

# Oragenics, Inc.

Reports Q3. Expect Q1 2023 IND filing for its COVID-19 vaccine. Key upcoming development milestones should drive stock. Lowering P/T to \$1.50.

**Reports Q3:** Oragenics recently (on November 14) reported its Q3 2022 (ending September) results. Net loss was \$3.9 million or EPS of (0.03) compared with our estimates of (0.05). There was no guidance or consensus estimates. Oragenics is a clinical stage drug development company so it generates minimal revenue.

**Operating expenses:** Operating expenses were \$4.0 million, down slightly from Q2 2022's \$4.1 million.

No guidance: Management did not provide forward guidance.

**Estimate change**: We are slightly adjusting our 2022 EPS estimate to \$(0.16) from \$(0.18).

**Focused NT-CoV2-1 vaccine candidate:** The company is focused on its NT-CoV2-1 (f.k.a. Terra CoV-2) vaccine candidate to combat the COVID virus. The company holds a nonexclusive intellectual property license from the National Institutes of Health (NIH) to the prefusion stabilized spike protein vaccine candidate. The stabilizing of the spike protein in the pre-fusion state may permit the number of immunogenic centers to be increased. This could allow for greater antibody binding, and improved immunogenic responses.

Large market potential: COVID-19 has infected ~98 million in the U.S. and has been attributed to 1.1 million deaths in the 2.5 years since it was discovered in the U.S. Although there are 4 vaccines currently approved for use in the U.S. (Pfizer, Moderna, J&J, Novavax), we believe there are a large market opportunity for more as the coronavirus may be a persistent ongoing virus.

**NT-CoV2-1 vaccine benefits:** The company believes its vaccine has several advantages: 1) The NIH-created stabilized pre-fusion spike protein. Using the stabilized pre-fusion spike protein antigen should lead to a greater immune response as measured by neutralizing antibody titers. 2) Access to a novel rationally designed adjuvant. Its NT-CoV2-1 vaccine should provide long lasting protection from the SARS-CoV-2 virus with only one or two doses, with a more rapid immune response compared to vaccines developed without the inclusion of an adjuvant. 3) Standard vaccine storage and distribution conditions.

**IND expected in Q1 2023:** We expect the company to file an IND (Investigational New Drug) application with the FDA for its NT-CoV2-1 vaccine candidate in Q1 2023. The company expects to file an IND application following the availability of the final GLP toxicology report (which it has already concluded and top-line data is expected in Q4) for inclusion in the IND.

**New CEO:** In June, the company appointed Kimberly Murphy, a Board member, as CEO. Ms. Murphy brings more than 25 years of vaccine industry experience at leading pharmaceutical companies.

**Balance sheet:** As of Q3, the company has \$14 million in cash. We believe that (and the company has guided to) the company has enough cash through Q1 2023 so it will have to raise new capital soon.

**Positive high risks versus high rewards:** Oragenics's vaccine still have long development and commercialization (late 2023 at the earliest) challenges ahead, but we believe the ~billion dollars market potential presents high rewards for the risks.

**Maintaining BUY:** We are maintaining our BUY rating, but lowering our 12month price target to \$1.50 from \$2.25 which is based on an NPV analysis. This represents significant upside from the current share price. We believe this valuation appropriately balances out the company's high risks with the company's high growth prospects and large upside opportunities.

#### **Company Description**

Based in Tampa, FL, Oragenics is focused on the development of its NT-CoV2-1 vaccine candidate for COVID and novel antibiotics against infectious diseases.

United States Healthcare

November 18, 2022

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### Stock Data

| Exchange:                            | NYSE          |
|--------------------------------------|---------------|
| 52-week Range:                       | \$0.19 - 0.63 |
| Shares Outstanding (million):        | 118           |
| Market cap (\$million):              | \$24          |
| EV (\$million):                      | \$10          |
| Debt (\$million):                    | \$0           |
| Cash (\$million):                    | \$14          |
| Avg. Daily Trading Vol. (\$million): | \$0.3         |
| Float (million shares):              | 114           |
| Short Interest (million shares):     | 2             |
| Dividend, annual (yield):            | \$0 (NA%)     |
|                                      |               |

#### Revenues (US\$ million)

|         | <u>2022E</u><br><u>(Cur.)</u> | <u>2022E</u><br>(Old) | <u>2023E</u><br><u>(Cur.)</u> | <u>2023E</u><br>(Old) |
|---------|-------------------------------|-----------------------|-------------------------------|-----------------------|
| Q1 Mar  | 0A                            |                       | 0E                            |                       |
| Q2 Jun  | 0A                            |                       | 0E                            |                       |
| Q3 Sep  | 0A                            | 0E                    | 0E                            |                       |
| Q4 Dec  | <u>0E</u>                     |                       | <u>0E</u>                     |                       |
| Total   | 0E                            |                       | 0E                            |                       |
| EV/Revs | N/A                           |                       | N/A                           |                       |

### Earnings per Share (pro forma)

|        | <u>2022E</u>   | <u>2022E</u>   | <u>2023E</u>   | <u>2023E</u> |
|--------|----------------|----------------|----------------|--------------|
|        | <u>(Cur.)</u>  | <u>(Old)</u>   | <u>(Cur.)</u>  | <u>(Old)</u> |
| Q1 Mar | (0.05)A        |                | (0.05)E        |              |
| Q2 Jun | (0.03)A        |                | (0.05)E        |              |
| Q3 Sep | (0.03)A        | (0.05)E        | (0.05)E        |              |
| Q4 Dec | <u>(0.04)E</u> | <u>(0.05)E</u> | <u>(0.05)E</u> |              |
| Total  | (0.16)E        | (0.18)E        | (0.18)E        |              |
| P/E    | N/A            |                | N/A            |              |
|        |                |                |                |              |

#### 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 13.

## Rating: BUY

COMPANY

**UPDATE** 

| Ticker: | OGEN   |  |
|---------|--------|--|
| Price:  | \$0.20 |  |
| (int    | raday) |  |
|         |        |  |

Target: \$1.50 (from \$2.25)



### **Exhibit 1: Oragenics Inc. Investment Highlights**

**Oragenics** is a development-stage company dedicated to fighting infectious diseases, including coronaviruses and multidrug-resistant organisms

## Lead product is Terra CoV-2, a vaccine candidate to prevent COVID-19

- · Gained access to multiple enabling technologies
- Focusing on intranasal vaccine due to medical need and potential for differentiation

**Lantibiotics research program** features a novel class of antibiotics to address infectious diseases that have developed resistance to commercial antibiotics

# Intranasal COVID-19 Vaccine Overview

### Lead Asset: NT-CoV2-1

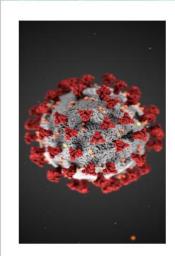
- Licensed from NIH two-proline substitution of SARS-CoV-2 spike protein
- · Currently in pivotal toxicology study and expected to enter clinical studies in 1Q22
- NT-CoV2-1 Non-Viral Intranasal Vaccine Differentiation and Advantages
  - Patient-friendly, needle-free administration
  - May reduce virus transmission at source of infection (mucosal nasopharyngeal surfaces)
  - Protein subunit-based intranasal vaccine approach versus live viral intranasal vaccine
  - Small intranasal competitive landscape, others need to prove new vector safety
  - Platform allows rapid production of cell lines in 6-8 weeks
- Animal Studies Demonstrated High Immunogenicity & Strong Neutralizing Activity
  - Intranasal formulation led to high IgG and IgA anti-spike protein titers in blood and lungs of mice
  - Undetectable viral loads in hamster nasal turbinates and lungs
  - Significant reduction in weight loss
  - Prevented cellular binding of viral Spike protein based on ancestral reference strain and certain variants of concern
- National Research Council of Canada Collaboration





