V I A V I D

communications simplified.

Strategic Environmental and Energy Resources

Fourth Quarter and Full Year 2017 Financial Results

April 17, 2018

CORPORATE PARTICIPANTS

John Combs, *Chief Executive Officer*

Heidi Anderson, *Chief Financial Officer*

CONFERENCE CALL PARTICIPANTS

Chip Unsworth, *Legend*

Robert Lempert, *Private Investor*

Jim McDonald, *Private Investor*

PRESENTATION

Operator:

Good afternoon. Welcome to the Strategic Environmental and Energy Resources Fourth Quarter and Full Year 2017 Earnings Conference Call. My name is James and I will be your Operator today. Joining us for today's presentation are CEO, John Combs, and CFO, Heidi Anderson. Following their remarks, we will open up the call for your questions, and before we conclude today's call, I will provide the necessary disclaimers and cautions regarding forward-looking statements made by Management during this call, as well as information about the Company's use of non-GAAP financial information. I'd like to remind everyone that this call will be recorded and made available for replay via the link in the Investors section of the Company's website.

Now I would like to turn the call over to SEER's Chief Executive Officer, Mr. John Combs.

John Combs:

Thank you, Operator, and thank you, everyone, for joining us for our fourth quarter and full year 2017 conference call. A special thanks to our European Shareholders who are staying up late to be on the call.

We published a press release today which covered the fourth quarter and full year 2017 results and subsequent events. The press release addresses the financial and operational highlights for the fourth quarter and full year and a few of the important events that have occurred since the end of the year. As we just finished the first quarter of 2018, we are seeing long-awaited and tangible progress, particularly in our Paragon rollout and in our MV media sales. Also very exciting is imminent and very attractive debt financing for SEER that then gives rise to the opportunity for REGS to generate high-margin revenue in a new market with a captive market partner. We expect to be making announcements soon and are looking forward to this progress continuing throughout the year.

As I noted on our business update conference call in December, we have achieved a series of significant operational milestones within our Paragon division, one of which includes the commissioning and start-up of Paragon Southwest Medical Waste LLC, a large-scale waste destruction facility in Anahuac, Texas. Initial loads of medical waste are being received and processed daily and this facility now represents the first time bypassed medical waste can be destroyed in the United States on a large-scale commercial basis in a manner other than traditional incineration.

In addition, our final approval from south coast air quality regulators in California in December last year represents a major milestone in the California waste market as Paragon and its partner, MWS, have become the first and only fully permitted facility to destroy medical waste in the State of California. This allows us to increase our usage of the CoronaLux system at Paramount from hours a day to full-time, five-days-a-week basis. We estimate that the potential for 12 to 16 placements for the CoronaLux systems exists over the next several years in California alone. We anticipate this development, combined with our Texas operation and its management fees, will contribute to a significant ramp-up in PWS' revenue contribution this year.

We'll circle back to Paragon a bit later. For now, let's briefly review our other strategic operational highlights.

Although our environmental solutions division experienced a decline in revenue during the second half of 2017 due to lower, long-term contract revenue, we still achieved an 18% growth in this division last year. In addition, we believe that the potential for higher growth rate exists in 2018 due to new rental revenue and increased high margin recurring media sales, both of our in-house Bioactive Media, or "BAM" as we call it, and our exclusively-licensed Axens Media that is particularly targeted to the large existing base of non-MV systems throughout the US. All of this is expected to minimize the impact of periodic lulls in new system orders, and just the existing number of maturing installations nationwide gives us confidence in our ability to create a growing, high-margin recurring revenue base year after year.

Our REGS division experienced flat growth during the fourth quarter on a year-over-year basis, but our new partnership with Biochar Now, known as "BCN," as well as other promising opportunities lead us to believe that we have an unprecedented manufacturing opportunity that creates an imminent and real potential to grow this segment in 2018. We look forward to sharing these exciting developments as well as ongoing industrial service project wins in the near future.

