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**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION**

Washington, D.C. 20549

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**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): **January 11, 2016**

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**DAVIDsTEA Inc.**

(Exact name of registrant as specified in its charter)

**Canada**

(State or other jurisdiction of incorporation)

**98-1048842**

(I.R.S. Employer Identification Number)

**001-37404**

(Commission File Number)

**5430 Ferrier, Mount-Royal,**

**Québec, Canada**

(Address of principal executive offices)

**H4P 1M2**

(Zip Code)

**(888) 873-0006**

(Registrant's telephone number, including area code)

**Not Applicable**

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- ☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
  - ☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
  - ☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
  - ☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))
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**Item 7.01 Regulation FD Disclosure.**

On January 11, 2016, the DAVIDsTEA Inc. (the "Company") issued a press release announcing that the Company is reiterating its previously issued financial guidance for the fourth quarter and fiscal year 2015. A copy of the press release is furnished as Exhibit 99.1 hereto and is incorporated herein by reference.

The Company is scheduled to present at the 2016 ICR Conference held at the JW Marriot Orlando Grand Lakes Resort in Orlando, Florida on January 12, 2016 at 10:30 Eastern Time. A copy of the presentation is attached as Exhibit 99.2 and is incorporated herein by reference.

The information contained in this Item, including Exhibit 99.1 and Exhibit 99.2 attached hereto, is being furnished and shall not be deemed "filed" for any purpose, and shall not be deemed incorporated by reference in any filing under the Securities Act of 1933, as amended, or the Securities Exchange Act of 1934, as amended, regardless of any general incorporation language in any such filing.

**Item 9.01 Financial Statements and Exhibits.**

(d) Exhibits

99.1 Press Release of DAVIDsTEA Inc., dated January 11, 2016

99.2 2016 ICR Conference Presentation

**SIGNATURE**

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 hereunto duly authorized.

**DAVIDsTEA Inc.**By: /s/ Luis Borgen

Name: Luis Borgen

Title: Chief Financial Officer

Date: January 11, 2016

## DAVIDsTEA Reiterates Guidance Ahead of Presentation at ICR Conference

MONTREAL CANADA (January 11, 2016) — DAVIDsTEA Inc. (Nasdaq: DTEA) today reiterated its previously issued outlook for the fourth quarter and fiscal year 2015. The Company continues to expect fourth quarter sales to be in the range of C\$70.0 million to C\$72.0 million based on opening 10 new stores and assuming a comparable sales increase slightly above the mid-single digit range. Adjusted fully diluted income per common share, which excludes IPO-related costs and other one-time costs, is expected to be in the range of C\$0.42 to C\$0.44 per share.

For fiscal 2015, the Company continues to expect sales to be in the range of C\$175.0 million to C\$177.0 million based on opening 39 net new stores and assuming a comparable sales increase slightly above the mid-single digit range. Adjusted fully diluted income per common share, which excludes IPO-related and other one-time costs, is expected to be in the range of C\$0.37 to C\$0.39 per share.

As previously announced, the Company will be presenting at the 2016 ICR Conference held at the JW Marriott Orlando Grande Lakes Resort in Orlando, Florida. Management is currently scheduled to present on Tuesday, January 12, 2016 at 10:30 a.m. Eastern Time.

The presentation will be broadcast on the Company's website at <http://www.davidstea.com>, in the "investor relations" section. An online archive of the webcast will be available within two hours of the conclusion of the call and will remain available for 30 days.

### Non-IFRS Information:

This press release includes non-IFRS measures including Adjusted fully diluted income per share. Adjusted fully diluted income (loss) per share is not a presentation made in accordance with IFRS, and the use of the term Adjusted fully diluted income per share may differ from similar measures reported by other companies. We believe that Adjusted fully diluted income per share provides investors with useful information with respect to our historical operations. We present Adjusted fully diluted income per share as a supplemental performance measure because we believe it facilitates a comparative assessment of our operating performance relative to our performance based on our results under IFRS, while isolating the effects of some items that vary from period-to-period. Specifically, Adjusted fully diluted income per share allows for an assessment of our operating performance and our ability to service or incur indebtedness without the effect of non-cash charges of the period or other one-time charges, such as impairment costs, costs related to onerous contracts or contracts where we expect the costs of the obligations to exceed the economic benefit and non-recurring expenses relating to our initial public offering. These measures also function as benchmarks to evaluate our operating performance. Adjusted fully diluted income per share is not a measurement of our financial performance under IFRS and should not be considered in isolation or as an alternative to net income, net cash provided by operating, investing or financing activities or any other financial statement data presented as indicators of financial performance or liquidity, each as presented in accordance with IFRS. We understand that although Adjusted fully diluted income per share is frequently used by securities analysts, lenders and others in their evaluation of companies, it has limitations as an analytical tool, and you should not consider it in

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isolation, or as a substitute for analysis of our results as reported under IFRS. Some of these limitations are:

Adjusted fully diluted income per share does not reflect changes in, or cash requirements for, our working capital needs.

Because of these limitations, Adjusted fully diluted income per share should not be considered as discretionary cash available to us to reinvest in the growth of our business or as a measure of cash that will be available to us to meet our obligations.

### Forward-Looking Statements:

This press release includes forward-looking statements. These forward-looking statements generally can be identified by the use of words such as "anticipate," "expect," "plan," "could," "may," "will," "believe," "estimate," "forecast," "goal," "project," and other words of similar meaning. These forward-looking statements address various matters including management's beliefs about the Company's sales and growth prospects for the coming fiscal quarter and fiscal year. The Company cannot assure investors that future developments affecting the Company will be those that it has anticipated. Actual results may differ materially from these expectations due to risks including: the Company's ability to maintain and enhance its brand image, particularly in new markets; the Company's ability to compete in the specialty tea and beverage category; the Company's ability to expand and improve its operations; levels of foot traffic in locations in which the Company's stores are located; changes in consumer trends and preferences; fluctuations in foreign currency exchange rates; general economic conditions and consumer confidence; the importance of the Company's fourth fiscal quarter to results of operations for the entire fiscal year; and other risks set forth in the Company's prospectus filed with the Securities and Exchange Commission on June 4, 2015. If one or more of these risks or uncertainties materialize, or if any of the Company's assumptions prove incorrect, the Company's actual results may vary in material respects from those projected in these forward-looking statements. Any forward-looking statement made by the Company in this release speaks only as of the date on which the Company makes it. The Company undertakes no obligation to publicly update any forward-looking statement, whether as a result of new information, future developments or otherwise, except as may be required by any applicable securities laws.

### About DAVIDsTEA Inc.

DAVIDsTEA is a fast-growing branded beverage company, offering a differentiated selection of proprietary loose-leaf teas, pre-packaged teas, tea sachets and tea-related gifts and accessories. As of January 7, 2016, the Company owns and operates 193 DAVIDsTEA stores throughout the United States and Canada. The Company is headquartered in Montréal, Canada.