## Exhibit 2: Oragenics NT-CoV2-1 (f.k.a. Terra-CoV-2) Vaccine

# **Terra-CoV-2 Vaccine Development Overview**

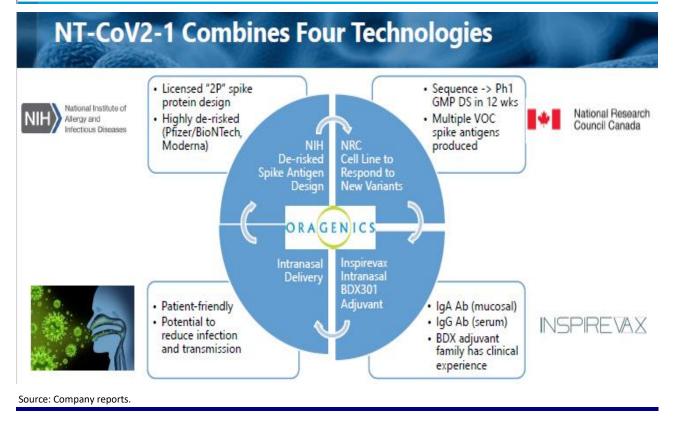


**Objective:** To develop and commercialize a vaccine providing long lasting immunity from SARS-CoV-2 infection focusing on the spike protein.

# **Potential Benefits:**

- Long lasting protection from SARS-CoV-2 virus
- COVID-19 infection prevention
- reduced viral spread
- more rapid immune response
- lower antigen concentration required
- Intranasal and intramuscular administration options

**Future Research:** Potential cross protection against other coronaviruses and Covid-19 variants.

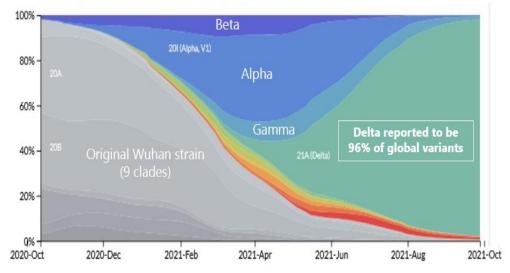




### Exhibit 3: COVID-19 Vaccine Commercial Analysis

# **COVID-19 Vaccine Commercial Analysis** Rapid global evolution of variants

Global SARS-CoV-2 Strain Distribution



- Delta variant has replaced nearly all other variants globally
- Vaccines based on the original Wuhan strain have shown good protection against Delta
- Unknown whether new strains will emerge and displace Delta – will new vaccines be required?

# COVID-19 Vaccine Competition Competitive landscape for <u>intranasal</u> COVID vaccines

| Organization    | Organization Type                    | Vaccine Type                               | Stage            | Comments   |
|-----------------|--------------------------------------|--|------------------|--|
| Astra Zeneca    | Global pharma                        | Live chimpanzee<br>adenovirus vector       | Phase 1          | Known AEs (blood clots) may hinder<br>approval & acceptance in US/EU |
| Codagenix       | US private biotech                   | Live attenuated<br>SARS-CoV-2 virus        | Phase 1          | Hard to establish safety of live,<br>attenuated SARS-CoV-2 vaccine   |
| Meissa Vaccines | US private biotech                   | Live respiratory<br>syncytial virus vector | Phase 1          | Need to establish safety<br>of new viral vector                      |
| CyanVac         | US private biotech                   | Live parainfluenza-5<br>virus vector       | Phase 1          | Need to establish safety<br>of new viral vector                      |
| CastleVax       | US private biotech                   | Live Newcastle disease<br>viral vector     | Phase 1          | Need to establish safety<br>of new viral vector                      |
| ACM Biolabs     | Singapore & Swiss<br>private biotech | Protein subunit +<br>polymer vesicles      | Phase 1          | Non-viral vaccine candidate  |
| Oragenics       | US public biotech                    | Protein subunit +<br>BDX-301 adjuvant      | Late preclinical | Non-viral vaccine candidate  |
| Xanadu Bio      | US public biotech                    | Protein subunit +<br>polymer vesicles      | Late preclinical | Non-viral vaccine candidate  |
| Intravacc       | Netherlands private<br>CDMO          | Protein subunit +<br>OMV adjuvant          | Late preclinical | Non-viral vaccine candidate  |



Exhibit 4: NT-CoV2-1 (f.k.a. Terra-CoV-2) Vaccine Vaccine Key Benefits

# **Potential Key Vaccine Attributes**

- · Currently designed for availability and use for post-pandemic distribution
- Access to novel rationally designed adjuvant for intramuscular administration
- **Potential Intranasal Delivery using separate adjuvant technology** potential intranasal delivery, with meaningful differentiation for children and needle-phobic populations
- Potential for single dose efficacy (based on Phase 1 results)
- Likely low COGs based on using Chinese Hamster Ovary Cell Line approach
- Potential storage and transport at refrigerated (5°C) temperatures, not -50° to -80°C
- · Potential advantage for remote locations, particularly in developing world

# Intranasal COVID-19 Vaccines

Potential benefits of intranasal COVID vaccines

# Intranasal vaccines may address limitations of current vaccines

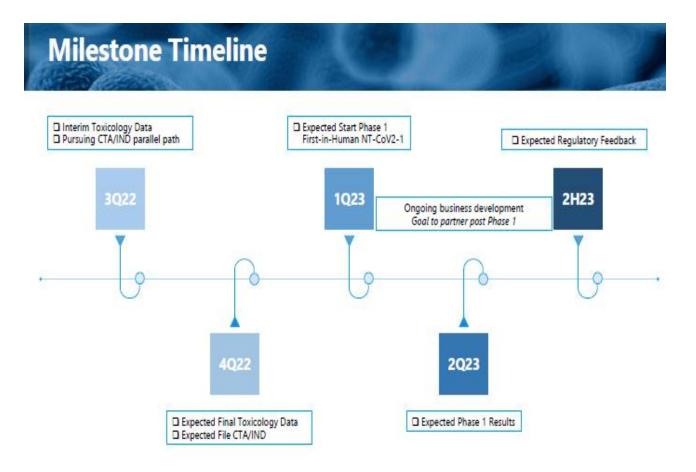
- Waning efficacy requiring third (and fourth) doses for new variants of concern (VOC)
- Transmission remains a concern due to high nasopharyngeal viral loads
  - · Recent study in healthcare workers in Israel during Omicron VOC shows limitations of mRNA vaccines1
  - 4<sup>th</sup> dose efficacy against any infection was 30% Pfizer/BioNTech vaccine (95% CI -9% to 55%) and 11% for the Moderna vaccine (95% CI -43% to 44%)
  - Authors conclusion: "next generation vaccines may be needed to provide better protection against infection with highly transmissible future variants"<sup>2</sup>
- Intranasal vaccines could reduce nasopharyngeal viral loads vs. IM vaccines

# Intranasal vaccines offer needle-free option

- 1 in 4 adults and 2 out of 3 children have strong needle fears<sup>3</sup>
- 10% of people may delay COVID-19 vaccine due to fear of needles<sup>3</sup>



