

COMPANY

Rating: BUY

Target: \$22.00

PAVM

\$1.18

(from \$26)

Ticker:

Price:

UPDATE

PAVmed Inc.

Reports Q1 with solid progress. Exact Sciences entry into Lucid's market validates huge value for Lucid. Lowering P/T to \$22.

Reports Q1: PAVmed recently (on May 13) reported its Q1 2024 (ending March) results. Revenue was \$1.0 million, compared with our and consensus estimates of \$1.0-1.1 million. Pro forma net loss was \$8.6 million or EPS of \$(0.99), compared with our and consensus estimate of \$(1.59)-(1.67). There was no Q1 guidance. PAVmed's Lucid business (which represents all of PAVmed's revenues) is still early in its commercialization and Veris is at an even earlier stage so the company generates low revenue currently, but is expected to grow significantly in 2024.

EsoGuard growth: Lucid processed 2,420 tests in Q1, up from 2,201 tests in Q4, 2,575 tests in Q3, 2,202 tests in Q2, 1,841 tests in Q1 2023. Because it is still early in the billing/collection process, the company has deferred revenue recognition until cash is collected so revenue is not recorded when the tests are performed (for now). We estimate that there are ~\$20 million in potential test revenue backlog from those performed, but not yet collected.

Operating expenses: Operating expenses were \$13 million, down from \$16 million in Q4 2023.

No guidance: Management did not provide forward guidance.

Adjusting estimates: We are maintaining our 2024 revenues estimates of \$4.6 million, but adjusting it for EPS to \$(4.96) from \$(6.36).

Focused on Lucid and Veris commercialization: PAVmed is focused on commercialization of Lucid and Veris Health. Both are still very early in their commercialization, but are expected to grow significantly in 2024.

Lucid as catalyst: We believe Lucid's high growth and ramp up in commercialization will be a major catalyst for PAVmed's stock.

Veris Health software launched: Veris Health is a digital health company with tools to improve personalized cancer care through remote patient monitoring. In Q4 2022, Veris commercialization and software launch began with the Veris Cancer Care Platform. Veris will launch the next generation of its software along with developing a biopharma companion digital module to support new cancer therapeutics and to seek FDA clearance as a SaMD (software as a medical device) for actively diagnosing and treating patients. Veris continues to make progress toward regulatory 510(k) submission (in mid-2024) of its implantable monitor which is targeted for commercial launch in 2025.

Major deal with OSU: In May, Veris completed a Memorandum of Understanding (MOU) with The Ohio State's James Cancer Hospital to implement a pilot program enrolling their patients onto Veris Cancer Care Platform.

Large market potential: Cancer is the 2nd leading cause of death in the U.S. (behind heart disease) with ~600,000 deaths a year. Digital health and medtech are high growth areas. The recent launch of its PMX incubator can unlock additional value.

Dividend: On February 15, 2024 (Q1 2024), PAVmed issued 3.3 million Lucid shares to PAVmed shareholders (.38 share each) as a special dividend. PAVmed still owns ~65% of Lucid.

Exact's validation: Exact Sciences, a leading provider of cancer screening and diagnostic tests, recently announced that it is working on a competing non-endoscopic Oncoguard Esophagus test (in early product development) similar to EsoGuard. Exact's entry into this market validates the huge market opportunity for EsoGuard. We believe that EsoGuard's huge first mover advantage and better test makes Lucid a very attractive potential acquisition candidate.

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 \$22 from \$26 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 innovative medical technologies.

United States Healthcare

June 5, 2024

Edward Woo, CFA (561) 327-9435 ewoo@ascendiant.com

Stock Data

Exchange:	NasdaqGS
52-week Range:	\$1.18 - 9.00
Shares Outstanding (million):	10
Market cap (\$million):	\$12
EV (\$million):	\$32
Debt (\$million):	\$46
Cash (\$million):	\$26
Avg. Daily Trading Vol. (\$million):	\$0.2
Float (million shares):	9
Short Interest (million shares):	0.4
Dividend, annual (yield):	\$0 (NA%)

Revenues (US\$ million)

	2024E (Cur.)	2024E (Old)	2025E (Cur.)	2025E (Old)
Q1 Mar	1.0A	1.0E	1.4E	
Q2 Jun	1.1E	1.1E	1.5E	
Q3 Sep	1.2E	1.2E	2.3E	
Q4 Dec	1.3E	1.3E	4.8E	
Total	4.6E	4.6E	10.0E	
EV/Revs	7x		3x	

Earnings per Share (pro forma)

	2024E	2024E	2025E	2025E
	(Cur.)	(Old)	(Cur.)	(Old)
Q1 Mar	(0.99)A	(1.59)E	(1.26)E	(1.53)E
Q2 Jun	(1.34)E	(1.62)E	(1.25)E	(1.52)E
Q3 Sep	(1.31)E	(1.59)E	(1.24)E	(1.50)E
Q4 Dec	(1.29)E	(1.57)E	(1.05)E	(1.31)E
Total	(4.96)E	(6.36)E	(4.80)E	(5.85)E
P/E	N/A		N/A	

^{*}Reflects a 1:15 reverse stock split in December 2023.

Important Disclosures

Ascendiant 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 20.



