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## GeoVax Labs Inc. (GOVX) – Buy Rated

January 19, 2024

### Reverse Stock Split Ahead – Removing Our Price Target

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GeoVax stockholders approved a reverse stock split between 1:5 and 1:15. We see strong fundamentals in GeoVax as a company. The stock has been under pressure for some time in what is a “tough” environment for micro-capitalized companies, so the key question is has GeoVax bottomed? We believe in this case, the answer is yes, and we are hopeful that the technical aspects typically associated with reverse stock splits, which tend to drive valuation down, in this case will be short lived. Ahead of the reverse split, with the future ratio not yet determined, we are removing our price target and plan to revisit our target valuation, post-split by the end of the month.

### Investment Highlights

**Gedeptin – Gene Therapy for Solid Tumors:** Gedeptin is now in P1/2 trial in advanced head and neck squamous cell carcinoma (HNSCC). This trial is partially funded by the FDA’s Orphan Products Clinical Trials Grants Program. The trial is designed to inform the design of a larger patient trial that also may involve patients with other anatomically accessible oral and pharyngeal cancers, including cancers of the lip, tongue, gum, floor of the mouth, salivary gland, and other oral cavities.

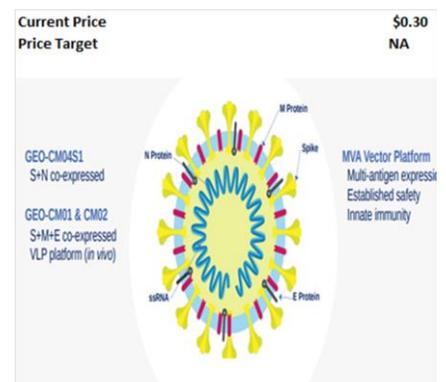
**What is it?** Gedeptin is a gene-directed enzyme prodrug therapy (GDEPT) that results in the formation of an oncolytic agent within the tumor itself. This agent then triggers tumor cell death while significantly limiting systemic exposure. Gedeptin is based upon a replication-deficient adenoviral vector that is injected directly into the tumor mass three times over a period of two days. The PNP enzyme, by itself, has no anti-cancer activity, but when used in combination with purine nucleoside prodrugs (Fludara), it generates an active chemotherapeutic agent within the tumor cells (in situ).

**Gedeptin Clinical Trial Data.** Interim data from the Phase 1/2 clinical trial of Gedeptin was presented at the American Association for Cancer Research (AACR) and the American Head and Neck Society (AHNS) joint Head and Neck Cancer Conference in July. The ongoing Phase 1/2 trial (ClinicalTrials.gov Identifier: NCT03754933) is evaluating the safety and efficacy of repeat cycles of Gedeptin therapy in patients with recurrent head and neck cancers whose tumor(s) are accessible for injection.

**Orphan Drug Status** – The FDA has granted orphan drug status to Gedeptin, for the intratumoral treatment of anatomically accessible oral and pharyngeal cancers, including cancers of the lip, tongue, gum, floor of the mouth, salivary gland, and other oral cavities.

**Valuation:** Our valuation is based on Gedeptin and Covid Vaccines (only). We project our model out to 2033. We apply a 30% success probability 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. With a reverse stock split ahead, (but we don’t yet know the ratio), we remove our price target.

**Risk to our thesis include:** 1. Regulatory Approvals; 2. Capital Requirements 3. Adoption Rates 4. Intellectual Capital 5. Dilution.



Stock Data			
52-Week Range	\$0.30	-	\$1.39
Shares Outstanding (mil.)			29.7
Market Capitalization (mil.)			\$9
Enterprise Value (mil.)			-\$4
Debt to Capital			0%
Book Value/Share			-
Price/Book			0.6
Average Three Months Trading Volume (K)			81
Insider Ownership			1.4%
Institutional Ownership			5.8%
Short interest (mil.)			0.7%
Dividend / Yield			\$0.00/0.0%



**Our valuation for GeoVax** is based on Gadeptin and the Covid vaccine programs only. We do this for conservatism with the understanding that proof of concept in either of the programs has broader implications for the market opportunity for the products and expansion of the platform. We provide our “simplified” product models and assumptions as follows:

#### Gadeptin

1. We assume a treatable patient population of 22,000.
2. We assume orphan-like drug pricing at \$125,000 per complete therapeutic course.
3. We apply just a 30% probability of success given the early nature of the program.

