Zacks Small-Cap Research

August 12, 2015
Grant Zeng, CFA
Nisha Hirani, MD
312-265-9466
gzeng@zacks.com

scr.zacks.com
10 S. Riverside Plaza, Chicago, IL 60606

GeoVax Labs Inc. (GOVX-OTC)

GOVX: On track to advance Ebola & HIV Programs…

Current Recommendation	**Buy**
Prior Recommendation	N/A
Date of Last Change	01/15/2013
Current Price (08/11/15)	$0.14
Twelve- Month Target Price	**$0.60**

UPDATE

GeoVax continues to move forward with its Ebola and HIV programs.

We expect for the HVTN114 trial to start enrolling patients by the end of the year. Additionally, GeoVax recently signed an agreement with the NIAID for development of Ebola and Marburg vaccines. The company also has been awarded a grant in support of its Clade C HIV vaccine program.

We continue to believe the shares are worth $0.60 based on the stage of development and upside potential to the emerging story.

SUMMARY DATA

52-Week High	**$0.42**
52-Week Low	**$0.13**
One-Year Return (%)	**-41.30**
Beta	**0.75**
Average Daily Volume (sh)	**68,336**
Shares Outstanding (mil)	**32**
Market Capitalization ($mil)	**$4**
Short Interest Ratio (days)	**N/A**
Institutional Ownership (%)	**38**
Insider Ownership (%)	**7**
Annual Cash Dividend	**$0.00**
Dividend Yield (%)	**0.00**
5-Yr. Historical Growth Rates	
Sales (%)	**10.5**
Earnings Per Share (%)	**N/A**
Dividend (%)	**N/A**
P/E using TTM EPS	**N/A**
P/E using 2015 Estimate	**N/A**
P/E using 2016 Estimate	**N/A**

Risk Level	**Above Avg.,**
Type of Stock	**Small-Growth**
Industry	**Med-Biomed/Gene**
Zacks Rank in Industry	**N/A**

ZACKS ESTIMATES

Revenue
(in millions of $)

	Q1 (Mar)	Q2 (Jun)	Q3 (Sep)	Q4 (Dec)	Year (Dec)
2014	0.16 A	0.18 A	0.32 A	0.22 A	0.88 A
2015	0.10 A	0.07 A	0.14 E	0.14 E	0.45 E
2016					1.00 E
2017					1.50 E

Earnings per Share
(EPS is operating earnings before non recurring items)

	Q1 (Mar)	Q2 (Jun)	Q3 (Sep)	Q4 (Dec)	Year (Dec)
2014	-$0.02 A	-$0.03 A	-$0.02 A	-$0.03 A	-$0.10 A
2015	-$0.02 A	-$0.02 A	-$0.02 E	-$0.02 E	-$0.07 E
2016					-$0.05 E
2017					-$0.05 E

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WHAT'S NEW

Update on Second Quarter Financials

On Aug 10, 2015, GOVX reported financial results for the second quarter ended June 30, 2015.

Revenue for 2Q15 was $0.07 million, which was derived from grants from the NIH in support of the company's HIV/AIDS vaccine development programs. This revenue was in line with our estimate for the quarter. According to the Company, as of June 30, 2015, there is $353,652 in approved grant funds remaining and available for use.

R&D expenses were $0.38 million for 2Q15, as compared to $0.52 million for 2Q14.

G&A expenses were $0.36 million for 2Q15, as compared to $0.34 million for 2Q14.

Net loss was $0.68 million ($0.02 per share) for the three months ended June 30, 2015, compared to $0.68 million ($0.03 per share) for the same period in 2014.

GOVX exited second quarter of 2015 with a cash balance of $2.5 million.

In February, 2015, GeoVax announced an equity financing providing up to $6 million in new capital to the company. Under terms of the transaction, the company sold $3.0 million in Series C convertible preferred stock. The Series C preferred stock is convertible at any time into 16.667 million shares of common stock at $0.18 per share. Investors also received 16.667 million warrants to purchase GeoVax common stock at any time over the next five years for $0.22 per share. GeoVax also granted the investors a one-year overallotment option to purchase up to an additional $3.0 million in common stock plus warrants under the aforementioned terms.

Also in early July, GeoVax received a Notice of Award from the U.S. National Institutes of Health for a Small Business Innovative Research (SBIR) grant in support of its **clade C** HIV vaccine development program for Africa. The grant award of $299,585 is for the first year of a two-year project period beginning July 1, 2015.