Before I discuss additional developments in more detail, I'd like to turn the call over to Heidi Anderson, our CFO, to review the fourth quarter and full year financial results. Heidi?

Heidi Anderson:

Thank you, John. Total revenue in the fourth quarter of 2017 increased 13% to $1.8 million compared to $1.6 million in the same year ago quarter. This increase is primarily driven by an increase of approximately $0.3 million in solid waste, or Paragon net revenue, with gross sales in excess of $0.6 million. For the year, total consolidated revenue increased 9% to $8.4 million. Revenue growth was again led by the environmental solutions division which saw revenue increase by $0.8 million, or nearly 18%. Industrial cleaning, the REGS division, revenue in the fourth quarter of 2017 totaled $0.5 million versus $0.5 million in the same year-ago quarter. For the year 2017, REGS revenue declined 21% to $2.3 million. The decrease was primarily attributable to a loss of business with a single customer.

Environmental solutions revenue in the fourth quarter of 2017 was $1 million versus $1 million in the same year ago quarter. For the year, as noted earlier, the segment saw healthy revenue growth of 18% from $4.5 million in 2016 to $5.3 million in 2017.

Solid waste net revenue in the fourth quarter of 2017 totaled $0.3 million versus $0.1 million in the same year-ago quarter. For the year, solid waste revenue increased substantially from $0.2 million in 2016 to $0.9 million in 2017. The increase in solid waste revenue is due to the shipment of three CoronaLux units during 2017.

Gross margin in the fourth quarter of 2017 decreased to a negative 18% from a negative 2.5% in the same year ago quarter. For the year, gross margin decreased from 16.5% in 2016 to 11.3% in 2017. The decrease in gross margin is largely attributable to higher gross profit losses from the industrial cleaning segment.

Total operating expenses for the fourth quarter of 2017 decreased to $4.1 million compared to $4.6 million in the same year-ago quarter, an improvement of over $0.5 million. The decrease in operating costs mainly stems from the reduction of impairment, litigation and settlement costs which totaled $1.8 million in the fourth quarter of 2016 compared to $0.9 million in the fourth quarter of 2017. For the full year 2017, total operating expenses increased to $13.2 million from $12.4 million in 2016, primarily as a result of a $0.9 million increase in solid waste-related costs and $0.5 million in general and administrative costs, offset by the decrease in impairment litigation and settlement costs mentioned previously.

Net loss attributable to SEER was $2.1 million for the quarter ended December 31, 2017 compared to a net loss attributable to SEER of $2.4 million for the quarter ended December 31, 2016. In 2017, net loss attributable to SEER was $2.2 million as compared to a net loss attributable to SEER of $3.9 million for the prior year period, an improvement of approximately $1.7 million. The decrease in net loss between the years was primarily due to the 9% increase in revenue in 2017 versus 2016, coupled with the gain recognized on the sale of the rail operations.

Adjusted EBITDA loss in the fourth quarter of 2017 was $1.6 million compared to a loss of $2.1 million in the same year ago quarter, an improvement of approximately $0.5 million. For the full year, adjusted EBITDA was $0.3 million versus a loss of $2.7 million in 2016, an improvement of $3 million.

Cash at December 31, 2017 totaled $0.1 million compared to $0.2 million at December 31, 2016. Subsequent to the closing of the fourth quarter and the full year 2017, the Company expects to enter into definitive documents for $2 million of unsecured and minimally dilutive debt financing anticipated to be closed in late April or early May of 2018.

That concludes my remarks, and I will now turn the call back to our Chief Executive Officer, John Combs, for an operational overview. John?

John Combs:

Thank you, Heidi. While Management readily acknowledges there remains a lot of work to do, we believe the most challenging times are behind us and that SEER, as a whole, is making the turn to profitability across all divisions and tangible, sustainable growth. On the technology solutions side moving forward, we expect our growing base of profitable and recurring media sales to help minimize the impact of periodic lulls in new system orders. Re-focused promotional activities are underway to help boost the growth rate of both system and media replacement sales as well as new sales efforts targeting high-margin system rental revenue. Much of the installed base of MV systems was put in place during the last 18 months, which means that media revenue will continue to increase as more of these systems installed throughout North America become due for media replacement.