Exhibit 1: PAVmed Company Overview



Nasdaq: PAVM

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



Nasdaq: PAVM

Innovation & Value Creation Engine

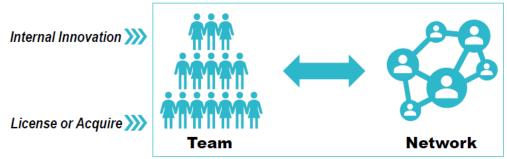








Exhibit 2: PAVmed's Major Subsidiaries

PAVmed Corporate Structure









PAVmed Strategy

- Drive shareholder value through holdings in independently financed subsidiaries, like Veris and PMX/PortIO, managed through a shared services structure
- Follow successful Lucid path and seek financing opportunities directly into Veris, subsidiaries based on PMX technologies, and future subsidiaries
- Actively seeking out new groundbreaking, independently financeable technologies with large market opportunities, agnostic of sector, to leverage existing PAVmed infrastructure



Exhibit 3: PAVmed Recent Highlights (as of Q1 2024)

Recent Highlights

Lucid Diagnostics

- 1Q24 EsoGuard revenue flat quarterly, 1Q24 test volume +10% q/q and +31% y/y
- Further strengthened EsoGuard's clinical data, supporting ongoing engagement to secure commercial and Medicare payor coverage
- MoIDX pre-submission meeting scheduled for July 17, 2024

Veris Health

- Executing on new strategy focusing on large academic cancer centers
- Completed MOU with The Ohio State's James Cancer Hospital to implement pilot program enrolling their patients onto Veris Cancer Care Platform
- Solid progress on pursuing financing of Veris
- Clear path to FDA clearance for implantable monitor pending independent financing

PMX Incubator

- Launched wholly-owned incubator, PMX, in partnership with Hatch Medical
- Actively seeking to raise capital for PortIO Corp.



Exhibit 4: Lucid Diagnostics Overview (as of October 2021)





Nasdaq: LUCD

Commercial-Stage Cancer Prevention Medical Diagnostics Company

- 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

- 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%





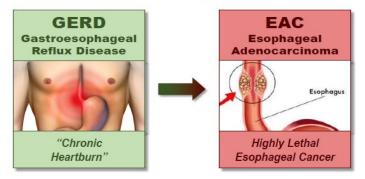


Exhibit 5: Lucid Diagnostics





Commercial-Stage Diagnostic Technology Company Focused on Early Precancer Detection



MISSION: Prevent EAC Deaths in At-Risk GERD Patients

Lead Lucid Products

First and only commercially available test capable of serving as a widespread screening tool to prevent EAC deaths through early detection of esophageal precancer

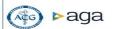












Both major gastroenterology societies now support EsoCheck as an acceptable alternative to endoscopy for early detection of esophageal precancer to prevent EAC deaths

Highlights















Inflection Milestones







Exhibit 6: 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

Tragic Missed Opportunity To Detect and **EAC Is Highly Lethal Treat Precancer Before EAC** Less Over Of EAC patients have precancer Estimated 2020 US EAC deaths than 16,000 diagnosed before EAC 10% Less Of GERD patients recommended Proportion of EAC patients who Over will die within five years of than for precancer screening undergo 80% diagnosis 10% upper GI endoscopy screening

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

EsoGuard Commercial Opportunity





Exhibit 7: The EsoCheck Procedure

diagnostics

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

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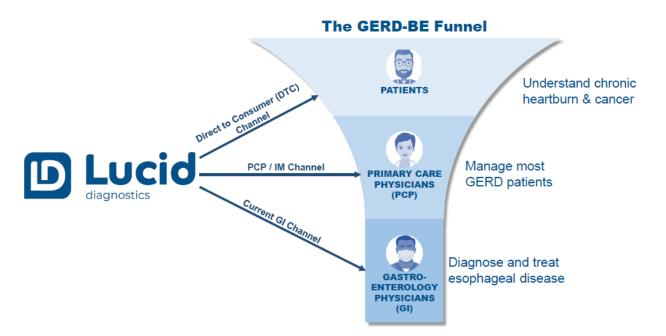




Exhibit 8: Lucid Growth Strategy

Multichannel Commercial Strategy





EsoGuard Commercial Strategy

REFERRAL SOURCE	PCP	Specialty / Institution
Target	Primary Care Physician	Specialists (GI, Foregut, ENT) Institutions (large practices, hospitals)
GOAL	Order EsoGuard Test	Build EsoGuard Program

CELL COLLECTION SITE	Lucid Test	Satellite Lucid	Physician
	Center (LTC)	Test Center (sLTC)	Practice
EsoCheck Procedure Operator	Lucid NP	Lucid NP	Practice RN / NP / PA

June 5, 2024

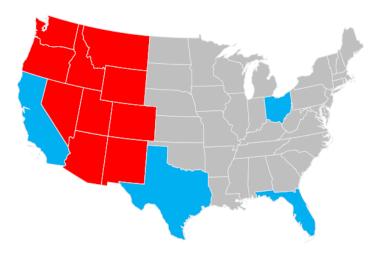


Exhibit 9: Lucid Test Centers (as of Q2 2022)

Lucid Test Centers

Stage 1
Glendale, AZ
Tempe, AZ
Scottsdale, AZ
Lone Tree, CO
Henderson, NV
Murray, UT
Seattle, WA
Portland, OR
Boise, ID

Stage 2			
Lake Forest, CA	Launched		
Columbus, OH	Launched		
Las Colinas, TX	Launched		
Delray Beach, FL	Launched		
TBD	3Q22		
TBD	3Q22		
TBD	4Q22		
TBD	4Q22		
TBD	4Q22		





Lucid Test Centers







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

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Who should be considered for testing?