### Investor Contact:

ICR, Inc.  
Farah Soi/Rachel Schacter  
203-682-8200  
[investors@davidstea.com](mailto:investors@davidstea.com)

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# DAVIDsTEA

## Investor Presentation

January 2016

# Disclaimer

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This presentation contains forward-looking statements that involve substantial risks and uncertainties. All statements, other than statements of historical facts, contained in this presentation, including statements regarding our strategy, future operations, future financial position, projected revenues, costs, prospects, plans and objectives of management, are forward-looking statements. The words “anticipate,” “believe,” “estimate,” “expect,” “intend,” “may,” “plan,” “predict,” “project,” “target,” “potential,” “will,” “would,” “could,” “should,” “continue,” and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words. Each forward-looking statement contained in this presentation is subject to risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statement.

Applicable risks and uncertainties include, among others, our ability to maintain and enhance our brand image, particularly in new markets, our ability to compete in the specialty tea and beverage markets; our ability to expand our operations; the seasonal nature of our business; changes in consumer trends and preferences; fluctuations in foreign currency exchange rates, including the U.S. dollar; and the risks identified under the heading “Risk Factors” in our prospectus dated June 4, 2015 pursuant to Rule 424(b) of the Securities Act of 1933, as amended, and filed with the Securities and Exchange Commission, as well as the other information we file with the SEC. We caution investors not to place considerable reliance on the forward-looking statements contained in this presentation. You are encouraged to read our filings with the SEC, available at [www.sec.gov](http://www.sec.gov), for a discussion of these and other risks and uncertainties. The forward-looking statements in this presentation speak only as of the date of this document, and we undertake no obligation to update or revise any of these statements. Our business is subject to substantial risks and uncertainties, including those referenced above. Investors, potential investors, and others should give careful consideration to these risks and uncertainties. The forward-looking statements contained in this presentation reflect DAVIDsTEA’s current views with respect to future events, we assume no obligation to update any forward-looking statements except as required by applicable law.

Non-IFRS financial measures such as Adjusted EBITDA, adjusted net income, and adjusted EPS, as included in this presentation, are supplemental measures that are not calculated in accordance with International Financial Reporting Standards (“IFRS”). For reconciliations to the most directly comparable IFRS measures, see slides 38 and 39. Our non-IFRS financial measures have limitations as analytical and comparative tools and are unlikely to be comparable to non-IFRS measures provided by other companies. You should consider Adjusted EBITDA in addition to, and not as a substitute for, the Company’s net income (loss), net cash provided by operating, investing or financing activities, as well as other measures of financial performance and liquidity reported in accordance with IFRS.

# today's agenda and presenters

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## agenda

- Introduction to DAVIDsTEA
- Investment Highlights
- Growth Strategy
- Financial Overview
- Q&A

## presenters

**Sylvain Toutant**

*CEO & President*

**Luis Borgen**

*Chief Financial Officer*

# reaffirming Q4 and fiscal 2015 guidance

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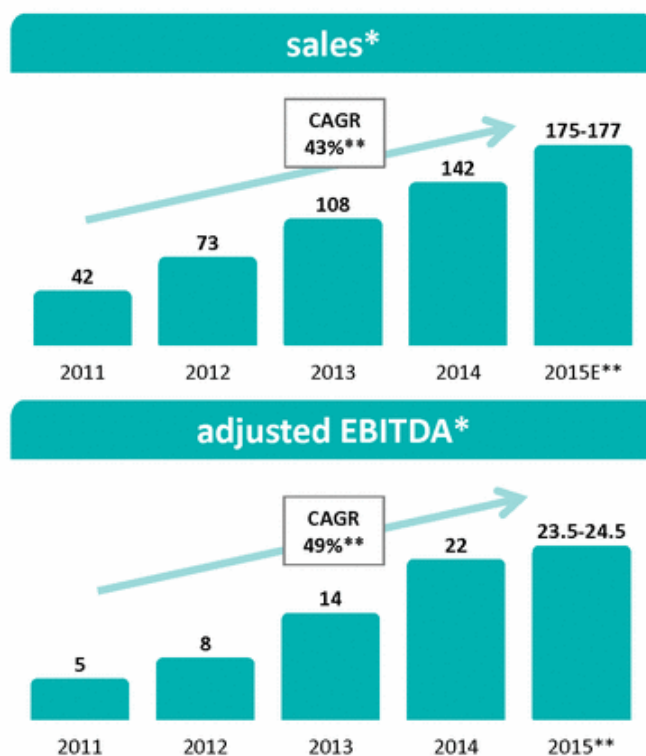
Q415 guidance	
Sales	C\$70.0m - C\$72.0m
Comp	Slightly above the MSD range
Adjusted EPS*	C\$0.42 - C\$0.44

FY15 guidance	
Sales	C\$175.0m - C\$177.0m
Comp	Slightly above the MSD range
Adjusted EPS*	C\$0.37 - C\$0.39

\*Adjusted fully diluted income per common share excludes IPO-related costs and other one-time costs

## a modern and accessible take on tea

- Fast growing, modern tea brand offering innovative loose-leaf tea, tea accessories, and beverages
- Broad consumer appeal
  - Health and wellness
  - Customization
- Significant momentum
  - 25 consecutive quarters of positive comp sales growth through 3Q 2015
- 193 stores in Canada and the United States (as of January 7, 2016)



