



PAVmed Inc.

Q1 about inline as Lucid ramps up. Large opportunities for its product portfolio should drive stock much higher. Lowering P/T to \$9.00.

Q1 about inline: PAVmed recently (on May 12) reported its Q1 2022 (ending March) results. Revenue was \$0.2 million, compared with our and consensus estimates of \$0.4 million. Pro forma net loss was \$11.7 million or EPS of \$(0.14), compared with our and consensus estimate of \$(0.20). There was no Q1 guidance.

EsoGuard growth: PAVmed's Lucid processed 533 EsoGuard tests in Q1, versus 303 in Q4, 203 in Q3, and 202 in Q2. Because it is still early in the process, the company has deferred revenue recognition until cash is collected so revenue is not recorded when the tests are performed (for now). This is the 3rd quarter Lucid has finally started to recognize revenues (which represents all of PAVmed's revenues).

Operating expenses: Operating expenses were \$19 million, down from \$20 million in Q4 2021 as it continues to ramp up Lucid commercial operations.

No guidance: Management did not provide forward guidance.

Adjusting estimates: We are adjusting our 2022 estimates for revenues to \$5.6 million, from \$6.0 million, and for EPS to \$(0.81) from \$(0.80).

Lucid IPO completed in Q4: In October (Q4), PAVmed completed its IPO of majority-owned subsidiary Lucid Diagnostics into a separate public company (ticker LUCD). Lucid sold 5.0 million shares at \$14/share, raising ~\$70 million. PAVmed still owns 76% of Lucid (was 73% pre-IPO), and Lucid's financials will continue to be consolidated into PAVmed's financials.

Lucid as catalyst: We believe Lucid's high growth and ramp up in commercialization will be a major catalyst for PAVmed's stock. Lucid is launching a major commercial initiative to accelerate EsoGuard commercialization by targeting multiple sales and marketing channels and building Lucid's own network of EsoCheck Test Centers to assure sufficient testing capacity and geographic coverage. The Test Center program has quickly expanded to locations in Phoenix, Denver, Salt Lake City, Las Vegas, Seattle, Portland, and Boise. Lucid is now launching an accelerated expansion into larger states across the U.S. and plans to open test centers in nine additional states this year.

Focused on 3 devices commercially available: EsoCheck has received 510(k) marketing clearance from the FDA as an esophageal cell collection device in June 2019. EsoGuard completed the certification required making it commercially available as a Laboratory Developed Test (LDT) in December 2019. CarpX, a precision cutting tool to treat carpal tunnel syndrome, received 510(k) marketing clearance from the FDA in April 2020.

Large market potential: Cancer is the 2nd leading cause of death in the U.S. (behind heart disease) with ~600,000 deaths a year. Carpal Tunnel Syndrome (CTS) is the most common cumulative trauma disorder and accounts for over half of all occupational injuries. Digital health and medtech are high growth areas.

Launched Veris Health: In June 2021, PAVmed launched a new subsidiary, Veris Health, which acquired Oncodisc Inc., a digital health company with tools to improve personalized cancer care through remote patient monitoring. Commercialization and software launch is expected to begin in late 2022.

Solid balance sheet: With Lucid's IPO in Q4, PAVmed's balance sheet is strong with \$65 million in cash at Q1. Just recently in April (current Q2), PAVmed is raising up to \$50 million in convertible debt (at 7.875%), with \$27.5 million in the initial tranche.

Positive risks versus rewards: PAVmed's devices still have long development and commercialization challenges ahead, but we believe the ~billion dollars market potential presents high rewards for the risks.

Current valuation attractive: We are maintaining our BUY rating, but lowering our 12-month price target to \$9.00 from \$9.50 based on a NPV analysis. This represents significant upside from the current share price and we believe this valuation appropriately balances out the company's high risks with large upside opportunities.

Company Description

Based in New York, NY, PAVmed is a clinical/early-stage commercialization multi-product medical device company focused on developing a broad pipeline of innovative medical technologies.

COMPANY UPDATE

Rating: BUY

Ticker: PAVM

Price: \$1.01

Target: \$9.00
(from \$9.50)

United States
Healthcare

June 6, 2022

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Stock Data

Exchange:	NasdaqGS
52-week Range:	\$0.93 – 9.70
Shares Outstanding (million):	88
Market cap (\$million):	\$89
EV (\$million):	\$24
Debt (\$million):	\$0
Cash (\$million):	\$65
Avg. Daily Trading Vol. (\$million):	\$2
Float (million shares):	79
Short Interest (million shares):	8
Dividend, annual (yield):	\$0 (NA%)

Revenues (US\$ million)

	<u>2022E</u> (Cur.)	<u>2022E</u> (Old)	<u>2023E</u> (Cur.)	<u>2023E</u> (Old)
Q1 Mar	0.2A	0.4E	4.0E	
Q2 Jun	0.2E	0.6E	4.2E	
Q3 Sep	1.0E	1.2E	4.4E	
Q4 Dec	<u>4.2E</u>	<u>3.8E</u>	<u>5.4E</u>	
Total	5.6E	6.0E	18.0E	
EV/Revs	4.3x		1.3x	

Earnings per Share (pro forma)

	<u>2022E</u> (Cur.)	<u>2022E</u> (Old)	<u>2023E</u> (Cur.)	<u>2023E</u> (Old)
Q1 Mar	(0.14)A	(0.20)E	(0.20)E	
Q2 Jun	(0.23)E	(0.20)E	(0.20)E	
Q3 Sep	(0.23)E	(0.21)E	(0.20)E	
Q4 Dec	<u>(0.21)E</u>	<u>(0.19)E</u>	<u>(0.19)E</u>	
Total	(0.81)E	(0.80)E	(0.78)E	
P/E	N/A		N/A	

Important Disclosures

Ascendant Capital Markets LLC seeks to do business with companies covered by its research team. Consequently, investors should be aware that the firm may have a conflict of interest that could affect the objectivity of this report. Investors should consider this report as only a single factor in making an investment decision.

For analyst certification and other important disclosures, refer to the Disclosure Section, located at the end of this report, beginning on page 17.

