not consider the possibility.



Highlights from the Elixir Board Meeting

On October 24, the board of directors held a conference call during which they discussed and made strategic decisions about a number of material issues. Highlights followed by short descriptions are presented below.

- Approval of the 2019 third-quarter financial statements (unaudited).
- Approval of the January 2020 rate change.
- Share buyback and legal advice.
- Technology development plan and cybersecurity strategies
- Termination of the SAAS program.
- Executive and Key Staff 2020 Compensation proposal.
- Call for a new director recruit.



Approval of the 2019 third-quarter financial statements (unaudited).

Following are some financial highlights from the third quarter. It's important to note that the financial commentary and statements were prepared internally by management. While the board approved the unaudited financial statements presented by management, this third-quarter financial report will be included as part of the 2019 financial audit by MNP at the beginning of 2020.

In the third quarter of 2019, Elixir was financially strong, with an asset-to-debt ratio of 1.39. This quarter was Elixir's first profitable one on a cashflow basis. This is because when we add the "unrealized gains" (losses) on securities to the total loss for the period, we get a gain of over \$62,000.

From a financial reporting standpoint, we are also making significant progress towards profitability in the third quarter – a 329% improvement compared to the previous quarter. Additional comparison analysis suggests two things. One, our total income, particularly realized revenue, is growing every quarter. Two, as expected, our regular operating expenses (excluding interest expense and financing related cost) is growing at a much lower rate as compared to revenue growth.



Approval of the January 2020 rate change.

Based on the company's current financial position, a conservative outlook on future performance, and a market comparable study, the board of directors approved the following rate changes for bonds, preferred shares, and class A common shares for January 2020.

BONDS (USD, CAD, HKD)

as of Jan 1, 2020

Class A Redeemable Bond	6%
Class B 1 Year Bond	7%
Class C 2 Year Bond	8%
Class D 3 Year Bond	9%
Class E 4 Year Bond	10%
Class F 5 Year Bond	11%

PREFERRED SHARES

offered only for three months during the 2020 RRSP season, from January 1 to March 15, 2020 (inclusive)

Class A 1 Year Preferred Share	7.50%
Class B 2 Year Preferred Share	8.50%
Class C 3 Year Preferred Share	9.50%
Class D 4 Year Preferred Share	10.50%
Class E 5 Year Preferred Share	11.50%

CLASS A COMMON SHARES

as of Jan 2, 2020

\$70 per share





Share buyback and legal advice.

Based on our third-quarter earnings and a positive future earnings forecast, the executive team is proud to say that we are ready to begin conversations with the board about initiating our first round of share buyback in early 2020. This is an extremely positive announcement for our 27-months-young company. The action would put Elixir in a whole new category of profitable private financial technology companies. It would significantly help the company raise future bond capital and equity. After a round of preliminary discussions comparing dividend payout vs. share buyback, the board agreed that a share buyback would be more aligned with the company's objective of going public. Therefore, the board authorized management to seek legal advice on how to execute share buyback in 2020, in accordance with securities law.



Technology development plan and cybersecurity strategies.

Management notified the board that, for the remainder of 2019, the technology department's focus will be on back-office operations. The goal is to automate 90% of Elixir's back-office operations. In the new year, the focus will fully shift to creating and re-inventing revenue-related trading software and research software. Elixir seeks to bring automation and high efficiency to trade at Interactive Brokers and the three other trading counterparties. More importantly, Elixir will prioritize the finding of new investment opportunities through an automated and algorithm-driven shortlisting system.

On the cybersecurity side, management briefed the board about observations made during preliminary discussions with a cybersecurity consulting firm. For the time being, the best course of action is to focus on what we can do internally to protect ourselves from cyber threats.

Highlights include installing a private hardwire network for the head office in Burnaby instead of using WeWork's public Wi-Fi, setting up an offline PC as cold storage for all sensitive client and company information, using an additional encrypted external hard drive as data backup, and enabling multi-factor authentication for our trading servers. In the meantime, our technology team has been instructed to continue their search for more consultant options. An ideal partner firm should have the ability to perform penetration testing and implement improvements.



Termination of the SAAS program.

The board reviewed and discussed the comprehensive management proposal to terminate the SAAS program. The directors agreed to the termination, as it is in the company's best interest to do so at the current time. In terms of Elixir's long-term strategy, portfolio management remains on the agenda. However, the lesson that we have learnt from managing these SAAS accounts is that we must have software tools to automate back-office administration and the trading of multiple accounts. Otherwise, portfolio management is not feasible and scalable for Elixir.

Additionally, the board examined the effect that this decision will have on the handful of SAAS shareholders and discussed, at length, the exit plan proposed by management. The directors determined that the exit plan had been crafted with the best interest of these affected shareholders in mind and, therefore, approved the proposal as presented.



Executive and Key Staff 2020 Compensation proposal.

The board examined the Executive and Key Staff 2020 Compensation proposal, presented by management. The proposal included thorough market comparative studies for each executive and key staff member, as well as the risks associated with the company's current artificially low compensation structure. The board approved a modest increase in base salary for William McNarland, Qian Zhang, and Pouya Sarang, and agreed that, as the company grows, compensation for executive and key staff should become more aligned with market rates. It is worth noting that under governance best practice, William and Qian were off the conference line when the board discussed and made a decision regarding their compensation.