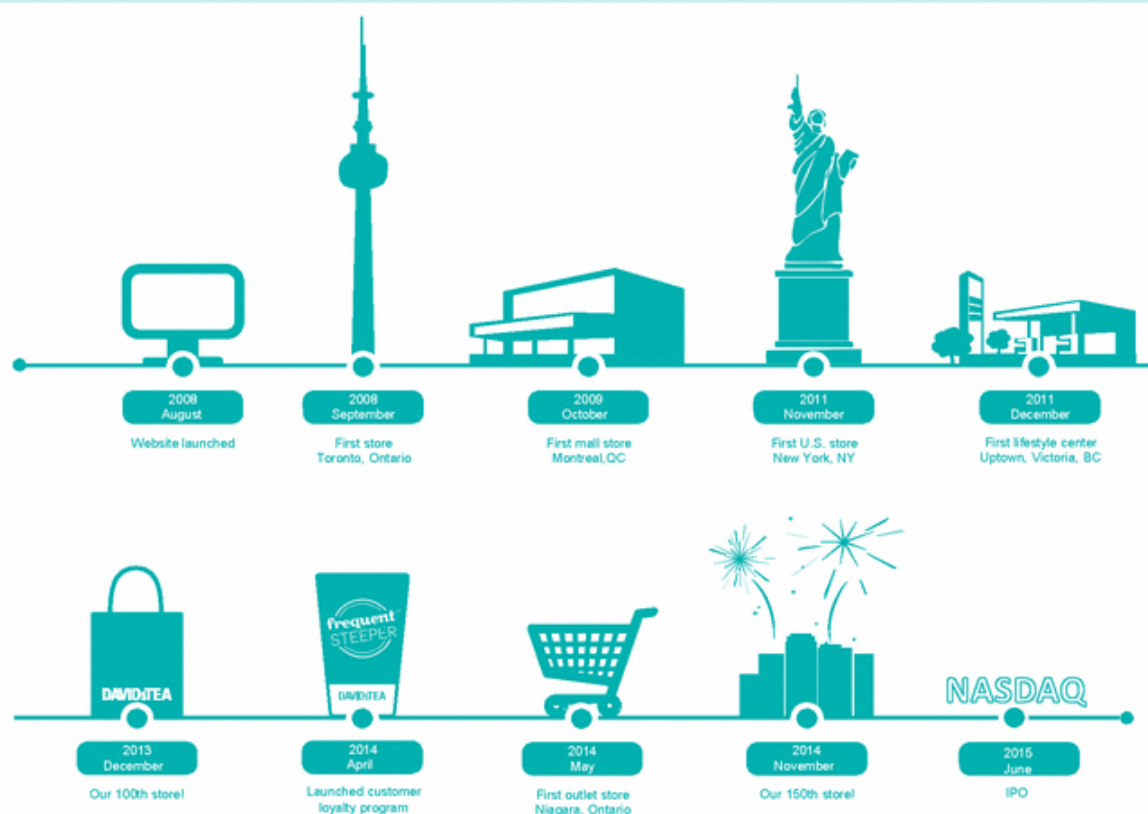
Financial data in CAD \$M

\* Sales and EBITDA figures for fiscal year end. For a reconciliation to the nearest IFRS measure, see slide 38.

\*\* 2015E reflects guidance provided on December 10, 2015. CAGR is calculated based on the midpoint of the relevant guidance ranges.



## our key milestones



DAVID'sTEA

# COMPETITIVE STRENGTHS

## competitive strengths

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- Fast growing, modern brand reinventing the tea experience with a breadth of assortment, innovation and customer service
- Distinct retail concept and broad demographic appeal reinforces brand and customer loyalty and supports sustainable long-term growth
- Effective grassroots marketing strategy drives customer trial and engagement
- Versatile store model with compelling economics
- Multi-year new store growth opportunity in both Canada and the United States
- Engaging eCommerce platform
- Passionate, knowledgeable customer-focused culture supported by experienced management team

modern brand reinventing the tea experience

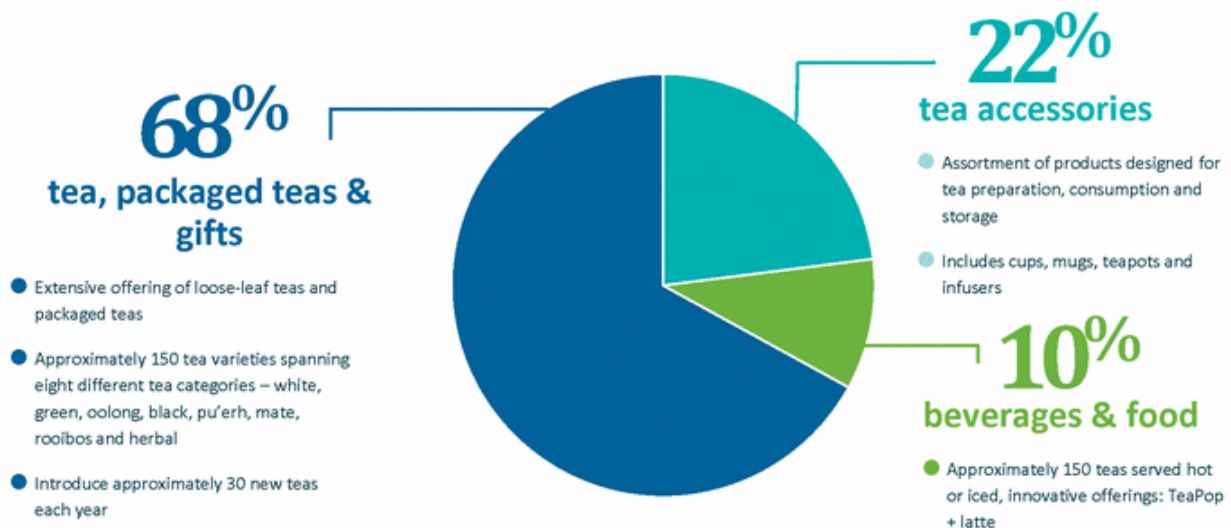
friendly  
**fun** accessible  
modern



...totally new

DAVIDsTEA

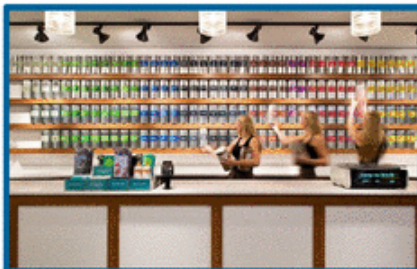
# breadth of unique tea products



Note: Percent of sales for 2014

# the DAVIDsTEA experience

## our tea guides drive the DAVIDsTEA experience



ADVENTURE...

EXPLORATION...

KNOWLEDGE...

PASSION for TEA

## examples of our teas



Rooibos



Green Tea



Coconut



Pomegranate



Pink Peppercorn



Rose Hips



DAVIDsTEA



# our focus on innovation and design

## tea R&D



our research and development team works with our blenders to develop the special tea blends we sell on an exclusive basis

## sourcing our teas



## product design and innovation

### exclusive blends



### innovative tea prep



### in-house designs



DAVIDsTEA 11

# distinct retail concept with multiple formats



clean, modern aesthetic

our “Tea Wall” is the focal point of our stores



## store formats

mall



street



lifestyle



outlet



DAVIDsTEA



# positioned in an attractive industry...

## the tea industry is large<sup>1</sup>...



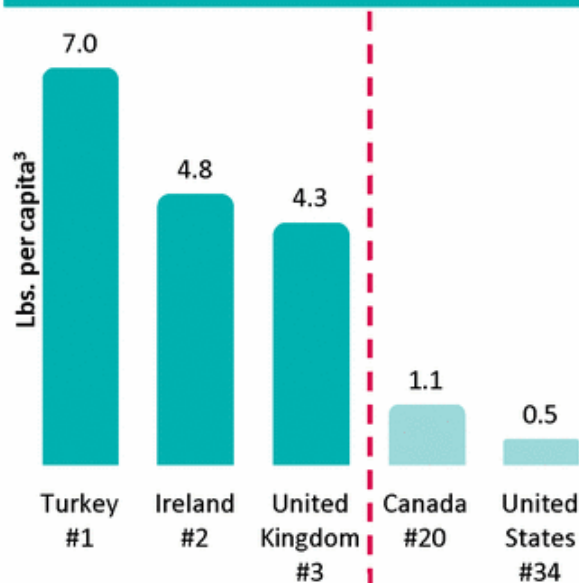
*The global tea market is expected to grow at a CAGR of 7-8% from 2014 through 2018*