Exhibit 1: PAVmed Company Overview



**Highly Differentiated
Multi-Product
Commercial-Stage
Medical Technology Company**



Founded 2014



Nasdaq IPO 2016



*Diversified
Product Portfolio*



*Groundbreaking
Technologies
Addressing Important
Unmet Clinical Needs*



*Business Model
Focused on
Speed to Market*



Innovation & Value Creation Engine

Internal Innovation >>>

License or Acquire >>>



Products ≡



Source: Company reports

Exhibit 2: PAVmed’s Major Subsidiaries



Major Subsidiaries

Diagnostics

Lucid
diagnostics
Early Detection of Esophageal Precancer & Cancer

- Commercial-stage
- Founded May 2018
- Licensed technologies from Case Western Reserve University
- Managed and financed by PAVmed
- PAVmed Stake = 75.5%
- IPO Oct 14, 2021 (Nasdaq: LUCD)

Digital Health

VERIS HEALTH
Digital Cancer Care Platform & Intelligent Vascular Port

- Founded May 2021 with acquisition of Oncodisc, Inc. and its digital health technologies
- Managed and financed by PAVmed
- PAVmed stake = 80%
- Accepted into Microsoft for Startups
- PAVmed Stake = 80%
- Target commercialization H2-2022

Source: Company reports.

Exhibit 3: PAVmed Products



Diversified Product Portfolio



EsoGuard
esophageal DNA test



EsoCheck
cell collection device
Early Detection Of Esophageal Precancer & Cancer



CarpX™
Minimally Invasive Carpal Tunnel Release Device



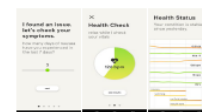
nextflo™
with FloSure™
Revolutionary IV Infusion Sets



Portio™
Maintenance-free implantable vascular access device

Emerging Innovations

EsoCure	Endoscopic esophageal ablation
DisappEAR	Resorbable pediatric ear tubes
Solys	Noninvasive glucose monitoring
FlexMO	Versatile ECMO cannula
NextVent	Low-cost, single-use ventilator



Digital Cancer Care Platform & Intelligent Vascular Port

Source: Company reports

Exhibit 4: PAVmed’s Commercially Available Products

Commercially Available Products

 <p>EsoGuard esophageal DNA test</p>  <ul style="list-style-type: none"> Commercially launched as LDT Q4-2019 CMS preliminary payment determination of ~\$2000 15M target population per published society guidelines 	 <p>EsoCheck cell collection device</p>  <ul style="list-style-type: none"> FDA 510(k) cleared in Q2-2019 as anatomically targeted non-invasive esophageal cell collection device Alternative to invasive endoscopy 	 <p>CarpX™ Minimally Invasive Device to Treat Carpal Tunnel Syndrome</p>  <ul style="list-style-type: none"> FDA 510(k) cleared in Q2-2020 as a minimally invasive device alternative to open carpal tunnel release surgery Estimate \$1 billion market opportunity based on over 600,000 U.S. procedures annually and up to 1.5 million with symptoms who “suffer in silence”
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Source: Company reports.

Exhibit 5: Lucid Diagnostics Overview (as of October 2021)



Lucid
diagnostics

Nasdaq: LUCD



Commercial-Stage Cancer Prevention Medical Diagnostics Company

- | | |
|--|--|
| <ul style="list-style-type: none"> Founded May 2018 to license technologies underlying EsoGuard & EsoCheck from Case Western Reserve University ~\$25B total addressable market opportunity PAVmed paid ~\$50K cash, retained 82% equity Managed and financed by PAVmed ~\$30M invested over ~3.5 years | <ul style="list-style-type: none"> Advanced EsoGuard & EsoCheck to commercialization Secured \$1,938 Medicare payment Nasdaq IPO October 14, 2021 Raised \$70M in growth capital at \$467M IPO valuation PAVmed Stake pre-IPO 72.7%, post-IPO 75.5% |
|--|--|

 <p>EsoGuard esophageal DNA test</p>  	 <p>EsoCheck cell collection device</p>  
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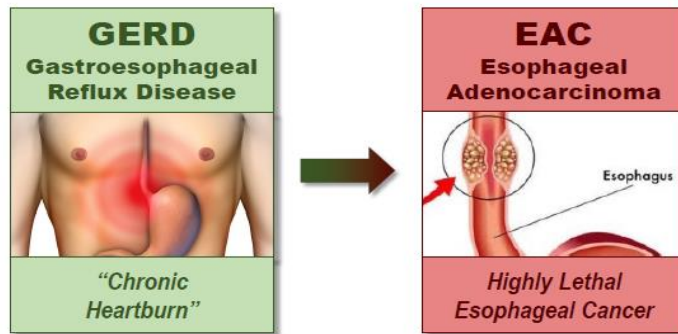


Source: Company reports.

Exhibit 6: Lucid Diagnostics



**Commercial-Stage Diagnostic Technology
Company Focused on Early Precancer Detection**



MISSION: Prevent EAC Deaths in At-Risk GERD Patients



First and only commercially available test capable of serving as a widespread screening tool to prevent EAC deaths through early detection of esophageal precancer in at-risk GERD patients



EsoGuard
esophageal DNA test
CE Mark



EsoCheck
cell collection device
FDA 510K Cleared CE Mark

Highlights

EsoGuard commercialized as Laboratory Developed Test (LDT)

First Lucid Test Centers launched and testing patients referred by PCPs

\$1938
Effective CMS Payment as of Jan 1st

EsoGuard & EsoCheck Granted FDA Breakthrough Device Designation

13 Million U.S. at-risk GERD patients already recommended for screening

Near-Term Value Inflection Milestones

Multi-Billion U.S. Total Addressable Market Opportunity

Source: Company reports.

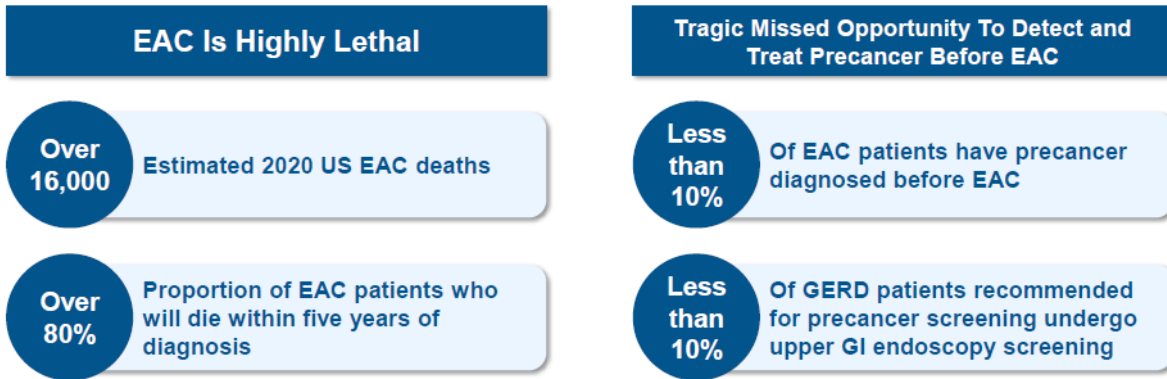
Exhibit 7: EsoCheck and EsoGuard Market Opportunity

