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Zomedica Corp. (ZOM-NYSE-American)

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Neutral Rated – Pulse Vet Case Studies Published

Zomedica announced the publications supporting the use of PulseVet electro-hydraulic shock wave therapy to successfully treat (n=8) canines with fibrotic myopathy. In the series, the dogs were able to continue working an average of 32 months following diagnosis. The article, titled "Outcome of eight working dogs with fibrotic myopathy following extracorporeal shockwave and rehabilitation therapy: a case series" was recently published in *Frontiers in Veterinary Science*. The study was conducted by Drs. Frank Tsai, Leilani Alvarez and the team at the Department of Integrative and Rehabilitative Medicine, Schwarzman Animal Medical Center. <https://www.frontiersin.org/articles/10.3389/fvets.2023.1258319/full>

Investment Highlights:

Pulse Vet – Reducing Inflammation & Pain: The PulseVet platform treats musculoskeletal issues in horses and small animals. Pulse Vet represents most of the company's revenues. Last year, we estimated that the company had close to 1200 installed units. Our expectation is that the number can expand to 5,000. The focus is on the U.S., but there are opportunities outside the country (Europe, Japan, and Australia). **Assisi too** - We view the Assisi product as complementary to PulseVet as an at-home option to treat Pain & Inflammation and help separation anxiety dubbed "Calmer Canines." We envision Assisi as a promotionally sensitive product line that has the potential to be significant. We believe the company is right to continue its focus on establishing the clinical utility behind PulseVet as the priority today. We estimate that PulseVet and Assisi represent the majority of the company's revenues this year (\$23 + \$5M of \$34M in total).

Quarter's Recent Highlights (from the Press Release): Revenue for 2023 is expected to be over \$25 million, an increase of over 32% compared to 2022 revenue of \$18.9 million, primarily driven by:

- *Increases in sales of Therapeutic Devices, which grew ~29% over the prior year, primarily driven by an increase in PulseVet® product sales and the inclusion of a full year of Assisi® product sales; and,*
- *Increases in Diagnostic sales, which grew ~250% over the prior year, primarily driven by an increase in TRUFORMA® product sales and revenue from the launches of the VetGuardian® and TRUVIEWTM product lines.*
- *Cash, Cash Equivalents, and Available-for-Sale Securities are expected to be just over \$100 million at December 31, 2023.*
- **Guidance:** *The Company expects the full year 2024 revenue in the range of \$31 to \$35 million.*

Valuation: Our valuation for Zomedica is based on revenue projections out to 2030. Based on slower-than-anticipated growth (recent qtr.'s results) we pushed our revenue growth assumptions out by approximately two years to reach close to cash flow positive. The company mentioned the likelihood of a reverse split. We assume the company does not need to raise additional capital. We assume rising SG&A as the company commercializes its products. We assume an improving cost of goods sold (COGS) over time. Our valuation models: Free Cash Flow to the Firm (FCFF), discounted EPS (dEPS), and Sum-of-the-Parts (SOP), use a 15% discount rate. The result of these three models is then equal-weighted and averaged.

Risks to our thesis include: 1. Commercial Execution; 2. Competition 3. Adoption Rates 4. Intellectual Property 5. Dilution.

Current Price **\$0.14**
Price Target **NA**



Advancing animal health and veterinarian success

Source: Zomedica

Stock Data

52-Week Range	\$0.12	-	\$0.27
Shares Outstanding (mil.)	979.9		
Market Capitalization (mil.)	\$137		
Enterprise Value (mil.)	\$31		
Debt to Capital	0%		
Book Value/Share	\$0.05		
Price/Book	0.6		
Average Three Months Trading Volume (K)	3,543		
Insider Ownership	1.6%		
Institutional Ownership	8.9%		
Short interest (mil.)	5.8%		
Dividend / Yield	\$0.00/0.0%		