<sup>1</sup> Source: Euromonitor

<sup>2</sup> Source: World Tea News, The Economist

<sup>3</sup> One pound of tea can produce approximately 180 6oz cups of tea

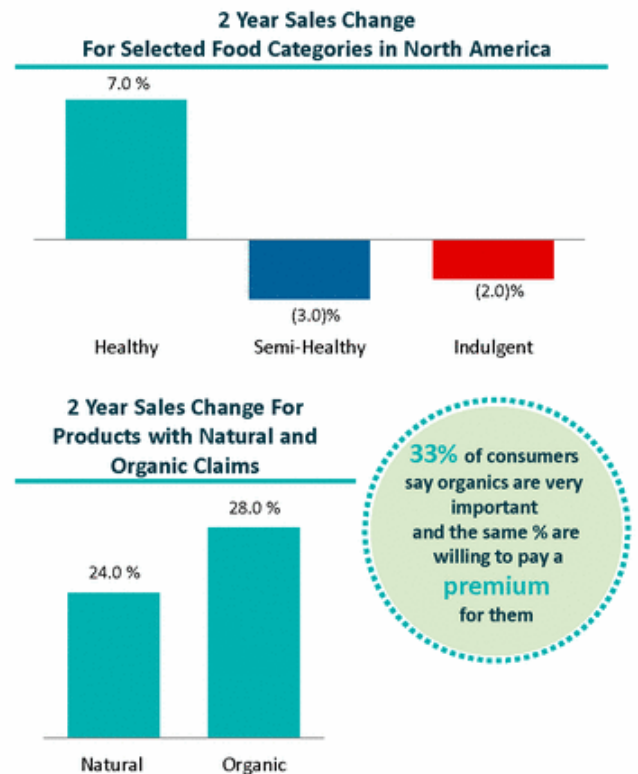
## ...with a growth opportunity in North America<sup>2</sup>



*Low per capita consumption in North America provides significant runway for growth*

# ...and benefitting from consumer trends with broad demographic appeal

- Shift to healthier lifestyles
- Demand for natural and organic products
- Growing tea enthusiasm among millennials
- Consumers willing to pay a premium for higher quality tea
- Desire for customization



Source: Nielsen Global Health and Wellness Report, Jan 2015

# our distinct community-based marketing approach

## Hyper-local Events



## Large-scale Events



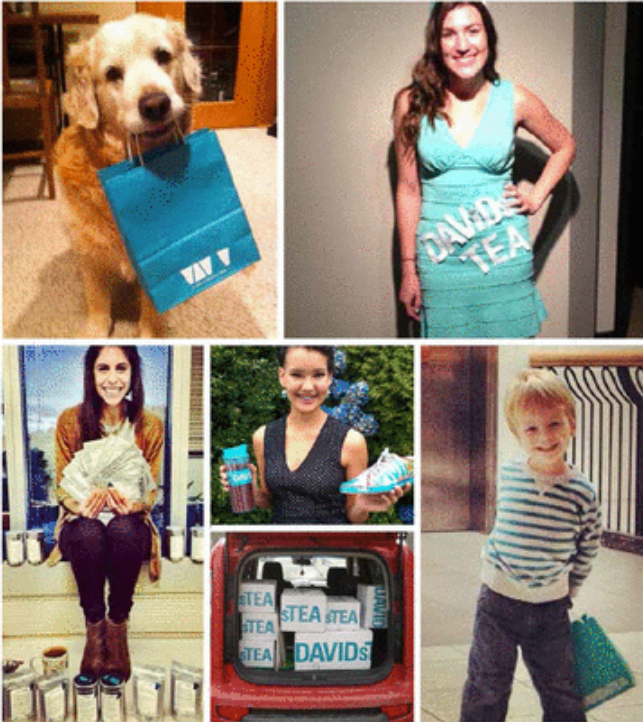
2,000 events reaching 350,000 people<sup>1</sup>

- OSHEAGA Music Festival (Montreal)
- TIFF festivities (Toronto)
- Wanderlust (Whistler, Mont-Tremblant)
- Ghirardelli Chocolate Festival (San Francisco)
- Snowboard Jamboree (Quebec)
- PRIDE (Montreal, Toronto, Halifax, Vancouver)
- Yoga for Hope (San Francisco)
- SF Giants family day (San Francisco)
- Boston Common Tree Lighting (Boston)
- Remake (San Francisco)
- Seawheeze Half Marathon (Vancouver)
- Edmonton Fringe Festival (Edmonton)

<sup>1</sup> Last twelve months ended March 31, 2015.

## our loyal customer

### DAVIDsTEA super fan



<sup>1</sup> As of October 31, 2015.

### frequent stepper program

- Customer loyalty program launched April 2014 across North America
- Rewarding repeat purchases through a points-based program
- Customers earn points with every purchase
- ~80% of sales since launch are attributed to new or repeat Frequent Steepers
- Over 1.8 million members<sup>1</sup> since launch

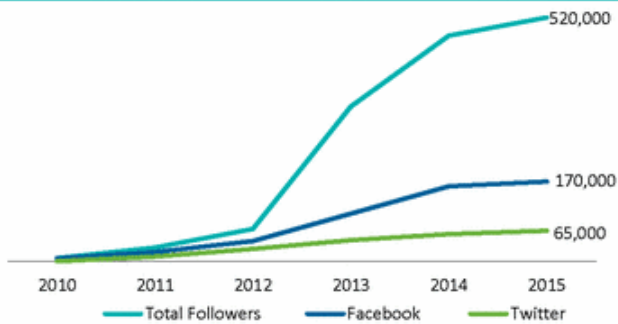


**DAVIDsTEA**

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## strong social media awareness

### social media following







“Was reminded yesterday how good companies like @DAVIDsTEA are with their social media engagement #loyalcustomer”

