# UNITED STATES SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

# FORM 8-K

#### CURRENT REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

Date of Report (Date of earliest event reported): March 18, 2024

# **NETCAPITAL INC.**

(Exact name of registrant as specified in charter)

| Utah  | 001-41443                  |                          | 87-0409951   |  |  |
|---|----------------------------|--------------------------|--|--|--|
| (State or other jurisdiction of incorporation)  | (Commission<br>File Number | sion (IRS Employer       |  |  |  |
| 1 Lincoln Street, Boston, Massachuset   | tts                        |                          | 02111  |  |  |
| (Address of principal executive offices   | 8)                         | (Zip Code)               |  |  |  |
| Registrant's tele   | ephone number, includin    | g area code: <u>(781</u> | <u>) 925-1700</u>  |  |  |
| (Former nan   | me or former address, if   | changed since las        | t report)  |  |  |
| Check the appropriate box below if the Form 8-K filing following provisions (see General Instruction A.2. below       |                            | eously satisfy the       | filing obligation of the registrant under any of the       |  |  |
| ☐ Written communications pursuant to Rule 425 und   | ler the Securities Act (17 | CFR 230.425)             |  |  |  |
| ☐ Soliciting material pursuant to Rule 14a-12 under t   | the Exchange Act (17 Cl    | FR 240.14a-12)           |  |  |  |
| ☐ Pre-commencement communications pursuant to F   | Rule 14d-2(b) under the l  | Exchange Act (17         | 7 CFR 240.14d-2(b))  |  |  |
| ☐ Pre-commencement communications pursuant to F   | Rule 13e-4(c) under the I  | Exchange Act (17         | CFR 240.13e-4(c))  |  |  |
| Securities registered pursuant to Section 12(b) of the  | Act:                       |                          |  |  |  |
| Title of each class   |                            | Trading symbol(s)        | Name of each exchange on which registered                  |  |  |
| Common Stock, \$0.001 par value per<br>Redeemable warrants exercisable for one share of C<br>exercise price of \$5.19 |                            | NCPL<br>NCPLW            | The Nasdaq Stock Market LLC<br>The Nasdaq Stock Market LLC |  |  |
| Indicate by check mark whether the registrant is an emethis chapter)  | erging growth company      | as defined in Rul        | e 405 of the Securities Act of 1934 (§240.12b-2 of         |  |  |
| Emerging growth company $\square$ .   |                            |                          |  |  |  |
| If an emerging growth company, indicate by check ma<br>any new or revised financial accounting standards prov         | C                          |                          | 1 10   |  |  |
|   |                            |                          |  |  |  |

#### Item 2.02. Results of Operations and Financial Condition.

On March 18, 2024, Netcapital Inc. (the "Company") issued a press release announcing financial results for the period ended January 31, 2024. The text of the press release is furnished as Exhibit 99.1 to this current report.

The information in this Item 2.02 and Exhibit 99.1 hereto shall not be deemed "filed" for the purposes of or otherwise subject to the liabilities under Section 18 of the Securities Exchange Act of 1934, as amended (the "Exchange Act"). Unless expressly incorporated into a filing of the Company under the Securities Act of 1933, as amended, or the Exchange Act, the information contained in this Item 2.02 and Exhibit 99.1 hereto shall not be incorporated by reference into any Company filing, whether made before or after the date hereof, regardless of any general incorporation language in such filing.

## Item 9.01 Financial Statements and Exhibits

(d) Exhibits.

| Exhibit<br>No. | Description  |
|----------------|--|
| 99.1<br>104    | Press Release dated March 18, 2024. Cover Page Interactive Data File (embedded within the Inline XBRL document). |
|                | -2-  |

## **SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned thereunto duly authorized.

Netcapital Inc. (Registrant)

/s/ Coreen Kraysler

Name: Coreen Kraysler Title: Chief Financial Officer

Dated March 18, 2024

#### **Netcapital Announces Third Quarter Fiscal 2024 Financial Results**

#### • Management to Host Earnings Call on March 19, 2024 at 10:00 a.m. ET

BOSTON, MA – March 18, 2024 – Netcapital Inc. (Nasdaq: NCPL, NCPLW) (the "Company"), a digital private capital markets ecosystem, today announced select financial results for the third quarter of fiscal year 2024 ended January 31, 2024.

