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## GENPREX, Inc. (GNPX) – Lowering to Neutral

August 22, 2023

Reports Second Quarter Results: Spent \$8M, \$10M in Cash, raises \$7.5M, but is it Enough? We Expect Additional Raises – Lowering to Neutral.

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*After some delays, Genprex just reported second-quarter results in a 10Q filing with no press release. The company spent \$4M in R&D and the same (approximate) amount in SG&A. The company reports \$10M in cash and equivalents, but did raise additional capital (\$7.5M) in July with 1:1 Stock & Warrants which gives the company just two quarters of operating cash before the company needs to raise capital again. As a result, we see the potential for more dilution than anticipated with few catalysts to support the stock, which forces us to lower our rating from Buy to Neutral.*

### Investment Highlights:

**Raises a Quarter's worth of Capital:** Genprex announced the closing of its previously announced registered direct offering adding 7.4M shares with an additional number of warrants (prices at \$1.01). Based on our estimates the offering provides one quarter of additional capital, or two quarters of operational runway, before the company needs to raise again. We find the capital raise disappointing as it only provides a quarter with cash and leaves the company with few catalysts significant enough to support a higher stock price. As a result, we lower our rating from Buy to Neutral.

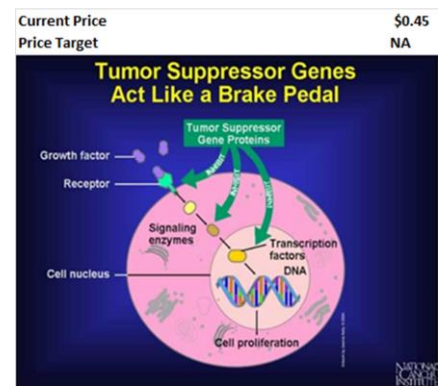
**Genprex signs an exclusive license agreement for additional diabetes technology** (to a gene therapy for both Type 1 and Type 2 diabetes using the genes of the Pdx1 and MafA transcription factors controlled by a MafB promoter) with the University of Pittsburgh. What did Genprex Get? Genprex picks up licensed technology that is based on the same general gene therapy approach under the company's original license (an adeno-associated virus (AAV) vector containing the Pdx1 and MafA genes is administered directly into the pancreatic duct.

**Oncology Program Update – REQORSA:** The company completed the Phase 1 portion of the Acclaim-1 Phase 1/2 clinical trial of REQORSA in combination with Tagrisso (osimertinib) to treat late-stage non-small cell lung cancer (NSCLC), and the Safety Review Committee (SRC) has approved continuation to the Phase 2 expansion portion of the trial. **Genprex Granted FDA Orphan Drug Designation (ODD) for REQORSA Immunogene Therapy for the Treatment of Small Cell Lung Cancer.**

**Diabetes Program:** The company has developed a gene therapy that is designed to transform alpha cells in the pancreas into functional beta-like cells, which can produce insulin but are distinct enough from beta cells to evade the body's immune system. The therapy utilizes a procedure in which an adeno-associated virus vector is endoscopically delivered to the pancreas to insert Pdx1 and MafA genes.

**Valuation:** We project our model out to 2033. We apply a 30% risk cut to our projected revenues in our 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. We use a fully diluted out-year share count, assuming multiple raises.

**Risks to our thesis include:** 1. Regulatory Approvals; 2. Clinical Science 3. Adoption Rates 4. The competitive landscape. 5. Intellectual Capital 6. Dilution.



Source: Genprex

Stock Data	
52-Week Range	\$0.43 - \$2.08
Shares Outstanding (mil.)	59.4
Market Capitalization (mil.)	\$27
Enterprise Value (mil.)	\$17
Debt to Capital	0%
Book Value/Share	-
Price/Book	3.1
Average Three Months Trading Volume (K)	149
Insider Ownership	2.7%
Institutional Ownership	12.3%
Short interest (mil.)	4.3%
Dividend / Yield	\$0.00/0.0%



**Risks to our thesis include** 1. Regulatory Approvals; 2. Clinical Science 3. Adoption Rates 4. The competitive landscape 5. Intellectual Capital 6. Dilution.

