

May 24, 2025

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Stock Data

Exchange:	NasdaqCM
52-week Range:	\$16.84 - 70.26
Shares Outstanding (million):	3.3
Market cap (\$million):	\$153
EV (\$million):	\$161
Debt (\$million):	\$18
Cash (\$million):	\$10
Avg. Daily Trading Vol. (\$million):	\$3
Float (million shares):	2
Short Interest (million shares):	~0
Dividend, annual (yield):	\$0 (NA%)

Revenues (US\$ million)

	<u>2025E</u> (Cur.)	<u>2025E</u> (Old)	<u>2026E</u> (Cur.)	<u>2026E</u> (Old)
Q1 Sep	15A		15E	
Q2 Dec	17A		17E	
Q3 Mar	17A	18E	18E	
Q4 Jun	<u>18E</u>	<u>19E</u>	<u>19E</u>	
Total	67E	68E	70E	
EV/Revs	2.4x		2.3x	

Earnings per Share (pro forma)

	<u>2025E</u> (Cur.)	<u>2025E</u> (Old)	<u>2026E</u> (Cur.)	<u>2026E</u> (Old)
Q1 Sep	0.75A		0.50E	0.52E
Q2 Dec	0.61A		0.59E	
Q3 Mar	0.98A	0.47E	0.62E	
Q4 Jun	<u>0.47E</u>	<u>0.48E</u>	<u>0.66E</u>	<u>0.65E</u>
Total	2.81E	2.30E	2.38E	
P/E	16x		19x	

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 8.



Pro-Dex, Inc.

Q3 EPS upside. Strong growth and positive long-term outlook. Raising P/T to \$56.

COMPANY UPDATE

Q3 EPS upside: Pro-Dex recently (on May 1) reported its fiscal Q3 2025 (ending March) results. Revenue was \$17.4 million (+22% y-o-y), compared with our estimate of \$17.7 million. EPS was \$0.98, compared with our estimate of \$0.47. There was no guidance or consensus estimates.

Revenue +22%: Revenue was +22% (y-o-y) due to increased new medical device product revenue and repairs. Gross margins were up y-o-y (33% vs. 28% y-o-y).

Operating income up: Because the company has wide volatility in its investment income/loss, we believe investors should focus on operating income which was \$3.6 million compared with our estimates of \$2.2 million and \$2.2 million in Q3 FY24.

No guidance: Management as usual did not provide any forward guidance.

Adjusting FY25 estimates: We are adjusting our FY25 estimates for revenue to \$67 million, from \$68 million, and for EPS to \$2.81 from \$2.30. We are maintaining our FY26 estimates for revenue of \$70 million, and for EPS of \$2.38.

We remain positive: The company has experienced strong revenue growth over most of the past 9 years (+24% in FY15, +51% in FY16, +14% in FY17, +1% in FY18, +21% in FY19, +28% in FY20, +9% in FY21, +11% in FY22, +10% in FY23, and +17% in FY24). The management team has won many new product contracts and invested in its own private label products, driving strong growth.

Solid growth expected long term: We expect revenue growth to remain solid over the next several years. We estimate +24% revenue growth in FY25 and +4% in FY26, after a very strong +17% in FY24.

Large market potential: We believe there is substantial market demand for medical contract manufacturing. By focusing on highly specialized medical and dental devices, we believe that the company is developing a proprietary niche in contract manufacturing. Due to high government regulations and the high value of medical products, we believe Pro-Dex is better able to compete and add value.

New building expansion: For planned future growth, the company in November 2020 acquired a new manufacturing facility for \$6.5 million. The new Franklin facility is near its current facility. In Q1 FY23, the FDA authorized commencement of manufacturing activities at its new Franklin facility. The company began operations there in Q3 FY23. The company completed the transfer of assembly and repairs operations in Q4 FY23 and this should provide adequate facilities for strong future growth.

Product diversification: A large portion of Pro-Dex's revenue is derived from a few customers and products. We believe it is positive that Pro-Dex is developing several devices to diversify its customer base and product lines.

Positive valuation: We are maintaining our BUY rating, but raising our 12month price target to \$56 from \$54, which is based on a forward P/E multiple of ~23.5x our FY26 EPS estimate of \$2.38. We believe this multiple is reasonable as it is its estimated near-term earnings growth rate (implying a PEG ratio of 1 (P/E to growth rate)).

