



March 15, 2016

Key Metrics

NXTD - NYSE	\$0.43
Pricing Date	Mar 14 2016
Price Target	\$3.00
52-Week Range	\$4.20 - \$0.16
Shares Outstanding (mm)	27.0
Market Capitalization (mm)	\$11.6
3-Mo Average Daily Volume	700,000
ROE	NM
Book Value/Share	\$0.02
Price/Book	21.5x
Dividend Yield	NA
LTM EBITDA Margin	NM

EPS FY: December

	2014A	Prior 2015E	Curr. 2015E	Prior 2016E	Curr. 2016E
1Q-Mar	(0.01)	--	(0.08)A	(0.07)E	(0.10)E
2Q-Jun	(0.09)	--	(0.14)A	(0.05)E	(0.08)E
3Q-Sep	(0.12)	(0.12)E	(0.13)A	(0.02)E	0.00E
4Q-Dec	(0.09)	(0.09)E	(0.11)E	0.01E	0.05E
FY	(0.31)	(0.43)E	(0.46)E	(0.12)E	(0.13)E
P/E	NM		NM		NM

REVENUE

	2014A	Prior 2015E	Curr. 2015E	Prior 2016E	Curr. 2016E
1Q-Mar	0.0	--	0.0A	3.2E	0.3E
2Q-Jun	0.0	--	0.1A	4.8E	1.0E
3Q-Sep	0.0	--	0.4A	8.0E	9.0E
4Q-Dec	0.0	1.6E	0.3E	11.2E	15.0E
FY	0.0	2.1E	0.8E	27.2E	25.3E

Company Description:

NXT-ID Inc, located in Shelton, Connecticut, provides security solutions to mobile devices. The Company provides MobileBio, a suite of biometric solutions that secure consumers' mobile platforms with focus on the growing m-commerce market. MobileBio mitigates consumer risks associated with mobile computing, m-commerce and smart OS-enabled devices. The Company's products are MobileBio biocloud; identity authentication solution for consumer applications, MobileBio wocket, MobileBio facematch; facial recognition system for smartphones, tablets, laptop and desktop, and MobileBio voicematch; identification of the specific individual and can communicate with the intended device directly or remotely. It was founded on 2012.

Nxt-ID, Inc.**Rating: Buy****Building out the payment network ecosystem****Investment Highlights:**

Nxt-ID, Inc. (NXTD) is focused on developing and marketing products, solutions, and services for organizations that have a need for the Company's core technologies in digital payment technologies, biometric secure access control; encryption; sensor technologies and miniaturization.

Building the ecosystem: On 2/19/16, NXT-ID announced the first purchase order for the new SmartCard being developed for WorldVentures vacation club Members. The purchase order is for up to \$15 million and is subject to WorldVentures acceptance of the prototype card now being manufactured. The purchase order calls for equal monthly deliveries with a value of \$2.5 million a month from July to December 2016.

Mobile Wallets Can Deliver Value To Marketers: By aggregating offerings, loyalty points, coupons, and product information from multiple brands on top of faster, more-convenient payments, mobile wallets like Wocket® enable marketers to extend the brand promise, improve conversion rates, and drive traffic and sales.

US mobile payments to reach \$142 billion by 2019: Over the last five years, US consumers have adopted smartphones at a breakneck pace: smartphone penetration among the US population grew from just 19% in 2009 to over 70% in 2015. Forrester forecasts that US consumers ramp up their mobile spending from \$52 billion in 2014 to \$142 billion by the end of 2019.

Remote mobile payments is the mobile extension of eCommerce: This is a focus segment for NXTD. Payments can occur via a merchant's mobile website or app and the consumer may enter payment credentials, select a card already on file or choose an alternative payment method such as a digital wallet. As the first category of mobile payments to gain traction, it is the largest category and will continue to be so through 2019. Remote mobile payments will grow from \$43 billion in 2014 to reach \$91 billion by the end of 2019, a very healthy CAGR of 16%. Food services such as mobile food ordering and delivery and travel services such as air and hotel purchase will drive a significant portion of the growth. NXTD remains well positioned to monetize this opportunity.

Market and Regulatory changes: In October 2015, US adopted the EMV standard used in other countries to verify the identity of cardholders for card present transactions. At the same time, liability for card fraud will become the retailer's, rather than the card issuer's responsibility. NXTD has reengineered its product portfolio to be compliant with the EMV standard. This is likely to cause disruption in near-term sales. But we expect revenue growth to resume in the June quarter.