## Exhibit 5: NT-CoV2-1 (f.k.a. Terra-CoV-2) Vaccine Development Milestones





### Exhibit 6: COVID-19 Vaccine Opportunities

# Market evolving rapidly across several dimensions

- Virus evolution with emergence & disappearance of variants
- Target populations are increasingly "seropositive" (from vaccination or exposure)
- Rapidly shifting competitive landscape

# • Terra CoV-2 commercial opportunity

- Assessed distinct formulations for intramuscular or intranasal administration
- Intramuscular approach with Adjuvance TQL1055 adjuvant
- Intranasal approach with Inspirevax BDX301 adjuvant

# Terra CoV-2 commercial opportunity

- Focus on intranasal Terra CoV-2 candidate
  - Less competition and more opportunities to differentiate

# • Establish first as preferred booster dose

- Reduce virus transmission at source of infection (mucosal surfaces)
- Needle-free
- Advantages of protein subunit intranasal vaccine versus live viral vaccines

# • Develop for routine childhood immunization

- Longer-term objective
- Needle-free option appreciated by kids and parents
- Easier to fit needle-free into crowded immunization schedule

# **COVID-19 Vaccine Commercial Analysis**

## Competitive landscape

## Most competitive vaccine market ever

- 129 Marketed/clinical-stage vaccines
  - 45 Clinical-stage protein subunit vaccine candidates (same type as Terra CoV-2)
    9 Clinical-stage intranasal vaccines
- 194 Preclinical-stage vaccine candidates
- Late market entrants need to differentiate their vaccine
  - Improve reduction in transmission of virus
  - Provide needle-free administration options
  - Fit with future target markets
    - "Best booster" for seropositives
    - Routine childhood immunization schedule
  - Protect against dominant variant



