

ACCESS Newswire Inc. (ACCS:NYSE)

March 17, 2025

All figures in USD unless otherwise stated

ACCESS Newswire Inc.	ACCS:NYSE
Share Price	\$9.11
Average Daily Volume (K)	5.6
Shares Outstanding (M)	3.8
Market Cap (\$M)	\$34.9
Cash (\$M)	\$4.1
Debt (\$M)	\$17.7
Enterprise Value (\$M)	\$48.6

FYE Dec 31	2022A	2023A	2024E
Sales (\$M)	\$23.5	\$33.4	\$29.0
Sales Growth (YoY %)	7%	42%	(13%)
Gross Margin (%)	76%	76%	N/A
EBITDA (\$M)	\$4.0	\$6.3	\$3.8
EBITDA Margin (%)	17%	19%	13%
Net Income (\$M)	\$1.9	\$0.8	N/A

Valuation	2022A	2023A	2024E
EV/EBITDA	12.2x	7.8x	12.7x
P/E	18.1x	45.6x	N/A
EV/Sales	2.1x	1.5x	1.7x

Please refer to the applicable disclosures on the back page
Source: Atrium Research, CapitalIQ, Company Documents



ACCESS Newswire is a globally trusted Public Relations (PR) and Investor Relations (IR) solutions provider. With a focus on innovation, customer service, and value-driven offerings, ACCESS Newswire empowers brands to connect with their audiences where it matters most. From startups and scale-ups to multi-billion-dollar global brands, ACCESS ensures your most important moments make an impact and resonate with your audiences.

Nicholas Cortellucci, CFA | Equity Research Analyst | ncortellucci@atriumresearch.ca | 647-391-3314

What you need to know:

- ACCESS provides press release distribution and media outreach solutions, helping businesses enhance public and investor relations.
- The Company is gaining market share as a cost-effective alternative to its peers, supported by its AI-powered platform.
- ACCESS operates on a subscription-based model, ensuring strong recurring revenue and upselling opportunities.
- Watch clips of the interview [here](#).

Company Overview

ACCESS Newswire is a leading provider of press release distribution and media outreach solutions, catering to businesses seeking to enhance their public relations and investor communications. The Company offers a comprehensive suite of services, including press release dissemination, media database access, targeted media pitching, and news monitoring. ACCESS Newswire serves a diverse client base across multiple industries, providing scalable communication solutions that enable organizations to manage their messaging efficiently and expand their market reach.

With a focus on innovation, ACCESS integrates artificial intelligence and digital marketing tools to optimize content distribution and audience engagement. The Company's recent rebranding and expansion initiatives position it as a competitive force in the global press release industry. As businesses continue to prioritize transparency and media visibility, ACCESS Newswire is set up to capitalize on the growing demand for integrated public relations and investor relations solutions.

Investment Thesis

Growing Demand for Digital PR Solutions. As companies increasingly prioritize online visibility, the demand for efficient and wide-reaching press release distribution services is expanding. ACCESS is well-positioned to capitalize on this trend with its AI-powered PR platform, helping businesses streamline their communications strategies and maximize audience engagement.

Scalability and Competitive Positioning. Positioned as a cost-effective alternative to PR Newswire and Business Wire, ACCESS Newswire is gaining market share with its proprietary distribution technology and expanding client base.

Recurring Revenue Model. With subscription-based PR distribution services, ACCESS benefits from predictable cash flow and strong upselling opportunities. The Company is expected to generate 13% EBITDA margins in 2024.

Management. CEO Brian Balbirnie co-founded ACCESS Newswire in 2006 and has led its growth through strategic acquisitions and a successful rebranding. Brian owns 16% of the shares outstanding.

Valuation. ACCESS trades at 12.7x 2024E EBITDA and 1.7x 2024E sales.

Conference Takeaways

- Divested its compliance business to rebrand as a pure communications SaaS subscription model.
- ACCS offers a one stop-shop for clients looking for IR and PR needs. Flat rate subscription model beats out competitors' complex pricing structures.
- Rapidly growing and estimated to be the second largest company in this space by the end of 2025.