Our 12-month price target of \$3 is based on a DCF analysis that assumes a 15% discount rate and a 3% terminal growth rate. In October 2015 Aegis Capital Corp. was the sole book-running manager for a common stock offering.

Nxt-ID, Inc. (NXTD) is focused on developing and marketing products, solutions, and services for organizations that have a need for the Company's core technologies in digital payment technologies, biometric secure access control; encryption; sensor technologies and miniaturization.

The Company has three distinct lines of business: law enforcement, m-commerce, and biometric access control applications. The secure products offering are targeted for law enforcement, the Department of Defense, and Homeland Security through 3D FaceMatch® biometric identification systems. NXTD has also developed a secure biometric electronic smart wallet, the Wocket® smart wallet, for the m-commerce market. NXTD has also launched a biometric authentication product named Voicematch®. This method of recognizing both the voice of speakers and specific words they use provides innovative multi-factor recognition and can be run on low-power devices.

Building the ecosystem: On 2/19/16, NXT-ID announced the first purchase order for the new SmartCard being developed for WorldVentures vacation club Members. This next generation wireless smart card based on NXTD Wocket® smart wallet technology can operate as a stand-alone device. The purchase order is for up to \$15 million and is subject to WorldVentures acceptance of the prototype card now being manufactured. The purchase order calls for equal monthly deliveries with a value of \$2.5 million a month from July to December 2016. With the exception of the order for the first \$2.5 million, WorldVentures has the option to cancel, defer or increase monthly shipments with 90 days written notice on subsequent orders.

WorldVentures currently has approximately 500,000 DreamTrips members, with as many as 80,000 new members joining every month. WorldVentures's intent is to make the SmartCard available to existing members and the general global consumer market.

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Figure 1. Players like NXTD can add value to payments across the customer life cycle



Sources: Forrester Research and Aegis Capital

Mobile Wallets Are Much More Than Just Payment Tools: Mobile digital wallets are accessible via any touchpoint (e.g., PCs, tablets, or wearables), we expect smartphone usage to dominate and to add the most value due to the unique ability of mobile to bridge offline and online worlds. Mixing different technologies that are connecting smartphones to the physical world (e.g., near field communication [NFC], image recognition, or QR codes), mobile wallets like Wocket® will enable brands to add value beyond just faster and more convenient payment solutions. New entrants like NXTD are answering consumers’ latent needs and offering much more than simply handier payment methods.

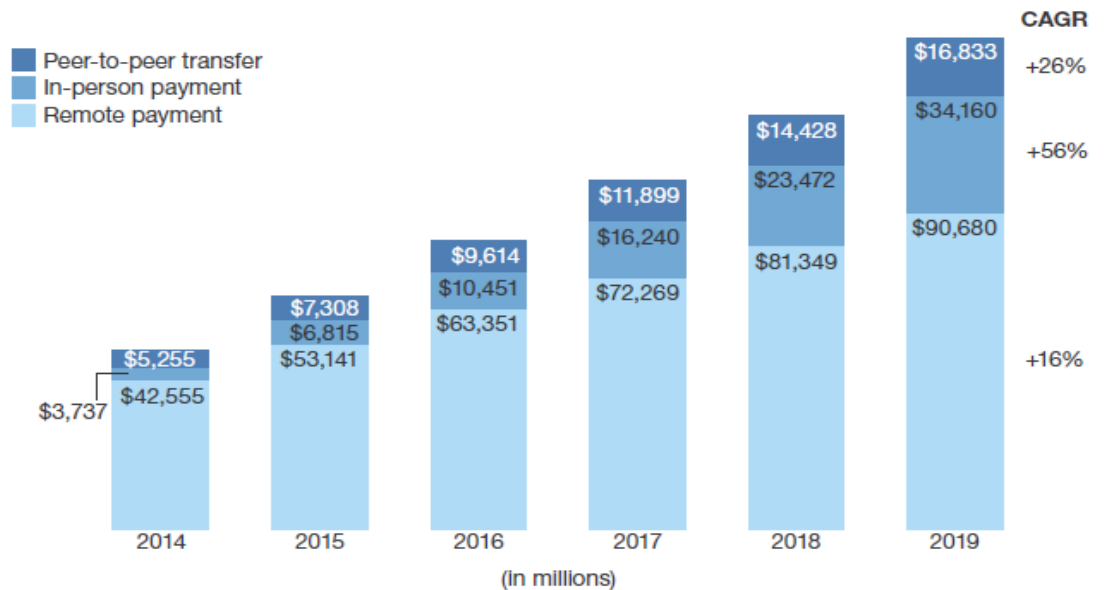
Consumers want a better shopping experience. Consumers are not specifically demanding new mobile payment offerings. Offering faster or more-secure payments is not enough; wallet providers will have to solve real pain points, such as giving consumers the ability to see how much is on stored value cards at any moment in time, access loyalty points, or automatically receive digital copies of payment receipts. Indeed, consumers are already using their smartphones in stores to compare prices; research product information and reviews; and access shopping lists and coupons, gift cards, and loyalty points. Consumers — especially in the US — are interested in accessing all these services in a mobile wallet. In particular, majority of US online adult smartphone users are interested in having access to loyalty program points and rewards within a mobile wallet.