Current cash balance, combined with estimated cash inflow, will last into the middle of 2016 according to our financial model.

Update on Ebola/Marburg Vaccine Programs

In April, 2015, GeoVax entered into a Research Collaboration Agreement with the NIAID for development of GeoVax's vaccines against Ebola and Marburg viruses. GeoVax already initiated the Ebola and Marburg vaccine programs, and we are encouraged that the company will be working closely with the NIAID to advance those programs quickly through development and preclinical testing.

GeoVax is Developing Ebola/Marburg Vaccines in Collaboration with NIAID

GeoVax is developing a series of Ebola and Marburg vaccines, which utilize the company's MVA technology to produce non-infectious VLPs displaying the Ebola or Marburg virus matrix protein (VP40) and the Ebola or Marburg virus glycoprotein (GP). The company is developing individual vaccines (monovalent) that will address each of the lethal strains of Ebola virus (Zaire, Sudan, and Bundibugyo), as well as Marburg virus. In addition, the company plans to develop a multivalent vaccine, which will incorporate multiple monovalent vaccines to protect against the three strains of Ebola and Marburg with a single product.

The terms of the agreement call for NIAID to contribute materials, reagents, and scientific advice for vaccine development. GeoVax is responsible for preparing MVA Ebola and Marburg for animal studies, with NIAID then conducting those studies in guinea pigs, hamsters, and non-human primates.

GeoVax already began preclinical animal studies and already has the initial readouts from the immune response studies. The company has scheduled challenge studies to prove immune protection in the animal models being tested. According to management, while the data are still being gathered and analyzed, the company has been excited by what they are seeing so far. GeoVax plans to announce the full set of data once results from the challenge studies they are available later this summer.

As per management, testing should be advanced in the non-human primate model in late 2015. This should then lead to a clinical trial starting in late 2016 or early 2017, however we are unsure of the details in regards to the size or cost of that trial at this time, which will largely depend on the results obtained with first-generation vaccines currently being tested along with whether GeoVax is able to find a development partner and whether any type of government funding would be available.

Update on HIV Preventive Vaccine Programs

HVTN Outlines Clinical Trial Plan for GOVX-B11

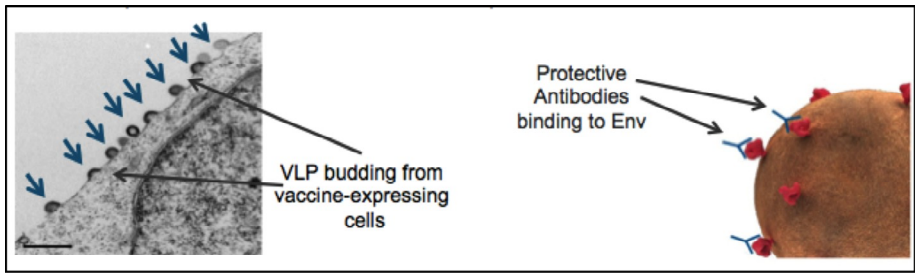
In early April, 2015, the HVTN has approved a concept protocol and assigned a trial number, HVTN 114, to the next clinical trial of **GOVX-B11**.

The HVTN is the largest worldwide clinical trials network dedicated to the development and testing of HIV/AIDS vaccines. Support for the HVTN comes from the National Institute of Allergy and Infectious Diseases (NIAID), part of the National Institutes of Health (NIH). The HVTN's HIV Vaccine Trial Units are located at leading research institutions in 27 cities on four continents. Thus far, all of the clinical trials of GeoVax's preventive vaccines have been conducted by the HVTN and were fully funded by the NIAID.

GeoVax's HIV Preventative Vaccine

The company's HIV vaccine consists of a recombinant deoxyribonucleic acid (DNA) component (GEO-D02) and a recombinant poxvirus, known as modified vaccinia Ankara (MVA), component (MVA62B). Both the DNA and MVA vaccines contain sufficient HIV genes to support the production of non-infectious virus-like particles (VLPs). These VLPs display the native trimeric membrane-bound form of the HIV envelope glycoprotein (Env) that mediates entry into cells and is the target for protective antibody.