EAC Precancer Screening to Prevent EAC

Major unmet clinical need

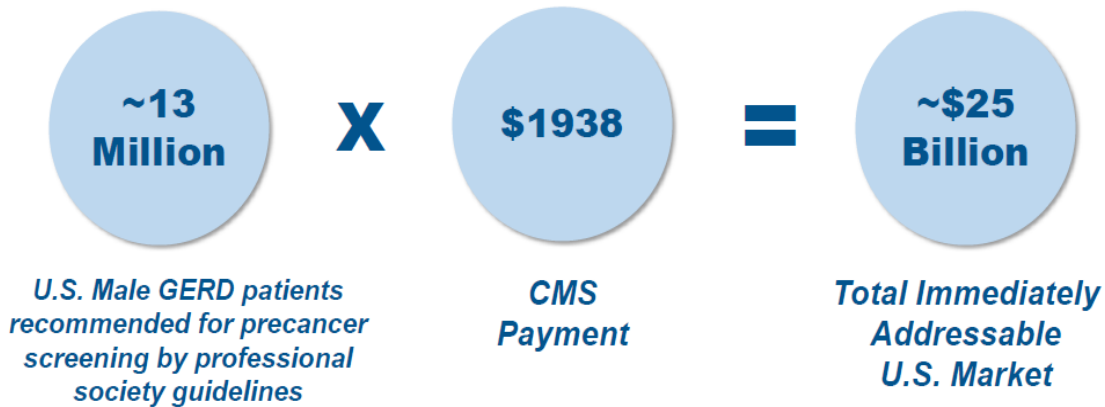
Necessary to prevent EAC deaths through early precancer detection

~13 million high-risk GERD patients already recommended for precancer screening by professional society guidelines

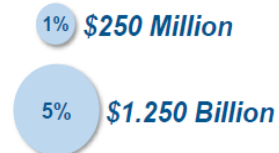


Increasing screening rate from <10% to 25% will prevent thousands of EAC deaths per year

EsoGuard Commercial Opportunity



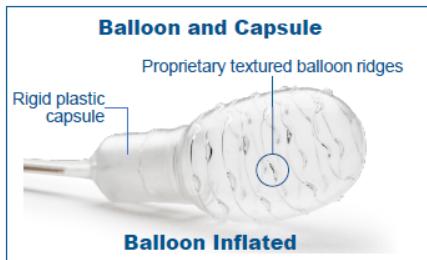
LONG-TERM EXPANDED MARKET OPPORTUNITIES	
U.S. Female GERD Patients	~18 Million patients
U.S. Silent GERD Patients	~30 Million patients



Source: Company reports.

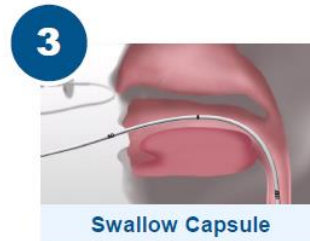
Exhibit 8: The EsoCheck Procedure

The EsoCheck Esophageal Cell Sampling Procedure



Less than 5-minute, non-invasive office-based alternative to endoscopy
 Anatomically targeted cell sampling from lower 5 cm of esophagus where BE-EAC occurs
 Protects sampled cells from dilution and contamination during device removal which is critical to accurately detect low-level precancer signal

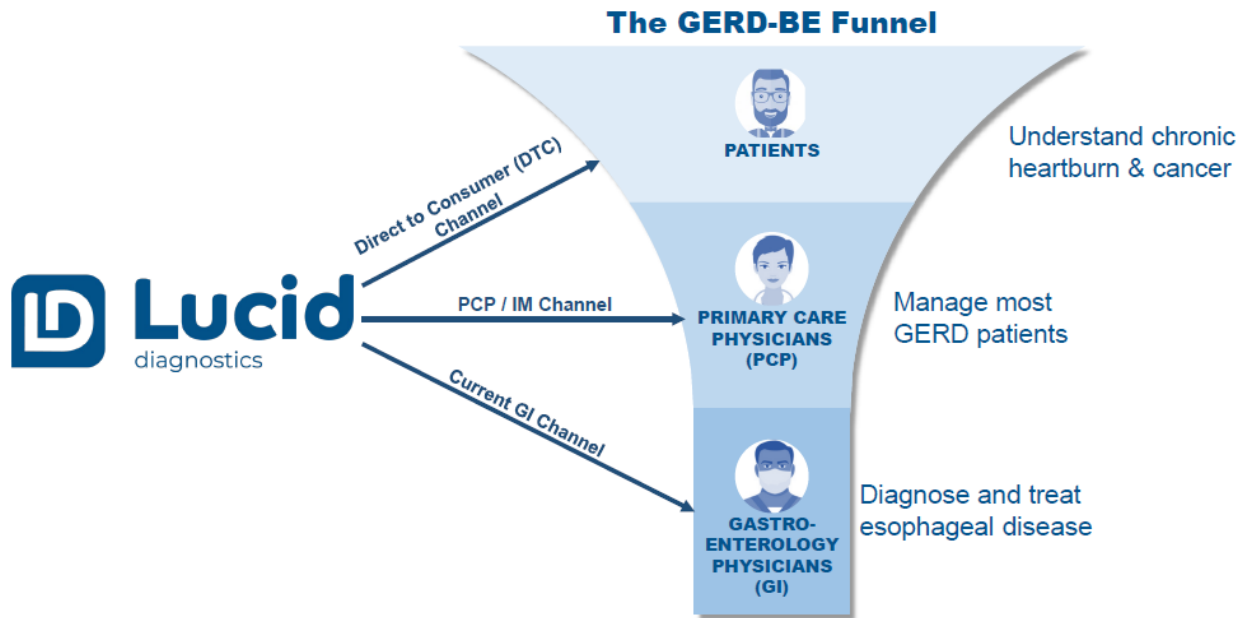
EsoCheck Procedure Steps



Source: Company reports.