Exhibit 1. Income Statement

ZoMedica: Income Statement (\$000)																	
Year Ending December 31	2022A	1Q23A*	2Q23A*	3Q23A*	4Q23E	2023E	1Q24E	2Q24E	3Q24E	4Q24E	2024E	2025E	2026E	2027E	2028E	2029E	2030E
Product sales																	
TruForma - 5 assays & expending - PoC Diagnostics - \$1.2B Market Opportunity	394	200	150	150	200	700	600	613	638	650	2,500	3,500	7,500	9,500	10,925	14,000	15,400
PulseVet - Musculoskeletal Treatment - \$150M Market	14,875	3,882	4,600	4,927	5,500	22,000	5,544	5,660	5,891	6,006	23,100	24,486	26,935	29,628	32,591	34,546	36,274
VetGuardian - Remote Pet Monitoring \$40M Market		125	35	35	50	245	360	368	383	390	1,500	2,200	2,640	3,168	3,643	4,008	4,408
Revo/TRUVIEW - Veterinary Imaging \$1.3B Market Opportunity		125	35	35	50	245	480	490	510	520	2,000	3,000	4,500	5,625	6,469	7,116	53,000
Assisi - "LOOP" & Calmer Canine - Devices \$150M Market Opportunity	3,661	1,150	1,200	1,200	1,200	4,750	1,200	1,225	1,275	1,300	5,000	6,000	8,000	9,000	10,350	11,385	12,524
Total Product Sales	18,930	5,482	6,020	6,347	7,000	24,849	8,184	8,355	8,696	8,866	34,100	39,186	49,575	56,921	63,978	71,054	121,605
Expenses																	
COGS	5,278	1,647	1,972	1,985	2,240	7,844	2,701	2,757	2,870	2,926	11,253	11,756	13,881	14,230	15,355	16,343	26,753
COGS %	28%	30%	33%	31%	32%	32%	33%	33%	33%	33%	33%	30%	28%	25%	24%	23%	22%
Selling, General & Administrative	32,997	10,429	9,931	9,443	9,355	34,647	6,000	5,750	6,500	6,750	25,000	27,500	30,250	33,275	36,603	37,335	38,081
Research and Development	2,578	918	859	867	766	2,836	694	665	752	781	2,893	2,100	2,400	2,500	2,500	2,550	2,601
Total expenses	40,853	12,994	12,762	10,310	10,120	37,483	9,395	9,172	10,122	10,457	39,146	41,356	46,531	50,005	54,457	56,227	67,435
Operating Income (Loss)	(21,923)	(7,512)	(6,742)	(5,948)	(3,120)	(12,634)	(1,211)	(818)	(1,426)	(1,591)	(5,046)	(2,170)	3,044	6,916	9,521	14,827	54,170
Finance income	2,701	1,412	1,460	1,437													
Other Expense (& Fx)	(159)	(77)	(99)	2,100													
Total other income	2,542	1,335	1,361	3,537	-	-	-	-	-	-	-	-	-	-	-	-	-
Pretax Income	(19,381)	(6,177)	(5,304)	(2,411)	(3,120)	(12,634)	(1,211)	(818)	(1,426)	(1,591)	(5,046)	(2,170)	3,044	6,916	9,521	14,827	54,170
change in fair value of cash flow hedge	(845)	286		225													
Income Tax Benefit (Provision) & Other	2,366	208	-	(1,920)	-	(1,712)	-	-	-	-	-	-	152	553	952	2,224	13,542
Tax Rate	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	5%	8%	10%	15%	25%
GAAP Net Income (loss)	(17,860)	(6,099)	(5,304)	(266)	(3,120)	(10,922)	(1,211)	(818)	(1,426)	(1,591)	(5,046)	(2,170)	2,892	6,363	8,569	12,603	40,627
GAAP-EPS	(0.02)	(0.01)	(0.01)	(0.00)	(0.00)	(0.02)	(0.00)	(0.00)	(0.00)	(0.00)	(0.01)	(0.00)	0.00	0.01	0.01	0.01	0.05
GAAP EPS (dil)	(0.02)	(0.01)	(0.01)	(0.00)	(0.00)	(0.01)	(0.00)	(0.00)	(0.00)	(0.00)	(0.01)	(0.00)	0.00	0.01	0.01	0.01	0.05
Wgtd Avg Shrs (Bas) - '000s	979,924	979,950	979,950	979,950	980,930	980,195	981,911	982,892	983,875	984,859	983,384	987,324	964,330	926,332	889,831	854,768	821,087
Wgtd Avg Shrs (Dil) - '000s	979,924	979,950	979,950	979,950	980,930	980,195	981,911	982,892	982,892	984,859	983,139	987,077	966,753	928,659	892,066	856,915	821,087

