

Strong Sales Momentum and Extended Research Collaboration

Fluicell AB (publ) ("Fluicell" or "the Company") offers innovative R&D instruments for both single-cell analysis and 3D bioprinting business segments in which we forecast will enter a fast-growing pace, where a revenue of SEK 68.6m is estimated for the year 2026 for the Company. Furthermore, Fluicell is developing tissue engineered products, targeting areas such as cardiac repair, diabetes, and eye disorders, where successful progress in related projects constitute as strong value drivers ahead. Based on an applied P/S-multiple of 5.5x on estimated revenues and a discount rate of 12%, this yields an implied value per share of SEK 9.8 in a Base scenario, where steps in the right direction are expected to reduce the current valuation discount.

▪ Innovative Offerings Lowering Cost of Research

Fluicell offers innovative technology platforms, products and R&D solutions that enables studies on single- and multi-cell level. Fluicell's solutions can perform tests with fewer cells, use less testing substance, provide more flexibility, lower cost and need for biological material for the users, as well as the ability to generate high value data in ways previously not possible. Analyst Group see this as a strong value proposition, contributing to Fluicell's growth along with underlying market trends.

▪ Several Global Customers and Strong Demand

Fluicell has over 30 high-quality names as customers within research, academia and the pharma industry that has expressed great interest by using the Company's products. Examples of partners that Fluicell works with include National Institute of Health (NIH), Oregon University, Roche, Orion Pharma and Novartis. A continued strong demand from customers going forward is a driving tailwind for expanding future sales growth. Furthermore, Fluicell has several R&D collaborations ongoing, one of them being an EU-funded grant called BIRDIE as a part of FETOPEN Horizon 2020.

▪ Operating in Vast Markets with Double-Digit Growth

The global markets for both single-cell analysis and 3D bioprinting were estimated to be worth USD 3.7bn and USD 1.9bn respectively in 2022. Combined, these two markets are projected to reach USD 12.5bn in 2027 which represent a CAGR of 17%. Additionally, the tissue engineering market was estimated to USD 15.9bn in 2022 and is forecasted to reach USD 33.5bn by 2028, corresponding to a CAGR of 12.9%. As a leader in single-cell analysis and 3D bioprinting, Fluicell will benefit from these market tailwinds to capitalize on the demand for advanced research instruments going forward.

▪ Extended collaboration with Roche

In February 2023, Fluicell announced that the Company has extended the collaboration with Roche centred on Fluicell's Biopixlar. The project spans over ten months where the aim is to investigate optimization of bioprinted heart tissues for drug safety. The project has several milestones with the estimated completion in December 2023. Analyst Group views this project as one of Fluicell's main value driving activities, where opportunities for potential licensing deals are anticipated to occur in a successful scenario.

VALUATION RANGE

Bear
SEK 2.1

Base
SEK 9.8

Bull
SEK 11.8

KEY INFORMATION

Share Price (2023-03-16)	3.04
Shares Outstanding	24,492,532
Market Cap (SEKm)	74.5
Net cash(-)/debt(+) (SEKm)	-24.5
Enterprise Value (SEKm)	50.0
List	Nasdaq First North Growth Market
Quarterly report 1 2023	2023-05-12

SHARE PRICE DEVELOPMENT



OWNERS (SOURCE: FLUICELL IR 2023-01-31)

Avanza Pension	5.5%
von der Osten-Sacken, Bernhard	3.6%
Viola Vitalis AB	2.7%
Nilsson, Henrik	2.4%
Nordnet Pensionsförsäkring AB	2.1%

Estimates (SEKm)	2023E	2024E	2025E	2026E
Total Revenue	13.0	22.8	45.1	68.6
COGS	-2.4	-4.3	-9.0	-13.7
Gross Profit	10.6	18.4	36.1	54.9
Gross Margin	81.9%	81.1%	80.0%	80.0%
Operating Costs	-29.5	-31.7	-34.1	-36.7
EBITDA	-18.9	-13.3	2.0	18.2
EBITDA Margin	neg	neg	4.4%	26.6%
P/S	6.3x	3.5x	1.7x	1.1x
EV/S	4.3x	2.3x	1.1x	0.7x
EV/EBITDA	neg	neg	25.3x	2.7x

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Other

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