- @aviash

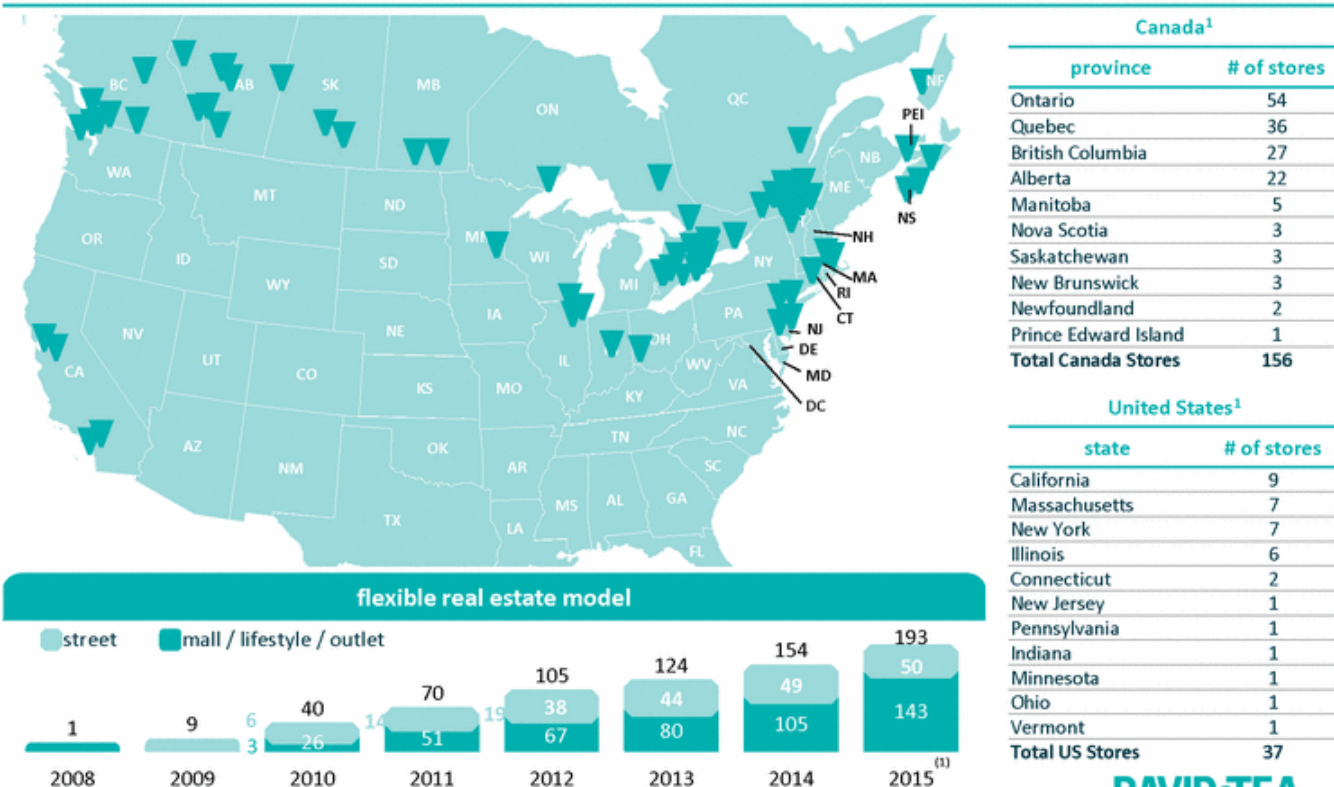
“@DAVIDsTEA Oh how I can’t stop thinking about how incredible your social media team is. Keep up the great work”

- @shafpatel

	platform	followers
	Facebook	170,000
	Google +	135,000
	Instagram	85,000
	Twitter	65,000
total follower base: ~520k		

# versatile store model with broad geographic reach

stores in all 10 Canadian provinces and 11 U.S. states



DAVIDsTEA



# engaging eCommerce platform

- DAVIDsTEA is a natural fit for eCommerce
  - Lightweight, easy-to-ship product
  - Encourages research
  - Facilitates online replenishment
  - Compelling and colorful content
- Website blends product expertise, community and research tools
  - Shop by ingredient / Tea Finder
- Strong synergies with stores, field marketing and social media
  - Cross channel marketing
  - Loyalty program
- Long-term growth opportunity
  - eCommerce penetration grew from 2.7% of sales in 2010 to 7.9% in 2014
  - Long-term penetration target of +15%



DAVIDsTEA

# our core values supported by our experienced management team

name	title	selected experience / years in industry	favorite tea	
Sylvain Toutant	CEO & President	Keurig Green Mountain, Reno-Depot, SAQ	25 years	Jumpy Monkey
Luis Borgen	Chief Financial Officer	DaVita HealthCare Partners, Staples	16 years	Quangzhou Milk Oolong
Isabelle Grise	Chief Marketing and Merchandising Officer	President & CEO of Fruits & Passions and SVP of Marketing and Merchandising at LaSenza, a division of L- Brands	25 years	Glitter and Gold
David Segal	Co-founder and Brand Ambassador	Co-founder of DAVIDsTEA	10 years	Sencha Ashikubo
Doug Higginbotham	Head of Supply Chain	Yankee Candle	20 years	Main Squeeze
Marc Macdonald	Chief HR Officer	Home Depot, Keurig Green Mountain	15 years	North African Mint
Edmund Noonan	Head of Real Estate	Abercrombie & Fitch	20 years	Forever Nuts
Howard Tafler	Chief Accounting Officer	National Accounting Firm and CFO of privately held company	15 years	Vanilla Orchid



# GROWTH STRATEGY

## our growth strategy

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- Increase brand awareness
- Grow our store base
- Drive comparable sales, including eCommerce
- Expand adjusted EBITDA margins

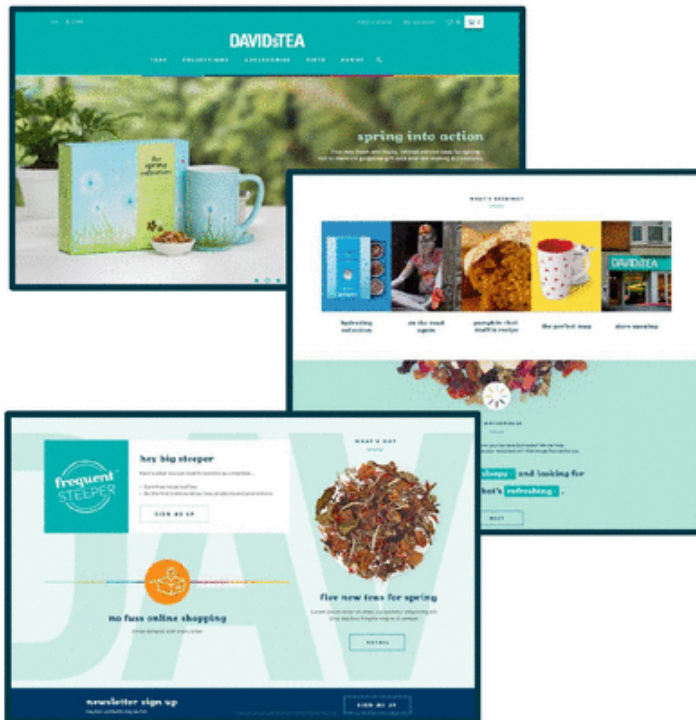
# increase brand awareness: community-based marketing