To drive further growth of profitable replacement media revenue, MV is also targeting the large existing base of non-MV systems that use granular media as opposed to our original wood-based BAM. This is made possible by our exclusive distributor agreement with Axens North America. Additionally, MV commenced a new marketing campaign focused on placement of rental systems and has already received a purchase order for a rental system from a landfill operator in northern California. The rental system uses MV's exclusively licensed AxTrap granular media. This media is specifically formulated to comply with California's more stringent requirements. The rental system, manufactured in-house by REGS, will generate approximately $75,000 of monthly revenue between the equipment and the ongoing media sales. It is estimated the rental system will be in place for approximately six months to 12 months. MV is working with the landfill operator to design, supply and install a permanent system to keep the facility in long-term compliance, and based on this successful solution, has also been contacted by another landfill operator in central California seeking to install a similar rental system. This prospect for high-margin rental revenue represents a new valuable opportunity to increase and sustain profitability for MV.

To enhance our domestic marketing efforts, MV appointed experienced independent sales representatives in both the east and west coasts in 2017. Although the sales cycle for a new system ranges from six months to more than a year, we are seeing a promising pipeline of opportunities forming. In addition, our overall quote rates continue to increase, which bodes well for future sales growth.

Meanwhile, we continue to promote the V3RU technology in Canada and to western US oil and gas producers. As additional acknowledgement and recognition of the significant benefits of our patented V3RU technology, SEER was honored to have been one of 12 companies chosen from nationwide candidates to present to a panel of oil and gas industry leaders at the Colorado Clean Tech Industries Association Oil and Gas Clean Tech Challenge in September of last year at the Governor's mansion in Denver. That exposure furthered our relationships with several leading western oil and gas producers, putting us in a position to gain market traction in concert with an upturn in the oil and gas industry here in the western United States.

In summary, SEER's MV division will continue to focus on developing organic growth of its profitable new system sales and rentals as well as replacement media offerings while exploring high-growth opportunities that leverage our other existing and patented technologies, such as the V3RU.

Let us now review a few of the operational accomplishments that occurred in our service segment during the fourth quarter of 2017 and other accomplishments continuing into this year. After the July 2017 sale of our rail division, Tactical Cleaning Company, we were able to allocate more resources for the pursuit of near-term service sector opportunities. Specifically, we focused on ramping REGS' revenues by invigorated regional marketing efforts and securing alternative and promising revenue generating opportunities that leverage REGS' established manufacturing capabilities. Although not immediately apparent, REGS is seeing an uptick in its pipeline of large long-term projects. We anticipate the REGS segment will trend upwards both in revenue and income during 2018 as our new projects begin to generate revenue. REGS continues to leverage its well-established background in oilfield services and is now playing a significant role in SEER's efforts to bring its patented V3RU oilfield technology systems to market.

Of major importance, we have significantly expanded and diversified REGS' market opportunity through a recent partnership with Biochar Now, or BCN for short. BCN is a Colorado-based company and a leading engineer and manufacturer of high quality biochar, utilizing patented and proprietary technologies. Biochar, considered a more cost-effective alternative to activated carbon, is a solid material obtained through thermal chemical conversion of biomass, primarily wood, in a kiln. Many of the country's and world's largest industrial and chemical companies are currently developing programs and remediation plans to utilize the BCN product in applications such as water treatment and soil remediation, as well as landfill odor mitigation. Indeed, together, BCN and REGS have already visited a site in the southeastern United States to assist one of the world's largest chemical companies and its outside engineers in its federally mandated river remediation and clean-up project. REGS was engaged as the manufacturer of specifically designed delivery systems to deploy the Biochar Now product into the river and water column and very recently delivered these custom-designed systems to the site. We look forward to reporting progress regarding this joint project and REGS' involvement in the clean-up efforts.