Company Description

Based in Irvine, CA, Pro-Dex provides OEMs outsourcing design, development, and manufacturing services in the surgical, dental, and industrial markets.

Rating: BUY

Ticker:	PDEX	
Price:	\$46.24	
Target:	\$56	
(fr	om \$54)	



OVERVIEW

- Pro-Dex recently (on May 1) reported its fiscal Q3 2025 (ending March) results.
- Revenue was \$17.4 million (+22% y-o-y), compared with our estimate of \$17.7 million.
- EPS was \$0.98, compared with our estimate of \$0.47.
- There was no guidance or consensus estimates.
- Management as usual did not provide any forward guidance.
- We are adjusting our FY25 estimates for revenue to \$67 million, from \$68 million, and for EPS to \$2.81 from \$2.30.
- We are maintaining our FY26 estimates for revenue of \$70 million, and for EPS of \$2.38.

ADDITIONAL DETAILS

- Gross profit for the quarter was \$5.8 million, compared with our estimate of \$5.3 million.
- Gross margin for the quarter was 33%, versus 22% last year and our estimate of 30%.
- Operating expenses were \$2.2 million, compared with our estimate of \$3.1 million.
- Operating income was \$3.6 million, compared with our estimate of \$2.2 million.
- Net income was \$3.3 million, compared with our estimate of \$1.6 million.
- Q3 Backlog was \$50 million, versus \$48 million in Q2.

The company's balance sheet has \$10 million in cash and \$18 million in debt, compared with \$5 million in cash and \$16 million in debt as of December.



Exhibit 1: Q3 FY25 CEO Comments (on May 1, 2025)

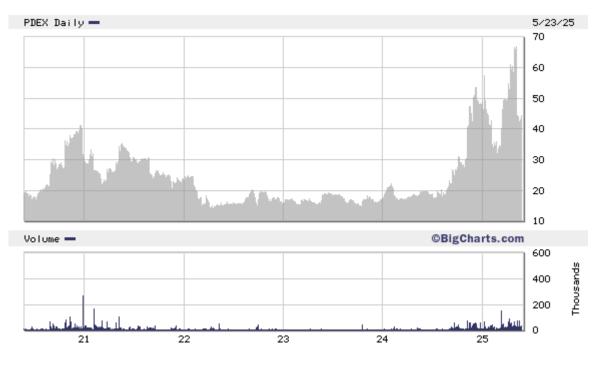
CEO Comments

"We are pleased with our performance including increasing sales and operating income," said the Company's President and Chief Executive Officer, Richard L. ("Rick") Van Kirk. "We are tracking toward another record fiscal year from a revenue perspective, and I continue to be grateful to the entire Pro-Dex team for their contributions, resilience, and teamwork."

Source: Company report.



Exhibit 2: Pro-Dex's Stock Price (5-Years)