- Build brand awareness and drive traffic through field-based marketing and customer engagement initiatives
  - Field Marketing and Hyper-Local Social Engagement
  - Social Media
  - Public Relations
- Collaborate with our brand enthusiasts to co-create experiences online



# increase brand awareness: enhanced eCommerce platform

*Launched our new website to allow customers to more easily discover new products, better connect with others, and get the most of our products 24/7*



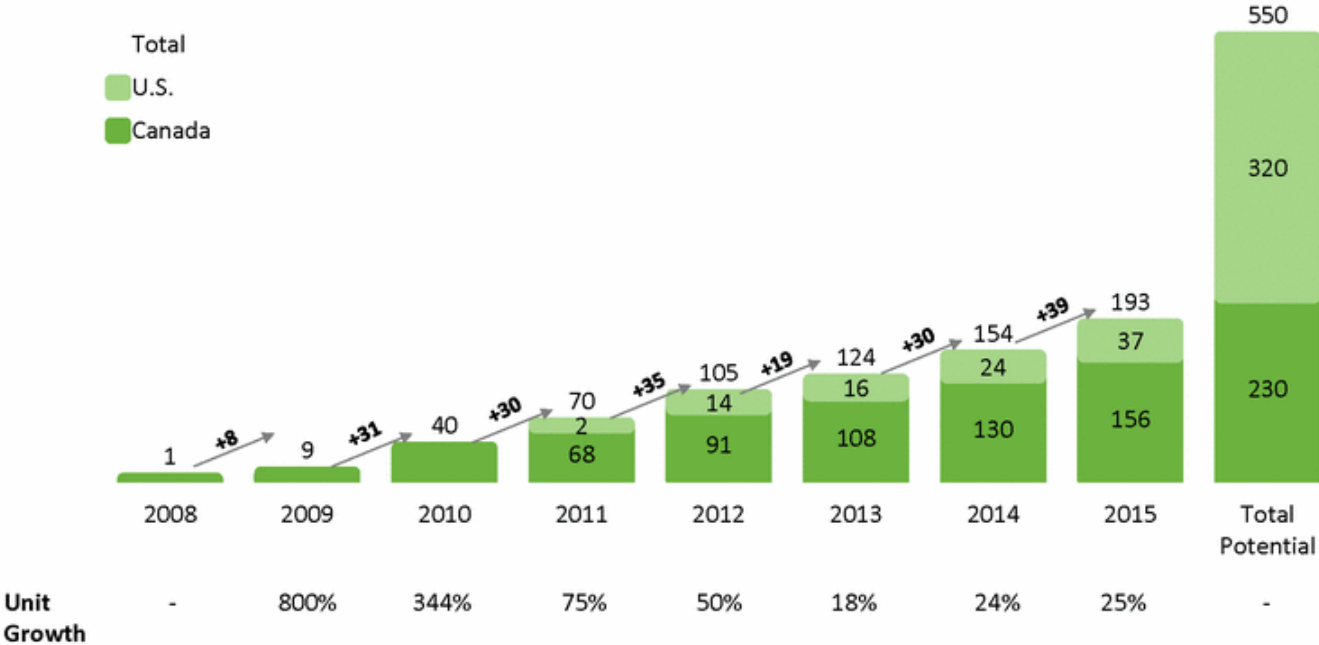
- Full integration with all systems (ERP, ESP, CRM) for improved programmability
- Open source compatibility to development tools allowing ability to evolve the platform to business and customer needs
- Full integration to Loyalty Program and personalized content and improved self-serve
- Improved site performance and stability
- Improved merchandizing and promotion rules
- Integrated user-generated content

DAVIDsTEA

# increase brand awareness: targeted retail expansion

opportunity to more than triple the store base

*potential for an additional ~75 stores in Canada and ~285 stores in the U.S.*



<sup>1</sup> Based on management's estimates and the model from Intalytics, a provider of real estate research and consulting services.

# increase brand awareness: Hotel, Restaurants and Institutions sector

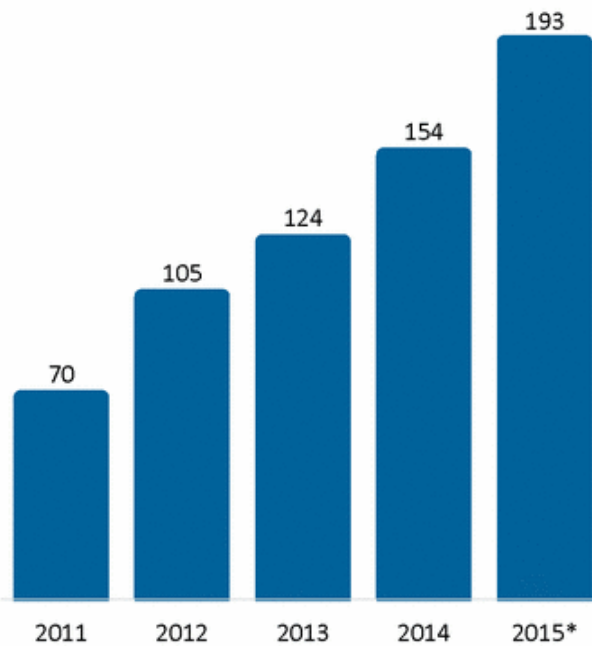
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- HRI sector is a large and growing Canadian market; Tea Association of Canada estimates the size at approximately 550 million cups annually.
- Announced partnership with Air Canada in October 2015
  - *Forever Nuts* and *Cream of Earl Grey* teas now available for purchase on certain flights.
  - Marked our entry into the HRI sector.
- Announced partnership with Le Germain and Alt Hotels across Canada in December 2015
  - A variety of DAVIDsTEA sachets served in our iconic 10-ounce teal cups are now available as part of the hotel's beverage service.
- These partnerships are great opportunities to increase our brand visibility in North America.



# grow our store base

## store rollouts in North America



\* Reflects fiscal 2015 store openings as of January 7, 2016.

