Zacks Small-Cap Research

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Pressure Biosciences (PBIO-NASDAQ)

PBIO: Product sales may take longer time to gain traction—Neutral.

Current Recommendation	**Neutral**
Prior Recommendation	Outperform
Date of Last Change	05/16/2012
Current Price (05/16/12)	$0.40
Twelve- Month Target Price	**$1.50**

OUTLOOK

Pressure BioSciences (PBIO) is a research products and services provider for the life science industry. We are impressed and optimistic about the Company's novel, enabling platform technology pressure cycling technology (PCT) which has competitive advantages over existing technologies in the sample preparation market. PCT is increasingly gaining recognition by research labs, but user adoption is still less than expected. Product sales may need longer time to gain traction in our view. Current risk/return profile is balanced at this time; therefore we are neutral on PBIO shares.

SUMMARY DATA

52-Week High	**$1.49**
52-Week Low	**$0.50**
One-Year Return (%)	**-51.01**
Beta	**1.99**
Average Daily Volume (sh)	**33,298**
Shares Outstanding (mil)	**8.5**
Market Capitalization ($mil)	**$3.5**
Short Interest Ratio (days)	**0.30**
Institutional Ownership (%)	**2**
Insider Ownership (%)	**41**
Annual Cash Dividend	**$0.00**
Dividend Yield (%)	**0.00**
5-Yr. Historical Growth Rates	
Sales (%)	**37.0**
Earnings Per Share (%)	**N/A**
Dividend (%)	**N/A**
P/E using TTM EPS	**N/A**
P/E using 2011 Estimate	**N/A**
P/E using 2012 Estimate	**N/A**
Zacks Rank	**3**

Risk Level	**High,**
Type of Stock	**Small-Value**
Industry	**Med Instruments**
Zacks Rank in Industry	**N/A**

ZACKS ESTIMATES

Revenue
(in millions of $)

	Q1 (Mar)	Q2 (Jun)	Q3 (Sep)	Q4 (Dec)	Year (Dec)
2011	0.18 A	0.19 A	0.28 A	0.34 A	0.99 A
2012	0.31 A	0.40 E	0.42 E	0.45 E	1.62 E
2013					4.50 E
2014					10.00 E

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

	Q1 (Mar)	Q2 (Jun)	Q3 (Sep)	Q4 (Dec)	Year (Dec)
2011	-$0.34 A	-$0.41 A	-$0.19 A	-$0.30 A	-$1.14 A
2012	-$0.14 A	-$0.17 E	-$0.16 E	-$0.14 E	-$0.61 E
2013					-$0.33 E
2014					-$0.20 E

Zacks Projected EPS Growth Rate - Next 5 Years % **N/A**

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WHAT'S NEW

Total Revenue Up, but Product Sales Down for Q1 2012

On May 16, 2012, Pressure BioSciences, Inc. (PBIO) announced financial results for the 2012 first quarter and provided a business update.

Total revenue for 1Q12 ended March 31, 2012 was $305,661 compared to $180,643 for the comparable period in 2011, an increase of 69%.

Revenue from the sale of PCT products and services was $164,772 for 1Q12 compared to $180,643 for the same period in 2011, a decline of 8.8%.

Grant revenue in the first quarter of 2012 was $140,889; no grant revenue was reported during the same period in 2011.

The Company installed seven PCT Sample Preparation Systems (PCT Systems) during Q1 2012 compared to ten during the same period in 2011.

Operating loss for the first quarter of 2012 was $964,582, compared to $833,619 for the same period in 2011. Management indicated that this increase in operating loss was primarily due to higher investor relations, audit, tax, and legal costs related to the Company's financing activities. After the exclusion of non-cash charges, operating cash burn for the first quarter of 2012 was approximately $806,000 compared to approximately $724,000 for the first quarter of 2011.

Loss per common share -- basic and diluted -- was $0.14 for the first quarter of 2012 compared to $0.34 for the same period in 2011.

As of March 31, 2012, PBIO had cash and cash equivalents of $15,492. Management indicated that the Company's number one goal over the coming weeks is to secure sufficient financing to support working capital needs both for the short term and for the next two years. Management remains confident that they will close on significant funding soon.

Although total revenue increased in both 4Q11 and 1Q12, we are concerned about the decline of product sales in both quarters, which declined by 15% and 8.8% respectively. The increase in total revenue was mainly due to the addition of grant revenue. We think product revenue is more important for the Company's sustainable growth. Without meaningful product revenue growth, profitability will take a longer time to achieve.