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



FINANCIAL MODEL

Pro-Dex, Inc. Sep-22 Dec-22 Mar-23 Jun-23 2023 Sep-23 Dec-23 Mar-24 Jun-24 2024 Sep-24 Dec-24 Mar-25 Jun-25 2025 Sep-25 Dec-25 Mar-26 Jun-26 2026 Income Statement (\$ mils) Fiscal Year End: June 30 Q1A Q2A Q3A Q4A FY-A Q1A Q2A Q3A Q4A FY-A Q1A Q2A Q3A Q4E FY-E Q1E Q2E Q3E Q4E FY-E 11.3 13.1 17.4 17.3 17.9 Total Revenue 11.1 10.6 46.1 11.9 12.6 14.3 15.0 53.8 14.9 16.8 17.9 67.0 15.3 19.4 70.0 Cost of Revenues 10.3 <u>11.8</u> 8.1 8.7 9.3 33.3 8.3 9.8 10.9 39.3 9.7 11.7 11.6 12.5 45.6 10.6 12.2 13.2 47.7 7.3 Gross Profit 3.0 26 3.8 34 12 8 3.7 28 40 4 1 14.6 5.2 51 5.8 5.4 21.4 48 5.5 57 6.2 22.3 Sales and marketing 0.1 0.1 0.0 0.0 0.2 0.0 0.0 0.0 0.0 0.1 0.0 0.0 0.1 0.3 0.5 0.2 0.2 0.2 0.2 0.7 General and administrative 1.0 1.0 1.0 1.0 4.0 1.0 1.2 1.0 0.9 4.1 1.2 1.4 1.1 1.6 5.4 1.3 1.5 1.6 1.7 6.1 Research and development 0.9 0.5 0.7 0.7 2.8 0.8 0.8 0.8 0.8 3.2 0.8 0.9 0.9 1.2 4.0 1.0 1.1 1.1 1.2 4.3 Restructuring and other 0.0 0.0 0.0 0.0 2.2 2.8 Total operating expenses 2.0 1.5 1.7 1.8 7.0 1.8 2.0 1.8 1.7 7.4 2.1 2.4 3.2 9.8 2.4 2.8 3.1 11.1 Operating income (loss) 0.9 2.1 0.8 2.2 7.2 3.0 2.7 3.6 2.2 11.5 2.3 2.8 2.9 3.2 1.1 1.6 5.8 1.8 2.4 11.2 (0.1) Interest income (expense) 0.1 (0.1) (0.1)(0.1) (0.1 (0.2) (0.2) (0.2 (0.7 (0.2) (0.2) (0.2 (0.1)(0.2)(0.1)(0.1)(0.4)(0.2)(0.7 Other income (expense) 0.3 0.2 0.5 0.7 (0.0) <u>0.4</u> 0.0 (0.2)(2.6) (1.2)(0.3 (4.1 0.1 1.1 1.7 Income before income taxes 1.3 1.2 1.8 2.0 6.3 (0.8)0.6 0.9 1.9 2.6 3.3 2.6 4.6 2.0 12.5 2.2 2.6 2.7 3.0 10.5 (0.2)Income taxes 0.2 0.3 0.5 0.5 1.5 0.1 0.3 0.3 0.5 0.9 0.5 1.3 0.4 3.1 0.4 0.5 0.5 0.6 2.1 Net income (loss) 1.1 0.9 1.3 1.5 4.8 (0.6) 0.5 0.7 1.6 2.1 2.5 2.0 3.3 1.6 9.4 1.7 2.1 2.2 2.4 8.4 Nonrecurring/noncash adjustments 0.0 0.0 0.0 0.0 Net income (pro forma) 1.1 0.9 1.3 1.5 4.8 (0.6) 0.5 0.7 1.6 2.1 2.5 2.0 3.3 9.4 1.7 2.1 2.2 2.4 8.4 1.6 EBITDA 1.4 1.5 2.5 2.1 7.4 2.3 1.3 2.7 2.6 8.9 3.4 3.1 4.1 2.6 13.2 2.7 3.1 3.3 3.5 12.7 Shares, Basic 3.6 3.6 35 35 3.6 35 35 35 34 35 33 33 3.3 3.3 3.3 34 34 3.5 3.5 34 Shares Diluted 37 37 36 36 36 36 36 35 3.5 36 33 33 33 34 33 3.5 3.5 3.6 3.6 35 EPS Basic (Pro forma) \$0.30 \$0.25 \$0.37 \$0.42 \$1.34 (\$0.17) \$0.14 \$0.19 \$0.76 \$0.63 \$1.00 \$0.48 \$2.87 \$0.52 \$0.61 \$0.64 \$0.68 \$2.45 \$0.47 \$0.61 EPS Diluted (Pro forma) \$0.29 \$0.24 \$0.36 \$0.42 \$1.31 (\$0.17) \$0.14 \$0.19 \$0.46 \$0.60 \$0.75 \$0.61 \$0.98 \$0.47 \$2.81 \$0.50 \$0.59 \$0.62 \$0.66 \$2.38 Margins Gross margin 26.7% 23.2% 29.1% 31.6% 27.7% 30.6% 22.3% 28.0% 27.2% 27.0% 34.6% 30.2% 33.3% 30.0% 31.9% 31.2% 32.0% 32.0% 32.09 31.8% Sales and marketing 0.2% 1.0% 1.0% 0.5% 0.6% 0.2% 0.1% 0.3% 0.2% 0.3% 0.1% 0.3% 0.3% 0.3% 0.6% 1.6% 0.7% 1.0% 1.0% 1.0% General and administrative 9.2% 8.4% 8.3% 8.4% 8.7% 7.7% 9.5% 5.8% 7.6% 8.3% 6.3% 8.0% 8.7% 8.7% 8.7% 9.8% 8.7% 7.1% 9.2% 8.7 Research and development 8.4% 4.1% 5.5% 6.5% 6.1% 6.7% 6.3% 5.3% 5.6% 5.9% 5.7% 5.6% 5.4% 6.9% 5.9% 6.2% 6.2% 6.0% 6.0 6.1% Operating margin 8.6% 10.1% 15.8% 15.1% 12.5% 15.4% 6.2% 15.5% 15.6% 13 3% 20.2% 16.0% 20.9% 12.3% 17.2% 15.3% 16.1% 16.3% 16.3% 16.0% Tax rate, GAAP 16.8% 25.1% 25.7% 25.5% 23.7% 25.8% 19.4% 28.3% 17.8% 9.2% 25.7% 21.1% 28.1% 21.0% 24.9% 20.0% 20.0% 20.0% 20.09 20.0% 10.0% -5.2% 4.0% 4.0% 11.3% 12.0% 12.2% 12.0% Net margin 9.7% 7.8% 14.1% 10.3% 4.6% 10.6% 16.6% 12.1% 18.8% 8.9% 14.0% 12.3% Y/Y % change 22% Total Revenue 11% 11% 41% -16% 9% 41% 25% 33% 24% 3% 9% 10% 8% 12% 17% 19% 3% 3% 4% Gross margin -14% -23% 33% -2% 24% 7% 5% 22% 14% 41% 81% 45% 31% 47% -7% 9% -1% 16% 4% -3% Sales and marketing 43% 209% 20% -25% 69% -53% -46% -29% 322% -24% 92% 32% 565% 654% 324% 220% 253% 59% -32% 41% General and administrative -6% -18% -12% -30% -18% -3% 26% 0% -17% 1% 25% 16% 8% 90% 32% 7% 8% 42% 3% 13% Research and development -5% -24% 8% -4% -6% -13% 69% 7% 20% 14% 5% 20% 25% 48% 24% 13% 14% 14% -6% 8% -28% 24% Operating income (loss) -29% 102% 12% 93% -32% 46% 64% 246% 64% 61% -22% -20% 44% -3% 36% 7% -6% 3% Net income (loss) 1% -5% 184% 7% 24% 157% -43% -50% 6% -55% -501% 308% 400% 1% 341% -30% 2% -33% 50% 10% EPS Diluted (Pro forma) 3% -2% 194% 10% 28% -158% -42% -49% 10% -55% -540% 342% 428% 3% 371% -33% -3% -37% 41% -15%