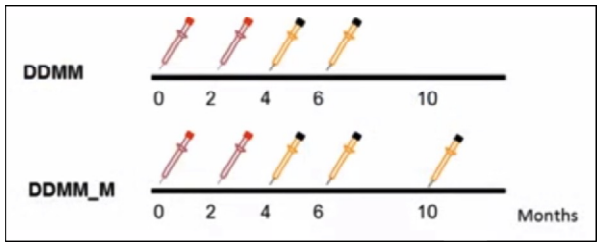
GOVX-B11 elicits VLPs that express either gp160 Env (DNA vaccine) or gp150 Env (MVA vaccine). Intramuscular immunization with the DNA/MVA components results in their uptake by cells in the host, with the cells then producing the HIV proteins in the form of VLPs. These VLPs are then recognized by the immune system such that an antibody/cellular immune response is generated.



***Source*: GeoVax Labs, Inc.**

When used together, the recombinant DNA component primes immune responses, which are boosted by administration of the recombinant MVA component. The company has conducted studies with two

different dosing regiments: DNA dosing at 0 and 2 months followed by MVA dosing at 4 and 6 months (DDMM strategy) as well as adding an additional MVA boost at 10 months (DDMM_M strategy).



Source: GeoVax Labs, Inc.

This prime-boost strategy elicits high avidity antibodies (tightly binding antibodies) and cytotoxic T cells. The antibodies can block infections and initiate the killing of virus and infected cells by bound antibody signaling destruction by virion capture, antibody-dependent cellular cytotoxicity (ADCC), phagocytosis, and complement-mediated lysis. While good results have been seen with both dosing schedules, due to increased antibody production all dosing for future clinical trials will be conducted with the DDMM_M strategy.

HVTN 114 Trial

The purpose of the HVTN 114 trial is to test whether the addition of **"protein boosts**" will increase the antibody responses elicited by GOVX-B11 in participants from the HVTN 205 Phase 2a clinical trial. Protein boosts may augment antibody responses that can block virus infections (neutralizing antibody) and cause ADCC. Proteins added to HIV vaccines have shown some success in other trials, particularly in the RV144 vaccine trial conducted in Thailand. The HVTN is testing whether this "dual-action" approach will be a prudent and cost-effective path forward for supporting large clinical trials.

As a reminder, the HVTN 205 Phase 2a clinical trial was designed to evaluate the safety and immunogenicity of GOVX-B11 in healthy, HIV-uninfected adults. The study included 299 participants that were randomly assigned to three study arms: 149 participants received two injections of the DNA vaccine followed by two injections of the MVA vaccine (DDMM arm), 75 participants received three MVA injections and one placebo injection (MMPM arm), and 75 participants received four injections of placebo. Results from the trial showed robust antibody responses to HIV Env that endured for at least six months after vaccination.

The HVTN 114 study will include up to 100 individuals who participated in the HVTN 205 Phase 2a trial of GOVX-B11, which concluded in 2012. The vaccine boosts will consist of MVA62B with or without a gp120 protein vaccine. The gp120 protein, AIDSVAX® B/E, will be supplied by Global Solutions for Infectious Diseases (GSID) and is the same protein used to boost immune responses in the partially successful RV144 vaccine trial in Thailand. Participants in the trial will receive either A) MVA62B alone; B) MVA62B with AIDSVAX® B/E; or C) the AIDSVAX® B/E alone. Since HVTN 205 included two different vaccine regimens, HVTN 114 will allow for five separate study groups (up to 20 in each group), and participants will be assigned to each group depending upon their initial vaccine regimen from HVTN 205.

The study's primary objectives are to A) determine the safety of administration of MVA62B and AIDSVAX® B/E given together or separately in patients who had previously been vaccinated in HVTN 205 and B) determine the HIV-specific antibody response to MVA62B and AIDSVAX® B/E given together or separately. Secondary objectives of the study include detailed analysis of the antibody/cellular immune responses and to compare the durability of this response at six months after the boosts.
We estimate that the trial will begin enrolling patients in late 2015.

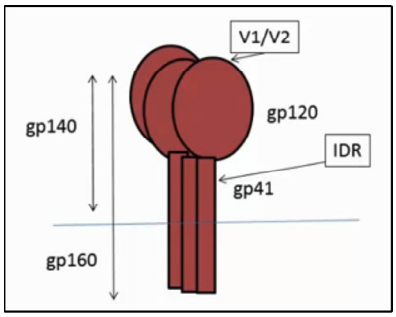
The Accelerated Preventive HIV Vaccine Program

GeoVax also plans to pursue a dual pathway for advancing GOVX-B11 into **pivotal human efficacy trials**. The rationale for moving GOVX-B11 into a Phase 2b trial without the use of "protein boosts" is supported by the clinical data derived from the Phase 1 and Phase 2a clinical trials involving approximately 500 individuals. The vaccine has generated favorable immune responses, durability, and safety characteristics. In addition, preclinical protection studies in non-human primates show that GOVX-B11 demonstrates the best protection of any HIV vaccine advancing in clinical trials. We discuss some of this data below, which was presented by Dr. Harriet Robinson, Chief Scientific Officer of GeoVax, at the American Society for Microbiology Conference in August 2014.