A Favorable Financing Deal Landed

On April 9, 2012, PBIO entered into a definitive agreement with **Ironridge BioPharma Co.** to purchase $500,000.00 in shares of Series E Convertible Preferred Stock of the Company.

The Deal:

Each share of the 500 shares of preferred stock is convertible into approximately 980 shares of common stock, which is determined by dividing the stated value of the Series E Preferred Stock of $1,000 by a fixed conversion price of $1.02 per share. The conversion price is not subject to any price anti-dilution protection. Ironridge will receive no warrants. There are few restrictive covenants and no amortization provisions in the transaction. The Preferred Stock will accrue dividends at 10.5% per annum, subject to a credit risk and make-whole adjustment, and is payable in cash or shares of registered common stock at the discretion of PBIO. Under certain conditions and subject to certain limitations, the Company may require Ironridge to convert their preferred stock into common stock.

In connection with the transaction, Ironridge represented that it has never shorted the Company's stock, does not hold any short position in the Company's stock, and will not engage in or effect, directly or indirectly, any short sale for at least one year.

Our takeaways from the transaction:

- The deal immediately **boosts PBIO's balance sheet**.

- This transaction is **favorable to PBIO**. The conversion price of $1.02 is a premium of 64.5% over the then share price of $0.62 with no warrants and no restrictive provisions. This is unusual since most financing for small cap biotech companies are toxic and diluting to existing shareholders. This validates PBIO's technology and its commercial potential.

- The relationship could be "the beginning of a **long and mutually beneficial** partnership" as Ironridge said in the press release. The Fund is not in the habit of doing bridge financings. There is a good chance that PBIO might be looking to go back to the Fund for additional funding.

The Ironridge deal is absolutely good news for PBIO investors. With a favorable long term partnership, PBIO is well positioned to grow its business in 2012 and beyond.

Aggressive Commercialization Initiatives Will Boost Sales For 2012

PBIO recently launched aggressive commercialization initiatives for its Pressure Cycling Technology (PCT)-based products. Within one year, management has established multiple co-marketing or distribution agreements worldwide.

Strategic Collaboration with LEAP in the Sample Preparation Market

On May 7, 2012, Pressure BioSciences, Inc. (**PBIO**) and **LEAP** Technologies signed a strategic co-development, co-marketing, and co-selling agreement. Pursuing to the agreement, the two companies plan to develop a next generation sample preparation system by combining PBIO's pressure cycling technology (PCT) platform with LEAP's proprietary robotics and lab automation equipment. The companies share an industry focus in proteomics sample preparation, primarily in mass spectrometry.

PBIO and LEAP believe that by combining the best attributes of both technology platforms, they can develop a sample preparation system superior in quality and robustness to current methods.

LEAP Technologies has been providing laboratory sample preparation automation equipment and support for over 20 years. LEAP's automation solutions allow the research scientist to walk away and run their samples unattended (such as overnight). The company is a key player in the robotics/lab automation area of the life sciences, especially in the mass spectrometry sample preparation workflow. They are already known and accepted by the key mass spectrometry companies, and by many mass spectrometry labs.

PBIO already has a foothold in the mass spectrometry sample preparation area, but the ability to build PCT into an automated workflow using LEAP's proprietary equipment and software should help PBIO increase its penetration in the mass spectrometry area, as well as in other areas of the sample preparation market.

LEAP has a much greater sales force than PBIO. This long term and mutually-beneficial relationship will increase sales for both companies in the future.

We are impressed by the business development progress the Company has made. PBIO recently launched aggressive commercialization initiatives for its PCT-based products. Within one year, management has established quite a few co-marketing or distribution agreements worldwide.

We think these distribution/collaboration agreements are important to PBIO and its investors. This is a cost-effective way to significantly increase PBIO's market penetration and increase sales. We expect to see incremental sales results during the first half of 2012 and major impact in 2H2012 and beyond.

Expanded Collaboration with TDI

On April 23, 2012, PBIO and Target Discovery, Inc. (TDI) announced the signing of expanded strategic technology license and supply agreements.

Under these agreements, TDI now has the right to use PBIO's Pressure Cycling Technology (PCT) Platform for their planned entry into the clinical diagnostics testing market. The planned commercial diagnostic services will initially target critical, unmet needs in treatment selection guidance for **ovarian cancer**. Until now, PBIO's PCT Platform has been available on a "research-use-only" basis.

