

Important Milestones Reached Enables Further Growth

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 market trends.

▪ 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.

▪ Important Milestones Reached in In-Vitro Studies

In March 2023, Fluicell reached important milestones regarding the in-vitro development of tissue therapeutics against type 1 diabetes. Fluicell are now able to print up to 200 insulin producing islet tissues in the same trial which corresponds to the number of transplanted islets that has been shown to have a beneficial effect in mice. The milestones are a step towards generating candidates for in-vivo testing which is estimated to be initiated in 2024.

▪ Extended collaboration with Roche

In February 2023, Fluicell announced that the Company has extended the collaboration with Roche centred on Fluicell's Biopixlar 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 licensing deals are anticipated to occur in a successful scenario.

VALUATION RANGE

Bear
SEK 2.1

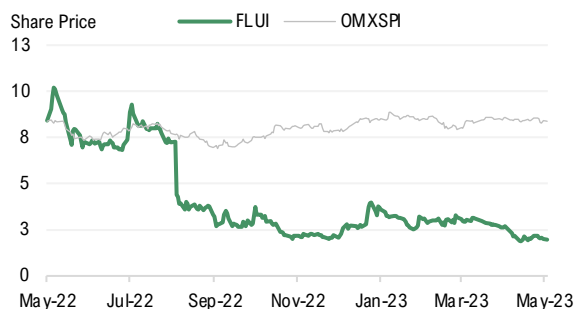
Base
SEK 9.8

Bull
SEK 11.8

KEY INFORMATION

Share Price (2023-05-29)	1.98
Shares Outstanding	24,492,532
Market Cap (SEKm)	48.5
Net cash(-)/debt(+)	(SEKm) -15.0
Enterprise Value (SEKm)	33.5
List	Nasdaq First North Growth Market
Quarterly report 2 2023	2023-08-18

SHARE PRICE DEVELOPMENT



OWNERS (SOURCE: FLUICELL IR PAGE 2023-03-31)

Avanza Pension	5.4%
von der Osten-Sacken, Bernhard	3.7%
Viola Vitalis AB	3.2%
Nilsson, Henrik	2.0%
Nordnet Pensionsförsäkring AB	2.0%

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	4.1x	2.2x	1.1x	0.7x
EV/S	2.8x	1.6x	0.7x	0.5x
EV/EBITDA	neg	neg	16.9x	1.8x

Disclaimer

These analyses, documents and any other information originating from AG Equity Research AB (Henceforth "AG") are created for information purposes only, for general dissipation and are not intended to be advisory. The information in the analysis is based on sources, data and persons which AG believes to be reliable. AG can never guarantee the accuracy of the information. The forward-looking information found in this analysis are based on assumptions about the future, and are therefore uncertain by nature and using information found in the analysis should therefore be done with care. Furthermore, AG can never guarantee that the projections and forward-looking statements will be fulfilled to any extent. This means that any investment decisions based on information from AG, any employee or person related to AG are to be regarded to be made independently by the investor. These analyses, documents and any other information derived from AG is intended to be one of several tools involved in investment decisions regarding all forms of investments regardless of the type of investment involved. Investors are urged to supplement with additional relevant data and information, as well as consulting a financial adviser prior to any investment decision. AG disclaims all liability for any loss or damage of any kind that may be based on the use of analyzes, documents and any other information derived from AG.

Conflicts of Interest and impartiality

To ensure AG's independence, AG has established compliance rules for analysts. In addition, all analysts have signed an agreement in which they are required to report any and all conflicts of interest. These terms have been designed to ensure that *COMMISSION DELEGATED REGULATION (EU) 2016/958 of 9 March 2016, supplementing Regulation (EU) No 596/2014 of the European Parliament and of the Council with regard to regulatory technical standards for the technical arrangements for objective presentation of investment recommendations or other information recommending or suggesting an investment strategy and for disclosure of particular interests or indications of conflicts of interest*. Compliance policy: <https://analystgroup.se/interna-regler-ansvarsbegransning/> (Swedish)

Other

This analysis is a task analysis. This means Analyst Group has received payment for doing the analysis. The Principal, **Fluicell AB** (furthermore "the Company") has had no opportunity to influence the parts where Analyst Group has had opinions about the Company's future valuation or anything that could constitute an objective assessment.

The parts that the Company has been able to influence are the parts that are purely factual and objective.

The analyst does not own shares in the Company.

This analysis is copyright protected by law © AG Equity Research AB (2014-2023). Sharing, dissemination or equivalent action to a third party is permitted provided that the analysis is shared unchanged.