## robust real estate development process



## target new store model

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	Canada (in CAD \$K)	United States (in US \$K)
year 4 sales	~CAD \$750	~US \$780
year 4 adjusted EBITDA margin	28%	25%
capex	~CAD \$290	~US \$310
payback	~2 Years	~3 Years



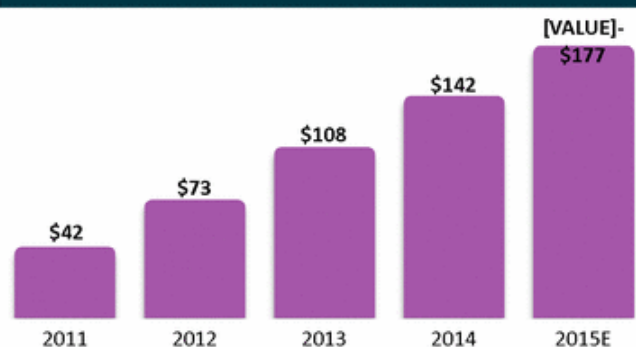
## U.S. expansion strategy

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- Focus on sites with multiple traffic drivers
- Emphasis on proven shopping destinations to build the brand
- Move toward balanced portfolio of store formats (mall, street, lifestyle, outlet)
- Clustering approach to achieve economies of scale; methodical new market entry
- Disciplined approach on capex and occupancy costs
- Expansion into HRI (hotels, restaurants, institutions) channel

# drive comparable sales growth

## sales



## comparable sales growth<sup>1</sup>

2011	2012	2013	2014	2015E
33%	27%	18%	11%	Slightly Above MSD

- Continue to introduce new and unique teas, tea accessories and beverages
- Continue to drive brand awareness via hyper-local events and public relations outreach
- Utilize Frequent Steeper program to attract new customers and encourage incremental sales from existing customers
- Increase eCommerce penetration through new website functionality and enhanced online engagement
- Fully leverage integrated store, eCommerce, PR and field-based marketing campaigns
- Continue to improve staff recruitment, training (tea certification), and retention to maintain distinctive service levels

Data in CAD \$M

<sup>1</sup>Includes eCommerce

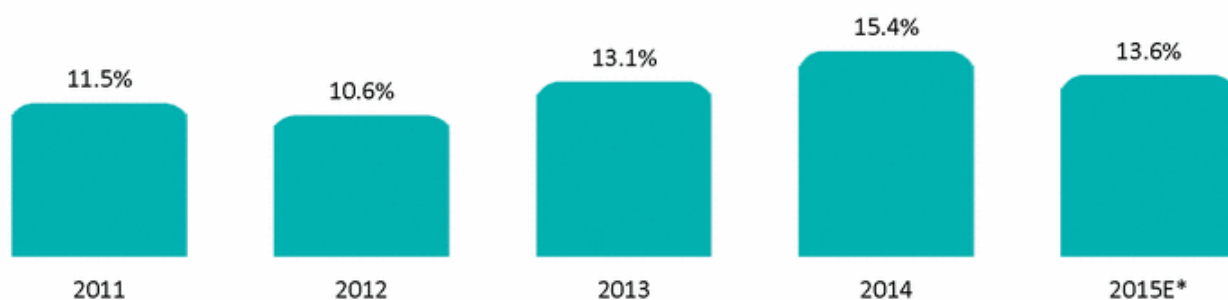
DAVIDsTEA

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# expand adjusted EBITDA margins

## key drivers of margin expansion

- 1 gross profit leverage**
  - lower product costs and improve supply chain efficiencies
- 2 selling and G&A expenses**
  - improve operational efficiencies and capture scale savings
- 3 business mix**
  - increase eCommerce sales penetration



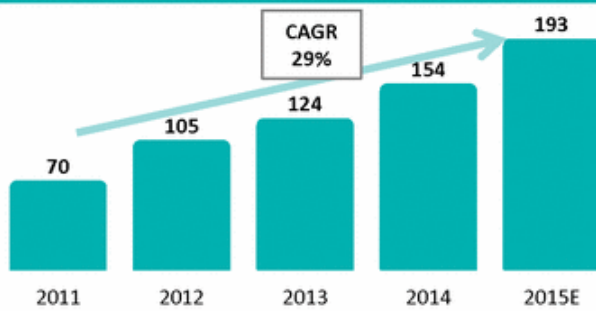
\*2015E reflects midpoint of guidance provided on December 10, 2015

DAVIDsTEA

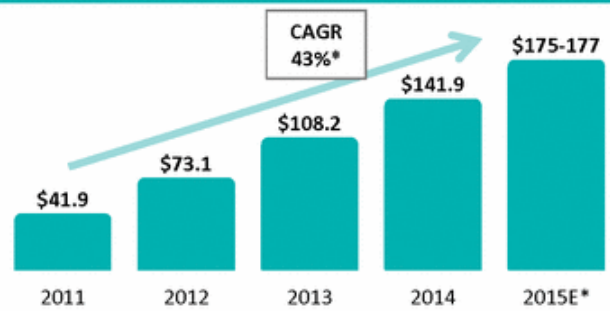
# FINANCIAL OVERVIEW

# financial history

## stores

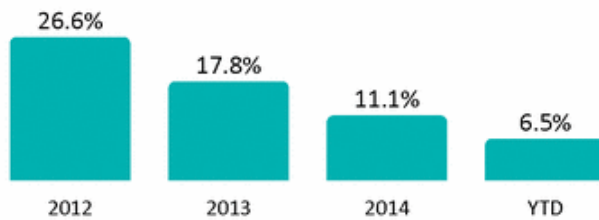


## sales

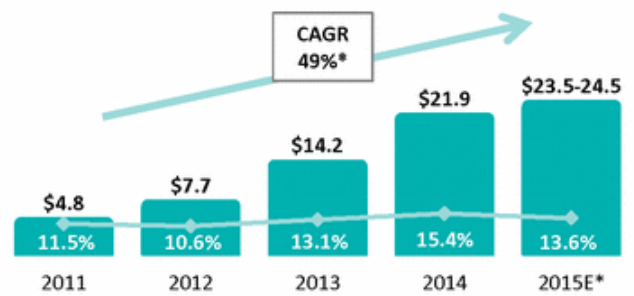


## comp sales growth

25 consecutive quarters of positive comp sales growth



## adjusted EBITDA<sup>1</sup>



Data in CAD \$M

\*2015E reflects guidance provided on December 10, 2015. CAGR and EBITDA margin are calculated based on the midpoint of the relevant guidance ranges.

1) For a reconciliation of adjusted EBITDA to net income, see slide 38.