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

- Puls 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:

4494 W Peoria Ave Ste 115A Clendale, AZ 85302

(623) 687-2386

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

Over 90%

EsoGuard Estimated Gross Margin at Volume



Exhibit 10: EsoGuard Testing Volume (as of Q1 2024)

EsoGuard Revenue & Test Volume





Exhibit 11: Veris Health Overview

Solution: Veris Health Platform









Commercial-Stage Digital Health Company Focused on Enhanced Personalized Cancer Care

Cancer patients face high rates of complications which drive poor patient outcomes and healthcare costs





MISSION: Improve outcomes utilizing modern Remote Physiologic Monitoring ("RPM") tools

Strategic Execution

- MOU signed with OSUCCC James
 - NCI-designated comprehensive cancer center
 - Third-largest cancer hospital in the nation
 - Over 10,000 infusion therapy patients per year
 - Pilot of Veris Cancer Care platform in ~100 patients expected to launch imminently

The James



- Actively raising capital triggered by OSU engagement
- Remain engaged with numerous other strategic institutions
 - Large staffs, large number of patients on infusion therapy
 - Concentrated in metropolitan areas
 - NCI-designated comprehensive cancer centers
 - Venture arms



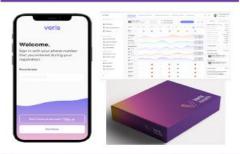
Exhibit 12: Veris Health Products



Commercial-Stage Digital Health Company

Enhance Personalized Cancer Care

Veris Cancer Care Platform



Implantable Monitor



MISSION: Utilize modern RPM tools to improve care through early detection of complications, longitudinal trends and risk management

Source: Company reports.

Exhibit 13: Veris Health Business Model

Business Model

Veris Revenue Opportunity

- Software-as-a-Service, recurringrevenue model
- Established RPM codes
- Additional revenue opportunities

Enhanced technical support Clinical support (RN coverage) Implantable device

Customer Value Proposition

RPM Billing

CPT Codes 99453, -54, -57 and -58

- ~\$200/month per patient revenue opportunity
- ~\$100/month per patient net income
- Facilitates participation in CMS and other value-based payment models
- Decreased administrative workload

Total Addressable Market opportunity of ~\$2 billion



Exhibit 14: Q1 2024 and Recent Business Highlights (as of May 13, 2024)

PAVmed Provides Business Update and First Quarter 2024 Financial Results

Lucid strengthens balance sheet and secures a July 17, 2024 MoIDX pre-submission meeting date

Veris Health completes MOU with The Ohio State's James Cancer Hospital

Conference call and webcast to be held tomorrow, May 14th at 8:30 AM EDT

NEW YORK, May 13, 2024 /PRNewswire/ -- PAVmed Inc. (NASDAQ: PAVM, PAVMZ) ("PAVmed" or the "Company"), a diversified commercial-stage medical technology company, operating in the medical device, diagnostics, and digital health sectors, today provided a business update for the Company and its subsidiaries, Lucid Diagnostics Inc. (NASDAQ: LUCD) ("Lucid") and Veris Health Inc. ("Veris"), and presented financial results for the Company for the three months ended March 31, 2024.

Highlights from the first quarter and recent weeks include.

- Yesterday, <u>Lucid reported that 1Q24</u> EsoGuard[®] revenue was \$1.0 million, which was flat compared to 4Q23 and represents a 124 percent increase from 1Q23.
- Strengthened balance sheet by Lucid's completion of a \$29.8 million Series B Preferred Stock Offering.
- <u>Peer-reviewed publication</u> of positive data from landmark <u>National Cancer Institute</u> (NCI)-sponsored clinical validation study, strengthening EsoGuard's clinical data supporting ongoing payor engagement.
- Secured July 17, 2024 MoIDX pre-submission meeting to review data for technical assessment (TA) under its foundational Local Coverage Determination (LCD).
- Completed Memorandum of Understanding (MOU) with The Ohio State's James Cancer Hospital to implement pilot program enrolling their patients onto Veris Cancer Care Platform.
- Clear path to FDA clearance for Veris implantable monitor pending financing.
- Actively seeking to raise capital for PortIO Corp. as part of the PMX incubator initiative, which will also include other technologies such as EsoCure and CarpX.

PAVM: PAVmed Inc.



Exhibit 15: Launch of PMX Incubator (as of March 21, 2024)

PAVmed Launches Incubator to Advance Existing Pipeline Technologies including PortIO, EsoCure and CarpX



The incubator, PMX, and medical device firm Hatch Medical, execute joint venture agreement to complete their development and commercialization, starting with PortIO

NEW YORK, March 21, 2024 /PRNewswire/ - PAVmed Inc. (Nasdaq: PAVM) ("PAVmed" or the "Company"), a diversified commercial-stage medical technology company, operating in the medical device, diagnostics, and digital health sectors, today announced that it has launched a wholly owned incubator, PMX, to complete development and commercialization of existing portfolio technologies, including the PortIO[™] Implantable Intraosseous Vascular Access Device ("PortIO"), EsoCure[™] Esophageal Ablation Device ("EsoCure"), and CarpX[®] Minimally Invasive Device for Carpal Tunnel Syndrome ("CarpX"). PMX and Hatch Medical, L.L.C. ("Hatch Medical"), a medical device incubator and technology brokerage firm with decades of experience successfully advancing medical technologies and brokering strategic transactions, have executed a joint venture agreement to advance the technologies.

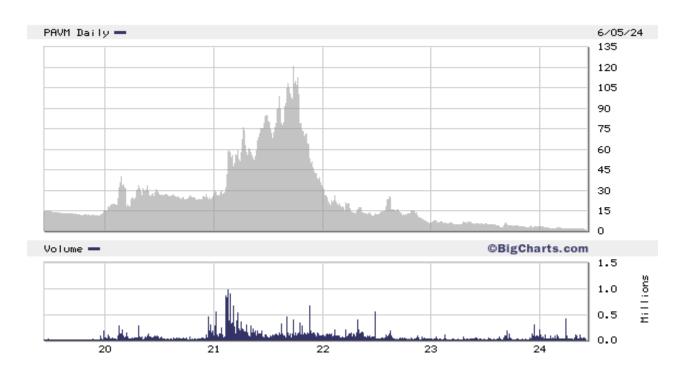
Pursuant to the joint venture agreement, PAVmed will assign PortIO, EsoCure and CarpX to its wholly owned incubator, PMX. Starting with PortIO, the Company will seek to independently finance a separate subsidiary of the incubator to develop and commercialize each technology. Hatch Medical will provide strategic advisory and brokerage services to the subsidiary to advance the technology through key milestones and, subsequently, seek to engage a strategic partner to acquire, license or distribute the commercial product.