This expanded agreement is based on the previous collaboration established in 2010. Under the 2010 agreement, TDI was given the right to combine PBIO's PCT Platform with TDI's proprietary reagents to enable the extraction of membrane protein biomarkers from human tissue. Such biomarkers include specific modified proteins (isoforms) that have heretofore been very difficult to extract from tissue in a form suitable for diagnostic testing. The ability to rapidly extract and recover diagnostically and commercially useable protein isoforms from cell membranes is unique to PCT and the TDI reagents, and that this capability positions the companies with game-changing abilities to exploit this critical class of membrane proteins as diagnostic biomarkers.

The implications:

The extraction of membrane proteins from tissue samples typically requires the use of aggressive physical and chemical methods that yield useless protein fragments, often in solutions that are completely incompatible for laboratory testing. Consequently, although membrane proteins and their isoforms play vital roles in human health and disease, they have never been conveniently available for use as disease biomarkers.

TDI's studies have found that the combination of PBIO's powerful PCT platform with TDI's proprietary reagents is a powerful tool for extraction and recovery of membrane proteins. TDI's initial target is ovarian cancer because PCT is the only extraction method they have found that can recover biomarker for use in diagnostic testing.

The market for diagnosis of ovarian cancer is huge. Over 22,000 women are diagnosed annually in the USA with ovarian cancer, and over two-thirds of these new patients could be helped dramatically by the introduction of reliable treatment selection guidance diagnostic information.

The expanded agreement with TDI could mean increased use of PBIO's PCT instruments and consumables, which will ultimately translate into increased revenue for PBIO.

Distribution Agreement with LA Biosystems

On March 1, 2012, PBIO entered into a distribution agreement with Netherlands-based life sciences company **LA Biosystems BV (LABio).** Under the terms of the agreement, LABio will have the exclusive right to market and sell PBIO's PCT sample preparation instruments (Barocycler NEP2320 and NEP3229) and consumables in Belgium, the Netherlands, and Luxembourg. In addition, LABio will have the non-exclusive right to market and sell PBIO's recently released, mechanical homogenization device, the Shredder SG3, and its associated consumables, in the same three countries.

In PBIO's aggressive commercialization plan for 2012, an important part is the expansion into the European market. To this end, the Company has been seeking partnerships with established, well-

respected distribution leaders with close, existing relationships with the research laboratories who are potential customers of PCT product line.

In December 2011, PBIO also entered into a distribution agreement with Germany-based life sciences company **IUL Instruments GmbH**. Under the terms of the agreement, IUL will have the exclusive right to market and sell PBIO's Pressure Cycling Technology (PCT) sample preparation instruments and consumables in Germany and Switzerland. In addition, IUL will have the non-exclusive right to market and sell PBIO's Shredder SG3, and its associated consumables, in the same two countries.

LA Biosystems will work closely with IUL Instruments to expand PBIO's sales in the European market.

Co-marketing with Digilab

On January 11, 2012, PBIO and **Digilab, Inc**. entered into a co-marketing/selling and research and development agreement. The companies intend to co-market and sell their respective product lines worldwide, including in industry publications, at scientific meetings, on each company's website, through common collaborator studies, at key industry trade shows, and in visits to customer sites. PBIO and Digilab also intend to explore ways to co-develop new instrumentation, accessories/modules for existing instrumentation, and consumables that combine the robotics and high throughput capabilities of Digilab products with the extraction, protein digestion, and other advantages of PBIO's PCT Platform.

A combination of the two company's respective proprietary technology platforms will provide scientists with an improved, more reproducible, integrated workflow to better address important sample preparation issues that are routinely encountered by scientists in the estimated 80,000 biological research laboratories worldwide.

We think the synergy between the two companies come from two major factors:

- Both PBIO and Digilab target the same sample preparation market.
    - The two companies routinely attend many of the same scientific meetings, advertise in many of the same media outlets, and collaborate with many of the same thought leaders in the field.
    - Digilab's suite of sample preparation, liquid handling, and identification products, coupled with PBIO's unique PCT products, will offer the research scientist greatly enhanced sample preparation tools with a higher degree of reproducibility, versatility, throughput, and overall quality than currently available.
- Marketing efforts will be greatly enhanced with each other.
    - PBIO's sales and marketing activities are currently performed with four dedicated staff members and three distribution partners. These efforts will be greatly enhanced by the Digilab's sales and marketing team of five staff members and their broad distribution network of over twenty distributors worldwide. Similarly, PBIO's sales and marketing team will assist Digilab in broadening the reach of their sales activities.
    - Consequently, this alliance will greatly facilitate the introduction of the two company's respective sample preparation product lines to research laboratories worldwide, but without the need to increase sales staff, marketing budgets, and time at scientific meetings.