DAVIDsTEA

## recent quarterly performance

### Q3 2015 Results

# of stores

183 stores  
(+40 new stores vs Q3 2014)

revenue

\$36.3 million  
(+32% vs Q3 2014)

comparable sales

+ 6.3%  
(16.7% 2-year stack)

adjusted net loss<sup>1</sup>

(\$0.8 million)

adjusted EPS<sup>1</sup>

(\$0.03)

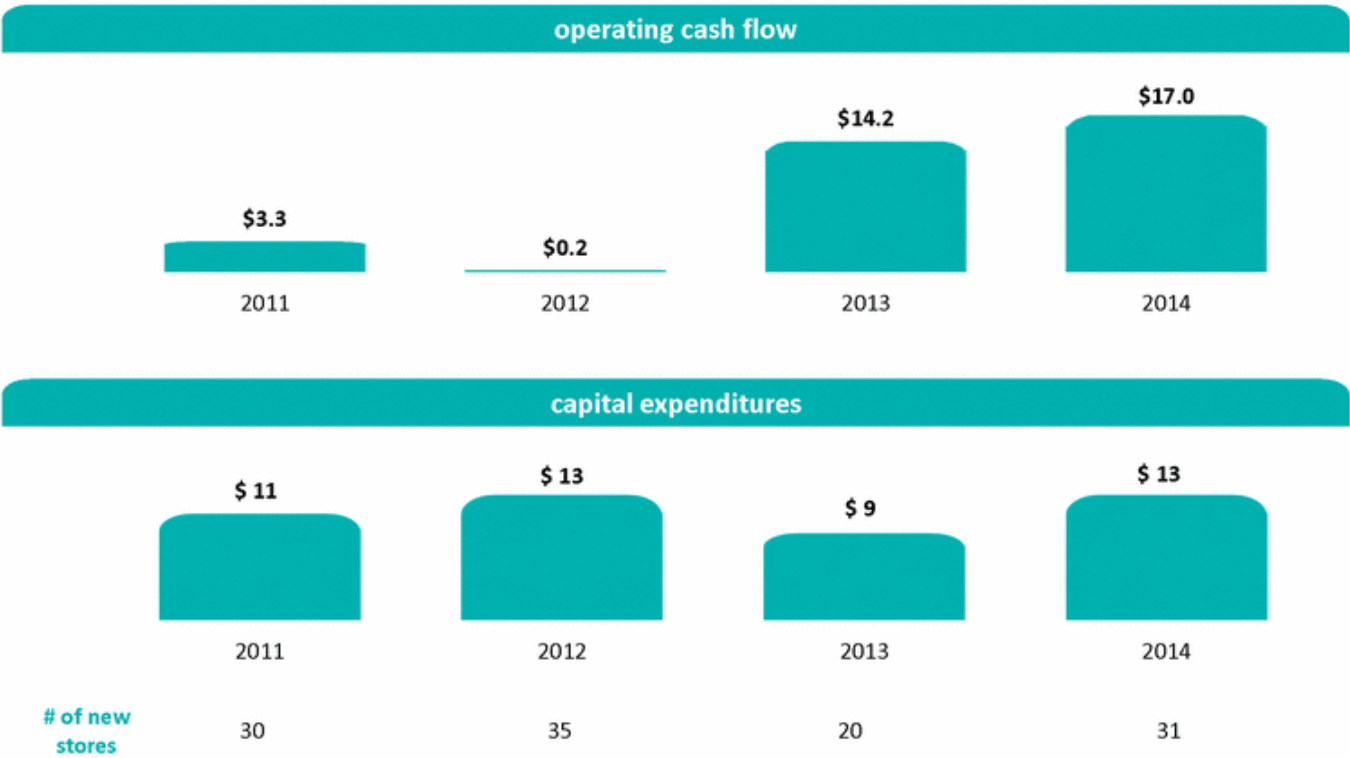
Data in CAD \$

DAVIDsTEA

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1) For a reconciliation of adjusted net loss and adjusted EPS to the nearest IFRS measure, see slide 39.

# operating cash flow and capital spend summary



Data in CAD \$M

## long-term growth targets

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sales growth	~20%
store unit growth	high teens
comp sales growth	low-to-mid single digits
adjusted EBITDA margin	high teens
net income growth	~25%



# APPENDIX

# adjusted EBITDA reconciliation

	2011	2012	2013	2014
Net Income (loss)	1,088	(4,354)	(6,164)	6,454
Finance costs	1,394	1,829	1,967	2,345
Finance income	-	-	(45)	(133)
Depreciation and amortization	1,693	3,180	4,745	5,447
Loss on disposal of property and equipment	-	-	-	31
Provision for income tax (recovery)	235	1,692	3,067	(333)
EBITDA	4,410	2,347	3,570	13,811
Stock-based compensation expense	-	237	228	947
Impairment of property and equipment	-	-	1,192	2,740
Onerous contracts	-	-	-	805
Deferred rent	423	769	660	802
Accretion of preferred shares	-	416	514	1,044
Loss from embedded derivatives on Series A, A-1, and A-2 preferred shares	-	3,960	8,058	380
IPO Costs	-	-	-	856
Settlement costs related to former option holder	-	-	-	520
<b>Adjusted EBITDA</b>	<b>4,833</b>	<b>7,729</b>	<b>14,222</b>	<b>21,905</b>
<i>Adjusted EBITDA%</i>	<i>11.5%</i>	<i>10.6%</i>	<i>13.1%</i>	<i>15.4%</i>
<i>Growth%</i>		<i>59.9%</i>	<i>84.0%</i>	<i>54.0%</i>

Data in CAD \$K

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# adjusted net loss reconciliation

	For the three months ended		For the nine months ended	
	October 31, 2015	October 25, 2014	October 31, 2015	October 25, 2014 [Restated]
Net loss	(871)	(228)	(146,185)	(1,476)
Stock-based compensation expense for cashless exercise	-	-	4,052	-
Finance costs related to preferred shares	-	335	477	926
Impairment of property and equipment	-	1,301	-	1,301
Provision for onerous contracts	-	529	-	529
Loss on derivative financial instruments	164	-	-	-
Loss on disposal of property and equipment	-	-	292	-
Accretion of preferred shares	-	300	401	754
(Gain)/Loss from embedded derivative on Series A, A-1 and A-2 preferred shares	-	(3,855)	140,874	(3,693)
IPO related costs	-	35	-	35
Settlement costs related to former option holder	-	520	-	520
Income tax expense adjustment	(43)	(632)	(1,151)	(632)
<b>Adjusted net loss</b>	<b>(750)</b>	<b>(1,695)</b>	<b>(1,240)</b>	<b>(1,736)</b>
Weighted average number of shares outstanding, fully diluted	23,977,040	12,024,835	18,360,119	11,965,521
Adjustment for conversion of preferred shares Series A, A-1 and A-2	-	8,128,805	3,855,205	8,128,805
Initial public company share issuance	-	3,414,261	1,619,263	3,414,261
<b>Adjusted weighted average number of shares outstanding, fully diluted</b>	<b>23,977,040</b>	<b>23,567,901</b>	<b>23,834,587</b>	<b>23,508,587</b>
Earnings per share, fully diluted - as reported	(0.04)	(0.02)	(7.91)	(0.12)
<b>Adjusted earnings per share, fully diluted</b>	<b>(0.03)</b>	<b>(0.07)</b>	<b>(0.05)</b>	<b>(0.07)</b>

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Data in CAD \$K