"Despite the challenges faced by businesses seeking capital in the current market climate, we remain optimistic about our future prospects and the strength of our funding portal," said Martin Kay, CEO of Netcapital Inc. "While we experienced a decline in the number of issuers listing on our platform this quarter, funding portal revenues increased by more than 70% on a year-to-date basis, and we continue to focus on the opportunities ahead. Most notably, we closed a \$4 million public offering in December which adds to working capital, strengthens our financial position, and which we believe positions us for future success."

#### Third Quarter Fiscal 2024 Financial Highlights

- Revenues decreased by approximately 54% year-over-year to \$1.0 million, compared to revenue of \$2.3 million in the third quarter of fiscal year 2023.
- Funding portal revenues decreased approximately 23% year-over-year to \$179,588 compared to \$231,833 in the third quarter of fiscal 2023
- Diluted earnings per share of (\$0.19) in the three months ended January 31, 2024, were down compared to diluted earnings per share of \$0.33 for the same period in the prior year.
- As of January 31, 2024, the Company had cash and cash equivalents of \$2,172,099

#### First Nine Months of Fiscal 2024 Financial Highlights

- Revenues decreased by approximately 14% year-over-year to \$4.6 million, compared to revenue of \$5.4 million in the first nine months of fiscal year 2023.
- Funding portal revenues increased driven by higher portal fees of approximately 152% year-over-year to \$375,683 and an increase in listing fees of \$48,040, or 14% compared to the first nine months of fiscal 2023.
- Diluted earnings per share of (\$0.25) in the nine months ended January 31, 2024, were down compared to diluted earnings per share of \$0.46 for the same period in the prior year.
- In December 2023, the Company closed a \$4 million underwritten public offering.

For additional disclosure regarding Netcapital's operating results, please refer to the Quarterly Report on Form 10-Q for the period ended January 31, 2024, which has been filed with the Securities and Exchange Commission.

#### **Conference Call Information**

The Company will host an investor conference call on Tuesday, March 19, 2024 at 10:00 a.m. ET.

Participant access: 844-985-2012 or 973-528-0138

Conference entry code: 926076

For those unable to participate in the live call, a replay will be made available in the Investors section of the Company's website.

#### About Netcapital Inc.

<u>Netcapital Inc.</u> is a fintech company with a scalable technology platform that allows private companies to raise capital online and provides private equity investment opportunities to investors. The Company's consulting group, <u>Netcapital Advisors</u>, provides marketing and strategic advice and takes equity positions in select companies. The Company's funding portal, <u>Netcapital Funding Portal, Inc.</u>, is registered with the U.S. Securities & Exchange Commission (SEC) and is a member of the Financial Industry Regulatory Authority (FINRA), a registered national securities association.

The information contained herein includes forward-looking statements. These statements relate to future events or to our future financial performance, and involve known and unknown risks, uncertainties and other factors that may cause our actual results to be materially different from any future results, levels of activity, performance or achievements expressed or implied by these forward-looking statements. You should not place undue reliance on forward-looking statements since they involve known and unknown risks, uncertainties and other factors which are, in some cases, beyond our control and which could, and likely will, materially affect actual results, levels of activity, performance or achievements. Any forward-looking statement reflects our current views with respect to future events and is subject to these and other risks, uncertainties and assumptions relating to our operations, results of operations, growth strategy and liquidity. We assume no obligation to publicly update or revise these forward-looking statements for any reason, or to update the reasons actual results could differ materially from those anticipated in these forward-looking statements, even if new information becomes available in the future.