Although the incubator, PMX, may seek to expand its portfolio with internal or externally sourced technologies in the future, its initial assets, as noted, will include:

- <u>PortIO Implantable Intraosseous Vascular Access Device</u>. PortIO consists of an implantable intraosseous vascular access device and insertion kit. Instead of a catheter located in a vein, it has a short extension from the device, which a physician inserts into a bone, leaving the device to reside completely beneath the skin. This allows direct access to the bone marrow, which is a well-established route for the delivery of medications, fluids, and other substances. PortIO can be inserted and removed near-percutaneously without requiring a surgical pocket or significant dissection and does not require radiologic confirmation of proper deployment. PAVmed completed IRB-approved First-in-Human studies of PortIO in Colombia in 2022, with excellent device function and no complications across nine patients. Extensive engagement with the FDA has established a clear path to a U.S. Investigational Device Exemption (IDE) clinical study and regulatory clearance through its *de novo* pathway.
- <u>EsoCure Esophageal Ablation Device</u>. EsoCure is an ablation system designed to treat late esophageal precancer (dysplastic Barrett's Esophagus) which consists of single-use, disposable balloon catheters that are delivered through the working channel of a standard endoscope and a low-cost console to control the ablation process. Incorporated within the EsoCure system is the proprietary CaldusTM technology, a catheter design which allows for controlled direct thermal tissue ablation without the need for an intermediate energy source, such as radiofrequency. Prior to its development pause, extensive development work, including numerous animal studies, demonstrated that EsoCure created ablation lesions similar or superior to those of the main commercially available radiofrequency esophageal ablation device.
- <u>CarpX® Minimally Invasive Device for Carpal Tunnel Syndrome</u>. CarpX is a patented single-use disposable minimally invasive device designed to treat carpal tunnel syndrome while reducing recovery times, which has received U.S. Food and Drug Administration (FDA) 510(k) clearance and CE Mark. CarpX is designed to closely mimic the anatomic results of invasive carpal tunnel surgery, but much less invasively, using catheters, balloons, radiofrequency energy and other established tools that have contributed to percutaneous and minimally invasive revolutions in the treatment of other conditions. The first-generation device underwent a limited commercial release utilizing early adopter key opinion leaders to advance procedural and product improvements. Prior to its development pause, the Company was working on the second generation CarpX device that would incorporate imaging and a proprietary console.



Exhibit 16: PAVmed Inc. Stock Price (5-years)



^{*}Reflects a 1:15 reverse stock split in December 2023

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

Exhibit 17:	Consensus	Expectations	(as of	May 13,	2024)

	Revenue (mil)			EPS	
	<u>2024E</u>	<u>2025E</u>		<u>2024E</u>	2025E
Q1 Mar	\$1.1E		Q1 Mar	\$(1.67)E	
Q2 Jun	\$1.2E		Q2 Jun	\$(1.56)E	
Q3 Sep			Q3 Sep		
Q4 Dec			Q4 Dec		
Total	\$5.6E	\$15.7E	Total	\$(5.85)E	\$(3.95)E