## Exhibit 7: New Management Goals









# **FINANCIAL MODEL**

| Income Statement (a minig)         Mar-23 Jun-20 Beg-20 Dec-20 2000         Var-21 Jun-21 Sep-21 Dec-21 2021         Var-23 Jun-23 Sep-22 Dec-22 2022         Var-23 Jun-23 Sep-22 Dec-22 2023         Var-23 Jun-23 Sep-23 Dec-21 2023         Var-23 Jun-23 Sep-23 Dec-23 2023         Var-23 Jun-23 Sep-23 Dec-23 2023         Var-23 Jun-23 Sep-23 Dec-23 2023         Var-23 Jun-23 Jun-23 Sep-23 Dec-23 2023         Var-23 Jun-23 Jun-23 Jun-23 Jun-23 Jun-23 Jun-23 Jun-23 Sep-23 Dec-23 2023         Var-23 Jun-23 Jun-23 Jun-23 Jun-23 Jun-23 Jun-23 Jun-23 Jun-23 Sep-23 Dec-23 2023         Var-23 Jun-23 Jun  | Oragenics, Inc.               |          |           |          |          |          |          |          |          |          |           |          |          |          |          |          |          |          |          |          |          |
|---|-------------------------------|----------|-----------|----------|----------|----------|----------|----------|----------|----------|-----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|----------|
| Total Revenue         0.0         <   | 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     |
| Cost of Revenues         Out  | Fiscal Year End: December 31  | Q1A      | Q2A       | Q3A      | Q4A      | FY-A     | Q1A      | Q2A      | Q3A      | Q4A      | FY-A      | Q1A      | Q2A      | Q3A      | Q4E      | FY-E     | Q1E      | Q2E      | Q3E      | Q4E      | FY-E     |
| Cost of Revenues         Out  |                               |          |           |          |          |          |          |          |          |          |           |          |          |          |          |          |          |          |          |          |          |
| Gross Profit         0.0 </td <td>Total Revenue</td> <td>0.0</td> <td>0.0</td> <td>0.0</td> <td>0.0</td> <td>0.0</td> <td>0.0</td> <td>0.0</td> <td>0.0</td> <td>0.1</td> <td>0.1</td> <td>0.0</td> <td>0.0</td> <td>0.1</td> <td>0.0</td> <td>0.1</td> <td>0.0</td> <td>0.0</td> <td>0.0</td> <td>0.0</td> <td>0.0</td>  | Total Revenue                 | 0.0      | 0.0       | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      | 0.1      | 0.1       | 0.0      | 0.0      | 0.1      | 0.0      | 0.1      | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      |
| Gross Profit         0.0 </td <td>Cost of Povenues</td> <td>0.0</td>   | Cost of Povenues              | 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      |
| Research and development<br>General and administrative<br>mesting uncome (ass)         3.7         11.5         3.5         3.4         2.2         3.5         1.5         0.6         4.7         3.0         2.8         3.0         1.6   |                               |          |           |          |          |          |          |          |          |          |           |          |          |          |          |          |          |          |          |          |          |
| General and administrative<br>Total operating express       1.5       0.8       1.0       1.2       4.5       2.0       1.4       0.8       1.1       5.0       1.2       1.2       1.2       1.4       0.4       1.5       0.0   | Gross From                    | 0.0      | 0.0       | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      | 0.1      | 0.1       | 0.0      | 0.0      | 0.1      | 0.0      | 0.1      | 0.0      | 0.0      | 0.0      | 0.0      | 0.0      |
| General and administrative<br>Total operating express       1.5       0.8       1.0       1.2       4.5       2.0       1.4       0.8       1.1       5.0       1.2       1.2       1.2       1.4       0.4       1.5       0.0   | Research and development      | 3.7      | 11.5      | 3.5      | 3.4      | 22.1     | 3.3      | 2.5      | 3.5      | 1.3      | 10.6      | 4.7      | 3.0      | 2.8      | 3.0      | 13.6     | 3.8      | 3.8      | 3.8      | 3.8      | 15.1     |
| Bestinguring and other<br>Total operating expenses         5.2         12.4         4.5         4.5         2.6         5.2         3.8         4.4         2.4         15.9         6.1         4.1         4.0         4.2         18.4         5.  |                               |          |           |          |          |          |          |          |          |          |           |          |          |          |          |          |          |          |          |          |          |
| Total operating expenses       5.2       1.2.4       4.5.5       2.6.5       2.8.6       5.2       3.8       4.4       2.4       15.9       6.1       4.1       4.0       4.2       18.8       5.4       5.5  |                               |          |           |          | =        |          |          |          |          |          |           |          |          |          |          |          |          |          |          |          |          |
| Operating income (loss)         (5.2)         (12.4)         (4.5)         (26.6)         (5.2)         (3.8)         (4.4)         (2.3)         (15.8)         (6.1)         (4.0)         (0.0)         (  |                               | 5.2      | 12.4      | 4.5      | 4.5      |          | 5.2      | 3.8      | 4.4      | 2.4      |           | 6.1      | 4.1      | 4.0      | 4.2      |          | 5.4      | 5.4      | 5.4      | 5.4      |          |
| Interest income (expense)         0.0         0.0         0.0         0.1         0.0 <td></td>   |                               |          |           |          |          |          |          |          |          |          |           |          |          |          |          |          |          |          |          |          |          |
| Other income (expense)<br>income before income taxes<br>(5.2)         0.0         0.0.0         0.0.1         <   | Operating income (loss)       | (5.2)    | (12.4)    | (4.5)    | (4.5)    | (26.6)   | (5.2)    | (3.8)    | (4.4)    | (2.3)    | (15.8)    | (6.1)    | (4.0)    | (4.0)    | (4.2)    | (18.3)   | (5.4)    | (5.4)    | (5.4)    | (5.4)    | (21.5)   |
| Other income (expense)<br>income before income taxes<br>(5.2)         0.0         0.0.0         0.0.1         <   |                               |          |           |          |          |          |          |          |          |          |           |          |          |          |          |          |          |          |          |          |          |
| Income before income bases       (5.2)       (12.3)       (4.4)       (2.6.4)       (5.2)       (3.8)       (4.4)       (2.3)       (15.7)       (6.0)       (4.0)       (3.9)       (4.2)       (15.2)       (5.4)   | Interest income (expense)     | 0.0      | 0.0       | 0.0      | 0.0      | 0.1      | 0.0      | 0.0      | 0.0      | 0.0      | 0.1       | 0.0      | 0.0      | 0.0      | (0.0)    | 0.1      | (0.0)    | (0.0)    | (0.0)    | (0.0)    | (0.0)    |
| Income (laws)         (5.2)         (1.2)         (4.5)         (4.4)         (2.2)         (3.8)         (4.4)         (2.3)         (15.7)         (6.0)         (4.0)         (3.9)         (4.2)         (18.2)         (6.4)         (5.4)   |                               |          |           |          |          |          |          |          |          |          |           |          |          |          |          |          |          |          |          |          |          |
| Net income (loss)         (5.2)         (12.3)         (4.5)         (4.4)         (2.2)         (3.8)         (4.4)         (2.3)         (15.7)         (6.0)         (4.0)         (3.9)         (4.2)         (18.2)         (5.4) </td <td></td> <td>(5.2)</td> <td>(12.3)</td> <td>(4.5)</td> <td>(4.4)</td> <td></td> <td>(5.2)</td> <td>(3.8)</td> <td>(4.4)</td> <td>(2.3)</td> <td>· · · · ·</td> <td>(6.0)</td> <td>(4.0)</td> <td>(3.9)</td> <td></td> <td>1 1 I I</td> <td>1 1 C</td> <td></td> <td></td> <td></td> <td>1 A A</td>   |                               | (5.2)    | (12.3)    | (4.5)    | (4.4)    |          | (5.2)    | (3.8)    | (4.4)    | (2.3)    | · · · · · | (6.0)    | (4.0)    | (3.9)    |          | 1 1 I I  | 1 1 C    |          |          |          | 1 A A    |
| Nonrecurring/noncesh adjustments         (5.2)         (12.3)         (4.4)         (2.4)         (2.3)         (4.4)         (2.3)         (1.57)         (6.0)         (4.0)         (3.9)         (4.2)         (5.4)         (5.1)         (5.1)         (5.0.5)         (50.05)  |                               |          |           |          |          |          |          |          |          |          |           |          |          |          |          |          |          |          |          |          |          |
| Net income (pro forma)         (5.2)         (12.3)         (4.4)         (2.6.4)         (5.2)         (3.8)         (4.4)         (2.3)         (15.7)         (6.0)         (4.0)         (3.9)         (4.2)         (18.2)         (5.4)   | Net income (loss)             | (5.2)    | (12.3)    | (4.5)    | (4.4)    | (26.4)   | (5.2)    | (3.8)    | (4.4)    | (2.3)    | (15.7)    | (6.0)    | (4.0)    | (3.9)    | (4.2)    | (18.2)   | (5.4)    | (5.4)    | (5.4)    | (5.4)    | (21.5)   |
| Net income (pro forma)         (5.2)         (12.3)         (4.4)         (2.6.4)         (5.2)         (3.8)         (4.4)         (2.3)         (15.7)         (6.0)         (4.0)         (3.9)         (4.2)         (18.2)         (5.4)   | Nonroourring/poppoph adjustme |          |           |          |          | 0.0      |          |          |          |          | 0.0       |          |          |          |          | 0.0      |          |          |          |          | 0.0      |
| EBITDA         Shares, Basic         46.1         52.2         59.7         69.0         56.5         103.0         115.9         116.3         116.4         112.9         116.4         116.4         116.7         117.5         117.6         117.7         117.8         117.7         117.8         117.7         117.6         117.7         117.8         117.7         117.6         117.7         117.6         117.7         117.6         117.7         117.8         117.7         117.6         117.7         117.6         117.7         117.8         117.7         117.6         117.7         117.8         117.7         117.7         117.8         117.7         117.6         117.7         117.8   |                               |          | (12.3)    | (4.5)    | (4 4)    |          | (5.2)    | (3.8)    | (4 4)    | (2.3)    |           | (6.0)    | (4.0)    | (3.9)    | (4 2)    |          | (5.4)    | (5.4)    | (5.4)    | (5.4)    |          |
| Shares, Basic<br>Shares, Diluted       46.1       52.2       59.7       69.0       56.5       103.0       115.9       116.3       116.4       112.9       116.4       116.4       116.7       117.5       116.8       117.5       117.6       117.7       117.8       117.7       117.7       117.8       117.7       117.7       117.8       117.7       1   |                               | (0.2)    | (,        | ()       | (,       | ()       | (0.2)    | (0.0)    | (,       | ()       | ()        | (0.0)    | ()       | (0.0)    | ()       | ()       | (0.1)    | (0.1)    | (0)      | (0.1)    | (,       |
| Shares, Diluted       46.1       52.2       59.7       69.0       56.5       103.0       115.9       116.3       112.9       116.4       116.4       116.7       117.5       116.8       117.7       117.8       117.7         EPS Basic (pro forma)       (50.11)       (50.24)       (50.08)       (50.06)       (50.07)       (50.05)       (50.03)       (50.03)       (50.03)       (50.03)       (50.03)       (50.05)  | EBITDA                        |          |           |          |          |          |          |          |          |          |           |          |          |          |          |          |          |          |          |          |          |