#### **Investor Contact**

800-460-0815 ir@netcapital.com

# Netcapital Inc. Balance Sheets

|   | January 31, 2024 |              |    | April 30, 2023 |  |
|---|------------------|--------------|----|----------------|--|
| Assets:   | <u>-</u>         |              |    |                |  |
| Cash and cash equivalents   | \$               | 2,172,099    | \$ | 569,441        |  |
| Accounts receivable net   |                  | 3,701,501    |    | 1,388,500      |  |
| Note receivable   |                  | 20,000       |    | -              |  |
| Prepaid expenses  |                  | 158,465      |    | 583,030        |  |
| Total current assets  |                  | 6,052,065    |    | 2,540,971      |  |
| Denseite  |                  | ( 200        |    | ( 200          |  |
| Deposits  |                  | 6,300        |    | 6,300          |  |
| Notes receivable - related parties  |                  | 202,000      |    | 202,000        |  |
| Purchased technology, net   |                  | 15,790,304   |    | 15,875,297     |  |
| Investment in affiliate   |                  | 240,080      |    | 240,080        |  |
| Equity securities at fair value   |                  | 21,844,698   |    | 22,955,445     |  |
| Total assets  | \$               | 44,135,447   | \$ | 41,820,093     |  |
| Liabilities and Stockholders' Equity  |                  |              |    |                |  |
| Current liabilities:  |                  |              |    |                |  |
| Accounts payable  |                  |              |    |                |  |
| Trade   | \$               | 828,836      | \$ | 578,331        |  |
| Related party   | Ф                | 75,204       | Ф  | 75,204         |  |
|   |                  |              |    |                |  |
| Accrued expenses  |                  | 394,911      |    | 285,065        |  |
| Stock subscription payable  |                  | 10,000       |    | 10,000         |  |
| Deferred revenue  |                  | 487          |    | 661            |  |
| Interest payable  |                  | 88,084       |    | 98,256         |  |
| Current taxes payable   |                  | -            |    | 174,000        |  |
| Deferred tax liability, net   |                  | -            |    | 1,657,000      |  |
| Related party debt  |                  | 15,000       |    | 15,000         |  |
| Secured note payable  |                  | <del>.</del> |    | 350,000        |  |
| Current portion of SBA loans  |                  | 1,885,800    |    | 1,885,800      |  |
| Loan payable - bank   |                  | 34,324       |    | 34,324         |  |
| Total current liabilities   |                  | 3,332,646    |    | 5,163,641      |  |
| Long-term liabilities:  |                  |              |    |                |  |
| Long-term BBA loans, less current portion                                     |                  | 500.000      |    | 500.000        |  |
|   |                  |              | _  | )              |  |
| Total Liabilities   |                  | 3,832,646    |    | 5,663,641      |  |
| Commitments and contingencies   |                  | -            |    |                |  |
| Stockholders' equity:   |                  |              |    |                |  |
| Common stock, \$.001 par value; 900,000,000 shares authorized, 17,231,132 and |                  |              |    |                |  |
| 6,440,527 shares issued and outstanding                                       |                  | 17,231       |    | 6,441          |  |
| Shares to be issued   |                  | 122,124      |    | 183,187        |  |
| Capital in excess of par value  |                  | 37,077,147   |    | 30,500,944     |  |
| Retained earnings   |                  | 3,086,299    |    | 5,465,880      |  |
| Total stockholders' equity  |                  | 40,302,801   |    | 36,156,452     |  |
| Total liabilities and stockholders' equity                                    | \$               | 44,135,447   | \$ | 41,820,093     |  |
| Town manning and stockholders equity  | φ                | 44,133,447   | Φ  | +1,020,093     |  |