#### Covid – Immune Compromised Patients

1. We assume 10% of the total population is treatable for a multitude of reasons for a Covid vaccine that is effective in immune-compromised patients. Our thinking considers patients undergoing cancer treatment, organ transplants, and patients taking therapies such as those for psoriasis, arthritis, and other related therapies that put these groups at risk.
2. We assume a modest cost of therapy of just \$50.00.
3. We apply just a 30% probability of success given the early nature of the program.

### Exhibit 1. Gadeptin Model

Head & Neck Cancers	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E	2032E	2033E
Disease Prevalance	66,470	67,135	67,806	68,484	69,169	69,861	70,559	71,265	71,977	72,697	73,424
3rd line	21,935	22,154	22,376	22,600	22,826	23,054	23,285	23,517	23,753	23,990	24,230
Market Share				10%	12%	14%	18%	22%	26%	33%	35%
Cost of Therapy				\$ 125,000	\$ 125,000	\$ 125,000	\$ 125,000	\$ 125,000	\$ 125,000	\$ 125,000	\$ 125,000
Revenue (\$) - M				282	342	403	524	647	772	990	1,060
Probability of Success				30%	30%	30%	30%	30%	30%	30%	30%
<b>Risk Adjusted U.S. Revenue (\$M)</b>				<b>\$ 85</b>	<b>\$ 103</b>	<b>\$ 121</b>	<b>\$ 157</b>	<b>\$ 194</b>	<b>\$ 232</b>	<b>\$ 297</b>	<b>\$ 318</b>

### Exhibit 2. Gadeptin Model

Covid - Immune Compromised Patients	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E	2032E	2033E
Population	325,000,000	325,000,000	325,000,000	325,000,000	325,000,000	325,000,000	325,000,000	325,000,000	325,000,000	325,000,000	325,000,000
Immune Compromised				10%	11%	12%	13%	14%	15%	15%	15%
Cost of Therapy	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50	\$50
Market Share	10%	10%	10%	10%	20%	30%	40%	50%	51%	52%	53%
Revenue (\$) - M				\$ 163	\$ 358	\$ 585	\$ 845	\$ 1,138	\$ 1,243	\$ 1,268	\$ 1,292
Probability of Success				30%	30%	30%	30%	30%	30%	30%	30%
<b>Risk Adjusted U.S. Revenue (\$M)</b>				<b>\$ 49</b>	<b>\$ 107</b>	<b>\$ 176</b>	<b>\$ 254</b>	<b>\$ 341</b>	<b>\$ 373</b>	<b>\$ 380</b>	<b>\$ 388</b>

**Risks to our thesis include** 1. Regulatory Approvals; 2. Capital Requirements 3. Adoption Rates 4. Intellectual Capital 5. 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.
- **Capital Requirements:** The business requires continued funding; there can be no assurances that the company will be able to raise the needed capital to continue operations.
- **Adoption Rates:** There are no assurances that the projected market share can be met. A combination of factors from pricing and reimbursement to competitive performance are expected to be key factors in driving users to administer these drugs.
- **The Competitive Landscape & IP.** The company does have intellectual property and knows how to preserve its competitive position. However, 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 3. Income Statement**

