Ciscom Surges Forward with Strong Q3 Results and ICT Strategic Acquisitions

written by Tracy Hughes | November 10, 2023

In a remarkable financial turnaround, Ciscom Corp. (CSE: CISC), a leader in the Information, Communication, and Technology (ICT) sector, has recently announced its Q3 2023 earnings, showcasing a period of significant growth and positive results. The acquisition of PMG, a key player in AdTech/MarTech, has been a catalyst in this upward trajectory, reflecting a strategic move by Ciscom in expanding its market reach.

Stellar Financial Performance

Ciscom's year-to-date results up to September 30, 2023, reveal a staggering sales increase of 929%, totaling $21.5M, compared to the $2.1M reported in the previous year. This leap is largely attributed to the PMG acquisition, which was finalized on September 30, 2022. Adjusting for this acquisition (on a pro-forma basis), the sales still show an impressive 1.5% increase.

The gross profit for the same period rose to $4.2M, a 967% increase compared to the prior year. This improvement is linked to the company's strategic decision to retire low-margin projects, thus enhancing overall profitability.

Despite the challenging economic climate affecting the retail sector, Ciscom has demonstrated resilience and adaptability. The company managed to increase its sales and gross profit, a testament to its robust business model and strategic focus.

Reduction in Net Loss and Optimized Cash Flow

For Q3 2023, Ciscom reported a reduced net loss of $30k, a significant improvement from the $720k net loss in the same quarter of 2022. This reduction is noteworthy, considering the restructuring costs and non-recurring expenses the company faced during this period.

On a cash basis, the company’s performance is even more impressive, with a net income of $107k for the nine months ending September 30, 2023, in stark contrast to the net loss of $782k in the previous year. The normalized operating profit (EBITDA) stood at $986k, marking a remarkable year-over-year improvement of $1,365k.

Strategic Acquisitions and Technological Advancements

Ciscom’s strategic focus extends beyond financial growth. The company has made significant strides in the ICT sector, with its first two acquisitions in the AdTech/MarTech sector. These acquisitions have positioned Ciscom at the forefront of big data, analytics, and technology, enhancing its competitive edge.

On October 17, 2023, Ciscom terminated its agreement with Hummingbird Capital Inc., reflecting its dynamic and adaptable corporate strategy. This decision aligns with Ciscom’s broader vision of nurturing and expanding its portfolio through selective acquisitions and investments.

Future Outlook

Ciscom's President and CFO, Michel Pepin, expresses confidence in the company's trajectory, highlighting the collective effort of the team and the solid business foundation. The company's focus on organic and acquisition-based growth, coupled with its proprietary technology, continues to drive its market relevance and competitiveness.

Conclusion

Ciscom's Q3 2023 earnings release is a clear indicator of the company's robust financial health and strategic positioning in the ICT sector. With its focused approach on growth, technological advancement, and strategic acquisitions, Ciscom is well on its way to solidifying its presence as a leader in the industry. The future looks bright for Ciscom, its stakeholders, and its clientele.

For more insights and information on Ciscom Corp, visit their website at www.ciscomcorp.com.

This is a summary of Ciscom Corp's Q3 2023 earnings and strategic updates. For detailed information and disclosures, please refer to the company's official communications and financial statements.