Antibody Development against HIV

One of the greatest problems that have arisen in developing an HIV vaccine is the inability to elicit the production of broadly neutralizing antibodies (bnAbs) that can prevent HIV infection. These antibodies work by binding to an antigen (e.g., HIV) and neutralizing its biological effects, which in the case of HIV would be infection of cells. With the difficulty in developing vaccines that incite a robust bnAb response, attention has now turned to the elicitation of protective non-neutralizing antibodies (pnnAbs). These antibodies work by binding to the virus and activating the innate immune system (macrophages, neutrophils, NK cells, etc.) to process and destroy the virus and virally infected cells. Effective pnnAbs against HIV are those with a broad specificity and are of the IgG3 or IgG1 isotype.

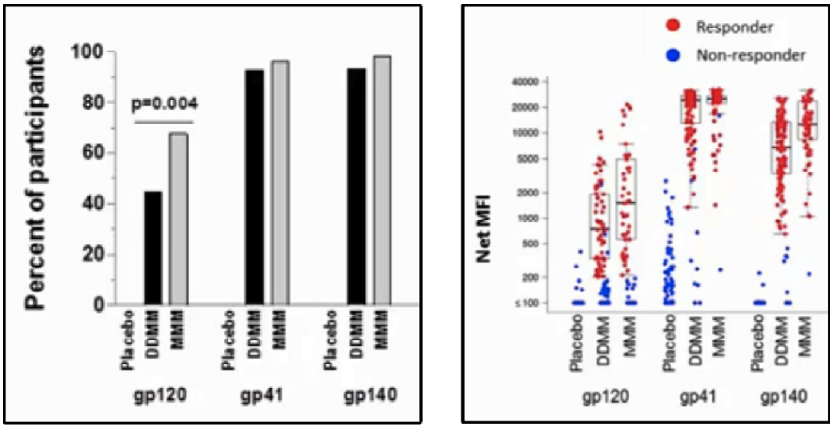
The following diagram shows a schematic of the HIV Env, along with the various subunits, parts of which are the target of the various HIV vaccines under development, including GOVX-B11. Env is inserted into the plasma membrane of the HIV virus, with everything above the horizontal gray line on the outside of the cell membrane (see the cartoon representation in the first figure above). The whole molecule is referred to as gp160, which is composed of the subunits gp120 and gp41, while gp140 refers to the extracellular portion. gp120 shows a high degree of variability, while gp41 is more conserved. The V1/V2 region refers to a variable region on gp120. Results from the RV144 trial showed that antibodies produced to this region correlated with a decreased incidence of infection. The immunodominant region (IDR) is a highly conserved portion of gp41, with antibodies directed against this epitope correlating with reduced risk of infection in preclinical trials.



Source: GeoVax Labs, Inc.

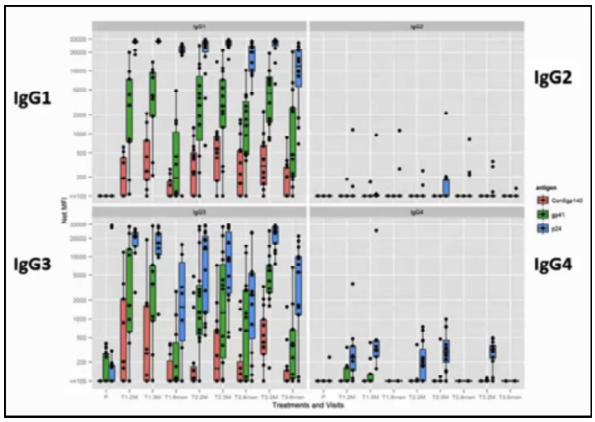
GOVX-B11 Produces a Robust gp41-Biased Response

The following figure shows the IgG antibody response (left panel) and the magnitude of the response (right panel) generated by the GOVX-B11vaccine. While the vaccine elicits an antibody response to gp120 in approximately 50% of individuals, the response to gp41 and gp140 approaches 100%. In addition, the magnitude of the response to gp41 is approximately 20% greater than the response to gp120. This data signifies that immunization with GOVX-B11 results in a predominantly gp41-biased response.