Source: Company reports and Ascendiant Capital Markets estimates.



Pro-Dex, Inc.

Balance Sheet (\$ mils)	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	Mar-26	Jun-26
Fiscal Year End: June 30	Q1A	Q2A	Q3A	Q4A	Q1A	Q2A	Q3A	Q4A	Q1A	Q2A	Q3A	Q4E	Q1E	Q2E	Q3E	Q4E
Assets																
Cash and cash equivalents	2.8	0.4	2.1	2.9	1.9	1.3	3.2	2.6	3.1	0.1	4.5	3.5	10.0	8.8	9.9	9.7
Short term investments	0.8	1.1	1.1	1.1	1.0	5.8	4.6	4.2	4.7	4.7	5.4	5.4	5.4	5.4	5.4	5.4
Accounts receivable, net	11.0	12.2	10.6	10.0	11.0	13.2	12.5	13.9	13.5	18.5	15.9	16.9	14.5	16.3	16.9	18.4
Due from factor												0.0	0.0	0.0	0.0	0.0
Unbilled receivable																
Deferred costs	0.6	0.9	0.3	0.5	0.6	0.4	0.3	0.3	0.2	0.2	0.1	0.1	0.1	0.1	0.1	0.1
Inventory	15.7	15.1	15.1	16.2	16.3	15.0	14.2	15.3	16.6	19.6	23.4	25.3	21.3	23.7	24.6	26.7
Deferred income taxes					0.4							0.0	0.0	0.0	0.0	0.0
Prepaid expenses and other	0.9	1.7	1.9	0.3	0.2	0.9	1.1	0.3	0.4	1.3	0.6	0.6	0.5	0.6	0.6	0.7
Total current assets	31.8	31.4	31.1	31.0	31.4	36.6	36.0	36.6	38.5	44.3	49.9	51.9	51.9	55.1	57.7	60.9
Property and equipment, net	11.2	11.5	11.4	11.3	11.2	13.2	12.9	12.7	12.7	11.6	11.4	11.5	11.6	11.7	11.8	11.9
Intangibles, net	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Goodwill	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Long term investments	1.9	1.7	1.5	7.5	5.1	1.5	1.5	1.6	1.5	1.6	0.2	0.0	0.0	0.0	0.0	0.0
Deferred income tax	0.8	0.8	0.8	7.5	5.1	1.5	1.5	1.6	1.5	1.6	1.6	1.6	1.6	1.6	1.6	1.6
Other	2.2	2.1	2.0	1.9	1.8	0.0	0.0	0.0	0.0	1.0	1.0 <u>1.2</u>	1.0	1.0	1.0	1.0	1.0
Total assets	48.0	47.6	47.0	51.8	49.6	51.4	50.5	52.5	<u>54.3</u>	60.4	64.3	66.3	66.4	69.7	72.4	75.8
Total assets	40.0	47.0	47.0	51.0	45.0	51.4	50.5	52.5	54.5	00.4	04.5	00.5	00.4	09.7	72.4	75.0
Liabilities and stockholders' equity																
Accounts payable	3.5	3.4	3.1	2.3	2.7	2.9	3.4	4.5	4.4	5.7	6.0	6.1	5.3	5.9	6.1	6.7
Accrued expenses	3.2	3.3	2.4	3.1	2.7	2.8	2.7	3.4	4.0	5.2	3.5	3.6	3.1	3.5	3.6	4.0
Deferred revenue	0.9	0.9	0.1				0.0	0.0				0.0	0.0	0.0	0.0	0.0
Deferred income tax	0.7	1.0	1.5	0.5		0.4	0.4	0.6	0.4	0.3	0.4	0.4	0.0	0.0	0.0	0.0
Capital lease												0.0	0.0	0.0	0.0	0.0
Other												0.0	0.0	0.0	0.0	0.0
Short term debt	<u>3.3</u>	<u>3.1</u>	<u>3.1</u>	<u>3.8</u>	<u>2.8</u>	3.8	<u>3.9</u>	4.4	<u>2.4</u>	<u>5.9</u>	<u>8.4</u>	<u>8.4</u>	<u>8.4</u>	<u>8.4</u>	<u>8.4</u>	<u>8.4</u>
Total current liabilities	11.7	11.7	10.1	9.7	8.3	10.0	10.4	12.9	11.3	17.1	18.3	18.6	16.8	17.9	18.2	19.0
Deferred income taxes				0.0	0.0	0.0	0.0					0.0	0.0	0.0	0.0	0.0
Other long term liabilities	2.0	1.9	1.7	1.6	1.5	1.4	1.3	1.2	1.1	0.9	0.8	0.8	0.8	0.8	0.8	0.8
Long term debt	9.9	9.6	9.2	8.9	8.6	8.2	7.9	7.5	11.1	10.5	9.9	9.9	9.9	9.9	9.9	9.9
Total other liabilities	11.9	11.4	11.0	10.6	10.1	9.7	9.2	8.7	12.1	11.4	10.7	10.7	10.7	10.7	10.7	10.7
Common stock	7.4	6.5	6.6	6.8	7.0	7.1	5.6	3.9	1.5	0.4	0.6	0.7	0.9	1.0	1.2	1.3
Additional paid-in capital	1.4	0.0	0.0	0.0	7.0	7.1	0.0	0.0	1.5	0.4	0.0	0.7	0.0	1.5	1.2	1.5
Retained earnings	17.1	17.9	19.3	24.8	24.2	24.7	25.4	27.0	29.4	31.5	34.7	36.3	38.1	40.1	42.3	44.7
Accumulated other comprehensive in	1			20			20.4	20	20.4	00	07	0.0	0.0	0.0	0.0	0.0
Other	1															
Total stockholders' equity	24.4	24.5	25.8	31.6	31.2	31.8	30.9	30.9	30.9	31.8	35.3	37.0	38.9	41.2	43.5	46.1
Total stockholders' equity and liabil	48.0	47.6	47.0	51.8	49.6	51.4	50.5	52.5	54.3	60.4	64.3	66.3	66.4	69.7	72.4	75.8