^{*}Reflects a 1:15 reverse stock split in December 2023

Source: Company report, LSEG, and Ascendiant Capital Markets estimates

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



FINANCIAL MODEL

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PAVMed Inc.					,															
Income Statement (\$ mils)	Mar-22	Jun-22	Sep-22	Dec-22	2022	Mar-23	Jun-23	Sep-23	Dec-23	2023	Mar-24	Jun-24	Sep-24	Dec-24	2024	Mar-25	Jun-25	Sep-25	Dec-25	2025
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	0.2	0.0	0.1	0.1	0.4	0.4	0.2	0.8	1.0	2.5	1.0	1.1	1.2	1.3	4.6	1.4	1.5	2.3	4.8	10.0
Cost of Revenues	0.4	0.0	1.6	1.6	3.6	1.3	1.7	1.8	1.6	6.4	1.7	0.3	0.4	0.4	2.8	0.4	0.5	0.7	1.4	3.0
Gross Profit	(0.2)	0.0	(1.6)	(1.5)	(3.2)	(0.9)	(1.5)	(1.0)	(0.6)	(4.0)	(0.7)	0.8	0.8	0.9	1.8	1.0	1.1	1.6	3.4	7.0
Sales and marketing	3.9	4.9	4.7	5.8	19.3	4.5	4.3	4.0	4.7	17.6	4.3	4.5	4.5	4.5	17.8	4.5	4.5	4.5	4.5	18.0
General and administrative	9.4	11.8	10.3	9.5	41.0	10.0	6.7	6.9	7.4	30.9	6.7	7.0	7.0	7.0	27.7	7.0	7.0	7.5	7.5	29.0
Research and development	5.9	6.7	6.2	6.7	25.5	4.4	3.5	3.2	3.2	14.3	1.9	2.0	2.0	2.0	7.9	2.0	2.0	2.0	2.0	8.0
Restructuring and other	3.5	0.7	0.2	1.3	1.8	0.5	0.5	0.5	0.5	2.0	0.4	2.0	2.0	2.0	0.4	2.0	2.0	2.0	2.0	0.0
	40.0	00.5		23.2								40.5	40.5	40.5		40.5	40.5	440	44.0	
Total operating expenses	19.3	23.5	21.8	23.2	87.7	19.5	15.0	14.5	15.8	64.8	13.3	13.5	13.5	13.5	53.8	13.5	13.5	14.0	14.0	55.0
Operating income (loss)	(19.5)	(23.5)	(23.3)	(24.7)	(90.9)	(20.4)	(16.5)	(15.5)	(16.4)	(69)	(14.0)	(12.7)	(12.7)	(12.6)	(52.0)	(12.5)	(12.5)	(12.4)	(10.6)	(48.0)
	(0.4)	(0.5)	(0.5)	(0.0)	(4.0)	(0.4)	(0.4)	(0.0)		(0.4)		(0.0)	(0.0)	(0.0)	(0.7)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)
Interest income (expense)	(0.1)	(0.5)	(0.5)	(0.2)	(1.3)	(0.1)	(0.1)	(0.0)	0.2	(0.1)	0.1	(0.9)	(0.9)	(0.9)	(2.7)	(0.9)	(0.9)	(0.9)	(0.9)	(3.6)
Other income (expense)	2.6	(1.6)	(2.4)	4.3	2.9	2.5	2.0	(2.2)	0.3	2.6	(8.8)	0.2	0.2	0.2	(8.2)	0.3	0.2	0.2	0.2	0.9
Income before income taxes	(16.9)	(25.6)	(26.2)	(20.5)	(89.3)	(18.0)	(14.6)	(17.7)	(15.9)	(66.3)	(22.8)	(13.4)	(13.4)	(13.3)	(62.9)	(13.1)	(13.2)	(13.1)	(11.4)	(50.7)
Income taxes					0.0					0.0		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income (loss)	(16.9)	(25.6)	(26.2)	(20.5)	(89.3)	(18.0)	(14.6)	(17.7)	(15.9)	(66.3)	(22.8)	(13.4)	(13.4)	(13.3)	(62.9)	(13.1)	(13.2)	(13.1)	(11.4)	(50.7)
Nonrecurring/noncash adjustme	<u>5.2</u>	11.0	12.4	6.7	35.3	8.7	4.7	8.0	<u>5.3</u>	24.5	14.2	0.8	0.8	0.8	<u>16.4</u>	0.8	0.8	0.8	0.8	3.0
Net income (pro forma)	(11.7)	(14.6)	(13.8)	(13.8)	(53.9)	(9.3)	(9.9)	(9.7)	(10.7)	(41.8)	(8.6)	(12.7)	(12.6)	(12.6)	(46.5)	(12.4)	(12.4)	(12.4)	(10.6)	(47.7)
EBITDA	(16.7)	(24.7)	(24.9)	(18.8)	(85.1)	(17.1)	(13.7)	(17.1)	(13.5)	(61.5)	(14.8)	(10.2)	(10.2)	(10.1)	(45.3)	(10.0)	(10.0)	(9.9)	(8.1)	(38.0)
Shares, Basic	5.8	5.8	6.0	6.0	5.9	6.5	7.0	7.5	8.0	7.2	8.7	9.5	9.6	9.7	9.4	9.8	9.9	10.0	10.1	10.0
		5.8					7.0	7.5			-									
Shares, Diluted	5.8	5.8	6.0	6.0	5.9	6.5	7.0	7.5	8.0	7.2	8.7	9.5	9.6	9.7	9.4	9.8	9.9	10.0	10.1	10.0
EPS Basic (pro forma)	(\$2.04)	(\$2.51)	(\$2.31)	(\$2.30)	(\$9.08)	(\$1.44)	(\$1.42)	(\$1.31)	(\$1.33)	(\$5.78)	(\$0.99)	(\$1,34)	(\$1.31)	(\$1,29)	(\$4.96)	(\$1.26)	(\$1.25)	(\$1,24)	(\$1.05)	(\$4.80)
" '		,	,		(,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	**		,	**	**		,	,	,		** *	,	. ,	(, ,,,	(, , , ,
EPS Diluted (pro forma)	(\$2.04)	(\$2.51)	(\$2.31)	(\$2.30)	(\$9.08)	(\$1.44)	(\$1.42)	(\$1.31)	(\$1.33)	(\$5.78)	(\$0.99)	(\$1.34)	(\$1.31)	(\$1.29)	(\$4.96)	(\$1.26)	(\$1.25)	(\$1.24)	(\$1.05)	(\$4.80)
Margins																				
Gross margin	-05%	#DIV/0!	-2039%	-1346%	-859%	-202%	-915%	-125%	-53%	-162%	-73%	70%	70%	70%	39%	70%	70%	70%	70%	70%
Sales and marketing		#DIV/0!	6232%	5142%	5124%	1018%	2614%	508%	447%	717%	427%	409%	375%	346%	386%	321%	300%	196%	94%	180%
General and administrative		#DIV/0!	13579%	8446%	10886%	2246%	4007%	867%	707%	1262%	661%	636%	583%	538%	600%	500%	467%	326%	156%	290%
Research and development					6776%					582%					172%					80%
· ·		#DIV/0!	8161%	5958%		995%	2090%	400%	306%		192%	182%	167%	154%		143%	133%	87%	42%	
Operating margin	-10296%		-30675%		-24119%	-4574%	-9930%	-1963%	-1562%	-2806%	-1390%	-1157%		-968%	-1128%	-894%	-830%	-539%	-222%	-480%
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	-8963%	NM	-34470%	-18332%	-23677%	-4037%	-8802%	-2244%	-1516%	-2703%	-2256%	-1222%	-1114%	-1023%	-1364%	-938%	-877%	-570%	-236%	-507%
Y/Y % change																				
Total Revenue					-25%	136%	#DIV/0!	941%	837%	550%	126%	563%	52%	24%	88%	39%	36%	92%	269%	117%
Gross margin					3708%	400%	#DIV/0!	-36%	-63%	23%	-18%	-151%	-185%	-262%	-145%	-234%	36%	92%	269%	292%
•	183%	148%	95%	86%	117%	16%	#DIV/0!	-36%	-19%	-9%	-16%	-151%	12%	-202%	145%	-234% 4%	0%	0%	269%	1%
Sales and marketing																				
General and administrative	179%	76%	72%	0%	61%	6%	-44%	-34%	-22%	-25%	-33%	5%	2%	-6%	-11%	5%	0%	7%	7%	5%
Research and development	79%	58%	17%	-4%	29%	-25%	-49%	-49%	-52%	-44%	-56%	-42%	-37%	-38%	-44%	3%	0%	0%	0%	1%
Operating income (loss)	141%	81%	71%	25%	67%	5%	-30%	-33%	-34%	-24%	-31%	-23%	-18%	-23%	-24%	-11%	-2%	-2%	-15%	-8%
Net income (loss)	78%	122%	113%	19%	76%	6%	-43%	-32%	-23%	-26%	27%	-8%	-25%	-16%	-5%	-42%	-2%	-2%	-15%	-19%
EPS Diluted (pro forma)	69%	115%	55%	3%	40%	-29%	-44%	-43%	-42%	-36%	-31%	-6%	1%	-3%	-14%	27%	-6%	-6%	-19%	-3%
I .						1					1									