Exhibit 9: Lucid Growth Strategy

Multichannel Commercial Strategy



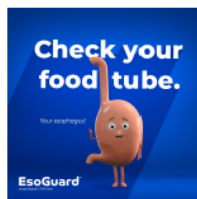
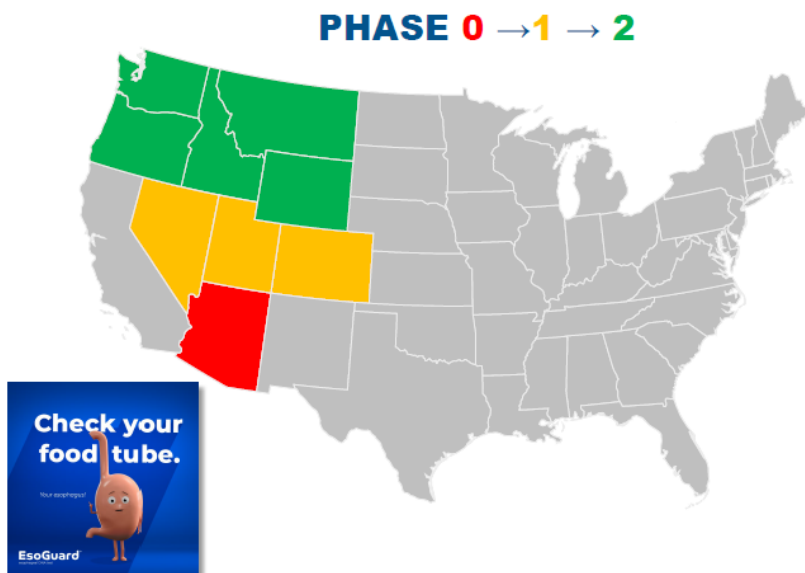
Lucid Growth Strategy



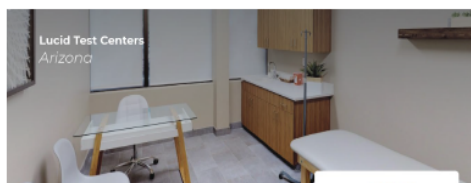
Source: Company reports.

Exhibit 10: Lucid Test Centers

Lucid Test Centers Early Phase Rollout



Lucid Test Centers



EsoGuard[®]
esophageal DNA test

>90%
sensitivity & specificity
at detecting Barrett's esophagus,
with and without dysplasia, as well as
esophageal adenocarcinoma!



A new test for early detection of precursors of esophageal cancer

While reflux is common, your patients may not know that chronic GERD can lead to BE and EAC. The EsoGuard esophageal DNA test detects the cellular changes caused by reflux.

How it works: distal esophageal cells are sampled using a simple, non-endoscopic five-minute office-based procedure, shipped in the provided preservative and mailed, and analyzed at our lab. Binary results (positive or negative) are available within a few weeks.

Who should be considered for testing?

2016 American College of Gastroenterology Guidelines recommends screening in high-risk GERD patients:

Individuals >50 years old with chronic GERD (>5 years) and/or frequent (weekly or more) GERD symptoms

plus two additional risk factors:

- Caucasian
- Male
- Central Obesity
- Past or Present History of Smoking
- Family History of BE or EAC

Patients may be referred to Lucid Test Centers:

9700 N 91st St, suite A-115
Scottsdale AZ 85258

4494 W Peoria Ave Ste 115A
Glendale, AZ 85302

1845 E Broadway Rd Ste 116
Tempe, AZ 85282

For prescribing information call:
(623) 687-2386

Estimated Quarterly Operating Costs	Nurse Practitioner	\$30,000
	Medical Assistant	\$12,500
	Lease, Other	\$2,500
	Total	\$45,000
Procedure	Max tests per day	20
	Billed rate per test	\$2,000
Revenue Opportunity	Daily	\$40,000
	Weekly	\$200,000
	Quarterly	\$2,600,000
	Break even	1.7 tests / week

Over 90% EsoGuard Estimated Gross Margin at Volume

Source: Company reports.

Exhibit 11: CarpX

CarpX

Regulatory History

- December 2019: successful first-in-human FDA clinical safety study
- Short learning curve, procedures times same or less than traditional open surgery
- April 2020: FDA 510(k) Marketing Clearance
- May 2021 European CE Mark Approval

Commercial Status

- December 2020: First U.S. commercial CarpX procedure
- Patient returned to work in less than one week
- Current initial limited commercial launch
- Early 2022: full commercialization



Source: Company reports.

Exhibit 12: PAVmed Other Products



nextflo™
with FloSure™
**Revolutionary
IV Infusion Set**



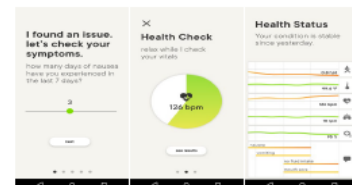
Portio

**Maintenance-free implantable
vascular access device**

Emerging Innovations

EsoCure	<i>Endoscopic esophageal ablation</i>
DisappEAR	<i>Resorbable pediatric ear tubes</i>
Solys	<i>Noninvasive glucose monitoring</i>
FlexMO	<i>Versatile ECMO cannula</i>
NextVent	<i>Low-cost, single-use ventilator</i>

**VERIS
HEALTH**



**Digital Cancer
Care Platform &
Intelligent Vascular Port**

Source: Company reports.

Exhibit 13: Veris Health Overview


PAVmed Launches Veris, Acquires Oncodisc



- Very modest upfront consideration
 - PAVmed paid \$155K
 - PAVmed retained 80.5% Veris equity
- Groundbreaking technology
 - Good IP protection
- Large addressable market opportunity
 - Cancer Care
 - Clear unmet clinical need
 - Large patient population
 - Both physician and patient benefits
- Large expanded market opportunities
 - Renal failure, Heart failure
- Attractive timelines and hurdles
 - Development, Regulatory
- Modest capital and resource investment
- Attractive reimbursement model
 - Established codes
 - Existing CMS bonus/incentives
- Large additional value-creation opportunities
 - Data monetization
 - Pharma research support
- Excellent synergies with PAVmed infrastructure

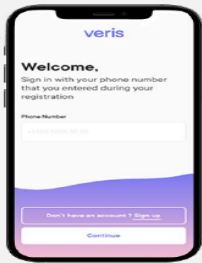
Solution: Veris Health Platform

DEVICE



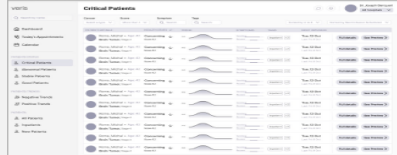
First intelligent implantable vascular access port