Balance Sheet Drivers

Balance encor Billore																
	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	Mar-26	Jun-2
	Q1A	Q2A	Q3A	Q4A	Q1A	Q2A	Q3A	Q4A	Q1A	Q2A	Q3A	Q4E	Q1E	Q2E	Q3E	Q4E
Prepaid as % of total rev	8%	15%	15%	3%	2%	7%	8%	2%	3%	8%	4%	4%	4%	4%	4%	4%
Accounts payable as % of total rev	32%	30%	23%	21%	23%	23%	24%	30%	30%	34%	34%	34%	34%	34%	34%	34%
Inventories as % of cost of rev	193%	175%	163%	222%	196%	154%	138%	140%	170%	167%	202%	202%	202%	202%	202%	202%
Accrued expenses as % of total rev	29%	29%	19%	29%	23%	23%	19%	22%	27%	31%	20%	20%	20%	20%	20%	20%
Activity Ratios																
A/R Days Sales Outstanding	90	97	73	84	83	94	79	83	22	112	85	85	85	85	85	85
Inventory Turnover	2.1x	2.3x	2.4x	1.8x	2.0x	2.6x	2.9x	2.9x	2.3x	2.4x	2.0x	2.0x	2.0x	2.0x	2.0x	2.0>
A/P Days Payable	39	35	30	28	30	27	30	37	41	44	46	44	45	45	45	45
Book & Cash Value (per share)																
Book Value per Share (diluted)	\$6.61	\$6.70	\$7.13	\$8.75	\$8.64	\$8.80	\$8.78	\$8.89	\$9.38	\$9.54	\$10.57	\$10.89	\$11.28	\$11.76	\$12.26	\$12.79
Cash per Share (diluted)	\$0.98	\$0.42	\$0.89	\$1.13	\$0.81	\$1.96	\$2.21	\$1.97	\$2.38	\$1.42	\$2.96	\$2.61	\$4.47	\$4.07	\$4.32	\$4.19
Net cash per Share (diluted)	-\$2.60	-\$3.06	-\$2.52	-\$2.40	-\$2.35	-\$1.38	-\$1.12	-\$1.46	-\$1.72	-\$3.49	-\$2.52	-\$2.77	-\$0.84	-\$1.15	-\$0.83	-\$0.89