Source: Company reports and Ascendiant Capital Markets estimates.

Reflects a 1:15 reverse stock split in December 2023



PAVmed Inc.

Balance Sheet (\$ mils)	Mar-22	Jun-22	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24	Mar-25	Jun-25	Sep-25	Dec-25
Fiscal Year End: December 31	Q1A	Q2A	Q3A	Q4A	Q1A	Q2A	Q3A	Q4A	Q1A	Q2E	Q3E	Q4E	Q1E	Q2E	Q3E	Q4E
Access																
Assets		05.0			40.0	07.0		40.0		05.0			(= =)	(40 =)	(00.0)	(00.0
Cash and cash equivalents	64.7	65.2	56.8	39.7	49.3	37.2	26.4	19.6	25.5	25.3	14.4	3.4	(7.5)	(18.7)	(29.6)	(39.0
Short term investments										0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable	0.1		0.0	0.0	0.0	0.0	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Inventory								0.3	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4
Deferred income taxes										0.0	0.0	0.0	0.0	0.0	0.0	0.0
Prepaid expenses and other	6.2	5.7	5.2	4.2	4.5	5.9	6.0	<u>4.5</u>	<u>3.6</u>	<u>3.6</u>	<u>3.6</u>	<u>3.6</u>	<u>3.6</u>	<u>3.6</u>	<u>3.6</u>	3.6
Total current assets	71.0	70.8	62.0	43.9	53.8	43.1	32.5	24.5	29.6	29.4	18.5	7.4	(3.5)	(14.7)	(25.6)	(35.0
Property and equipment, net	2.1	2.3	2.4	2.5	2.3	2.0	1.8	1.8	1.6	1.3	0.7	0.4	0.0	0.0	(0.3)	(0.4
Intangibles, net	7.6	4.5	4.0	3.4	2.9	2.4	1.9	1.4	1.1	1.1	1.1	1.1	1.1	1.1	1.1	1.1
Deferred income tax										0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	3.6	4.9	4.2	4.2	6.3	6.1	5.8	5.4	<u>5.0</u>	5.0	<u>5.0</u>	5.0	5.0	<u>5.0</u>	<u>5.0</u>	5.0
Total assets	84.3	82.5	72.5	54.0	65.3	53.7	42.0	33.1	37.3	36.7	25.3	13.9	2.6	(8.6)	(19.8)	(29.3
Liabilities and stockholders' equity																
Accounts payable	8.2	4.5	2.5	2.7	1.3	1.2	2.2	1.8	1.5	1.5	1.5	1.5	1.5	1.5	1.5	1.5
Accrued expenses	3.5	2.9	2.9	3.7	3.7	4.9	5.5	6.6	6.7	6.7	6.7	6.7	6.7	6.7	6.7	6.7
Deferred income tax									• • • • • • • • • • • • • • • • • • • •	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	5.8	1.9	1.0	1.1	1.3	1.7	1.9	1.6	1.3	1.3	1.3	1.3	1.3	1.3	1.3	1.3
Short term debt		29.5	35.5	33.7	44.3	43.0	45.0	44.2	45.5	45.5	45.5	45.5	45.5	45.5	45.5	45.5
Total current liabilities	17.5	38.9	41.9	41.2	50.5	50.8	54.5	54.2	55.0	55.0	55.0	55.0	55.0	55.0	55.0	55.0
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	2.1	2.2	2.0	1.8	3.9	3.7	3.3	3.0	2.8	2.8	2.8	2.8	2.8	2.8	2.8	2.8
Long term debt	2.1	2.2	2.0	1.0	0.0	5.7	5.5	5.0	2.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total other liabilities	2.1	2.2	2.0	1.8	3.9	3.7	3.3	3.0	2.8	2.8	2.8	2.8	2.8	2.8	2.8	2.8
Total other machines					0.0	•	0.0	0.0								
Preferred stock	2.5	2.6	2.6	2.7	2.8	2.8	2.9	3.0	3.1	3.1	3.1	3.1	3.1	3.1	3.1	3.1
Common stock	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.0	0.0	1.9	3.8	5.7	7.6	9.5	11.4	13.3
Additional paid-in capital	199.7	201.3	214.3	216.1	221.2	226.3	232.2	237.6	237.9	237.9	237.9	237.9	237.9	237.9	237.9	237.9
Retained earnings	(155.8)	(181.4)	(207.6)	(228.2)	(246.2)	(260.8)	(278.5)	(294.4)	(309.7)	(323.2)	(336.5)	(349.8)	(363.0)	(376.1)	(389.2)	(400.6
Treasury stock	(0.5)	(0.5)	(0.4)	(0.4)	'	,		· /	,	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accumulated other comprehensive in	come	. ,	. ,	. ,						11.0	11.0	11.0	11.0	11.0	11.0	11.0
Minority Inerest	18.8	19.4	19.6	20.6	32.9	30.7	27.4	29.8	48.2	48.2	48.2	48.2	48.2	48.2	48.2	48.2
Total stockholders' equity	64.7	41.4	28.6	10.9	10.8	(8.0)		(24.0)	(20.6)	(21.1)	(32.6)	(44.0)	(55.2)	(66.5)	(77.6)	(87.1
Total stockholders' equity and liabil	84.3	82.5	72.5	54.0	65.3	53.7	42.0	33.1	37.3	36.7	25.3	13.9	2.6	(8.6)	(19.8)	(29.3

