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## Bluejay Diagnostics (NASDAQ: BJDJ) - Buy

March 10, 2022

### Reports 2021 Year-End ...with \$19M in Cash

Bluejay Diagnostics reported year-end results in a 10k filing. The company spent \$3.2M last year and ended the period with \$19M in cash. Bluejay has filed its Pre-Submission application with the FDA for the Symphony IL-6 Test and plans to initiate an expanded clinical testing program.

**Bluejay's Symphony looks like it will sing.** Bluejay, as promised, has now filed its Pre-Submission application with the FDA for the Symphony IL-6 Test and plans to initiate an expanded clinical testing program. The results from this clinical program form the basis of the company's planned 510(k) marketing application, intended to be submitted in Q3:22

**The Study:** Bluejay conducted its multicenter clinical study at two sites at the University of Texas Southwestern Medical Center's (William P. Clements Hospital and Zale Lipsey Pavilion Hospital), and at Parkland Memorial Hospital, all located in Dallas, Texas.

The study objectives:

- 1) Validating the use of unprocessed whole blood for the measurement of IL-6 (compared with the typical multistep laboratory processing required);
- 2) Comparison of the Symphony produced measurement values relative to other current standard laboratory tests;
- 3) Development of the clinical data to support moving the Symphony IL-6 testing into potential commercial use; and
- 4) Data to support approval.

**What is Symphony?** Symphony is an automated diagnostic system consisting of a fluorescence immuno-analyzer that uses a single-use diagnostic test cartridge with reagents integrated into the cartridge. Symphony utilizes a 'sample-to-result' format, which means that once a specimen is taken from the patient, it is placed in the cartridge. Then the cartridge is placed inside the analyzer, where the test is run in minutes without further technician intervention or additional reagent.

**A Paradigm Shift – A Rapid Point of Care Test for IL-6:** Bluejay's IL-6 test for sepsis triage is intended to measure IL-6 levels in whole blood samples in near-patient settings. Interleukin-6 (IL-6) is an established biomarker of immune system activation. It is elevated in infection, inflammation, and cancer. IL-6 presents as an early "first responder" and needs to be measured quickly and reliably.

**Valuation:** We project our model out to 2030. We apply a conservative 30% success probability to our projected revenues in our Symphony product model in addition to our 30% risk rate applied in our Free Cash Flow to the Firm (FCFF), discounted EPS (dEPS), and Sum-of-the-Parts (SOP) models, which are then equal-weighted and averaged and rounded to the nearest whole number to derive our 12-month projected price target of \$10.0

**Risks to our thesis include:** 1. Regulatory Approvals; 2. Clinical Science 3. Dependence on OEM suppliers; 4. Development of the target markets 5. Intellectual Capital 6. Dilution

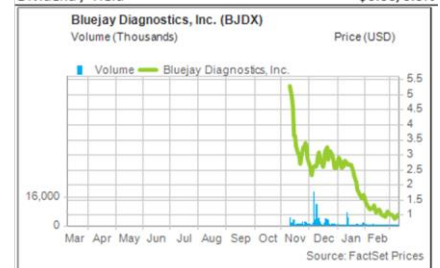
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### The Symphony System

Source: Bluejay

Stock Data			
52-Week Range	\$0.82	-	\$6.25
Shares Outstanding (mil.)	19.5		
Market Capitalization (mil.)	\$20		
Enterprise Value (mil.)	\$2		
Debt to Capital	0%		
Book Value/Share	NA		
Price/Book	-		
Average Three Months Trading Volume (K)	NA		
Insider Ownership	50.9%		
Institutional Ownership	5.5%		
Short interest (mil.)	0.3%		
Dividend / Yield	\$0.00/0.0%		



**Risks to our thesis** include: (1) Regulatory Approvals; (2) Clinical Science (3) Dependence on OEM suppliers; (4) Development of the target markets (5) Intellectual Capital (6) Dilution Risks. In addition, the company details the following additional risks:

- The company is likely to incur losses for the foreseeable future until it is able to generate sufficient revenue from product sales.
- Losses from operations could raise doubts regarding the company's ability to continue as a going concern. The ability to continue as a going concern likely requires additional funding to finance the company's operations.
- The company's product candidates are dependent on its license agreement with Toray. The license agreement imposes significant obligations on the company, including the potential obligation to pay the minimum royalties upon regulatory approval. If the company's license agreement with Toray is terminated for any reason, the company may not be able to generate revenues, and its business could cease.
- The regulatory approval pathway the company must navigate may be expensive, time-consuming and uncertain, and may prevent the company from obtaining approval for the marketing of its product candidates.
- There can be no assurance that the company will successfully complete any clinical evaluation studies necessary to receive regulatory approvals.
- The company's success is highly dependent on its IL-6 product candidates, which are yet to be approved and, even if approved, may not be accepted by the marketplace.
- The company is dependent on third parties to manufacture its product candidates.
- If Toray is unable to successfully protect or enforce its intellectual property and proprietary rights or elects not to do so, the company's competitive position will be harmed.
- If others claim that the company or Toray are infringing on their intellectual property rights, the company may be subject to costly and time-consuming litigation.
- The company may face competition from companies that have greater resources creating a tough to compete environment.

**Exhibit 1. Income Statement**

BJDX, Inc. Income Statement (\$000)																		
YE Dec. 31	2021A	1Q22E	2Q22E	3Q22E	4Q22E	2022E	1Q23E	2Q23E	3Q23E	4Q23E	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E
<b>Revenue (\$000)</b>																		
Symphony Revenues - IL6 (risk adjusted probability)	-	-	-	-	-	-	2,426	2,527	2,527	2,628	10,109	30,326	73,289	126,360	196,560	270,270	324,324	378,378
Symphony Revenues - Non- IL6													2,000	5,000	15,000	25,000	35,000	40,000
<b>Total Revenues</b>	-	-	-	-	-	-	2,426	2,527	2,527	2,628	10,109	30,326	75,289	131,360	211,560	295,270	359,324	418,378
<b>Expenses</b>																		
COGS	-	-	-	-	-	-	1,213	1,264	1,264	1,314	5,054	15,163	30,116	45,976	63,468	88,581	107,797	125,513
<b>% COGS</b>							50%	50%	50%	50%	50%	50%	40%	35%	30%	30%	30%	30%
Gross Profit	-	-	-	-	-	-	1,213	1,264	1,264	1,314	5,054	15,163	45,173	85,384	148,092	206,689	251,527	292,865
Research & Development	1,148	193	201	201	209	804	240	250	250	260	1,000	2,000	2,040	2,081	2,122	2,165	2,208	2,252
General & Administrative	1,792	1,200	1,250	1,250	1,300	5,000	1,224	1,275	1,275	1,326	5,100	5,202	5,306	5,412	5,520	5,631	5,743	5,858
Marketing & Business Development	290	71	74	74	77	296	72	75	75	78	301	2,000	4,000	6,000	6,120	6,242	6,367	6,495
<b>Total expenses</b>	3,230	1,464	1,525	1,525	1,586	6,099	1,536	1,600	1,600	1,664	6,401	9,202	11,346	13,493	13,763	14,038	14,319	14,605
Operating Profit	(3,230)	(1,464)	(1,525)	(1,525)	(1,586)	(6,099)	(323)	(337)	(337)	(350)	(1,347)	5,961	33,827	71,891	134,329	192,651	237,208	278,259
<b>Oper Margin</b>																		
Interest Income (expense)	(258)																	
Other Income	-																	
<b>Pre-tax income</b>	(3,488)	(1,464)	(1,525)	(1,525)	(1,586)	(6,099)	(323)	(337)	(337)	(350)	(1,347)	5,961	33,827	71,891	134,329	192,651	237,208	278,259
<b>Pretax Margin</b>																		
Income Tax (Benefit)		-	-	-	-	-	-	-	-	-	-	-	-	7,189	26,866	57,795	94,883	111,304
<b>Tax Rate</b>		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	10%	20%	30%	40%	40%
<b>GAAP Net Income</b>	(3,488)	(1,464)	(1,525)	(1,525)	(1,586)	(6,099)	(323)	(337)	(337)	(350)	(1,347)	5,961	33,827	64,702	107,463	134,856	142,325	166,956
<b>GAAP-EPS</b>	(0.41)	(0.11)	(0.12)	(0.12)	(0.12)	(0.48)	(0.03)	(0.01)	(0.01)	(0.02)	(0.07)	0.26	1.46	2.77	4.57	5.69	5.97	6.95
Non GAAP EPS (dil)	(0.41)	(0.11)	(0.12)	(0.12)	(0.12)	(0.48)	(0.03)	(0.01)	(0.01)	(0.02)	(0.07)	0.26	1.46	2.77	4.57	5.69	5.97	6.95
Wgtd Avg Shrs (Bas) - '000s	8,522	12,697	12,723	12,748	12,774	12,735	12,799	22,825	22,870	22,916	20,353	23,031	23,216	23,402	23,590	23,779	23,970	24,162
Wgtd Avg Shrs (Dil) - '000s	8,522	12,799	12,824	12,850	12,876	12,837	12,824	22,850	22,896	22,941	20,378	23,033	23,195	23,358	23,522	23,687	23,853	24,020