Source: Company reports and Ascendiant Capital Markets estimates



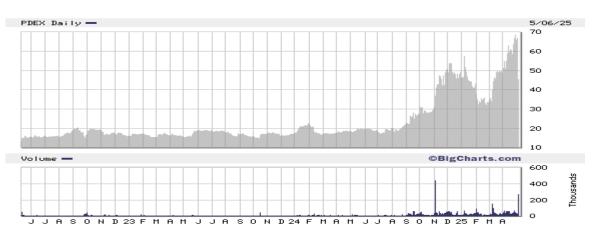
Cash Flow Statement (\$ mils)	Sep-22	Dec-22	Mar-23	Jun-23	2023	Sep-23	Dec-23	Mar-24	Jun-24	2024	Sep-24	Dec-24	Mar-25	Jun-25	2025	Sep-25	Dec-25	Mar-26	Jun-26	2026
iscal Year End: June 30	Q1A	Q2A	Q3A	Q4A	FY-A	Q1A	Q2A	Q3A	Q4A	FY-A	Q1A	Q2A	Q3A	Q4E	FY-E	Q1E	Q2E	Q3E	Q4E	FY-E
Oral firm from a statistic south it																				
Cash flow from operating activit			4.0		- 4	(0.0)	0.5	0.7	4.0		0.5			4.0		47				
Net income	1.1	0.9	1.3	3.8	7.1	(0.6)	0.5	0.7	1.6	2.1	2.5	2.0	3.3	1.6	9.4	1.7	2.1	2.2	2.4	8
Depreciation	0.2	0.2	0.2	0.3	0.9	0.3	0.3	0.3	0.3	1.2	0.3	0.3	0.3	0.2	1.1	0.2	0.2	0.2	0.2	0
Amortization	0.0 0.2	0.0 0.2	0.0 0.2	0.0 0.2	0.0 0.8	0.0	(0.0) 0.2	(0.0) 0.2	(<mark>0.0)</mark> 0.0	(0.0) 0.6	0.0	0.0 0.1	0.0 0.2	0.2	0.0 0.6	0.2	0.2	0.2	0.2	C C
Stock comp		0.2	0.2		0.8	0.2	0.2				0.1			0.2		0.2	0.2	0.2	0.2	0
Provision for bad debts	0.0	(0.0)		(0.0)				0.0	(0.0)	0.0		0.0	(0.0)		0.0	(0.4)				0
Deferred income taxes	0.2	(0.2)	0.2	0.2 0.2	0.3	2.6	0.0	1.2	(1.6)	(1.6)	(0.4)	(0.1)	(4.4)	0.0	0.0	(0.4)	0.0	0.0	0.0	(
Other gains/losses	(0.3)	(0.2)	0.2	(3.9)	(0.0)	2.0	0.0	1.2	0.3	4.1 0.0	(0.4)	(0.1)	(1.1) 0.0		0.0					0
Impairment				(3.9)	0.0					0.0	(0.0)	(0.0)	0.0		0.0					
Acquisition expense Other	0.0	(0.0)	(0.0)	(0.0)		(0.0)	(0.0)	(0.0)	0.0	0.0	0.0	(0.0)	(0,0)		(0.0)					
	0.0	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	0.0	0.0	0.0	(0.0)	(0.0)		(0.0)					1
Changes in operating assets and I		(1.0)	1.0	0.6	E 4	(4.4)	(2.4)	0.7	(1.4)	(2.0)	0.4	(5.0)	2.6	(4.4)	(2.0)	24	(4.0)	(0.0)	(4.4)	
Accounts receivable Due from factor	4.3	(1.2)	1.6	0.6	5.4 0.0	(1.1)	(2.1)	0.7	(1.4)	(3.9) 0.0	0.4	(5.0)	2.6	(1.1) 0.0	(3.0) 0.0	2.4 0.0	(1.8) 0.0	(<mark>0.6)</mark> 0.0	(1.4) 0.0	(*
Unbilled receivable					0.0					0.0				0.0	0.0	0.0	0.0	0.0		
		(0.0)	0.6	(0.0)		(0.4)	0.2	0.1			0.1	0.1	0.0	0.0				0.0	0.0	0
Deferred costs	0.1	(0.3)		(0.2)	0.2	(0.1)			0.1	0.2	-				0.1	0.0	0.0		0.0	
Inventory	(3.0)	0.5	(0.0)	(1.0)	(3.5)	(0.1)	1.2	0.8	(1.0)	0.9	(1.3)	(3.0)	(3.8)	(1.9)	(10.0)	4.0	(2.4)	(0.9)	(2.1)	(
Prepaid expenses & other curre	(0.1)	(0.7)	(0.3)	1.6	0.5	0.1	(0.7)	(0.2)	0.7	(0.0)	(0.1)	(0.9)	0.7	(0.0)	(0.3)	0.1	(0.1)	(0.0)	(0.1)	((
Other assets		(0.0)		(0.1)	0.0					0.0				0.0	0.0	0.0	0.0	0.0	0.0	