Balance Sheet Drivers

	Mar-22	Jun-22	Sep-22	Dec-22	Mar-23	Jun-23	Sep-23	Dec-23	Mar-24	Jun-24	Sep-24	Dec-24	Mar-25	Jun-25	Sep-25	Dec-25
	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)	11.25	7.14	4.77	1.83	1.67	(0.12)	(2.12)	(3.00)	(2.37)	(2.22)	(3.39)	(4.53)	(5.63)	(6.71)	(7.76)	(8.62)
Cash per Share (diluted)	11.25	11.24	9.49	6.64	7.61	5.34	3.54	2.45	2.94	2.67	1.50	0.35	(0.77)	(1.89)	(2.96)	(3.86)
Net cash per Share (diluted)	11.25	6.15	3.56	1.02	0.77	(0.84)	(2.49)	(3.06)	(2.30)	(2.13)	(3.24)	(4.35)	(5.41)	(6.49)	(7.51)	(8.37)

Source: Company reports and Ascendiant Capital Markets estimates



PAVmed Inc.

Cash Flow Statement (\$ mils)			Sep-22		2022	Mar-23	Jun-23		Dec-23	2023			Sep-24			Mar-25				2025
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 activi	l tion																			
Net income	(19.6)	(29.1)	(29.9)	(04.0)	(103.2)	(00.0)	(17.9)	(21.7)	(17.4)	(79.3)	(18.5)	(40.4)	(40.4)	(40.0)	(E0.0)	(13.1)	(40.0)	(40.4)	(44.4)	(50.
Depreciation	0.1	(29.1)	0.7	(24.6)	(103.2)	(22.2)	0.7	0.7	0.7	2.9	0.6	(13.4)	(13.4)	(13.3)	(58.6) 2.3	0.6	(13.2)	(13.1)	(11.4) 0.6	(50.
Amortization	0.1	(0.1)	0.0	0.7	0.0	0.7	0.7	0.7	0.7	0.0	0.6	0.0	0.6	0.0	0.0	0.6	0.0	0.0	0.6	0
Debt related amortization expen		(0.1)	0.0		0.0		2.5	2.2	(E 0)	0.0					0.0					0.
Stock comp	4.8	5.2	5.0	5.2	20.2	4.4	2.5	3.3 2.2	(5.8) 2.6	11.8	1.9	1.9	1.9	1.9	7.6	1.9	1.9	1.9	1.9	7
Deferred income taxes	4.0	5.2	5.0	5.2	0.0	4.4	2.5	2.2	2.0	0.0	1.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0
	Carla State .	2.0	(0.2)	(0.5)	1.3	1.0	(0.0)	0.0	5.7	6.0	2.5	0.0	0.0	0.0	2.5	0.0	0.0	0.0	0.0	
Change in fair value of warrant I Writedowns and impairments	iability	2.5	(0.3) 6.1	(0.5) 0.3	9.0	1.7	(0.8)	2.9	0.8	4.9	2.5				0.0					
Other gains/losses		2.5	6.1	0.3	0.0	(1.0)	0.7	0.0	0.0	(0.3)					0.0					
Other gains/losses	0.2	(0.1)	0.0	0.0	0.0	0.8	0.7	0.0	(0.6)	0.3					0.0					
Changes in operating assets and I		(0.1)	0.0	0.0	0.1	0.6	0.0	0.1	(0.6)	0.3					0.0					, ,
Accounts receivable	0.1	0.1	(0.0)	0.0	0.2	(0.0)	(0.0)	0.0	(0.0)	(0.0)	(0.0)				(0.0)					(
Prepaid expenses & other curre		(1.5)	1.1	1.0	0.4	(0.0)	(1.3)	(0.2)	1.5	(0.0)	0.5	0.0	0.0	0.0	0.5	0.0	0.0	0.0	0.0	
Other assets	(0.1)	(1.5)	1.1	1.0	0.4	(0.3)	(1.3)	(0.2)	1.5	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
Accounts payable	3.9	(2.9)	(2.0)	0.2	(0.7)	(4.4)	(0.1)	1.0	(0.4)	(0.9)	(0.3)	0.0	0.0	0.0	(0.3)	0.0	0.0	0.0	0.0	
Accounts payable Accrued expenses	(1.8)	0.4	(0.0)	0.2	(0.7)	(1.4)	1.2	0.5	1.0	2.8	0.2	0.0	0.0	0.0	0.3)	0.0	0.0	0.0	0.0	
Other liabilities	(1.0)	0.4	(0.0)	0.6	0.0	0.0	(0.0)	0.5	1.0	0.0	0.2	0.0	0.0	0.0	0.2	0.0	0.0	0.0	0.0	
	(40.0)	(00.0)	(40.0)	(40.0)	(71.0)	_	(12.8)		(44.0)	(52.0)	(40.4)	_		(10.8)		_		_		_
Net cash (used in) provided by	(12.3)	(22.6)	(19.3)	(16.8)	(71.0)	(16.3)	(12.6)	(11.1)	(11.9)	(52.0)	(13.1)	(10.9)	(10.9)	(10.6)	(45.7)	(10.6)	(10.7)	(10.6)	(8.9)	(40.
Cash flow from investing activit	ioo																			
Purchases of property and equip		(0.4)	(0.3)	(0.3)	(1.5)	(0.0)	(0.0)	(0.0)	(0.2)	(0.2)	(0.0)	(0.2)	(0.0)	(0.2)	(0.6)	(0.2)	(0.6)	(0.2)	(0.6)	(1