| Shares, Diluted       46.1       52.2       59.7       69.0       56.5       103.0       115.9       116.3       112.9       116.4       116.4       116.7       117.5       116.8       117.7       117.8       117.7         EPS Basic (pro forma)       (50.11)       (50.24)       (50.08)       (50.06)       (50.07)       (50.05)       (50.03)       (50.03)       (50.03)       (50.03)       (50.03)       (50.05)  | Charge Desis                  | 40.4     | 50.0      | 50.7     | co o     | 50.5     | 102.0    | 445.0    | 446.2    | 110.4    | 112.0     | 110.4    | 110.4    | 110 7    | 4475     | 110.0    | 447.5    | 447.0    | 4477     | 447.0    | 447.7    |
| EPS Basic (pro forma)       (\$0.11)       (\$0.24)       (\$0.08)       (\$0.06)       (\$0.47)       (\$0.05)       (\$0.03)       (\$0.02)       (\$0.03)       (\$0.03)       (\$0.03)       (\$0.04)       (\$0.05)   |                               | -        |           |          |          |          |          |          |          |          | -         | -        |          |          |          |          | -        |          |          |          |          |
| EPS Diluted (pro forma)         (\$0.11)         (\$0.24)         (\$0.08)         (\$0.47)         (\$0.05)         (\$0.04)         (\$0.02)         (\$0.14)         (\$0.05)         (\$0.03)         (\$0.04)         (\$0.03)         (\$0.03)         (\$0.04)         (\$0.05)         (\$0.03)         (\$0.05)   | Shares, Diluted               | 40.1     | 52.2      | 59.7     | 09.0     | 50.5     | 103.0    | 115.9    | 110.5    | 110.4    | 112.9     | 110.4    | 110.4    | 110.7    | 117.5    | 110.0    | 117.5    | 117.0    |          | 117.0    | 117.7    |
| EPS Diluted (pro forma)         (\$0.11)         (\$0.24)         (\$0.08)         (\$0.06)         (\$0.47)         (\$0.05)         (\$0.03)         (\$0.03)         (\$0.03)         (\$0.03)         (\$0.04)         (\$0.05)         (\$0.03)         (\$0.05)   | EPS Basic (pro forma)         | (\$0.11) | (\$0.24)  | (\$0.08) | (\$0.06) | (\$0.47) | (\$0.05) | (\$0.03) | (\$0.04) | (\$0.02) | (\$0.14)  | (\$0.05) | (\$0.03) | (\$0.03) | (\$0.04) | (\$0.16) | (\$0.05) | (\$0.05) | (\$0.05) | (\$0.05) | (\$0.18) |
| Margins<br>Gross margin<br>Research and development<br>Operating margin         NM         NM<  | FPS Diluted (pro forma)       | (\$0.11) | (\$0.24)  | (\$0.08) | (\$0.06) | (\$0.47) |          |          |          |          | (\$0.14)  | (\$0.05) | (\$0.03) | (\$0.03) | (\$0.04) | (\$0.16) | (\$0.05) | (\$0.05) | (\$0.05) | (\$0.05) | (\$0.18) |
| Gross margin<br>Research and development<br>General and administrative<br>Operating margin       NM   |                               | (00.11)  | (\$0.2.1) | (\$0.00) | (\$0.00) | (\$0.11) | (\$0.00) | (\$0.00) | (\$0.01) | (\$0.02) | (\$0.1.1) | (\$0.00) | (\$0.00) | (\$0.00) | (00.01)  | (\$0.10) | (\$0.00) | (\$0.00) | (\$0.00) | (\$0.00) | (\$0.10) |
| Gross margin<br>Research and development<br>General and administrative<br>Operating margin       NM   |                               |          |           |          |          |          |          |          |          |          |           |          |          |          |          |          |          |          |          |          |          |
| Research and development<br>General and administrative<br>Operating margin         NM         <   |                               |          |           |          |          |          |          |          |          |          |           |          |          |          |          |          |          |          |          |          |          |
| General and administrative<br>Operating margin         NM   | · ·                           |          |           |          |          |          |          |          |          |          |           |          |          |          |          |          |          |          |          |          |          |
| Operating margin         NM         20141%         -13317%         -4595%         NM         -13880%         NM   |                               |          |           |          |          |          |          |          |          |          |           |          |          |          |          |          |          |          |          |          |          |
| Tax rate, GAAP         0%  |                               | NM       | NM        | NM       | NM       | NM       | NIM      | NM       | NM       | -2645%   | -18130%   | -40141%  | -13317%  | -4505%   | NM       | -13880%  | NM       | NM       | NM       | NM       | NM       |
| Net margin         NM  |                               |          |           |          |          |          |          |          |          |          |           |          |          |          |          |          |          |          |          |          |          |
| Y/Y % change<br>Total Revenue<br>Gross margin         54%         198%         14%         21%         82%         -12%         -79%         1%         -61%         -52%         45%         23%         -20%         24%         33%         25%         11%           General and administrative<br>Operating income (loss)         54%         15%         21%         30%         70%         -16%         -30%         -24%         43%         11%         -9%         20%         53%         32%         33%         34%           Operating income (loss)         56%         157%         15%         23%         70%         1%         -69%         -3%         -41%         16%         6%         -10%         33%         37%         27%         18%   |                               |          |           |          |          |          |          |          |          |          |           |          |          |          |          |          |          |          |          |          |          |
| Total Revenue<br>Gross margin         54%         198%         14%         21%         82%         -12%         -79%         1%         -61%         -52%         45%         23%         -20%         24%         33%         25%         11%           General and administrative<br>General administrative<br>Genet administrative<br>General administrative<br>General administrative | , °                           | 1 101    | 14101     | 1 4101   | 1 401    | 1400     | 1 41 91  | 1 41 11  | 1.4101   | 2000/0   | .000278   | /0010/8  | .020378  | +000 /8  | 1 11/1   |          |          | 1400     | 1 4191   | 1 101    | 1.471    |
| Gross margin         Gross margin         Research and development         54%         198%         14%         21%         82%         -12%         -19%         16%         -52%         45%         23%         -20%         24%         33%         25%         11%           General and administrative         55%         -21%         18%         33%         21%         30%         70%         -16%         -16%         -33%         -24%         43%         11%         -9%         20%         53%         32%         33%         34%           Operating income (loss)         56%         157%         17%         23%         70%         1%         -69%         -41%         16%         5%         -10%         83%         16%         -11%         30%         37%         27%         18%  |                               |          |           |          |          |          |          |          |          |          |           |          |          |          |          |          |          |          |          |          |          |
| Research and development         54%         198%         14%         21%         82%         -12%         -79%         1%         -61%         -52%         45%         23%         -20%         24%         33%         25%         11%           General and administrative         55%         -21%         18%         33%         21%         30%         70%         16%         -10%         16%         -33%         -24%         43%         11%         -9%         20%         53%         32%         33%         4%           Operating income (loss)         54%         152%         15%         68%         0%         -69%         -3%         -44%         16%         5%         10%         36%         16%         37%         27%         18%           Net income (loss)         56%         157%         17%         23%         70%         1%         -69%         -3%         -44%         16%         5%         -10%         83%         16%         -11%         32%         37%         27%         18%   |                               |          |           |          |          |          |          |          |          |          |           |          |          |          |          |          |          |          |          |          |          |
| General and administrative         55%         -21%         18%         33%         21%         30%         70%         -16%         -10%         16%         -33%         -24%         43%         11%         -9%         20%         53%         32%         33%         34%           Operating income (loss)         54%         152%         15%         24%         68%         0%         -69%         -3%         -49%         -41%         16%         5%         -10%         83%         16%         -11%         32%         35%         27%         18%           Net income (loss)         56%         157%         17%         23%         70%         1%         -69%         -3%         -48%         -41%         16%         6%         -11%         84%         16%         -10%         33%         37%         27%         18%   |                               | E 401    | 40000     | 4.461    | 0461     | 0000     | 1000     | 7001     | 4.61     | 0455     |           | 4500     | 0000     | 0000     | 1000     | 0000     | 0000     | 0.151    | 0000     | 050      |          |
| Operating income (loss)         54%         152%         15%         24%         68%         0%         -69%         -3%         -41%         16%         5%         -10%         83%         16%         -11%         32%         35%         27%         18%           Net income (loss)         56%         157%         17%         23%         70%         1%         -69%         -3%         -41%         16%         6%         -11%         84%         16%         -10%         33%         37%         27%         18%   |                               |          |           |          |          |          |          |          |          |          |           |          |          |          |          |          |          |          |          |          |          |
| Net income (loss) 56% 157% 17% 23% 70% 1% -69% -3% -48% -41% 16% 6% -11% 84% 16% -10% 33% 37% 27% 18%   |                               |          |           |          |          |          |          |          |          |          |           |          |          |          |          |          |          |          |          |          |          |
|   |                               |          |           |          |          |          |          |          |          |          |           |          |          |          |          |          |          |          |          |          |          |
|   |                               |          |           |          |          |          |          |          |          |          |           |          |          |          |          |          |          |          |          |          |          |
|   |                               | 3%       | 121%      | -9%      | -10%     | 21%      | -00%     | -00%     | -00%     | -09%     | -70%      | 2%       | 5%       | -11%     | 02%      | 12%      | -11%     | 32%      | 30%      | 21%      | 1770     |