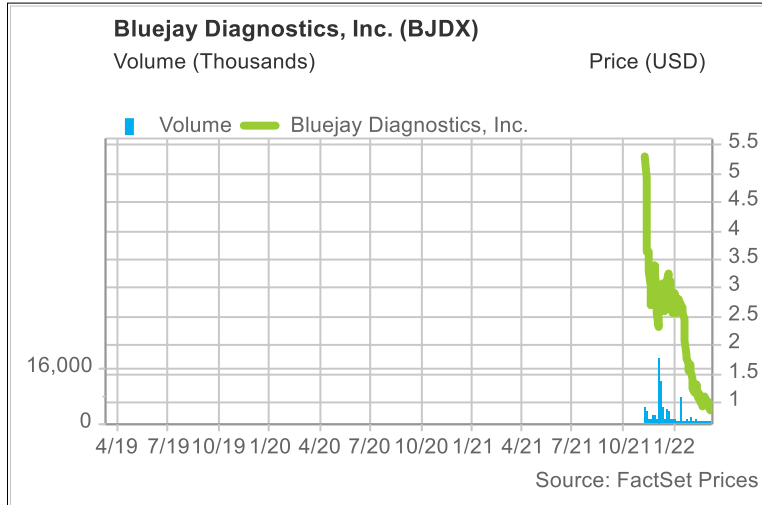
Source: Dawson James estimates, company reports

Companies mentioned in this report:

Toray (Japan)

**Important Disclosures:**

**Price Chart:**



Price target and ratings changes over the past three years:

- Initiated – Buy – January 12, 2022 – Price Target \$10.0
- Update – Buy – January 14, 2022 – Price Target \$10.0
- Update – Buy – January 31, 2022 – Price Target \$10.0
- Update – Buy – March 10, 2022 – Price Target \$10.0

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- 1) **Buy:** The analyst believes the price of the stock will appreciate and produce a total return of at least 20% over the next 12-18 months.
- 2) **Neutral:** The analyst believes the price of the stock is fairly valued for the next 12-18 months.
- 3) **Sell:** The analyst believes the price of the stock will decline by at least 20% over the next 12-18 months and should be sold.

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Current as of... 3-Mar-22

	<b>Company Coverage</b>		<b>Investment Banking</b>	
<b>Ratings Distribution</b>	# of Companies	% of Total	# of Companies	% of Totals
Market Outperform (Buy)	31	76%	4	13%
Market Perform (Neutral)	10	24%	0	0%
Market Underperform (Sell)	0	0%	0	0%
Total	41	100%	4	10%

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