Purchases of short-term investre		(0.4)	(0.3)	(0.3)	0.0	(0.0)	(0.0)	(0.0)	(0.2)	0.0	(0.0)	(0.2)	(0.0)	(0.2)	0.0	(0.2)	(0.0)	(0.2)	(0.0)	()
Acquisitions	ienis	(2.2)	(1.0)		(3.2)	1.0				1.0					0.0					0
Other		(2.2)	(1.0)		0.0	1.0				0.0					0.0					
	(0.0)	(0.0)	(4.0)	(0.0)		4.0	(0.0)	(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 investing activ	(0.6)	(2.6)	(1.3)	(0.3)	(4.7)	1.0	(0.0)	(0.0)	(0.2)	0.8	(0.0)	(0.2)	(0.0)	(0.2)	(0.6)	(0.2)	(0.6)	(0.2)	(0.6)	(1
Cash flow from financing activit																				
Issuance of debt	lies	25.0	10.2		35.2	9.9	0.1			10.0		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(
		25.0	10.2			9.9	0.1		(0.4)		(0.0)	0.0	0.0	0.0		0.0	0.0	0.0	0.0	
Repayment of debt			4.0	0.4	0.0	445			(0.1)	(0.1)	(0.3)				(0.3)		0.0			0
Issuance of stock	0.0	0.0	1.8	0.1	1.9	14.5	0.6	0.0	5.4	20.4	19.0	0.0	0.0	0.0	19.0	0.0	0.0	0.0	0.0	0
Proceeds from stock option exe	0.3	0.9	0.3	0.0	1.5	0.5	0.0	0.4	0.0	0.8	0.4	11.0			0.4 11.0					
Other		(0.4)			(0.4)					0.0		11.0								
Dividends and distributions					0.0					0.0					0.0					<u>C</u>
Cash provided by (used in) fina	0.3	25.5	12.3	0.1	38.2	24.8	0.7	0.4	5.3	31.2	19.0	11.0	0.0	0.0	30.0	0.0	0.0	0.0	0.0	0
Effect of such assessment on such					0.0					0.0					0.0					
Effect of exchange rate on cash					0.0					0.0					0.0					C
Net increase (decrease) in cash	(12.5)	0.4	(8.4)	(17.0)	(37.5)	9.5	(12.1)	(10.8)	(6.8)	(20.1)	5.9	(0.2)	(10.9)	(11.1)	(16.3)	(10.9)	(11.2)	(10.9)	(9.4)	(42
Beginning cash and equivalents		64.7	65.2	56.8	77.3	39.7	49.3	37.2	26.4	39.7	19.6	25.5	25.3	14.4	19.6	3.4	(7.5)	(18.7)	(29.6)	3
Ending cash and equivalents	64.7	65.2	56.8	39.7	39.7	49.3	37.2	26.4	19.6	19.6	25.5	25.3	14.4	3.4	3.4	(7.5)	(18.7)	(29.6)	(39.0)	(39

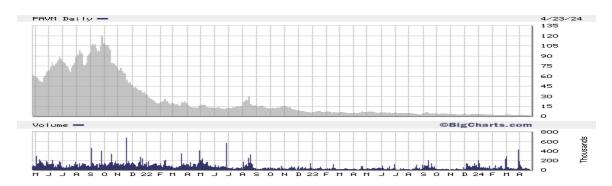
Source: Company reports and Ascendiant Capital Markets estimates



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PAVmed Inc.



*Reflects a 1:15 reverse stock split in December 2023.

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

	Report Date		Price
Report	Date	Rating	Target
1	11/5/2020	Buy	75.00
2	11/21/2020	Buy	78.75
3	3/18/2021	Buy	135.00
4	6/4/2021	Buy	142.50
5	8/23/2021	Buy	150.00
6	12/1/2021	Buy	157.50
7	4/16/2022	Buy	142.50
8	6/6/2022	Buy	135.00
9	9/14/2022	Buy	131.25
10	11/22/2022	Buy	123.75
11	4/9/2023	Buy	116.25
12	5/26/2023	Buy	112.50
13	9/5/2023	Buy	105.00
14	12/8/2023	Buy	30.00
15	4/14/2024	Buy	26.00

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PAVM: PAVmed Inc.



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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.

Ascendiant Capital Markets, LLC Distribution of Investment Ratings (as of April 15, 2024)

Investment Banking Services

			Past 12 months						
Rating	Count	Percent	Count	Percent					
Buy	55	98%	18	33%					
Hold	0	0%	0	0%					
Sell	1	2%	0	0%					
Total	56	100%	18	32%					

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