# Netcapital Inc Condensed Consolidated Statements of Operations (Unaudited)

|   |          | ree Months<br>Ended<br>arry 31, 2024 |          | Chree Months<br>Ended<br>nuary 31, 2023 |          | Months Ended uary 31, 2024 | Nine Months Ended January 31, 2023 |           |
|---|----------|--------------------------------------|----------|---|----------|----------------------------|------------------------------------|-----------|
| Revenues  | \$       | 1,042,793                            | \$       | 2,260,414                               | \$       | 4,604,260                  | \$                                 | 5,379,960 |
| Costs of services                                     |          | 58,875                               |          | 4,305                                   |          | 97,062                     |                                    | 61,603    |
| Gross profit  |          | 983,918                              |          | 2,256,109                               |          | 4,507,198                  |                                    | 5,318,357 |
| Costs and expenses:                                   |          |                                      |          |   |          |                            |                                    |           |
| Consulting expense                                    |          | 175,357                              |          | 130,500                                 |          | 544,033                    |                                    | 455,892   |
| Marketing   |          | 32,198                               |          | 23,549                                  |          | 320,817                    |                                    | 64,211    |
| Rent  |          | 19,544                               |          | 17,187                                  |          | 57,533                     |                                    | 51,586    |
| Payroll and payroll related expenses                  |          | 869,517                              |          | 946,043                                 |          | 2,957,394                  |                                    | 2,592,891 |
| General and administrative costs                      |          | 1,092,459                            |          | 568,253                                 |          | 2,529,378                  |                                    | 1,241,365 |
| Total costs and expenses                              |          | 2,189,075                            |          | 1,685,532                               |          | 6,409,155                  |                                    | 4,405,945 |
| Operating income (loss)                               |          | (1,205,157)                          |          | 570,577                                 |          | (1,901,957)                |                                    | 912,412   |
|   |          |                                      |          |   |          |                            |                                    |           |
| Other income (expense):                               |          |                                      |          |   |          |                            |                                    |           |
| Interest expense                                      |          | (11,918)                             |          | (17,632)                                |          | (35,784)                   |                                    | (76,922)  |
| Gain on debt conversion                               |          | -                                    |          | -                                       |          | -                          |                                    | 224,260   |
| Amortization of intangible assets                     |          | (28,331)                             |          | (25,914)                                |          | (84,993)                   |                                    | (68,076)  |
| Unrealized gain (loss) on equity securities           |          | (2,696,135)                          |          | 1,866,468                               |          | (2,696,135)                |                                    | 1,857,500 |
| Realized loss on sale of investment                   |          | -                                    |          | -                                       |          | -                          |                                    | (406,060) |
| Total other income (expense)                          |          | (2,736,384)                          |          | 1,822,922                               |          | (2,816,912)                |                                    | 1,530,702 |
| Net income (loss) before taxes                        |          | (3,941,541)                          |          | 2,393,499                               |          | (4,718,869)                |                                    | 2,443,114 |
| Income tax expense (benefit)                          |          | (1,713,999)                          |          | 697,000                                 |          | (2,339,288)                |                                    | 499,000   |
| Net income (loss)                                     | \$       | (2,227,542)                          | \$       | 1,696,499                               | \$       | (2,379,581)                | \$                                 | 1,944,114 |
| Dii   | ø        | (0.10)                               | ø        | 0.33                                    | ø        | (0.25)                     | ¢.                                 | 0.46      |
| Basic earnings per share Diluted earnings per share   | \$<br>\$ | (0.19)<br>(0.19)                     | \$<br>\$ | 0.33                                    | \$<br>\$ | (0.25)                     | \$<br>\$                           | 0.46      |
| Diffuted earnings per snare                           | Ф        | (0.19)                               | Þ        | 0.33                                    | Þ        | (0.25)                     | Ф                                  | 0.40      |
| Weighted average number of common shares outstanding: |          |                                      |          |   |          |                            |                                    |           |
| Basic   |          | 11,466,523                           |          | 5,166,299                               |          | 9,457,740                  |                                    | 4,208,216 |
| Diluted   |          | 11,466,523                           |          | 5,166,549                               |          | 9,457,740                  |                                    | 4,208,466 |