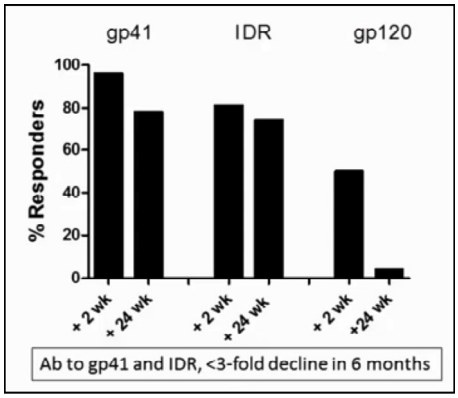
Source: GeoVax Labs, Inc.

The majority of this antibody response generated by GOVX-B11 appears to be made up of IgG1 and IgG3 isotypes, as shown in the following figure. This is important, as both IgG1 and IgG3 antibodies are able to activate the innate immune system, and GOVX-B11 incites production of pnnAbs that work by tagging and initiating the clearance of either the virus and/or virally infected cells by various components of the innate immune system.



Source: GeoVax Labs, Inc.

Lastly, the antibody response generated by GOVX-B11 has a very high durability. The following figure shows the percentage of patients who tested positive for antibodies to gp41, the IDR on gp41, or gp120 two weeks following the final immunization and again six months later. The data shows that antibodies generated to gp41 and the IDR are long-lasting, as opposed to antibodies to gp120, which do not appear to have the same durability. This is most likely due to the hyper-mutability of gp120, and is something that has been seen in other vaccines that raise antibodies to gp120. The fact that GOVX-B11 results in a predominantly gp41-directed antibody response, and the fact that those antibodies last for a considerable amount of time, is something that sets GOVX-B11 apart from other HIV vaccines and could result in a more efficacious vaccine.



Source: GeoVax Labs, Inc.

To summarize, there are a large number of attributes to GOVX-B11, particularly in comparison to the vaccine utilized in the RV144 trial, which is the only HIV vaccine trial to show any signs of efficacy thus far. These attributes include a gp41-biased antibody response, with those antibodies predominantly of the IgG1 and IgG3 isotype, limited IgA development (which was shown to be detrimental in the RV144 trial), and a high percentage of antibody response to the IDR of gp41.

Taken together, **it appears that GOVX-B11 is sufficient on its own to generate an immune response** that could potentially result in decreased incidence of infection without the necessity for a gp120 "protein boost", as gp120 is a highly variable protein that results in an antibody response that typically wanes over time. We believe this is the reason that GeoVax is planning to go forward with a Phase 2b trial of GOVX-B11 that will run in parallel to the "protein boost" clinical trial to be performed by the NIAID.

Currently, the company is working with its consultants, advisors, and clinical research organizations to develop the protocol, timeline and budget for a Phase 2b clinical trial of GOVX-B11. We believe the trial could be performed with approximately 2500 individuals (split 1:1 between GOVX-B11 and placebo) at a cost of approximately $30 million. We do not foresee GeoVax initiating the trial until at least a portion of the funding to cover the trial costs has been secured. The company has initiated an outreach program to philanthropic organizations to seek the funds required to initiate the trial. We anticipate the company will release more details on the trial protocol and funding opportunities over the next few months.

Clade C HIV Program

As we mentioned above, in early July, GeoVax received a notice of award from the NIH for a Small Business Innovative Research (SBIR) grant in support of its **clade C** HIV vaccine development program for Africa. The grant award of $299,585 is for the first year of a two-year project period beginning July 1, 2015.

While GOVX-B11 is designed for the epidemic in developed world, this SBIR grant will support the preclinical testing in non-human primates of a vaccine designed for the clade C subtype of HIV prevalent in developing world. This project is the first to use GeoVax's vaccine technology for the developing world, and builds on the company's clade B HIV vaccine, GOVX-B11.

Based on the safety and reproducible immunogenicity of GOVX-B11, we believe that the clade C vaccine will show similar promise.

With the NIH grant support and based on the previous favorable safety and efficacy data of GOVX-B11, we believe the timeline for the Clade C HIV vaccine program will be definitely shortened.