Source: Company reports and Ascendiant Capital Markets estimates.



Oragenics, 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     | Q2A    | Q3A    | Q4E        | Q1E        | Q2E        | Q3E        | Q4E        |
|  |         |         |         |         |         |         |          |        |         |        |        |            |            |            |            |            |
| Assets                                 |         |         |         |         |         |         |          |        |         |        |        |            |            |            |            |            |
| Cash and cash equivalents              | 14.4    | 9.6     | 10.0    | 17.6    | 36.5    | 34.6    | 29.9     | 27.3   | 21.4    | 17.9   | 14.0   | 10.1       | 5.2        | 0.2        | (4.8)      | (9.7)      |
| Short term investments                 |         |         |         |         |         |         |          |        |         |        |        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        |
| Deferred income taxes                  |         |         |         |         |         |         |          |        |         |        |        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        |
| Prepaid expenses and other             | 0.3     | 0.3     | 0.5     | 0.3     | 0.2     | 0.1     | 0.6      | 0.4    | 0.3     | 0.1    | 0.6    | <u>0.6</u> | <u>0.6</u> | <u>0.6</u> | <u>0.6</u> | <u>0.6</u> |
| Total current assets                   | 14.7    | 9.9     | 10.5    | 18.0    | 36.7    | 34.7    | 30.5     | 27.7   | 21.6    | 18.0   | 14.5   | 10.7       | 5.7        | 0.8        | (4.3)      | (9.2)      |
|  |         |         |         |         |         |         |          |        |         |        |        |            |            |            |            |            |
| Property and equipment, net            | 0.1     | 0.1     | 0.1     | 0.0     | 0.0     | 0.0     | 0.0      | 0.0    | 0.1     | 0.1    | 0.1    | 0.2        | 0.2        | 0.3        | 0.5        | 0.5        |
| Intangibles, net                       |         |         |         |         |         |         |          |        |         |        |        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        |
| Deferred income tax                    |         |         |         |         |         |         |          |        |         |        |        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        |
| Other                                  | 0.8     | 0.7     | 0.7     | 0.7     | 0.6     | 0.6     | 0.5      | 0.5    | 0.4     | 0.4    | 0.4    | <u>0.4</u> | <u>0.4</u> | <u>0.4</u> | <u>0.4</u> | <u>0.4</u> |
| Total assets                           | 15.6    | 10.7    | 11.3    | 18.7    | 37.4    | 35.2    | 31.1     | 28.2   | 22.2    | 18.5   | 15.0   | 11.3       | 6.4        | 1.5        | (3.4)      | (8.3)      |
| Liabilities and stockholders' equity   |         |         |         |         |         |         |          |        |         |        |        |            |            |            |            |            |
| Accounts payable                       | 1.8     | 1.1     | 0.5     | 0.9     | 0.6     | 1.9     | 1.5      | 0.9    | 1.1     | 1.3    | 0.9    | 0.9        | 0.9        | 0.9        | 0.9        | 0.9        |
| Accrued expenses                       |         |         |         |         |         |         |          |        |         |        |        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        |
| Deferred income tax                    |         |         |         |         |         |         |          |        |         |        |        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        |
| Other                                  | 0.2     | 0.2     | 0.2     | 0.2     | 0.2     | 0.2     | 0.2      | 0.2    | 0.2     | 0.2    | 0.2    | 0.2        | 0.2        | 0.2        | 0.2        | 0.2        |
| Short term debt                        | 0.1     | 0.1     | 0.5     | 0.2     | 0.1     |         | 0.5      | 0.3    | 0.1     |        | 0.4    | 0.4        | 0.4        | 0.4        | 0.4        | 0.4        |
| Total current liabilities              | 2.0     | 1.4     | 1.1     | 1.3     | 0.9     | 2.1     | 2.2      | 1.4    | 1.4     | 1.5    | 1.5    | 1.5        | 1.5        | 1.5        | 1.5        | 1.5        |
| Deferred income taxes                  |         |         |         |         |         |         |          |        |         |        |        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        |
| Warrant liabilities                    |         |         |         |         |         |         |          |        |         |        |        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        |
| Other long term liabilities            | 0.6     | 0.6     | 0.5     | 0.5     | 0.4     | 0.4     | 0.3      | 0.3    | 0.3     | 0.2    | 0.2    | 0.2        | 0.2        | 0.2        | 0.2        | 0.2        |
| Long term debt                         |         |         |         |         |         |         |          |        |         |        |        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        |
| Total other liabilities                | 0.6     | 0.6     | 0.5     | 0.5     | 0.4     | 0.4     | 0.3      | 0.3    | 0.3     | 0.2    | 0.2    | 0.2        | 0.2        | 0.2        | 0.2        | 0.2        |
| Preferred stock                        | 7.2     | 7.2     | 7.2     | 7.2     | 2.7     | 2.7     | 2.7      | 2.7    | 2.7     | 2.7    | 1.6    | 1.6        | 1.6        | 1.6        | 1.6        | 1.6        |
| Common stock                           | 0.0     | 0.1     | 0.1     | 0.1     | 0.1     | 0.1     | 0.1      | 0.1    | 0.1     | 0.1    | 0.1    | 0.6        | 1.1        | 1.5        | 2.0        | 2.5        |
| Additional paid-in capital             | 138.9   | 147.1   | 152.4   | 164.0   | 194.1   | 194.6   | 194.8    | 195.0  | 195.1   | 195.4  | 196.9  | 196.9      | 196.9      | 196.9      | 196.9      | 196.9      |
| Retained earnings                      | (133.2) | (145.5) | (150.0) | (154.4) | (160.8) | (164.6) | (169.0)  |        | (177.3) |        |        |            | (194.9)    | (200.2)    | (205.6)    | (211.0)    |
| Accumulated other comprehensive in     |         |         |         |         |         |         |          |        | ľ. 7    | /      |        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        |
| Minority Inerest                       |         |         |         |         |         |         |          |        |         |        |        | 0.0        | 0.0        | 0.0        | 0.0        | 0.0        |
| Total stockholders' equity             | 12.9    | 8.8     | 9.6     | 16.8    | 36.1    | 32.7    | 28.5     | 26.5   | 20.5    | 16.8   | 13.3   | 9.6        | 4.7        | (0.2)      | (5.1)      | (10.0)     |
| Total stockholders' equity and liabili | 15.6    | 10.7    | 11.3    | 18.7    | 37.4    | 35.2    | 31.1     | 28.2   | 22.2    | 18.5   | 15.0   | 11.3       | 6.4        | 1.5        | (3.4)      | (8.3)      |
| equity and having                      |         |         |         |         | 0.14    | 00.2    | <b>v</b> | -0.2   |         |        |        |            |            |            | (0.4)      | (0.0)      |