- **Regulatory Approvals.** The company's products require regulatory approvals, and there can be no assurances that the requirements to achieve these approvals can be met.
- **Clinical Science:** The company will need to demonstrate its therapeutics work and are safe and comparable or better versus the existing standard of care.
- **Adoption Rates:** There are no assurances that our projected market share can be met. A combination of factors from efficacy, positioning in the competitive landscape, pricing and reimbursement are factors in driving decision-makers to select the product for their practices and patients.
- **The Competitive Landscape & IP.** The company does have intellectual property and knows how to protect the utility of its devices and software; however, we expect that the technology cycle will be competitive, and the company may face competition from well-financed competitors who are already in position in the target markets.
- **Dilution:** The company is likely to incur losses for the foreseeable future until it is able to generate sufficient revenue from product sales. Our model assumes a rising share count. There can be no assurances that the company can successfully raise the capital required to execute its business strategy.

**Exhibit 1. Income Statement**

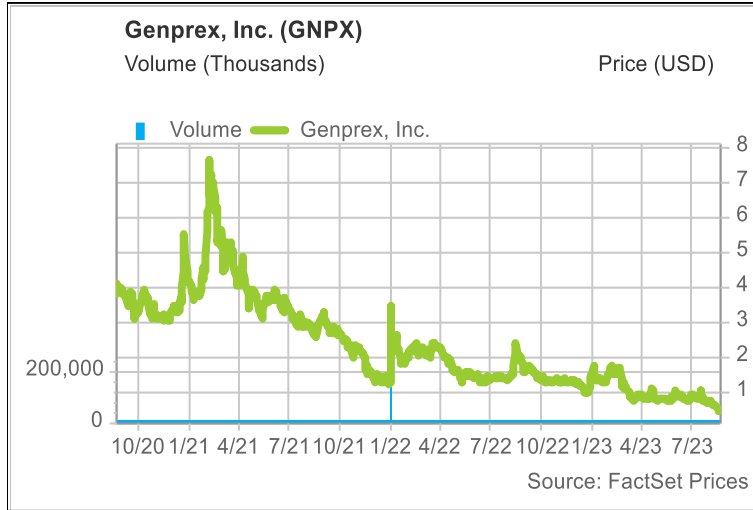
GENPREX: Income Statement ('000s)																
000 : YE December 31	2022A	1Q23A	2Q23A	3Q23E	4Q23E	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E	2032E	2033E
<b>Product sales</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Oncology	-	-	-	-	-	-	-	-	-	-	-	-	75,000	200,000	350,000	1,000,000
Diabetes	-	-	-	-	-	-	-	-	-	-	-	-	75,000	200,000	350,000	1,000,000
<b>Total Product Sales</b>	-	-	-	-	-	-	-	-	-	-	-	-	150,000	400,000	700,000	2,000,000
<b>Costs and Expenses:</b>																
COGS													45,000	112,000	175,000	500,000
COGS %													30%	28%	25%	25%
Depreciation	26	4	4													
Research and Development	11,510	5,310	3,977	3,453	1,072	13,812	16,575	19,889	23,867	28,641	34,369	27,495	26,120	26,643	27,176	27,719
General and Administrative	12,295	3,957	4,055	3,105	1,301	12,418	12,542	12,668	12,794	12,922	13,051	15,009	27,017	27,287	27,560	27,835
<b>Total Operating Expenses</b>	<b>23,831</b>	<b>9,271</b>	<b>8,036</b>	<b>6,558</b>	<b>2,373</b>	<b>26,230</b>	<b>29,117</b>	<b>32,557</b>	<b>36,662</b>	<b>41,563</b>	<b>47,420</b>	<b>42,504</b>	<b>53,137</b>	<b>53,929</b>	<b>54,735</b>	<b>55,554</b>
Loss from Operations	(23,831)	(9,271)	(8,036)	(6,558)	(2,373)	(26,230)	(29,117)	(32,557)	(36,662)	(41,563)	(47,420)	(42,504)	96,863	346,071	645,265	1,944,446
<b>Other Expense</b>																