As part of the SEER-BCN partnership, SEER through REGS has received exclusive rights to perform all fabrication and manufacturing of the BCN kilns. SEER, also through REGS, has received exclusive rights to perform environmental remediation services required by BCN on all its water clean-up or remediation projects in the mining sector, a market REGS has serviced in the past. These licenses have been granted to SEER by BCN as part of SEER's ongoing effort to leverage REGS' 25 years of environmental service and manufacturing experience and diversify its business model into new and lucrative vertical markets.

The addressable market for biochar is significant and growing rapidly. It fits perfectly into SEER's business portfolio. This represents an exciting and imminent revenue opportunity for SEER, and joint marketing opportunities between MV and BCN in the landfill market are ongoing, which include a range of players on the east coast and in south Florida. These opportunities are all in addition to REGS' being licensed to manufacture the kilns required to fulfill BCN's increasing demand for its biochar.

The synergies created by BCN and SEER's operating companies, primarily REGS, is currently the focus of a large international lender that is proposing to make two loans: a $6 million loan directly to BCN and a $2 million loan to SEER. The loan to SEER is pursuant to two unsecured promissory notes, one of which is straight debt and the second is convertible at a significantly above-current market price. The interest rate and repayment terms are very attractive, with the unpaid interest and total principal due in the year 2025. Further, for facilitating the financing for BCN, SEER will receive a 7.5% interest in BCN which is in addition to the equity already secured by the initial $300,000 loan made to BCN late last year. It has been agreed by all parties that upon closing, BCN will replay SEER's $300,000 loan.

For these and other reasons, Management is aggressively pursuing this opportunity, not only to solve short-term cash flow issues but also to restructure SEER's existing debt, build the next generation of Paragon CoronaLux systems for fulfillment of anticipated new facility needs, enhance REGS' manufacturing capabilities to make kilns, and otherwise provide working capital for the Company. In fact, these are the recited uses of proceeds for the borrowed capital. The lender has visited both SEER and BCN on several occasions and is familiar with both companies and, more important, the opportunities afforded by combining technologies, human resources, and SEER's operational experience and capabilities.

Also of note, of the $6 million being invested in BCN, it has been agreed by all parties that approximately $2.4 million will be allocated for an immediate purchase order to be placed by BCN for REGS to make the initial round of kilns. We believe that returning REGS to the profitability it experienced in the recent past and leveraging REGS' reputation and experience is a notable driver to the short and long-term growth of SEER.

Let's talk about Paragon. As noted earlier, Paragon has recently achieved several major milestones. We have already outlined the successful start-up of JV operations in Texas. Let me reiterate that the Texas JV is an extremely important operational development for Paragon as it marks the immediate term commencement of a large scale commercial operation of our CoronaLux technology at a formerly operating medical waste incineration facility. This positions us to capture a large portion of the medical disposal market and significantly grow Paragon's revenue. In fact, at current market prices, the Anahuac facility has the potential to generate up to $15 million in annual revenue for the Paragon Southwest joint venture. This facility has been audited by all three major waste collection companies in the medical waste business and two very large industrial service companies. Volume has been ramping up weekly, medical waste is being processed daily, and revenue is being generated. This facility now represents the first time bypassed medical waste is being destroyed in the United States on a large-scale commercial basis in a manner other than traditional incineration. The Paragon Southwest JV is also the first time when an established incinerator operator has idled its operations in favor of adopting the patented CoronaLux technology.

The Texas partnership is leveraging its existing industry experience and implementing an aggressive marketing program to secure waste from the entire territory. The new venture has purchased three existing CoronaLux systems for $1.5 million and currently owes $900,000 on a priority-payback basis. Subject to the JV meeting certain performance metrics, expansion to the five neighboring states is a real and lucrative possibility, and the JV is committed to purchasing an additional six systems at a minimum of $500,000 each over the next five years to maintain contractual exclusivity. The JV expects, however, installation of up to 24 systems throughout the licensed territory.