Another Path for HIV Immunotherapy Program

GeoVax still believes that its DNA/MVA vaccines, or a component subset, may be effective as shock agents, and plans to evaluate the concept in future clinical trial. Recently, GeoVax decided to focus its cash resources on the Ebola/Marburg program, but is actively seeking support from a third party to help out with further development of the immunotherapy program.

A major challenge in the development of HIV therapeutics is the ability of HIV to persist in host cells in a latent pro-viral form, invisible to the immune system and inaccessible to antiretroviral drugs. In response to this problem, the NIH and other leaders in the HIV field have developed a new concept: the “shock and kill” strategy, in which patients remain on standard-of-care anti-retroviral drug therapy while a second drug (“shock agent”) is used to activate latent HIV and a third drug (“kill agent”) is used to recognize and eliminate cells that harbor the latent HIV reservoir. GeoVax believes that GOVX-B11 may be that much need shock agent, and plans to test the drug in in its ability to complement drug therapies with this “shock and kill” strategy.

Management may also look to combine the vaccine with other therapeutic agents to work towards the ability to prevent re-emergence of latent virus in the absence of drugs. GeoVax is planning an additional study to further evaluate the vaccine's ability to act as a "shock agent.” The timetable and specific clinical plans will be dependent upon the company’s ability to secure external funding for the program, and on the nature of any potential collaboration GeoVax may establish.

Valuation and Recommendation

We maintain our Buy rating for GeoVax and reiterate our price target of $0.60 per share.

GeoVax has developed the technology for the development of both preventive and therapeutic HIV/AIDS vaccines. The Company’s vaccine candidates are the only HIV vaccines for America/Europe entering efficacy trial.

There is a compelling amount of data to indicate the GOVX-B11 could be successful without the “protein boost”, thus we believe the plan to move forward with GOVX-B11 in a separate Phase 2b study is a good one, provided the company can secure the necessary funding under favorable terms. Continued development of the new Ebola/Marburg vaccine program further expands the company’s pipeline.

GeoVax has a strong position in intellectual property. The excellent relationship with Emory University put the Company in a better position to get the most advanced vaccine technology in the first hand, therefore providing a sustainable growth engine for the Company.

The Company has a modest cash burn rate ($2 to $3 million annually) due to generous government support. Down the road, we believe GeoVax will continue to seek non-dilutive government and non-government support for its HIV vaccine development. If the boost trial and/or Phase IIb trial proves to be positive, we believe it would be likely for the Company to find a partner from big pharma or biotech companies who seek to boost or enter into the anti-HIV/AIDS market. We believe this could be a major valuation inflection for the company in 2016 or 2017.

Based on the current fundamentals of the Company, we believe current valuation is attractive. With a decent pipeline and mid-stage candidates, GeoVax is only valued at $4.5 million in market cap. This is a huge discount in our view. We understand that HIV/AIDS vaccines have been tough to develop and that this is a high risk area for any biotech company especially for smaller ones with limited resources. However, we think GeoVax has done great job so far in the HIV/AIDS vaccine area and is well positioned to continue to create shareholder value down the road.

We see GeoVax as a risk reward opportunity with significant long term positive returns. Our price target of $0.60 represents a market cap of $19 million.

But Keep in Mind the Risks

Risk must be taken into account when investors add positions.

One major risk is development/regulatory risk. We remind investors that GeoVax's HIV/AIDS vaccines are still in mid-stage development and the Company still needs to navigate through the regulatory process in the US and around the world, which proves to be long and tough. When it comes to HIV/AIDS vaccine, investors should be aware that this has been a tough area to tackle considering the failed developments already.

Cash burn is still a concern. Although most of GeoVax's clinical trials have been supported by the government grants, there is no guarantee that the Company will continue to get enough support to continue late stage clinical studies. In such a case, the Company needs alternative financing measures, which include equity or debt financing. Current cash as of June30, 2015 stood at $2.5 million, which can only last through the middle of 2015. We remind investors that equity financing will dilute existing shareholder base.