Accounts payable	0.3	(0.1)	(1.2)	(0.1)	(1.2)	0.0	0.3	0.4	1.7	2.4	0.6	2.5	(1.4)	0.2	1.8	(0.9)	0.7	0.2	0.5	
Accrued expenses	(0.0)		(0.0)	(0.1)	0.0				(0.0)	0.0	(0.0)			0.1	0.1	(0.5)	0.4	0.1	0.3	(
Deferred revenue	(0.2)		(0.8)	(0.1)	(1.0)			0.0	(0.0)	0.0	(0.0)			0.0	(0.0)	0.0	0.0	0.0	0.0	0
Other liabilities		0.5	0.5	<u>(1.0)</u>	<u>(0.1)</u>	<u>(0.9)</u>	<u>0.8</u>	0.0	<u>0.2</u>	<u>0.2</u>	<u>(0.2)</u>	<u>(0.1)</u>	<u>0.1</u>	<u>0.0</u>	<u>(0.2)</u>	<u>0.0</u>	<u>0.0</u>	0.0	<u>0.0</u>	<u>c</u>
Net cash (used in) provided by	2.9	(0.4)	2.3	0.6	5.5	0.4	0.7	4.1	1.0	6.2	1.887	(4.150)	0.754	(0.7)	(2.2)	6.8	(0.8)	1.4	0.0	7
Cash flow from investing activit	ies																			
Purchases of property and equi	(0.2)	(0.5)	(0,1)	(0.2)	(1.0)	(0.1)	(0.6)	(0,1)	(0.1)	(1.0)	(0.4)	(0.5)	(0.2)	(0.3)	(1.5)	(0.3)	(0.3)	(0.3)	(0.3)	(1
Purchases of short-term investn	0.1	0.0	()	(/	0.1	(,	(1.3)	()	()	(1.3)	()	()	1.9	(,	1.9	(/	()	()	()	Ì
Acquisitions					0.0		(- <i>i</i>			0.0					0.0					
Other					0.0					0.0					0.0					(
Net cash used in investing activ	(0.1)	(0.5)	(0.1)	(0.2)	(0.9)	(0.1)	(1.9)	(0.1)	(0.1)	(2.2)	(0.4)	(0.5)	1.7	(0.3)	0.5	(0.3)	(0.3)	(0.3)	(0.3)	(1
Cash flow from financing activit																				Ι.
Issuance of debt	1.0	0.8	1.8	1.7	5.3	(1.0)	2.0	(0.0)	2.0	4.0	5.0	3.5	4.4	0.0	12.9	0.0	0.0	0.0	0.0	
Repayment of debt	(1.3)	(1.3)	(2.1)	(1.3)	(6.1)	(1.3)	(1.3)	(0.3)	(1.8)	(4.8)	(3.4)	(0.6)	(2.5)		(6.5)					
Issuance of stock					0.0					0.0				0.0	0.0	0.0	0.0	0.0	0.0	0
Repurchase of common stock	(0.4)	(1.0)	(0.2)		(1.5)		(0.1)	(1.7)	(1.7)	(3.5)	(2.3)	(1.2)			(3.5)					(
Proceeds from stock option exe	(0.2)	0.0	0.0	0.0	(0.1)	0.0		0.0		0.1	(0.3)	(0.0)	0.0		(0.3)					(
Other					0.0					0.0					0.0					0
Dividends and distributions					<u>0.0</u>					<u>0.0</u>					0.0					!
Cash provided by (used in) fina	(0.9)	(1.5)	(0.5)	0.4	(2.5)	(1.3)	0.6	(2.0)	(1.5)	(4.3)	(1.0)	1.7	1.9	0.0	2.6	0.0	0.0	0.0	0.0	(
Effect of exchange rate on cash					0.0					0.0					0.0					
Net increase (decrease) in cash	1.9	(2.4)	1.7	0.8	2.1	(1.0)	(0.6)	1.9	(0.6)	(0.3)	0.5	(3.0)	4.4	(1.0)	0.8	6.5	(1.1)	1.1	(0.3)	
Beginning cash and equivalents	0.8	2.8	0.4	2.1	0.8	2.9	1.9	1.3	3.2	2.9	2.6	3.1	0.1	4.5	2.6	3.5	10.0	8.8	9.9	;
Ending cash and equivalents	2.8	0.4	2.1	2.9	2.9	1.9	1.3	3.2	2.6	2.6	3.1	0.1	4.5	3.5	3.5	10.0	8.8	9.9	9.7	