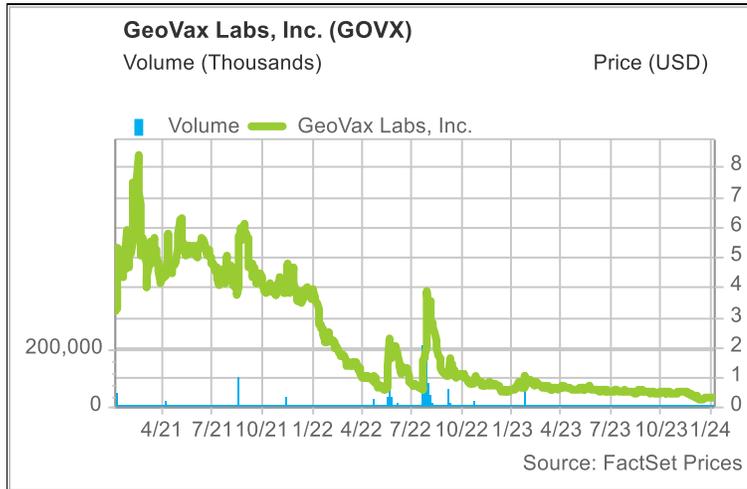
GeoVax: Income Statement '000																				
000 - YE December 31	2022A	1Q23A	2Q23A	3Q23A	4Q23E	2023E	1Q24E	2Q24E	3Q24E	4Q24E	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E	2032E	2033E
<b>Risk Adjusted Product sales Projections</b>																				
Gadepitin													84,749	102,716	121,034	157,171	194,019	231,588	296,877	318,019
COVID Immuno-compromised													48,750	107,250	175,500	253,500	341,250	372,938	380,250	387,563
Grant Revenue	82																			
<b>Total Product Sales</b>	<b>82</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>133,499</b>	<b>209,966</b>	<b>296,534</b>	<b>410,671</b>	<b>535,269</b>	<b>604,525</b>	<b>677,127</b>	<b>705,581</b>
<b>Expenses</b>																				
COGS													26,700	41,993	59,307	82,134	107,054	120,905	135,425	141,116
COGS %		0%	0%	0%	0%		0%	0%	0%	0%			20%	20%	20%	20%	20%	20%	20%	20%
Research and Development	9,123	2,819	4,720	6,948	4,513	19,000	4,560	4,750	4,750	4,940	19,000	22,800	27,360	32,832	33,160	36,476	43,772	52,526	63,031	75,637
General and Administrative	4,987	1,451	1,459	1,652	474	5,036	1,221	1,272	1,272	1,323	5,087	10,000	22,000	30,000	30,300	30,603	30,909	31,218	31,530	31,846
<b>Total Operating Expenses</b>	<b>14,110</b>	<b>4,271</b>	<b>6,179</b>	<b>8,600</b>	<b>4,987</b>	<b>24,036</b>	<b>5,781</b>	<b>6,022</b>	<b>6,022</b>	<b>6,263</b>	<b>24,087</b>	<b>32,800</b>	<b>76,060</b>	<b>104,825</b>	<b>122,767</b>	<b>149,213</b>	<b>181,734</b>	<b>204,649</b>	<b>229,987</b>	<b>248,599</b>
Loss from Operations	(14,029)	(4,271)	(6,179)	(8,600)	(4,987)	(24,036)	(5,781)	(6,022)	(6,022)	(6,263)	(24,087)	(32,800)	57,439	105,141	173,767	261,457	353,534	399,876	447,141	456,982
<b>Other (income) Expenses</b>																				
Interest Income	7	233	251	191	-	675	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Expense																				
<b>Total other (income) expense</b>	<b>7</b>	<b>233</b>	<b>251</b>	<b>191</b>	<b>-</b>	<b>675</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>-</b>
<b>Net Loss</b>	<b>(14,021)</b>	<b>(4,038)</b>	<b>(5,928)</b>	<b>(8,409)</b>	<b>(4,987)</b>	<b>(23,362)</b>	<b>(5,781)</b>	<b>(6,022)</b>	<b>(6,022)</b>	<b>(6,263)</b>	<b>(24,087)</b>	<b>(32,800)</b>	<b>57,439</b>	<b>105,141</b>	<b>173,767</b>	<b>261,457</b>	<b>353,534</b>	<b>399,876</b>	<b>447,141</b>	<b>456,982</b>
Tax Rate	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	5,744	21,028	52,130	91,510	134,343	151,953	169,913	173,653
<b>GAAP Net Income (loss)</b>	<b>(14,021)</b>	<b>(4,038)</b>	<b>(5,928)</b>	<b>(8,409)</b>	<b>(4,987)</b>	<b>(23,362)</b>	<b>(5,781)</b>	<b>(6,022)</b>	<b>(6,022)</b>	<b>(6,263)</b>	<b>(24,087)</b>	<b>(32,800)</b>	<b>51,695</b>	<b>84,113</b>	<b>121,637</b>	<b>169,947</b>	<b>219,191</b>	<b>247,923</b>	<b>277,227</b>	<b>283,329</b>
<b>GAAP-EPS</b>	<b>(0.83)</b>	<b>(0.15)</b>	<b>(0.22)</b>	<b>(0.32)</b>	<b>(0.14)</b>	<b>(0.83)</b>	<b>(0.16)</b>	<b>(0.13)</b>	<b>(0.13)</b>	<b>(0.13)</b>	<b>(0.55)</b>	<b>(0.70)</b>	<b>1.10</b>	<b>1.78</b>	<b>2.57</b>	<b>3.57</b>	<b>4.59</b>	<b>5.17</b>	<b>5.76</b>	<b>5.86</b>
GAAP EPS (dil)	(0.83)	(0.15)	(0.22)	(0.32)	(0.11)	(0.74)	(0.12)	(0.11)	(0.11)	(0.11)	(0.44)	(0.58)	0.91	1.47	2.11	2.94	3.78	4.26	4.74	4.83
Wgtd Avg Shrs (Bas) '000	16,973	26,339	26,444	26,544	36,507	28,958	36,544	46,580	46,627	46,673	44,106	46,790	46,977	47,166	47,355	47,544	47,735	47,926	48,118	48,311
Wgtd Avg Shrs (Dil) '000	16,973	26,339	26,444	26,544	46,517	31,461	46,564	56,610	56,667	56,723	54,141	56,865	57,093	57,322	57,551	57,782	58,013	58,246	58,479	58,713