Aside from its 35% equity ownership in the partnership, Paragon will also provide ongoing managerial services in return for annual compensation. This exciting opportunity has launched, in earnest, our patented technology at scale into the multi-billion-dollar medical waste market.

In addition to the Texas and California initiatives, we are negotiating with several prospective medical waste partners to establish at least one JV to open and operate a commercial facility in the southeastern United States. In addition to providing equipment and technology, Paragon would have a direct equity investment in any and all newly formed waste collection and destruction facilities, similar to the arrangement we entered into for the Texas and California operations. Like the Texas operation, the southeast initiative will pursue a model that ensures the quickest path to commercialization for our CoronaLux systems. Such a facility and financial model would allow us to essentially eliminate corporate risk and safely and efficiently destroy the surplus of incinerate-only medical waste that is often shipped out-of-state or out of the region at significant expense, liability, and negative environmental impact. We are excited and optimistic about the opportunities that are being presented to Paragon as a result of its recent successes and rollouts, and expect to soon be making further announcements regarding these developments.

In conclusion, while the fourth quarter numbers don't yet show the momentum that the Company is currently creating, we are on an exciting growth trajectory to create shareholder value in 2018 on the back of 1) Paragon Waste Solutions' recent successes and increasing revenues, 2) REGS' imminent opportunity to generate significant high margin manufacturing revenue, and 3) MV's new rental revenues and recurring, high-margin environmental solution media sales. With our anticipated round of imminent and very attractive debt financing, we intend to eliminate cash flow constraints and put the Company in a position to avoid such issues in the future as each division now appears to have the ability for achieving positive cash flow operations going forward. We also intend to enhance management at the executive level with a focus on practical and proven industry experience, particularly in the specific medical waste, engineering, and oil and gas sectors.

In short, SEER is keenly focused on immediately solving our cash flow constraints, achieving self-sustaining and profitable operations across all divisions, and creating a demonstrably profitable future with enhanced leadership and industry influence. We have an exceptional and growing portfolio of intellectual property and patented technologies, a committed, experienced and growing team at all Company levels, and, finally, exciting and imminent growth prospects across various and large business segments with expanding market opportunities. Based on the results and events during the last two quarters, we are confident this will translate to increased value for all of us Shareholders.

With that, we're ready to open the call for your questions. Operator?

Operator:

Thank you. If you would like to ask a question, please signal by pressing star, one on your telephone keypad. If you're using a speakerphone, please make sure your mute function is turned off to allow your signal to reach our equipment. Again, press star, one to ask a question. We'll pause for just a moment to allow everyone an opportunity to signal for questions.

We'll take our first question today from Chip Unsworth with Legend.

Chip Unsworth:

Hey John, how are you?

John Combs:

Hey Chip.

Chip Unsworth:

Good step forward in 2017. Two thousand and eighteen, two questions for you. One is up-listing, and two is, could we have a little bit more news maybe on a month-to-month, quarter-to-quarter basis?

John Combs:

In reverse order, as we all know, we have the quarterly calls, so, at the very least, we're updating quarterly. We had our special call in December, so in the event there's significant and ample news, we will, in fact, be having, I'll call them special calls, for that purpose. I guess that's the long answer, so yes, we'll consider it on an as-needed basis.

Chip Unsworth:

Well, I was on that call and I didn't see it go out for Seeking Alpha, which is too bad because I think a lot of people would have picked up on what content was in there. But if there was a—I liked the call, the call format was great, but I just feel like, listen, we've got some really great Shareholders and—but I feel like we're in this little SCNR-SEER club, and it needs to kind of break out of the club. You definitely have what I would consider is global news at your fingertips as far as what your technology is doing; non-combustion to take care of medical waste and other waste. I'd just love to see a little bit more info out there. You can't manufacture it, but if you have it, I think it just needs to get out past our little circle here.