Interest Income	90	68	56	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Other Expense</b>	<b>90</b>	<b>68</b>	<b>56</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Net Loss</b>	<b>(23,741)</b>	<b>(9,203)</b>	<b>(7,980)</b>	<b>(6,558)</b>	<b>(2,373)</b>	<b>(26,230)</b>	<b>(29,117)</b>	<b>(32,557)</b>	<b>(36,662)</b>	<b>(41,563)</b>	<b>(47,420)</b>	<b>(42,504)</b>	<b>96,863</b>	<b>346,071</b>	<b>645,265</b>	<b>1,944,446</b>
	-	-	-	-	-	-	-	-	-	-	-	-	9,686	51,911	129,053	700,000
<b>Tax Rate</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>0%</b>	<b>10%</b>	<b>15%</b>	<b>20%</b>	<b>36%</b>
<b>GAAP Net Income (loss)</b>	<b>(23,741)</b>	<b>(9,203)</b>	<b>(7,980)</b>	<b>(6,558)</b>	<b>(2,373)</b>	<b>(26,230)</b>	<b>(29,117)</b>	<b>(32,557)</b>	<b>(36,662)</b>	<b>(41,563)</b>	<b>(47,420)</b>	<b>(42,504)</b>	<b>87,177</b>	<b>294,160</b>	<b>516,212</b>	<b>1,244,445</b>
<b>GAAP-EPS</b>	<b>(0.50)</b>	<b>(0.19)</b>	<b>(0.15)</b>	<b>(0.11)</b>	<b>(0.04)</b>	<b>(0.49)</b>	<b>(0.34)</b>	<b>(0.34)</b>	<b>(0.35)</b>	<b>(0.35)</b>	<b>(0.39)</b>	<b>(0.35)</b>	<b>0.71</b>	<b>2.38</b>	<b>4.17</b>	<b>10.00</b>
GAAP EPS (dil)	(0.50)	(0.16)	(0.13)	(0.08)	(0.03)	(0.38)	(0.23)	(0.23)	(0.23)	(0.24)	(0.27)	(0.24)	0.49	1.65	2.89	6.94
Wgtd Avg Shrs (Bas) '000	47,952	49,471	51,979	59,479	60,074	55,251	85,262	95,618	106,016	117,702	121,935	122,423	122,914	123,406	123,901	124,397
Wgtd Avg Shrs (Dil) '000	47,952	57,471	62,287	77,287	78,060	68,776	128,330	143,867	159,466	171,366	175,814	176,518	177,225	177,935	178,648	179,363

Source: Dawson James estimates, company reports

Companies mentioned in this report:

**Important Disclosures:**

**Price Chart:**



Price target and ratings changes over the past three years:

- Initiated – Buy – January 30, 2023 – Price Target \$3.00
- Update Report – Buy – February 23, 2023 – Price Target \$3.00
- Update Report - Buy – March 2, 2023 – Price Target \$3.00
- Update Report - Buy – May 30, 2023 – Price Target \$3.00
- Update Report - Buy – June 27, 2023 – Price Target \$3.00
- Update Report - Buy – July 6, 2023 – Price Target \$3.00
- Update Report - Buy – July 19, 2023 – Price Target \$3.00
- Rating Change – Buy to Neutral – August 22, 2023 – Price Target NA

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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.
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Current as of 22-Aug-23

	<b>Company Coverage</b>		<b>Investment Banking</b>	
<b>Ratings Distribution</b>	# of Companies	% of Total	# of Companies	% of Totals
Market Outperform (Buy)	23	65.70%	3	8.60%
Market Perform (Neutral)	12	34.30%	3	8.60%
Market Underperform (Sell)	0	0%	0	0.00%
<b>Total</b>	<b>35</b>	<b>100%</b>	<b>6</b>	<b>17.20%</b>

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