Source: Company reports and Dawson James

Companies mentioned in this report:

**Important Disclosures:**

**Price Chart:**



Price target and ratings changes over the past three years:

- Initiated – Buy – March 3, 2023 – Price Target \$4.0
- Update Report – Buy – March 24, 2023 – Price Target \$4.0
- Update Report – Buy – April 6, 2023 – Price Target \$4.0
- Update Report – Buy – April 11, 2023 – Price Target \$4.0
- Update Report – Buy – April 19, 2023 – Price Target \$4.0
- Update Report – Buy – May 5, 2023 – Price Target \$4.0
- Update Report – Buy – May 25, 2023 – Price Target \$4.0
- Update Report – Buy – July 11, 2023 – Price Target \$4.0
- Update Report – Buy – July 21, 2023 – Price Target \$4.0
- Update Report – Buy – July 24, 2023 – Price Target \$4.0
- Update Report – Buy – August 10, 2023 – Price Target \$4.0
- Update Report – Buy – August 29, 2023 – Price Target \$4.0
- Update Report – Buy – September 12, 2023 – Price Target \$4.0
- Update Report – Buy – September 20, 2023 – Price Target \$4.0
- Update Report – Buy – September 27, 2023 – Price Target \$4.0
- Update Report – Buy – October 9, 2023 – Price Target \$4.0
- Update Report – Buy – October 25, 2023 – Price Target \$4.0
- Update Report – Buy – October 31, 2023 – Price Target \$4.0
- Update Report – Buy – November 9, 2023 – Price Target \$4.0
- Update Report – Buy – December 1, 2023 – Price Target \$4.0
- Update Report – Buy – December 5, 2023 – Price Target \$4.0
- Update Report – Buy – December 20, 2023 – Price Target \$4.0
- Update Report – Buy – January 8, 2024 – Price Target \$4.0
- Price Target Change – Buy – January 19, 2024 – Price Target changed from \$4.0 to NA

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Current as of 18-Jan-24

	Company Coverage		Investment Banking	
Ratings Distribution	# of Companies	% of Total	# of Companies	% of Totals
Market Outperform (Buy)	21	61.76%	4	11.80%
Market Perform (Neutral)	13	38.24%	2	5.90%
Market Underperform (Sell)	0	0%	0	0.00%
Total	34	100%	6	17.70%

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