John Combs:

Valuable observations, points very well taken. We'll address that with our MV team and determine if there are other platforms or avenues for dissemination of news. I think December and January really marked a turning point in the Company's operations when we opened the Texas operation, and I've said it several times during the call, that truly represents an example of disrupting an industry. As I said in the call, we've been visited by every major player in the industry, both nationally, domestically and internationally, so I'd like to think we will have more reason to make monumental announcements as they unfold, so we'll explore the platforms to do that.

The first part of your question, up-listing, it is a point of repeated discussion among Management and our outside advisors. The short answer is yes, we intend to. As all of the knowledgeable Shareholders know, there are criteria that have to be met prior to up-listing. We have a path forward, we think, to be able to tick those specific boxes, and will be and are already exploring the up-listing possibility to occur this calendar year.

Chip Unsworth:

Great, thank you. That's all I had for now, thank you.

John Combs:

That segues to your second part of the question, Chip, because now that we have that news, we believe the club will be expanding. We believe institutional investors are on the sidelines and are waiting for this tangible progress to be accomplished, and as I said in the prepared remarks, we think this is a new milestone in the Company going forward.

Chip Unsworth:

Great, thank you.

John Combs:

Thank you, Chip.

Operator:

Next we'll hear from private investor, Robert Lempert.

Robert Lempert:

Hi there. Nice to hear your voice again. I wanted to know, now that we're dealing—I'm assuming we're dealing with the biggest companies in the medical waste industry, can those companies help us in Canada, Mexico and Europe, because obviously as we get our Paragon systems here in the U.S., why should we be limited if we're partnering with the biggest companies in the world?

John Combs:

It's a good question, Bob. The answer is the companies to whom we are speaking do in fact have a presence on all continents. That is being discussed. As you can imagine, it is a very important juncture, if you will, in the Company's go-forward strategy, so we're carefully and very deliberately considering the opportunities. But as you know, we've made attempts to break into the U.K. market, we have explored the Pacific Rim markets, we are reinvigorating our efforts to do that. Indeed, we had personnel over in the U.K. last week who are pushing forward. There are additional and unique challenges to conducting business in foreign markets, as we all know, but we believe the attention and the negotiations that are occurring will give us a distinct advantage into breaking into those markets.

Robert Lempert:

Okay, thank you.

John Combs:

Yes. They've always been on our radar, Bob; you know that. I think we embarked early, and to your point, the proper industry partners would certainly facilitate and enhance our ability for success in those foreign markets.

Robert Lempert:

That's great. All right, well keep up the good—sounds like we're on an all-new track now.

John Combs:

We believe that to be the case, Bob.

Robert Lempert:

Okay. That's all for me.

John Combs:

Thank you.

Operator:

As a reminder, press star, one if you have a question. We'll pause for a moment.

Next we'll hear from private investor, Jim McDonald.

Jim McDonald:

Hi. I have a couple questions. One is what's the total accumulated deficit of the firm right now?

John Combs:

Let us access that, Jim. How are you?

Jim McDonald:

Okay, how are you?

Heidi Anderson:

As of December 31, 2017, it's approximately $21.5 million deficit.

Jim McDonald:

Okay, and what's the rate right now for per pound, that medical waste is being trafficked for?

John Combs:

Well, I can address the markets where we have the most knowledge. It ranges—well, I'll give you the parameters, Jim. The low, depending on volume and the generator size, is high 20s, 28 to 30. The highs go all the way up into the $2, $2.50 for very boutique surgery centers and things like that. We're using for our modeling purposes $0.55, which has become empiric (phon) in the California market. As volume guarantees go up, price goes down. There's nothing magical to a lot of the propositions that are being made, so we evaluate the size or the volume versus the per-pound price. Think low $0.20 and high $2 or $3, which is obviously the anomalous rate.