SOFTWARE



Patient mobile interface

DATA



Physician interface

Veris Health Device

First intelligent implantable vascular access port

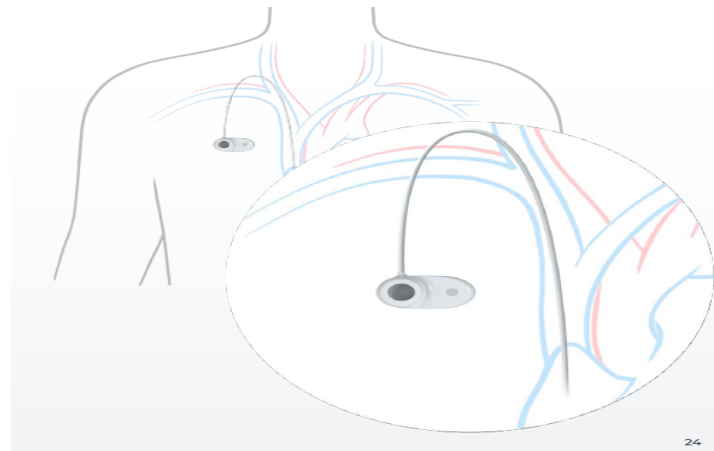
Uninterrupted Internal Physiologic Data

1.0 Device Features

- Temperature
- Heart rate
- Respiratory rate
- Activity (performance status)
- Central Venous Pressure
- Heart and breath sounds

2.0+ Device Features

- Oxygen Saturation
- Cardiac rhythm
- Glucose
- Lactate
- pH & electrolytes



Source: Company reports.

Exhibit 14: Q1 2022 and Recent Business Highlights

Highlights from the first quarter and recent weeks include:

- The [American College of Gastroenterology](#) (“ACG”) updated its [clinical guideline](#) for the diagnosis and management of esophageal precancer, endorsing, for the first time, nonendoscopic biomarker screening to detect precancer and prevent highly lethal esophageal cancer, providing support for esophageal precancer screening utilizing Lucid’s EsoGuard® DNA Test on samples collected with its EsoCheck® Cell Collection Device, the only such nonendoscopic biomarker screening test available.
- Lucid processed 533 commercial EsoGuard tests in the first quarter of 2022, which represents a 76% increase sequentially from the fourth quarter of 2021 and a nearly 500% increase annually from the first quarter of 2021. The Company continued to expand its sales infrastructure consistent with its year-end goals.
- Lucid completed the first stage of its Lucid Test Center program and subsequently launched the second stage of the program and plans to open test centers in nine additional states this year. The Company hired an experienced Director of Clinical Services to oversee the expansion.
- LucidDx Labs Inc. (“LucidDx Labs”), a wholly owned subsidiary of Lucid, acquired the assets necessary to operate its own CLIA-certified, CAP-accredited clinical laboratory and hired an experienced VP of Laboratory Operations. It also upgraded its revenue cycle management provider which for the first time will begin billing and processing claims directly on behalf of Lucid.
- LucidDx Labs entered into Lucid’s first commercial payer agreement—a participating provider agreement with MediNcrease Health Plans, LLC, a national, directly-contracted, multi-specialty PPO provider network with over 8 million lives covered through its clients and payers.
- Veris expanded its team to include a Chief Commercial Officer and four data scientists and engineers.
- Veris software development is progressing well with three interconnected software platforms to facilitate on schedule to launch with connected devices in late 2022. Veris implantable smart device development progressing along two paths, a monitoring device separate from port and a fully integrated monitoring port.
- The first round of CarpX product improvements from limited commercial release have been completed; cadaver training has recommenced; and clinical cases are being scheduled. The next generation device with integrated ultrasound imaging is progressing well.
- NextFlo pre-DV testing showed good regulation but currently paused for root cause analysis and exploration of possible redesigns to improve repeatability, before restarting pre-FDA submission testing.
- PortIO first-in-human study is progressing with three new sites approved in Colombia, South America and will begin enrolling next month.
- EsoCure development progressing well with favorable head-to-head histopathologic performance compared to market leading esophageal ablation device.

Source: Company reports.

Exhibit 15: PAVmed Inc. Stock Price (5-years)



Source: <https://bigcharts.marketwatch.com/>

Exhibit 16: Consensus Expectations (as of May 12, 2022)

	Revenue (mil)			EPS	
	2022E	2023E		2022E	2023E
Q1 Mar	\$0.4E		Q1 Mar	\$(0.20)E	
Q2 Jun	\$0.8E		Q2 Jun	\$(0.21)E	
Q3 Sep			Q3 Sep		
Q4 Dec			Q4 Dec		
Total	\$5.7E	\$17.8E	Total	\$(0.85)E	\$(0.85)E

*Quarterly estimates may not add to annual estimates due to variations in contributing estimates and rounding.

Source: Company report, Refinitiv, and Ascendant Capital Markets estimates

FINANCIAL MODEL

PAVmed Inc.