Mobile Wallets could become marketing platforms: In the next few years, third-party players like NXTD could emerge from the mobile wallet wars and morph into rich marketing platforms, offering reach and the opportunity for other brands to borrow mobile moments to better serve their customers. Mobile wallets already offer marketing opportunities for retailers and brands. They enable brands to reach and engage customers when they have mobile moments, especially when shopping. In the next couple of years, we expect mobile wallets to take off, becoming a new marketing channel where marketers will mix their offline and online marketing efforts. Instead of replacing merchants’ own integrated apps, they will complement them and offer more reach to engage beyond apps and loyal brand aficionados. We expect wallet providers like NXTD to develop more-compelling offerings across the whole customer life cycle. With a lot of education and reassurance, usage of mobile wallets will reach critical mass.

US mobile payments to reach \$142 billion by 2019: Over the last five years, US consumers have adopted smartphones at a breakneck pace: smartphone penetration among the US population grew from just 19% in 2009 to over 70% in 2015. As consumers integrate mobile into every aspect of their lives, they are turning to their mobile devices to get things done wherever they are. Forrester forecasts that US consumers ramp up their mobile spending from \$52 billion in 2014 to \$142 billion by the end of 2019. This includes three categories of mobile payment by volume: 1) in-person payments; 2) remote payments; and 3) peer-to-peer payments.

In-person mobile payments are currently the smallest category of mobile payments, but the one that holds the greatest growth potential. Forrester forecasts that in-person mobile payments will grow from nearly \$4 billion in 2014 to reach \$34 billion by 2019.

Figure 2. US mobile payments forecast to reach \$142 billion by 2019



Sources: Forrester Research and Aegis Capital

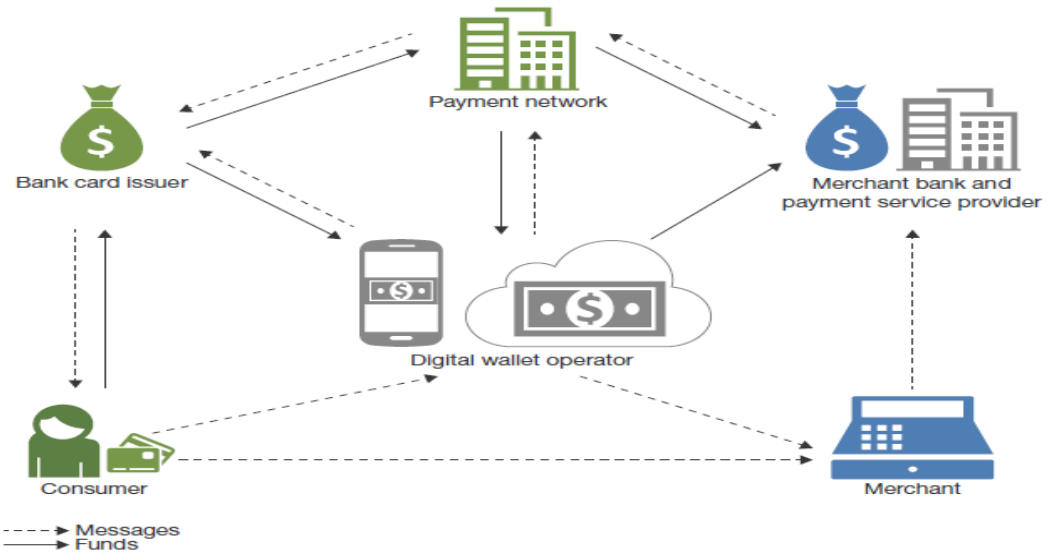
Remote mobile payments or mCommerce is the mobile extension of eCommerce. This is a focus segment for NXTD. Payments can occur via a merchant’s mobile website or app and the consumer may enter payment credentials, select a card already on file or choose an alternative payment method such as a digital wallet. As the first category of mobile payments to gain traction, it is the largest category and will continue to be so through 2019. Remote mobile payments will grow from \$43 billion in 2014 to reach \$91 billion by the end of 2019, a very healthy CAGR of 16%. Food services such as mobile food ordering and delivery and travel services such as air and hotel purchase will drive a significant portion of the growth. NXTD remains well positioned to monetize this opportunity.