We have received, let's call it APHIS waste. It's A-P-H-I-S, which stands for animal, plant, health inspection services. It's waste that comes primarily from ports. Product comes into the United States, if it's contaminated or counterfeit, it has to be destroyed. We're seeing some of that waste in both our California and Texas operations, and we've seen it as high as $1.25 a pound.

Jim McDonald:

And that's imported stuff?

John Combs:

Yes, it's referred to as APHIS waste, which is kind of an odd acronym, but it's imported goods that are—

Jim McDonald:

I'll look it up, thanks.

John Combs:

Yes, it's A-P-H-I-S. It's animal, plant, health inspection services, and it's almost—yes, it's derived—we see again anomalous waste streams like crime scene, from DEA, contraband and things. Those are very high margin wastes, but they represent—think of it as a pyramid, Jim. As the price goes up, you get a smaller portion of the pyramid, and at the base, think $0.28.

Jim McDonald:

Okay, but basically you model $0.55, right?

John Combs:

Yes.

Jim McDonald:

Okay, then lastly, John, I think to Chip's point there, the average daily—the average value, not shares but the average dollar value is now running around $10,000 or less; and yes, you can't make things up, but I agree it might be better if some type of news dissemination is made more frequently, especially it does seem like you're starting to turn the corner here.

John Combs:

Well, I think it will take care of itself, Jim. When we have something real to say, rest assured all of our shareholders will hear it. We are not—the Management is not of the mindset to talk about getting a boost at a particular expo, like a lot of companies just have press regarding their travel plans and appearances. We elect not to do that. Know that we are very active on a weekly, if not daily basis, but to your last observation, we think that is the case - we think now operating in Texas puts us on a whole new level. We have received an unprecedented amount of industry attention and interest, and we think the announcements will be more frequent and more significant.

Jim McDonald:

Great, okay John. All right. Thanks, that's all I have. Thank you.

John Combs:

Thanks, Jim.

Operator:

Once again, press star, one if you have a question. We'll pause for a moment.

At this time, this concludes our question-and-answer session. I'd now like to turn the call back over to John Combs for his closing remarks.

John Combs:

No other remarks to the Shareholders, except that based on tangible events over these last two quarters, we truly are confident that 2018 marks a unique point in the Company's go-forward history, and we look forward to announcing in the very near future our financing success, as well as operational milestones Thank you, all, and remember that the Company is yours and we work for you. That will conclude today's call.

Operator:

Thank you. Before we conclude today's call, I'd like to provide SEER's Safe Harbor statement, that includes important cautions regarding forward-looking statements made during this call, as well as a statement made regarding the Company's use of non-GAAP financial information.

Examples of forward-looking statements on this call include statements related to our new strategic focus product verticals, anticipated revenue and profitability. Such matters involve risks and uncertainties that may cause actual results to differ materially, including the following: changes in economic conditions, general competitive factors, acceptance of the Company's products in the market, the Company's success in obtaining new customers, the Company's success in technology and product development, the Company's ability to execute its business model and strategic plan, the Company's success in integrating acquired entities and assets, and all the risks and related information described from time to time in the Company's filings with the Securities and Exchange Commission - SEC, including the financial statements and related information contained in the Company's annual report on Form 10-K and interim quarterly reports on Form 10-Q. The Company assumes no obligation to update the cautionary information in this presentation.

The presentation also included financial measures defined as non-GAAP financial measures by the SEC. The presentation of this financial information is not intended to be considered in isolation or as a substitute for the financial information prepared and presented in accordance with generally accepted accounting principles accepted in the U.S., otherwise referred to as GAAP. Please refer to a more detailed discussion about the Company's use of non-GAAP measures and the reconciliations to the nearest GAAP measures in today's earnings press release, which is available on the Company's website at www.seer-corp.com.

Finally, I would like to remind everyone that a recording of today's call will be available for replay immediately after the call and through June 17, 2018. Please refer to today's press release for dial-in instructions.

Thank you for joining us today for our presentation. You may now disconnect.