Income Statement (\$ mils)	Mar-20	Jun-20	Sep-20	Dec-20	2020	Mar-21	Jun-21	Sep-21	Dec-21	2021	Mar-22	Jun-22	Sep-22	Dec-22	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023
Fiscal Year End: December 31	Q1A	Q2A	Q3A	Q4A	FY-A	Q1A	Q2A	Q3A	Q4A	FY-A	Q1A	Q2E	Q3E	Q4E	FY-E	Q1E	Q2E	Q3E	Q4E	FY-E
Total Revenue	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.2	0.3	0.5	0.2	0.2	1.0	4.2	5.6	4.0	4.2	4.4	5.4	18.0
Cost of Revenues	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.4	0.6	0.4	0.1	0.5	1.7	2.6	1.2	1.3	1.3	1.6	5.4
Gross Profit	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.4	(0.1)	(0.2)	0.1	0.6	2.5	3.0	2.8	2.9	3.1	3.8	12.6
Sales and marketing	0.4				0.4	1.4	2.0	2.4	3.1	8.9	3.9	4.0	4.0	4.0	15.9	3.4	3.6	3.8	4.0	14.8
General and administrative	2.2	2.9	2.9	4.0	12.0	3.4	6.7	6.0	9.5	25.6	9.4	10.0	10.0	10.0	39.4	9.5	9.5	9.5	9.5	38.0
Research and development	2.6	2.1	2.6	3.6	11.0	3.3	4.3	5.3	7.0	19.8	5.9	6.5	6.5	6.5	25.4	7.0	7.0	7.0	7.0	28.0
Restructuring and other					0.0					0.0					0.0					0.0
Total operating expenses	5.3	5.0	5.5	7.6	23.4	8.1	13.0	13.7	19.5	54.3	19.3	20.5	20.5	20.5	80.8	19.9	20.1	20.3	20.5	80.8
Operating income (loss)	(5.3)	(5.0)	(5.5)	(7.6)	(23.4)	(8.1)	(13.0)	(13.7)	(19.7)	(54.4)	(19.5)	(20.4)	(20.0)	(18.0)	(77.8)	(17.1)	(17.2)	(17.2)	(16.7)	(68.2)
Interest income (expense)	(0.1)			(0.0)	(0.1)					0.0	(0.1)	0.0	(0.5)	(0.5)	(1.1)	(1.0)	(1.0)	(1.0)	(1.0)	(4.0)
Other income (expense)	(9.2)	(0.6)	(0.0)	(1.3)	(11.2)	(1.4)	1.4	1.4	2.4	3.8	2.6	0.0	0.0	0.0	2.6	0.3	0.2	0.2	0.2	0.9
Income before income taxes	(14.5)	(5.6)	(5.6)	(8.8)	(34.6)	(9.5)	(11.5)	(12.3)	(17.3)	(50.6)	(16.9)	(20.4)	(20.5)	(18.5)	(76.3)	(17.8)	(18.0)	(18.0)	(17.5)	(71.3)
Income taxes					0.0					0.0					0.0					0.0
Net income (loss)	(14.5)	(5.6)	(5.6)	(8.8)	(34.6)	(9.5)	(11.5)	(12.3)	(17.3)	(50.6)	(16.9)	(20.4)	(20.5)	(18.5)	(76.3)	(17.8)	(18.0)	(18.0)	(17.5)	(71.3)
Nonrecurring/noncash adjustments	10.1	1.4	1.0	2.4	14.9	3.6	5.1	4.0	4.4	17.1	5.2				5.2					0.0
Net income (pro forma)	(4.5)	(4.2)	(4.5)	(6.4)	(19.7)	(6.0)	(6.4)	(8.3)	(12.9)	(33.6)	(11.7)	(20.4)	(20.5)	(18.5)	(71.1)	(17.8)	(18.0)	(18.0)	(17.5)	(71.3)
EBITDA	(14.4)		(5.5)	(8.7)	(34.2)	(9.4)	(11.5)	(12.2)	(17.1)	(50.1)	(16.7)	(15.5)	(15.0)	(13.1)	(60.3)	(12.2)	(12.3)	(12.3)	(11.8)	(48.6)
Shares, Basic	43.5	44.8	48.4	53.0	45.6	74.0	82.2	83.3	86.4	77.5	86.3	88.0	88.5	89.5	88.1	90.0	90.5	91.0	92.0	90.9
Shares, Diluted	43.5	44.8	48.4	53.0	45.6	74.0	82.2	83.3	86.4	77.5	86.3	88.0	88.5	89.5	88.1	90.0	90.5	91.0	92.0	90.9
EPS Basic (pro forma)	(\$0.10)	(\$0.09)	(\$0.09)	(\$0.12)	(\$0.43)	(\$0.08)	(\$0.08)	(\$0.10)	(\$0.15)	(\$0.43)	(\$0.14)	(\$0.23)	(\$0.23)	(\$0.21)	(\$0.81)	(\$0.20)	(\$0.20)	(\$0.20)	(\$0.19)	(\$0.78)
EPS Diluted (pro forma)	(\$0.10)	(\$0.09)	(\$0.09)	(\$0.12)	(\$0.43)	(\$0.08)	(\$0.08)	(\$0.10)	(\$0.15)	(\$0.43)	(\$0.14)	(\$0.23)	(\$0.23)	(\$0.21)	(\$0.81)	(\$0.20)	(\$0.20)	(\$0.20)	(\$0.19)	(\$0.78)
Margins																				
Gross margin								28%	-47%	-17%	-95%	50%	55%	60%	53%	70%	70%	70%	70%	70%
Sales and marketing									1034%	1779%	2077%	2000%	400%	95%	285%	85%	86%	86%	74%	82%
General and administrative									3155%	5113%	4986%	5000%	1000%	238%	705%	238%	226%	216%	176%	211%
Research and development									2323%	3969%	3139%	3250%	650%	155%	455%	175%	167%	159%	130%	156%
Operating margin	NM	NM	NM	NM	NM	NM	NM	-6834%	-6559%	-10879%	-10296%	#####	-1995%	-428%	-1392%	-428%	-409%	-391%	-310%	-379%
Tax rate, GAAP	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Net margin	NM	NM	NM	NM	NM	NM	NM	-6147%	-5762%	-10126%	-8963%	#####	-2045%	-440%	-1365%	-445%	-428%	-410%	-324%	-396%
YY % change																				
Total Revenue																				
Gross margin																				
Sales and marketing											183%	103%	64%	29%	79%	-13%	-10%	-5%	0%	-7%
General and administrative											179%	48%	67%	6%	54%	1%	-5%	-5%	-5%	-4%
Research and development											79%	53%	23%	-7%	28%	18%	8%	8%	8%	10%
Operating income (loss)											141%	57%	46%	-9%	43%	-12%	-16%	-14%	-7%	-12%
Net income (loss)											78%	77%	66%	7%	51%	5%	-12%	-12%	-5%	-7%
EPS Diluted (pro forma)											69%	197%	132%	38%	86%	45%	-14%	-14%	-8%	-3%

Source: Company reports and Ascendant Capital Markets estimates.

PAVmed Inc.