All new payment systems must overcome hurdles to succeed: We believe there are three important challenges any new payment system must overcome to succeed. To stand a good chance of success, a new payment system must: 1) offer a better alternative; 2) drive adoption to reach scale; and 3) enable a sustainable business model for all parties. Payment systems change is mostly evolutionary, not revolutionary — the big moves will be easy to spot. NXTD is not trying to reinvent the wheel, but instead expending its efforts looking for the opportunities to participate in partnerships, joint ventures, and acquisitions that will accelerate innovation.

Market and Regulatory changes: In October 2015, US adopted the EMV standard used in other countries to verify the identity of cardholders for card present transactions. At the same time, liability for card fraud will become the retailer’s, rather than the card issuer’s responsibility. NXTD has reengineered its product portfolio to be compliant with the EMV standard. This is likely to cause disruption in near-term sales. But we expect revenue growth to resume in the June quarter.

Mobile wallets cut out elements of the traditional payment infrastructure: Amazon’s patented stored-card, one-click payment and PayPal use a conventional credit card infrastructure but offer the potential to connect the bank card issuer and merchant without using the network or the merchant bank. Wallets also store digital loyalty cards and coupons.

Figure 3. Digital wallet operators impact payment networks



Sources: Forrester Research and Aegis Capital

The momentum of wallets, like Square, aimed at small and medium retailers has stalled because such wallets do not integrate with large retailers’ loyalty applications. But merchants are more likely to share sensitive data with firms like NXTD that they do not perceive as rivals.

Square held the top spot in the mobile processing market because it could offer a flat processing rate with no credit card transaction fee, but PayPal was able to invest more and use scale economies to displace Square. The lesson learned by NXTD is that their application architecture must be sufficiently modular to capitalize on market opportunities for more attractive payment technologies as they come to market.