Program	Preclinical	Phase1	Phase2	Phase3	Status
Ebola / Marburg					
Epidemic Vaccines (single-strain)					Animal challenge studies commencing in 2015
3-Strain (+Marburg) Vaccine					Constructs under development
HIV – Clade B (developed world)					
Preventive Vaccine					Phase 2a completed (unboosted)
Preventive Vaccine					Protein boost trial commencing 2015
Immunotherapy					Pending support
HIV – Clade C (developing world)					
Preventive Vaccine					NIH grant support

We believe this could be a major valuation inflection for the company in 2016 or 2017. We continue to believe the current valuation is very attractive, as the company is only valued at approximately $12 million on a fully diluted basis, and we maintain a 'Buy' rating and a price target of $0.60.

PROJECTED INCOME STATEMENT

	2014A (Dec)						2015E (Dec)				2016E (Dec)	2017E (Dec)	2018E (Dec)
$ in million except per share data	Q1	Q2	Q3	Q4	FYA	Q1	Q2	Q3	Q4	FYE	FYE	FYE	FYE
Grant revenue	$0.16	$0.18	$0.32	$0.22	$0.88	$0.10	$0.07	$0.14	$0.14	$0.45	$1.00	$1.50	$2.00
Product Revenue	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$10.00
Total Revenues	**$0.16**	**$0.18**	**$0.32**	**$0.22**	**$0.88**	**$0.10**	**$0.07**	**$0.14**	**$0.14**	**$0.45**	**$1.00**	**$1.50**	**$12.00**
YOY Growth	-80.3%	-59.2%	-67.9%	27.8%	-63.5%	-34.1%	-60.3%	-56.5%	-37.5%	-48.5%	119.8%	50.0%	700.0%
CoGS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Gross Income	**$0.16**	**$0.18**	**$0.32**	**$0.22**	**$0.88**	**$0.10**	**$0.07**	**$0.14**	**$0.14**	**$0.45**	**$1.00**	**$1.50**	**$12.00**
Gross Margin	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
R&D	$0.40	$0.52	$0.43	$0.47	$1.81	$0.40	$0.38	$0.40	$0.40	$1.59	$2.00	$3.00	$4.50
% R&D	256.7%	286.7%	132.1%	209.3%	205.3%	390.3%	538.2%	285.7%	285.7%	349.2%	200.0%	200.0%	37.5%
SG&A	$0.37	$0.35	$0.41	$0.68	$1.81	$0.40	$0.36	$0.35	$0.34	$1.46	$1.50	$2.00	$3.50
%SG&A	236%	192%	128%	304%	205%	388%	511%	250%	243%	320%	150%	133%	29%
Operating Income	**($0.6)**	**($0.7)**	**($0.5)**	**($0.9)**	**($2.7)**	**($0.7)**	**($0.7)**	**($0.6)**	**($0.6)**	**($2.6)**	**($2.5)**	**($3.5)**	**$4.0**
Operating Margin	-	-	-	-	-	-	-	-	-	-	-	-233.33%	33.33%
Other Net	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0
Pre-Tax Income	**($0.6)**	**($0.7)**	**($0.5)**	**($0.9)**	**($2.7)**	**($0.7)**	**($0.7)**	**($0.6)**	**($0.6)**	**($2.6)**	**($2.5)**	**($3.5)**	**$4.0**
Income taxes(benefit)	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.0	$0.5
Tax Rate	-	-	-	-	-	-	-	-	-	-	-	-	-
Reported Net Income	**($0.6)**	**($0.7)**	**($0.5)**	**($0.9)**	**($2.7)**	**($0.7)**	**($0.7)**	**($0.6)**	**($0.6)**	**($2.6)**	**($2.5)**	**($3.5)**	**$3.5**
YOY Growth	-	-	-	-	-	-	-	-	-	-	-	-	-200.0%
Net Margin	-	-	-	-	-	-	-	-	-	-	-	-233.3%	29.2%
Diluted Shares Out	24.8	25.0	25.3	31.5	26.6	32.0	32.0	35.0	40.0	34.7	50.0	65.0	75.0
Reported EPS	**($0.02)**	**($0.03)**	**($0.02)**	**($0.03)**	**($0.10)**	**($0.02)**	**($0.02)**	**($0.02)**	**($0.02)**	**($0.07)**	**($0.05)**	**($0.05)**	**$0.05**
One time charge	*$0.00*	*$0.00*	*$0.00*	*$0.00*	*$0.00*	*$0.00*	*$0.00*	*$0.00*	*$0.00*	*$0.00*	*$0.00*	*$0.00*	*$0.00*
Non GAAP Net Income	**($0.6)**	**($0.7)**	**($0.5)**	**($0.9)**	**($2.7)**	**($0.7)**	**($0.7)**	**($0.6)**	**($0.6)**	**($2.6)**	**($2.5)**	**($3.5)**	**$3.5**
Non GAAP EPS	**($0.02)**	**($0.03)**	**($0.02)**	**($0.03)**	**($0.10)**	**($0.02)**	**($0.02)**	**($0.02)**	**($0.02)**	**($0.07)**	**($0.05)**	**($0.05)**	**$0.05**