Balance Sheet (\$ mils)	Mar-20	Jun-20	Sep-20	Dec-20	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22	Jun-22	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23
Fiscal Year End: December 31	Q1A	Q2A	Q3A	Q4A	Q1A	Q2A	Q3A	Q4A	Q1A	Q2E	Q3E	Q4E	Q1E	Q2E	Q3E	Q4E
Assets																
Cash and cash equivalents	8.7	7.1	8.3	17.3	48.5	43.2	37.3	77.3	64.7	72.8	56.7	66.6	52.3	35.1	20.5	3.8
Short term investments										0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable							0.2	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Inventory								0.1		0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred income taxes										0.0	0.0	0.0	0.0	0.0	0.0	0.0
Prepaid expenses and other	0.7	1.1	1.5	1.7	2.0	3.1	4.1	5.2	6.2	6.2	6.2	6.2	6.2	6.2	6.2	6.2
Total current assets	9.4	8.2	9.8	18.9	50.5	46.3	41.7	82.6	71.0	79.0	62.9	72.9	58.5	41.4	26.8	10.1
Property and equipment, net							0.5	1.6	2.1	3.4	3.9	5.3	6.7	10.7	12.0	16.0
Intangibles, net							0.0	2.0	7.6	7.6	7.6	7.6	7.6	7.6	7.6	7.6
Deferred income tax										0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	0.7	0.7	0.7	0.8	0.9	1.0	0.8	0.7	3.6	3.6	3.6	3.6	3.6	3.6	3.6	3.6
Total assets	10.1	8.9	10.5	19.8	51.4	47.4	43.0	87.0	84.3	93.7	78.1	89.4	76.5	63.3	50.1	37.4
Liabilities and stockholders' equity																
Accounts payable	4.2	3.6	3.2	3.0	1.9	3.8	6.1	3.3	8.2	8.2	8.2	8.2	8.2	8.2	8.2	8.2
Accrued expenses	1.5	1.5	1.5	2.3	1.1	1.6	1.7	4.3	3.5	3.5	3.5	3.5	3.5	3.5	3.5	3.5
Deferred income tax										0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other		0.3	0.2	0.3	0.3				5.8	5.8	5.8	5.8	5.8	5.8	5.8	5.8
Short term debt	20.7	16.2	20.2	14.7						0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total current liabilities	26.3	21.7	25.2	20.3	3.3	5.3	7.8	7.6	17.5	17.5	17.5	17.5	17.5	17.5	17.5	17.5
Deferred income taxes										0.0	0.0	0.0	0.0	0.0	0.0	0.0
Warrant liabilities										0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other long term liabilities			0.1						2.1	2.1	2.1	2.1	2.1	2.1	2.1	2.1
Long term debt										25.0	25.0	50.0	50.0	50.0	50.0	50.0
Total other liabilities	0.0	0.0	0.1	0.0	0.0	0.0	0.0	0.0	2.1	27.1	27.1	52.1	52.1	52.1	52.1	52.1
Preferred stock	2.3	2.4	2.5	2.5	2.6	2.5	2.4	2.4	2.5	2.5	2.5	2.5	2.5	2.5	2.5	2.5
Common stock	0.0	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.1	4.9	9.7	14.5	19.3	24.2	29.0	33.8
Additional paid-in capital	50.9	60.1	64.1	87.6	145.4	149.7	154.1	198.1	199.7	199.7	199.7	199.7	199.7	199.7	199.7	199.7
Retained earnings	(68.3)	(73.9)	(79.5)	(88.3)	(97.8)	(109.3)	(121.6)	(138.9)	(155.8)	(176.2)	(196.7)	(215.2)	(233.0)	(250.9)	(269.0)	(286.5)
Treasury stock									(0.5)	(0.5)	(0.5)	(0.5)	(0.5)	(0.5)	(0.5)	(0.5)
Accumulated other comprehensive income										0.0	0.0	0.0	0.0	0.0	0.0	0.0
Minority Interest	(1.2)	(1.5)	(1.9)	(2.4)	(2.2)	(0.9)	0.4	17.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8	18.8
Total stockholders' equity	(16.2)	(12.8)	(14.8)	(0.5)	48.0	42.0	35.2	79.4	64.7	49.1	33.5	19.8	6.9	(6.3)	(19.5)	(32.2)
Total stockholders' equity and liabil	10.1	8.9	10.5	19.8	51.4	47.4	43.0	87.0	84.3	93.7	78.1	89.4	76.5	63.3	50.1	37.4

Balance Sheet Drivers

	Mar-20	Jun-20	Sep-20	Dec-20	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22	Jun-22	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23
	Q1A	Q2A	Q3A	Q4A	Q1A	Q2A	Q3A	Q4A	Q1A	Q2E	Q3E	Q4E	Q1E	Q2E	Q3E	Q4E
Book & Cash Value (per share)																
Book Value per Share (diluted)	(0.37)	(0.29)	(0.31)	(0.01)	0.65	0.51	0.42	0.92	0.75	0.56	0.38	0.22	0.08	(0.07)	(0.21)	(0.35)
Cash per Share (diluted)	0.20	0.16	0.17	0.33	0.66	0.53	0.45	0.89	0.75	0.83	0.64	0.74	0.58	0.39	0.23	0.04
Net cash per Share (diluted)	(0.27)	(0.20)	(0.25)	0.05	0.66	0.53	0.45	0.89	0.75	0.54	0.36	0.19	0.03	(0.16)	(0.32)	(0.50)

Source: Company reports and Ascendant Capital Markets estimates

PAVmed Inc.