Figure 1. Nxt-ID, Inc.—Income Statement, 2013-2016E

	FY13	Mar-14 Q1	Jun-14 Q2	Sep-14 Q3	Dec-14 Q4	FY14	Mar-15 Q1	Jun-15 Q2	Sep-15 Q3	Dec-15 Q4E	FY15E	Mar-16 Q1E	Jun-16 Q2E	Sep-16 Q3E	Dec-16 Q4E	FY16E
Revenues	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 2,270	\$ 113,131	\$ 418,128	\$ 300,000	\$ 833,529	\$ 300,000	\$ 1,000,000	\$ 9,000,000	\$ 15,000,000	\$ 25,300,000
Cost of goods sold	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,990	\$ 133,857	\$ 565,613	\$ 400,000	\$ 1,101,460	\$ 400,000	\$ 700,000	\$ 6,300,000	\$ 10,500,000	\$ 17,900,000
Gross Profit (Loss)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 280	\$ (20,726)	\$ (147,485)	\$ (100,000)	\$ (267,931)	\$ (100,000)	\$ 300,000	\$ 2,700,000	\$ 4,500,000	\$ 7,400,000
General and administrative	\$ 835,162	\$ 295,926	\$ 462,151	\$ 710,914	\$ 963,669	\$ 2,432,660	\$ 816,443	\$ 857,662	\$ 1,152,618	\$ 1,100,000	\$ 3,926,723	\$ 1,000,000	\$ 1,000,000	\$ 1,000,000	\$ 1,000,000	\$ 4,000,000
Selling and marketing	\$ 81,323	\$ 60,184	\$ 317,419	\$ 372,371	\$ 646,103	\$ 1,396,077	\$ 658,034	\$ 655,232	\$ 970,987	\$ 1,000,000	\$ 3,284,253	\$ 1,000,000	\$ 1,000,000	\$ 1,200,000	\$ 1,300,000	\$ 4,500,000
Research and development	\$ 518,614	\$ 164,278	\$ 259,848	\$ 463,054	\$ 530,565	\$ 1,417,745	\$ 573,255	\$ 940,760	\$ 732,406	\$ 700,000	\$ 2,946,421	\$ 600,000	\$ 600,000	\$ 600,000	\$ 600,000	\$ 2,400,000
Total Operating Expenses	\$ 1,435,099	\$ 520,388	\$ 1,039,418	\$ 1,546,339	\$ 2,140,337	\$ 5,246,482	\$ 2,047,732	\$ 2,453,654	\$ 2,856,011	\$ 2,800,000	\$ 10,157,397	\$ 2,600,000	\$ 2,600,000	\$ 2,800,000	\$ 2,900,000	\$ 10,900,000
Operating Income (Loss)	(\$ 1,435,099)	(\$ 520,388)	(\$ 1,039,418)	(\$ 1,546,339)	(\$ 2,140,337)	(\$ 5,246,482)	(\$ 2,047,452)	(\$ 2,474,380)	(\$ 3,003,496)	(\$ 2,900,000)	(\$ 10,425,328)	(\$ 2,700,000)	(\$ 2,300,000)	(\$ 100,000)	\$ 1,600,000	(\$ 3,500,000)
Interest income					\$ 1,235	\$ 1,235	\$ 399	\$ 131	\$ 165		\$ 695					
Interest expense	\$ (35,461)	\$ (30,744)	\$ -	\$ -	\$ -	\$ (30,744)	\$ -	\$ (320,800)	\$ (439,982)	\$ (400,000)	\$ (1,160,782)	\$ (400,000)				\$ (400,000)
Warrant exercise expense			\$ (1,051,128)	\$ (1,161,410)		\$ (2,212,538)	\$ -				\$ -					\$ -
Change in fair value derivatives	\$ (73,974)	\$ 412,763	\$ -	\$ -	\$ -	\$ 412,763	\$ -				\$ -					\$ -
Inducement Expense								\$ (655,000)	\$ (100,000)							
Total Other Expense, Net	\$ (109,435)	\$ 382,019	\$ (1,051,128)	\$ (1,161,410)	\$ 1,235	\$ (1,829,284)	\$ 399	\$ (975,669)	\$ (539,817)	\$ (400,000)	\$ (1,915,087)	\$ (400,000)	\$ -	\$ -	\$ -	\$ (400,000)
Net Income (Loss)	(\$ 1,544,534)	(\$ 138,369)	(\$ 2,090,546)	(\$ 2,707,749)	(\$ 2,139,945)	(\$ 7,076,609)	(\$ 2,047,053)	(\$ 3,450,049)	(\$ 3,543,313)	(\$ 3,300,000)	(\$ 12,340,415)	(\$ 3,100,000)	(\$ 2,300,000)	(\$ 100,000)	\$ 1,600,000	(\$ 3,900,000)
EPS	(\$ 0.07)	(\$ 0.01)	(\$ 0.09)	(\$ 0.12)	(\$ 0.09)	(\$ 0.31)	(\$ 0.08)	(\$ 0.14)	(\$ 0.13)	(\$ 0.11)	(\$ 0.46)	(\$ 0.10)	(\$ 0.08)	(\$ 0.00)	\$ 0.05	(\$ 0.13)
Shares Outstanding	21,409,369	21,956,200	22,011,401	22,640,024	22,849,010	22,849,010	24,877,756	25,487,505	26,994,804	30,000,000	26,840,016	30,100,000	30,200,000	30,300,000	32,600,000	30,800,000

Sources: Company Reports and Aegis Capital estimates

Figure 2. Nxt-ID, Inc. – Equity Valuation Comparables*(In millions, except per share data)*