Source:company filings and Zacks estimate

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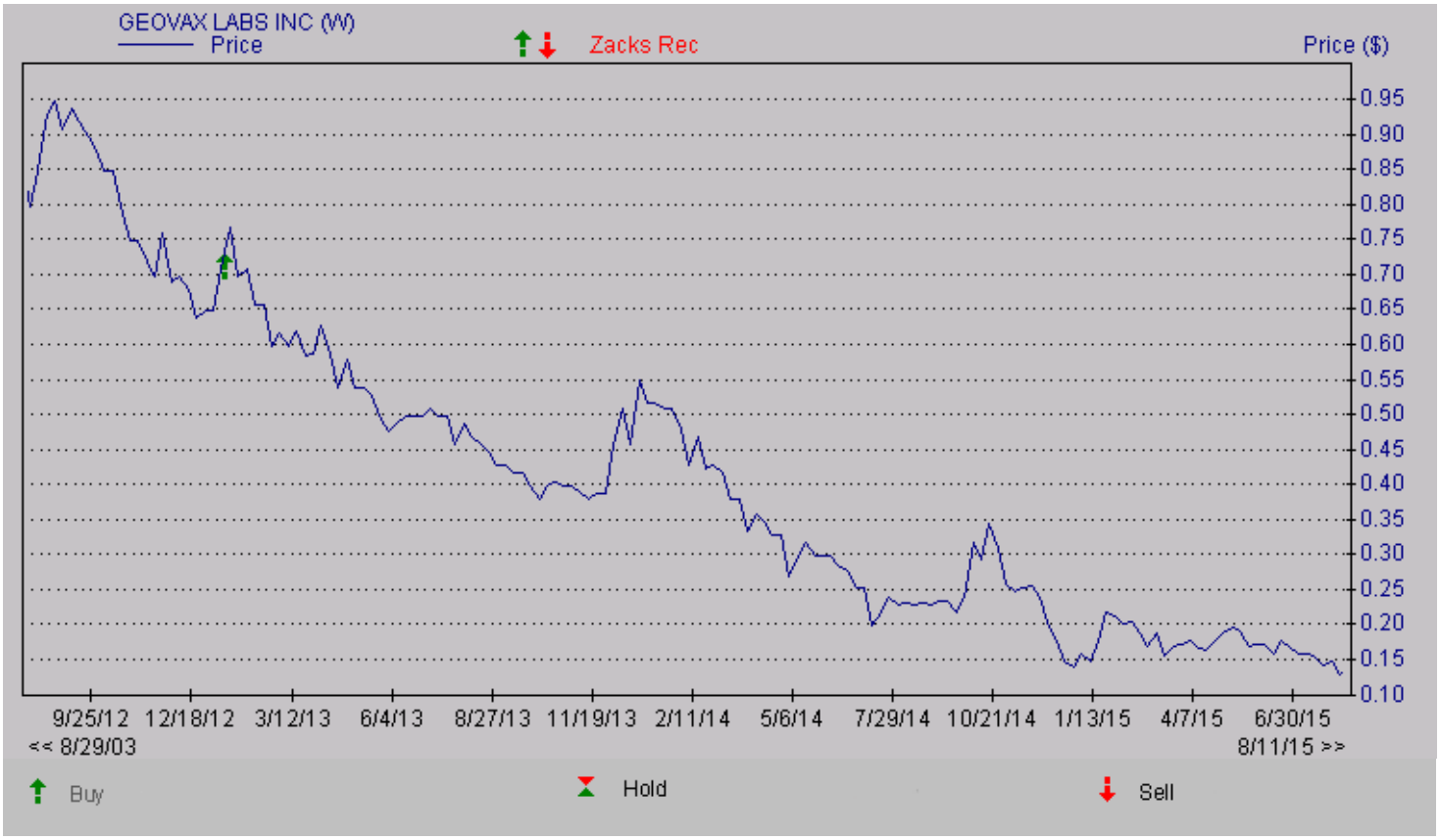

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