Cash Flow Statement (\$ mils)	Mar-20	Jun-20	Sep-20	Dec-20	2020	Mar-21	Jun-21	Sep-21	Dec-21	2021	Mar-22	Jun-22	Sep-22	Dec-22	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	
Fiscal Year End: December 31	Q1A	Q2A	Q3A	Q4A	FY-A	Q1A	Q2A	Q3A	Q4A	FY-A	Q1A	Q2E	Q3E	Q4E	FY-E	Q1E	Q2E	Q3E	Q4E	FY-E	
Cash flow from operating activities																					
Net income	(14.9)	(5.8)	(5.9)	(9.3)	(35.9)	(10.1)	(12.7)	(13.7)	(19.7)	(56.1)	(19.6)	(20.4)	(20.5)	(18.5)	(79.0)	(17.8)	(18.0)	(18.0)	(17.5)	(71.3)	
Depreciation	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.1	0.1	0.1	0.1	0.4	0.1	0.1	0.1	0.1	0.4	
Amortization					0.0		0.0	(0.0)	0.1	0.1					0.1					0.0	
Debt related amortization expen	1.2	2.7	1.6	1.0	6.5					0.0					0.0					0.0	
Stock comp	0.3	0.5	0.6	0.6	2.0	1.4	5.2	4.0	4.4	15.0	4.8	4.8	4.8	4.8	19.3	4.8	4.8	4.8	4.8	19.3	
Deferred income taxes					0.0					0.0		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Change in fair value of warrant I	8.0	(2.1)	(1.3)	0.7	5.3	(1.7)				(1.7)					0.0					0.0	
Writedowns and impairments					0.0	3.7				3.7					0.0					0.0	
Other gains/losses					0.0		(0.2)		0.0	(0.2)					0.0					0.0	
Other		0.0	(0.0)		0.0					0.0	0.2				0.2					0.0	
Changes in operating assets and liabilities:																					
Accounts receivable								(0.2)		(0.2)	0.1				0.1					0.0	
Prepaid expenses & other curre	(0.4)	(0.4)	(0.4)	(0.2)	(1.3)	(0.3)	(1.2)	(0.5)	(1.5)	(3.5)	(0.1)	0.0	0.0	0.0	(0.1)	0.0	0.0	0.0	0.0	0.0	
Other assets					0.0					0.0		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Accounts payable	1.8	(0.5)	(0.4)	(0.4)	0.5	(1.1)	1.7	2.3	(2.7)	0.2	3.9	0.0	0.0	0.0	3.9	0.0	0.0	0.0	0.0	0.0	
Accrued expenses	0.1	0.0	(0.0)	0.8	0.9	(1.2)	0.4	0.0	2.6	1.9	(1.8)	0.0	0.0	0.0	(1.8)	0.0	0.0	0.0	0.0	0.0	
Other liabilities					0.0					0.0		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Net cash (used in) provided by	(3.8)	(5.6)	(5.8)	(6.7)	(21.9)	(9.2)	(6.6)	(8.0)	(16.8)	(40.6)	(12.3)	(15.5)	(15.5)	(13.6)	(56.9)	(12.9)	(13.1)	(13.1)	(12.6)	(51.7)	
Cash flow from investing activities																					
Purchases of property and equij	(0.0)	(0.0)	(0.0)	(0.0)	(0.1)	(0.0)	(0.1)	(0.0)	(1.3)	(1.5)	(0.6)	(1.5)	(0.6)	(1.5)	(4.1)	(1.5)	(4.1)	(1.5)	(4.1)	(11.1)	
Purchases of short-term investments					0.0					0.0					0.0					0.0	
Acquisitions					0.0		(0.0)	(0.1)	(2.1)	(2.2)					0.0					0.0	
Other					0.0					0.0					0.0					0.0	
Net cash used in investing activ	(0.0)	(0.0)	(0.0)	(0.0)	(0.1)	(0.0)	(0.2)	(0.1)	(3.4)	(3.7)	(0.6)	(1.5)	(0.6)	(1.5)	(4.1)	(1.5)	(4.1)	(1.5)	(4.1)	(11.1)	
Cash flow from financing activities																					
Issuance of debt	6.3	4.0	7.0		17.3					0.0		25.0	0.0	25.0	50.0	0.0	0.0	0.0	0.0	0.0	
Repayment of debt	(0.1)	(0.1)	(0.2)	(0.2)	(0.6)	(15.0)			0.0	(15.0)					0.0					0.0	
Issuance of stock				15.9	15.9	53.7			56.3	110.0		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Proceeds from stock option exe	0.1		0.2	0.0	0.4	1.8	1.5	2.3	3.7	9.2	0.3				0.3					0.0	
Other					0.0					0.0					0.0					0.0	
Dividends and distributions					0.0					0.0					0.0					0.0	
Cash provided by (used in) fina	6.3	3.9	7.1	15.7	33.0	40.5	1.5	2.3	60.1	104.3	0.3	25.0	0.0	25.0	50.3	0.0	0.0	0.0	0.0	0.0	
Effect of exchange rate on cash					0.0					0.0					0.0					0.0	
Net increase (decrease) in cash	2.5	(1.7)	1.2	9.0	11.0	31.3	(5.3)	(5.9)	39.9	60.0	(12.5)	8.0	(16.1)	10.0	(10.6)	(14.4)	(17.1)	(14.6)	(16.7)	(62.8)	
Beginning cash and equivalents	6.2	8.7	7.1	8.3	6.2	17.3	48.5	43.2	37.3	17.3	77.3	64.7	72.8	56.7	77.3	66.6	52.3	35.1	20.5	66.6	
Ending cash and equivalents	8.7	7.1	8.3	17.3	17.3	48.5	43.2	37.3	77.3	77.3	64.7	72.8	56.7	66.6	66.6	52.3	35.1	20.5	3.8	3.8	

Source: Company reports and Ascendant Capital Markets estimates

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PAVmed Inc.



Source: <https://bigcharts.marketwatch.com/>

	Report Date		Price
Report	Date	Rating	Target
1	11/5/2020	Buy	5.00
2	11/21/2020	Buy	5.25
3	3/18/2021	Buy	9.00
4	6/4/2021	Buy	9.50
5	8/23/2021	Buy	10.00
6	12/1/2021	Buy	10.50
7	4/16/2022	Buy	9.50

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Ascendant Capital Markets, LLC Rating System

BUY: We expect the stock to provide a total return of 15% or more within a 12-month period.

HOLD: We expect the stock to provide a total return of negative 15% to positive 15% within a 12-month period.

SELL: We expect the stock to have a negative total return of more than 15% within a 12-month period.

Total return is defined as price appreciation plus dividend yield.

Ascendant Capital Markets, LLC Rating System

Prior to January 31, 2014, ASCM used the following rating system:

Strong Buy: We expect the stock to provide a total return of 30% or more within a 12-month period.

Buy: We expect the stock to provide a total return of between 10% and 30% within a 12-month period.

Neutral: We expect the stock to provide a total return of between minus 10% and plus 10% within a 12-month period.

Sell: We expect the stock to provide a total return of minus 10% or worse within a 12-month period.

Speculative Buy: This rating is reserved for companies we believe have tremendous potential, but whose stocks are illiquid or whose equity market capitalizations are very small, often in the definition of a nano cap (below \$50 million in market cap). In general, for stocks ranked in this category, we expect the stock to provide a total return of 50% or more within a 12-month period. However, because of the illiquid nature of the stock's trading and/or the nano cap nature of the investment, we caution that these investments may not be suitable for all parties.

Total return is defined as price appreciation plus dividend yield.

Ascendant Capital Markets, LLC Distribution of Investment Ratings (as of April 17, 2022)

Rating	Count	Percent	Investment Banking Services Past 12 months	
			Count	Percent
Buy	41	98%	13	32%
Hold	0	0%	0	0%
Sell	1	2%	0	0%
Total	42	100%	13	31%

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