Ticker	Company Name	Stock Price 3/13/2016	% of 52-Week		Shares Out.	Market Cap	Enterprise Value	Revenue		EBITDA		EPS	
			High	Low				LTM	CY+1	LTM	CY+1	LTM	CY+1
NasdaqGS:GOOGL	Alphabet Inc.	744.87	91.9%	140.8%	688.3	506,471.8	442,193.8	74,989.0	87,456.1	24,423.0	35,347.9	23.59	34.68
NasdaqGS:PYPL	PayPal Holdings, Inc.	39.49	92.8%	131.6%	1,222.7	48,283.5	44,872.5	9,248.0	10,654.5	1,951.0	2,833.8	1.00	1.49
NYSE:SQ	Square, Inc.	11.10	79.0%	NA	335.3	3,721.4	3,250.6	1,267.1	624.7	(95.4)	9.7	(1.24)	(0.16)
	Max	744.87	95.4%	140.8%	1,222.7	506,471.8	442,193.8	74,989.0	87,456.1	24,423.0	35,347.9	23.59	34.68
	Median	2.31	91.9%	128.3%	24.4	13.2	47.5	1,267.1	10,654.5	(0.2)	2,833.8	(0.00)	1.49
	Mean	100.01	82.4%	129.8%	286.9	69,812.9	61,301.5	17,108.1	32,911.8	3,754.6	12,730.5	3.13	12.00

NXTD	Nxt-ID, Inc.	0.42	10.0%	262.5%	32.1	13.5	14.0	0.5	2.1	(9.53)	(9.57)	(0.44)	(0.41)
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Ticker	Company Name	LT Growth Rate (%)	Est. 1 Year Growth (%)		TEV/Revenue			TEV/EBITDA			P/E		
			Revenue	EBITDA	LTM	CY+1	CY+2	LTM	CY+1	CY+2	LTM	CY+1	CY+2
NasdaqGS:GOOGL	Alphabet Inc.	16.6	16.6	19.3	5.90x	5.06x	4.47x	18.1x	12.5x	10.7x	31.6x	21.5x	18.5x
NasdaqGS:PYPL	PayPal Holdings, Inc.	16.4	15.2	13.4	4.85x	4.21x	3.65x	23.0x	15.8x	13.6x	39.5x	26.5x	22.5x
NYSE:SQ	Square, Inc.	20.0	(50.7)	NA	2.57x	5.20x	3.92x	NM	NM	39.2x	NM	NM	213.4x
	Max	20.0	16.6	19.3	5.90x	5.20x	4.47x	23.0x	15.8x	39.2x	39.5x	26.5x	213.4x
	Median	16.6	15.2	16.4	3.72x	5.06x	3.92x	18.1x	14.2x	13.6x	31.6x	24.0x	22.5x
	Mean	17.6	(6.3)	16.4	3.97x	4.82x	4.01x	17.2x	14.2x	21.2x	24.9x	24.0x	84.8x

NXTD	Nxt-ID, Inc.	NA	NA	NA	26.30x	6.63x	0.52x	NM	NM	NM	NM	NM	NM
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Ticker	Company Name	5-Year Historical CAGR (%)			LTM Margins (%)			Ratios			Returns (%)		
		Revenue	EBITDA	EPS	Gross	EBIT	EBITDA	DSO	DPO	DIO	ROA	ROE	ROIC
NasdaqGS:GOOGL	Alphabet Inc.	20.7	15.7	12.4	62.44	25.82	32.57	51.0	23.6	NA	8.7	14.6	10.1
NasdaqGS:PYPL	PayPal Holdings, Inc.	NA	NA	NA	49.84	16.32	21.10	4.0	10.2	NA	3.7	11.2	8.2
NYSE:SQ	Square, Inc.	NA	NA	NA	29.65	(9.46)	(7.53)	38.1	4.9	3.0	(10.4)	(46.0)	(18.5)
	Max	20.7	15.7	19.4	100.00	25.82	32.57	79.9	50.7	84.2	8.7	21.1	10.1
	Median	1.4	12.9	15.9	49.93	18.96	22.41	44.5	16.9	43.6	(10.4)	11.2	4.7
	Mean	(12.7)	12.9	15.9	58.37	13.57	17.46	43.2	22.4	43.6	(997.5)	(3.7)	(2.0)

NXTD	Nxt-ID, Inc.	NA	NA	NA	(31.48)	NM	NM	NA	101.5	384.8	(150.4)	(421.6)	(201.9)
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Sources: S&P and Aegis Capital estimates

Required Disclosures

Price Target

Our 12-month price target is \$3 per share.