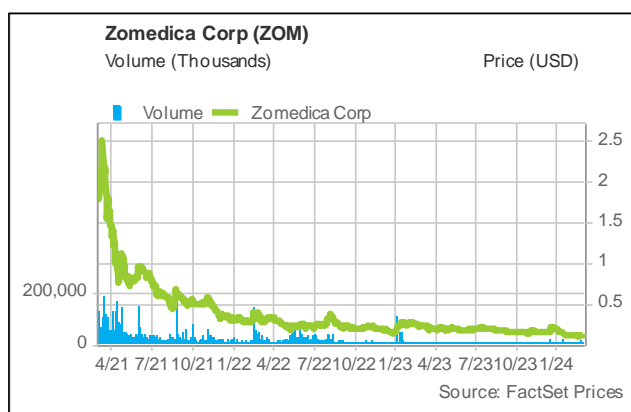
Source: Company reports and Dawson James * revenues breakdown is estimated

Risks to our thesis include: 1. Commercial Execution; 2. Competition 3. Adoption Rates 4. Intellectual Property 5. Dilution

- **Commercial execution.** The company has ambitious goals. There can be no assurance that the requirements to achieve market penetration will be met. The company needs to continue to build its salesforce and product offerings, demonstrating advantages to the fragmented veterinary care provider networks.
- **The Competitive Landscape, Adoption Rates & 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, while well-capitalized today, may at some point need to return to the markets for additional capital. Our model assumes a reverse stock split; however, we do not assume the need for additional capital. We could be proven wrong. Should the need arise for capital, there can be no assurances that the company can successfully raise the capital required to execute its business strategy.

Important Disclosures:

Price Chart



Price target and rating changes over the past three years:

- Initiated – Buy – January 6, 2023 – Price Target \$6.0
- Update Report – Buy – January 17, 2023 – Price Target \$6.0
- Update Report – Buy – February 9, 2023 – Price Target \$6.0
- Update Report – Buy – March 16, 2023 – Price Target \$6.0
- Price Target Change – Buy Rated, March 21, 2023 – Price Target \$0.44
- Update Report – Buy – May 8, 2023 – Price Target \$0.44
- Update Report – Buy – May 15, 2023 – Price Target \$0.44
- Update Report – Buy – June 12, 2023 – Price Target \$0.44
- Update Report – Buy – August 4, 2023 – Price Target \$0.44
- Update Report – Buy – August 11, 2023 – Price Target \$0.44
- Update Report – Buy – September 6, 2023 – Price Target \$0.44
- Update Report – Buy – October 6, 2023 – Price Target \$0.44
- Rating Change - Buy to Neutral October 14, 2023 – Price Target NA
- Update Report – Neutral – December 7, 2023 – Price Target NA
- Update Report – Neutral – January 18, 2024 – Price Target NA
- Update Report – Neutral – February 1, 2024 – Price Target NA
- Update Report – Neutral – March 4, 2024 – Price Target NA
- Update Report – Neutral – March 8, 2024 – 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.
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 27-Feb-24

	Company Coverage		Investment Banking	
Ratings Distribution	# of Companies	% of Total	# of Companies	% of Totals
Market Outperform (Buy)	20	57.14%	4	11.43%
Market Perform (Neutral)	15	42.86%	2	5.71%
Market Underperform (Sell)	0	0%	0	0.00%
Total	35	100%	6	17.14%

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