Source: Company reports and Ascendiant Capital Markets estimates



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

	Report Date		Price
Report	Date	Rating	Target
6	2/12/2018	в	10.00
7	5/15/2018	в	9.50
8	9/7/2018	в	12.00
9	11/9/2018	в	15.00
10	2/8/2019	в	19.00
11	5/13/2019	в	20.00
12	9/8/2019	в	19.00
13	11/11/2019	в	18.00
14	2/7/2020	в	22.00
15	5/13/2020	в	23.00
16	8/31/2020	в	30.00
17	11/12/2020	в	40.00
18	2/13/2021	в	37.00
19	5/11/2021	в	41.00
20	9/6/2021	в	39.00
21	11/16/2021	в	34.00
22	2/22/2022	в	32.00
23	5/14/2022	в	30.00
24	8/29/2022	в	31.00
25	11/6/2022	в	30.00
26	3/7/2023	в	26.00
27	5/9/2023	в	27.00
28	11/20/2023	в	28.00
29	2/19/2024	в	27.00
30	5/9/2024	в	28.00
31	9/8/2024	в	30.00
32	11/9/2024	в	52.00
33	2/22/2025	в	54.00

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- HOLD: We expect the stock to provide a total return of negative 15% to positive 15% within a 12-month period.
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Total return is defined as price appreciation plus dividend yield.

APITAL MARKETS, LLC

			Investment Banking Services Past 12 months					
Rating	Count	Percent	Count	Percent				
Buy	52	98%	21	40%				
Hold	0	0%	0	0%				
Sell	1	2%	0	0%				
Total	53	100%	21	40%				

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