Additionally, on behalf of shareholders, the board authorized a significant number of restricted shares, vesting over four years, to Pouya Sarang, our principal software developer. After careful consideration by management, the proposal was brought forward to the board based on two factors. One factor was Pouya's past performance and management's strong faith in his future contribution to the growth of Elixir. The second factor was that it would be in the best interest of the company, from a risk management and financial impact standpoint, for the board to consider the proposal. The board concurred with management and agreed that a restricted-share-based compensation structure would not only be an effective way to secure Pouya during the company's critical growth period but would also hold Pouya accountable for achieving and exceeding performance expectations.

We share this information based on the best governance practice of transparent disclosure. Shareholders who are interested in or concerned about this topic are encouraged to reach out to any of our directors for more information.




Call for a new director recruit.

Director recruitment was discussed. The board acknowledged that within the next six to 12 months, Elixir will need to establish an audit committee. Each audit committee member must have a background in accounting or financial analysis as well as a strong understanding of public company financial reporting. Ideal candidates will have a background in proprietary trading or hedge fund accounting. The audit committee requires three directors. As an exchange requirement, the audit committee members must be independent. Because Bill McNarland is non-independent, our current board composition does not entirely meet the requirements for forming an audit committee. Elixir has engaged auditors and is preparing for a public listing. Therefore, the company must now recruit an independent board member who is qualified to join the audit committee.

Another area in which the company needs board leadership is IT/ Cyber Security/Programming. We are actively seeking a candidate with specialized skills and experience in this field. Ideally, we would like to find the right candidate for the next AGM.

In addition to recruiting board members with the above-mentioned qualifications, as the company evolves and business becomes more complex, it would be in the company's best interest to recruit a board member who has public company experience and a strong understanding of securities law. Currently, the board has one candidate under consideration.

The board is committed to the best interest of the company. Shareholders are encouraged to nominate candidates who meet the above criteria.

 MONTH	TRADING PERFORMANCE <small>Trading realized Gain as a percentage at the Beginning of the Month</small>			REVENUE ALLOCATION			BONDHOLDER COLLATERALIZATION	TRADING PERFORMANCE BY INVESTMENT	
	Bonds Outstanding	Bonds + Prefs Outstanding	Trading Assets	Bonds Outstanding Interest	Prefs Dividend	Operations & Others		FX, Commodity & Gov't Bonds	ETFs, Options & Individual Stocks
19-OCT	3.56%	2.92%	2.81%	22.13%	7.21%	71%	134.27%	13%	87%
19-SEP	3.29%	2.68%	2.93%	23.99%	8.12%	67.89%	141.00%	33%	67%
19-AUG	3.32%	2.70%	3.29%	23.70%	8.12%	68.18%	137.28%	52%	48%
19-JUL	2.60%	1.96%	2.13%	33.99%	14.51%	51.51%	197.63%	69%	31%
19-JUN	1.74%	1.52%	1.48%	50.20%	15.41%	34.39%	144.36%	100%	
19-MAY	2.79%	2.73%	2.86%	33.43%	7.00%	59.56%	134.50%	100%	
19-APR	0.50%	0.49%	0.47%	100.00%	0.00%	0.00%	120.14%	100%	
19-MAR	1.48%	1.44%	1.72%	69.09%	2.42%	28.49%	119.91%	100%	
19-FEB	1.17%	1.14%	1.30%	83.67%	3.11%	13.22%	105.22%	100%	
19-JAN	1.62%	1.56%	1.51%	63.49%	2.54%	33.97%	132.09%	100%	
18-DEC	1.96%	1.90%	2.24%	52.37%	1.87%	45.75%	127.52%	100%	
18-NOV	4.83%	4.65%	5.83%	25.21%	0.98%	73.81%	135.46%	100%	
18-OCT	3.01%	2.89%	3.52%	41.41%	1.67%	56.93%	106.89%	100%	
18-SEP	1.53%		1.57%	100.00%	0.00%	0.00%	213.49%	100%	
18-AUG	2.58%		2.55%	61.03%	0.00%	38.97%	102.70%	100%	
18-JUL	1.54%		1.43%	100.00%	0.00%	0.00%	104.32%	100%	
18-JUN	1.86%		1.94%	95.03%	0.00%	4.97%	88.03%	100%	
18-MAY	4.03%		3.98%	48.25%	0.00%	51.75%	104.10%	100%	
18-APR	1.98%		1.98%	100.00%	0.00%	0.00%	102.09%	100%	
18-MAR	2.50%		2.50%	90.21%	0.00%	9.79%	100.09%	100%	
18-FEB	2.69%		3.05%	82.52%	0.00%	17.48%	100.11%	100%	
18-JAN	1.81%		1.80%	100.00%	0.00%	0.00%	99.55%	100%	
17-DEC	2.00%		1.98%	100.00%	0.00%	0.00%	100.88%	100%	
17-NOV	1.21%		1.12%	100.00%	0.00%	0.00%	101.44%	100%	
17-OCT	6.22%		6.14%	41.15%	0.00%	58.85%	107.67%	100%	
17-SEP	2.60%		2.81%	98.51%	0.00%	1.49%	101.39%	100%	
17-AUG	2.02%		2.02%	100.00%	0.00%	0.00%	120.24%	100%	