Valuation Methodology

We are forecasting for revenues to grow from \$0.8 million in fiscal 2015 to \$25 million in fiscal year 2016. We expect the company to reach operational break even at a quarterly revenue run rate of about \$9 million.

Our 12-month price target of \$3 based on a DCF analysis that assumes a 15% discount rate and a 3% terminal growth rate.

Risk Factors

Liquidity Risk: Nxt-ID has just started to generate revenue and has had to raise capital for funding. Should the Wocket™ fail to gain traction and the company's biometric solution not gain acceptance, Nxt-ID may have to raise further capital or may not be able to sustain as a going concern.

Competition: Nxt-ID faces intense competition in the crowded mobile commerce and secure solutions space from much larger companies like Amazon, Apple and eBay. Nxt-ID also faces competition from angel backed or crowd funded well publicized startups like Coin.

Manufacturing Supply Chain: Nxt-ID relies on the timely acquisition and delivery of certain components for its manufacturing process. The company may not be able to obtain adequate quantities of crystals, diodes, and other manufacturing components from overseas suppliers in time to meet shipment orders.

See Nxt-ID's filings with the Securities and Exchange Commission for additional risk factors.

For important disclosures go to www.aegiscap.com.

Neither the research analyst who prepared this report or a member of the research analyst's household has a financial position in the debt or equity securities of the subject company.

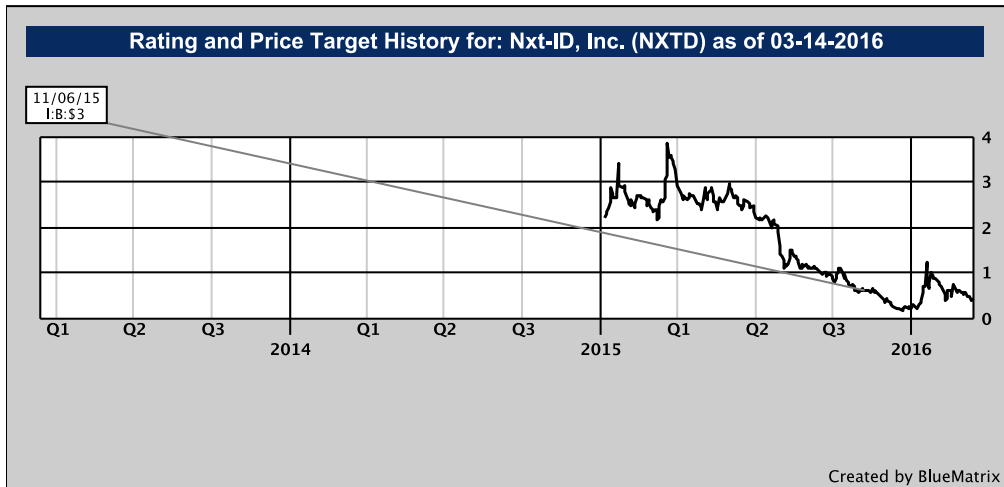
Research analyst compensation is not dependent upon investment banking revenues received by Aegis Capital Corp.

Aegis Capital Corp. intends to seek or expects to receive compensation for investment banking services from the subject company within the next three months.

The firm nor the Research Analyst have any material conflict of interest in which the Research Analyst has a reason to know or knows at the time of publication of this research report.

As of the date of this report Aegis Capital Corp. or its affiliates beneficially own 1% or more of any class of common equity securities of the subject company of this report.

Aegis Capital Corp. has performed investment banking services for and received fees from Nxt-ID, Inc. within the past 12 months.



Rating	Investment Banking Services/Past 12 Mos.	
	Percent	Percent
BUY [BUY]	87.30	61.82
HOLD [HOLD]	12.70	37.50
SELL [SELL]	0.00	0.00

Meaning of Ratings

- A) A Buy rating is assigned when we do not believe the stock price adequately reflects a company's prospects over 12-18 months.
- B) A Hold rating is assigned when we believe the stock price adequately reflects a company's prospects over 12-18 months.
- C) A Sell rating is assigned when we believe the stock price more than adequately reflects a company's prospects over 12-18 months.

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