|      |                      |                                     |                                  | Mar-21  | Jun-21   | Sep-21  | Dec-21   | war-zz  | Jun-22   | Sep-22  | Dec-22   | Mar-23  | Jun-23  | Sep-23  | Dec-23  |
|------|----------------------|-------------------------------------|----------------------------------|---|--|---|--|---|--|---|--|---|---|---|---|
| Q1A  | Q2A                  | Q3A                                 | Q4A                              | Q1A   | Q2A  | Q3A   | Q4A  | Q1A   | Q2A  | Q3A   | Q4E  | Q1E   | Q2E   | Q3E   | Q4E   |
|      |                      |                                     |                                  |   |  |   |  |   |  |   |  |   |   |   |   |
| 0.28 | 0.17                 | 0.16                                | 0.24                             | 0.35  | 0.28   | 0.25  | 0.23   | 0.18  | 0.14   | 0.11  | 0.08   | 0.04  | (0.00)  | (0.04)  | (0.08)  |
| 0.31 | 0.18                 | 0.17                                | 0.26                             | 0.35  | 0.30   | 0.26  | 0.23   | 0.18  | 0.15   | 0.12  | 0.09   | 0.04  | 0.00  | (0.04)  | (0.08)  |
| 0.31 | 0.18                 | 0.16                                | 0.25                             | 0.35  | 0.30   | 0.25  | 0.23   | 0.18  | 0.15   | 0.12  | 0.08   | 0.04  | (0.00)  | (0.04)  | (0.09)  |
| _    | 0.28<br>0.31<br>0.31 | 0.28 0.17<br>0.31 0.18<br>0.31 0.18 | 0.28 0.17 0.16<br>0.31 0.18 0.17 | 0.28 0.17 0.16 0.24<br>0.31 0.18 0.17 0.26<br>0.31 0.18 0.16 0.25 | 0.28         0.17         0.16         0.24         0.35           0.31         0.18         0.17         0.26         0.35           0.31         0.18         0.16         0.25         0.35 | 0.28         0.17         0.16         0.24         0.35         0.28           0.31         0.18         0.17         0.26         0.35         0.30           0.31         0.18         0.16         0.25         0.35         0.30 | 0.28         0.17         0.16         0.24         0.35         0.28         0.25           0.31         0.18         0.17         0.26         0.35         0.30         0.26           0.31         0.18         0.16         0.25         0.35         0.30         0.25 | 0.28         0.17         0.16         0.24         0.35         0.28         0.25         0.23           0.31         0.18         0.17         0.26         0.35         0.30         0.26         0.23           0.31         0.18         0.17         0.26         0.35         0.30         0.26         0.23           0.31         0.18         0.16         0.25         0.35         0.30         0.25         0.23 | 0.28         0.17         0.16         0.24         0.35         0.28         0.25         0.23         0.18           0.31         0.18         0.17         0.26         0.35         0.30         0.26         0.23         0.18           0.31         0.18         0.16         0.25         0.35         0.30         0.26         0.23         0.18 | 0.28         0.17         0.16         0.24         0.35         0.28         0.25         0.23         0.18         0.14           0.31         0.18         0.17         0.26         0.35         0.30         0.26         0.23         0.18         0.15           0.31         0.18         0.16         0.25         0.35         0.30         0.26         0.23         0.18         0.15 | 0.28         0.17         0.16         0.24         0.35         0.28         0.25         0.23         0.18         0.14         0.11           0.31         0.18         0.17         0.26         0.35         0.30         0.26         0.23         0.18         0.15         0.12           0.31         0.18         0.16         0.25         0.35         0.30         0.26         0.23         0.18         0.15         0.12 | 0.28         0.17         0.16         0.24         0.35         0.28         0.25         0.23         0.18         0.14         0.11         0.08           0.31         0.18         0.17         0.26         0.35         0.30         0.26         0.23         0.18         0.14         0.11         0.08           0.31         0.18         0.17         0.26         0.35         0.30         0.26         0.23         0.18         0.15         0.12         0.09           0.31         0.18         0.16         0.25         0.35         0.30         0.26         0.23         0.18         0.15         0.12         0.08 | 0.28         0.17         0.16         0.24         0.35         0.28         0.25         0.23         0.18         0.14         0.11         0.08         0.04           0.31         0.18         0.17         0.26         0.35         0.38         0.26         0.23         0.18         0.14         0.11         0.08         0.04           0.31         0.18         0.16         0.25         0.35         0.30         0.26         0.23         0.18         0.15         0.12         0.09         0.04           0.31         0.18         0.16         0.25         0.35         0.30         0.26         0.23         0.18         0.15         0.12         0.09         0.04 | 0.28         0.17         0.16         0.24         0.35         0.28         0.25         0.23         0.18         0.14         0.11         0.08         0.04         (0.00)           0.31         0.18         0.17         0.26         0.35         0.30         0.26         0.23         0.18         0.14         0.11         0.08         0.04         (0.00)           0.31         0.18         0.17         0.26         0.35         0.30         0.26         0.23         0.18         0.15         0.12         0.09         0.04         (0.00)           0.31         0.18         0.16         0.25         0.35         0.30         0.26         0.23         0.18         0.15         0.12         0.08         0.04         (0.00) | 0.28         0.17         0.16         0.24         0.35         0.28         0.25         0.23         0.18         0.14         0.11         0.08         0.04         (0.00)         (0.04)           0.31         0.18         0.17         0.26         0.35         0.28         0.25         0.23         0.18         0.14         0.11         0.08         0.04         (0.00)         (0.04)           0.31         0.18         0.17         0.26         0.35         0.30         0.26         0.23         0.18         0.15         0.12         0.09         0.04         (0.00)         (0.04)           0.31         0.18         0.16         0.25         0.35         0.30         0.26         0.23         0.18         0.15         0.12         0.08         0.04         (0.00)         (0.04) |

Source: Company reports and Ascendiant Capital Markets estimates



Oragenics, 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    | Q2A    | Q3A    | Q4E    | FY-E   | Q1E    | Q2E    | Q3E    | Q4E    | FY-E              |
|                                   |            |        |        |        |        |        |        |        |           |                    |        |        |        |        |        |        |        |        |        |                   |
| Cash flow from operating activi   | ties       |        |        |        |        |        |        |        |           |                    |        |        |        |        |        |        |        |        |        |                   |
| Net income                        | (5.2)      | (12.3) | (4.5)  | (4.4)  | (26.4) | (5.2)  | (3.8)  | (4.4)  | · · · · · | (15.7)             | (6.0)  | (4.0)  | (3.9)  | (4.2)  | (18.2) | (5.4)  | (5.4)  | (5.4)  | (5.4)  | (21.5)            |
| Depreciation                      | 0.0        | 0.0    | 0.0    | 0.0    | 0.1    | 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               |
| Amortization                      |            |        |        |        | 0.0    |        |        |        |           | 0.0                |        |        |        |        | 0.0    |        |        |        |        | 0.0               |
| Debt related amortization expen   |            |        |        | (0.1)  | (0.1)  |        |        |        |           | 0.0                |        |        |        |        | 0.0    |        |        |        |        | 0.0               |
| Stock comp                        | 0.9        | 0.2    | 0.2    | 0.3    | 1.5    | 1.1    | 0.2    | 0.1    | 0.2       | 1.7                | 0.1    | 0.3    | 0.5    | 0.5    | 1.3    | 0.5    | 0.5    | 0.5    | 0.5    | 1.9               |
| Deferred income taxes             |            |        |        |        | 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 | iability   |        |        |        | 0.0    |        |        |        |           | 0.0                |        |        |        |        | 0.0    |        |        |        |        | 0.0               |
| Writedowns and impairments        |            |        |        |        | 0.0    |        |        |        |           | 0.0                |        |        |        |        | 0.0    |        |        |        |        | 0.0               |
| Other gains/losses                |            |        |        |        | 0.0    |        |        |        |           | 0.0                | (0.0)  |        |        |        | (0.0)  |        |        |        |        | 0.0               |
| Other                             |            | 8.0    |        | 0.0    | 8.0    |        |        |        |           | 0.0                |        |        |        |        | 0.0    |        |        |        |        | 0.0               |
| Changes in operating assets and I | iabilities | :      |        |        |        |        |        |        |           |                    |        |        |        |        |        |        |        |        |        |                   |
| Prepaid expenses & other curre    | 0.2        | 0.0    | 0.2    | 0.1    | 0.6    | 0.1    | 0.1    | (0.5)  | 0.7       | 0.5                | 0.2    | 0.2    | 0.1    | 0.0    | 0.4    | 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               |
| Accounts payable                  | 0.2        | (0.7)  | (0.6)  | 0.5    | (0.6)  | (0.4)  | 1.4    | (0.4)  | (0.6)     | 0.0                | 0.1    | 0.2    | (0.4)  | 0.0    | (0.1)  | 0.0    | 0.0    | 0.0    | 0.0    | 0.0               |
| Accrued expenses                  |            |        |        |        | 0.0    |        |        |        |           | 0.0                |        |        |        | 0.0    | 0.0    | 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               |
| Net cash (used in) provided by    | (3.8)      | (4.8)  | (4.7)  | (3.6)  | (17.0) | (4.3)  | (2.1)  | (5.2)  | (1.9)     | (13.5)             | (5.6)  | (3.4)  | (3.8)  | (3.7)  | (16.5) | (4.9)  | (4.9)  | (4.9)  | (4.9)  | (19.6)            |
|                                   |            |        |        |        |        |        |        |        |           |                    |        |        |        |        |        |        |        |        |        |                   |
| Cash flow from investing activit  |            |        |        |        |        |        |        |        |           |                    |        |        |        |        |        |        |        |        |        |                   |
| Purchases of property and equi    |            |        |        |        | 0.0    |        |        | (0.0)  | (0.0)     | 1 N N              | (0.1)  | 0.0    | (0.0)  | (0.1)  | (0.2)  | (0.0)  | (0.1)  | (0.2)  | (0.0)  | (0.3)             |
| Purchases of short-term investm   | nents      |        |        |        | 0.0    |        |        |        |           | 0.0                |        |        |        |        | 0.0    |        |        |        |        | 0.0               |
| Acquisitions                      |            |        |        |        | 0.0    |        |        |        |           | 0.0                |        |        |        |        | 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    | 0.0    | 0.0    | 0.0    | (0.0)  | (0.0)     | (0.0)              | (0.1)  | 0.0    | (0.0)  | (0.1)  | (0.2)  | (0.0)  | (0.1)  | (0.2)  | (0.0)  | (0.3)             |
| Cash flow from financing activit  | loc        |        |        |        |        |        |        |        |           |                    |        |        |        |        |        |        |        |        |        |                   |
| Issuance of debt                  | 163        | 0.1    |        |        | 0.1    |        |        | 0.6    | (0.6)     | 0.0                |        |        |        | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0               |
| Repayment of debt                 | (0.1)      | (0.1)  | (0.1)  | (0.1)  | (0.3)  | (5.7)  | (0.1)  | (0.1)  | (0.6)     | 0.0<br>(6.2)       | (0.2)  | (0.1)  | (0.1)  | 0.0    | (0.4)  | 0.0    | 0.0    | 0.0    | 0.0    | 0.0               |
| Issuance of stock                 | (0.1)      | (0.1)  | 5.2    | 11.3   | 16.5   | 26.7   | (0.1)  | (0.1)  | (0.2)     | 26.7               | (0.2)  | (0.1)  | (0.1)  | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0               |
| Proceeds from stock option exe    | roiooo     | 0.0    | (0.0)  | 0.0    | 0.0    | 20.7   | 0.3    | 0.1    | 0.0       | 20.7               |        |        |        | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0    | 0.0               |
| Other                             | I CISES    | 0.0    | (0.0)  | 0.0    | 0.0    | 2.3    | 0.3    | 0.1    | 0.0       | 0.0                |        |        |        |        | 0.0    |        |        |        |        | 0.0               |
| Dividends and distributions       |            |        |        |        | 0.0    |        |        |        |           | 0.0                |        |        |        |        | 0.0    |        |        |        |        |                   |
| Cash provided by (used in) fina   | (0.1)      | 0.1    | 5.1    | 11.2   | 16.3   | 23.2   | 0.2    | 0.6    | (0.8)     | <u>0.0</u><br>23.1 | (0.2)  | (0.1)  | (0,1)  | 0.0    | (0.4)  | 0.0    | 0.0    | 0.0    | 0.0    | <u>0.0</u><br>0.0 |
| Cash provided by (used in) fina   | (0.1)      | 0.1    | 5.1    | 11.2   | 10.3   | 23.2   | 0.2    | 0.0    | (0.0)     | 23.1               | (0.2)  | (0.1)  | (0.1)  | 0.0    | (0.4)  | 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   | (3.9)      | (4.7)  | 0.4    | 7.6    | (0.6)  | 18.9   | (1.9)  | (4.6)  | (2.7)     | 9.6                | (5.9)  | (3.5)  | (3.9)  | (3.8)  | (17.1) | (5.0)  | (5.0)  | (5.1)  | (4.9)  | (19.9)            |
| Beginning cash and equivalents    |            | 14.4   | 9.6    | 10.0   | 18.3   | 17.6   | 36.5   | 34.6   | 29.9      | 17.6               | 27.3   | 21.4   | 17.9   | 14.0   | 27.3   | 10.1   | 5.2    | 0.2    | (4.8)  | 10.1              |
| Ending cash and equivalents       | 14.4       | 9.6    | 10.0   | 17.6   | 17.6   | 36.5   | 34.6   | 29.9   | 27.3      | 27.3               | 21.4   | 17.9   | 14.0   | 10.1   | 10.1   | 5.2    | 0.2    | (4.8)  | (9.7)  | (9.7)             |
| Source: Company reports and Asce  |            |        |        |        |        | 00.0   | 04.0   | 20.0   | 27.0      |                    | -1.4   | .1.0   | . 4.0  | .0.1   | .0.1   | 0.2    | 0.2    | (4.0)  | (0.1)  | (0.1)             |

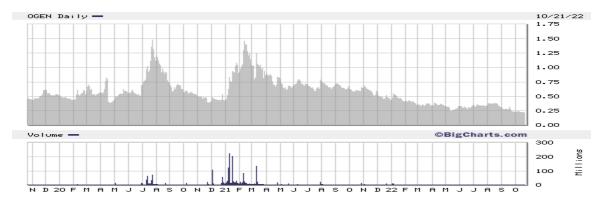
Source: Company reports and Ascendiant Capital Markets estimates



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

|        | Report Date |        | Price  |
|--------|-------------|--------|--------|
| Report | Date        | Rating | Target |
| 1      | 3/11/2019   | Buy    | 2.50   |
| 2      | 5/2/2019    | Buy    | 2.50   |
| 3      | 9/5/2019    | Buy    | 2.50   |
| 4      | 2/5/2020    | Buy    | 2.50   |
| 5      | 3/24/2021   | Buy    | 2.75   |
| 6      | 5/16/2021   | Buy    | 2.00   |
| 7      | 8/25/2021   | Buy    | 2.25   |
| 8      | 11/20/2021  | Buy    | 2.50   |
| 9      | 3/27/2022   | Buy    | 2.25   |
| 10     | 6/1/2022    | Buy    | 2.00   |
| 11     | 8/16/2022   | Buy    | 2.25   |

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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 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.



| Rating | Count | Percent | Investment Banking Services<br>Past 12 months |         |
|--------|-------|---------|---|---------|
|        |       |         | Count   | Percent |
| Buy    | 43    | 98%     | 17  | 40%     |
| Hold   | 0     | 0%      | 0   | 0%      |
| Sell   | 1     | 2%      | 0   | 0%      |
| Total  | 44    | 100%    | 17  | 39%     |

### Ascendiant Capital Markets, LLC Distribution of Investment Ratings (as of October 7, 2022)

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