PBIO also established collaboration with Sage-N Research, Inc. and the Henry C. Lee Institute of Forensic Sciences in March 2012.

Continued Positive Data Support PCT In Forensic Application

On January 31, 2012, Florida International University has been awarded $349,130 from the Office of Justice Programs of the Department of Justice. The grant will support the continued development of a faster and more accurate method of processing DNA evidence for rape prosecutions using PBIO's PCT Platform.

Dr. Bruce R. McCord and Ms. Deepthi Nori from Florida International University (FIU) are working on the development of a unique, PCT-based method to differentially extract DNA from sperm and vaginal epithelial cells in the same mixture. This novel method has the potential to significantly decrease rape kit processing time, increase throughput, decrease costs, and improve results. It may lead to better identification of criminals involved in sexual assaults, by helping to confirm suspect and victim contact.

National Institute of Justice (NIJ) is currently spending millions of dollars on DNA backlog reduction and recovery of degraded evidence. A big issue is difficult extraction methods relying on specific buffers, sonification and other steps to isolate and remove DNA from substrates. Differential extraction of male versus female cells is an important issue especially with sexual assault and touch samples.

Current method for differential extraction of male vs female cells is achieved manually. This is time consuming and yield is not satisfactory. Dr. McCord and Ms. Nori's research is focused on the differential extraction of male from female cells by using PCT platform technology.

Dr. McCord and Ms. Nori's research is based on the following hypothesis: sperm and epithelial cells should respond differently to pressure cycling based on their different composition:

- Epithelial cells are larger, with more diffuse structures. They should be more distorted by pressure, and thus more sensitive to its effects.
- Sperm DNA is associated with protamines, proteins with a high cysteine content, cross-linked with disulfide bridges– dense packing of DNA (12-18% cysteine).
- Epithelial cell nuclei are surrounded by histone proteins. These are not as cross linked as protamines – less dense packing (0.2% cysteine)

The key findings from Dr. McCord and Ms. Nori's research include:

- PCT treatment can produce **selective extraction** of vaginal epithelial cells and sperm cells
- Depending on buffer component epithelial or sperm cells can be selectively lysed
- Reducing agent TCEP produces improved selectivity of sperm extraction
- Combining TCEP and DTT further improves yield in case of mixed samples
- Increasing pressure cycles above 60 has no effect on yield

These findings are further evidence that PCT technology have broad applications in forensic cases.

PBIO's PCT sample preparation platform technology is a superior method to apply to the forensic field. One major bottle neck in forensic sample preparation is the tiny amount of DNA at the crime scene. Therefore, methods used for sample preparation must have a high yield. Pressure Biosciences' PCT technology seems to be the choice. The data presented by these studies are additional confirmation that PCT can improve the detection of DNA in challenging forensic samples. These methods can be used by forensic laboratories and criminal justice agencies worldwide to better identify missing persons or perpetrators of violent crimes.

VALUATION AND RECOMMENDATION

We downgrade PBIO shares from Outperform to Neutral rating. Our new twelve-month price target is $1.50.

PBIO has developed a unique and superior pressure cycling technology for the preparation of biological laboratory samples. The Company's PCT platform holds competitive advantages over incumbent technologies in many important aspects related to sample preparation.

We are especially optimistic about the Company's collaboration programs which will generate great awareness of the PCT platform among researchers in the sample preparation market. We are also impressed with the potential of the PCT technology in new application areas such as in the forensic, oil-spill clean-up and agricultural applications.

With a rapidly growing market worldwide, combined with its unique technology and broad range of product offering, the Company is well positioned to boost its top line and bottom line in the coming years.

But we are concerned about the slow sales ramp for the Company's PCT products. Since its launch in 2005, sales have been immaterial (under $1 million mark). Sales of PCT products in 2011 declined 12.5%. One of the major factors was the resignation of the Company's Vice President of Sales in early May 2011. But Product sales continued to decline in 4Q11 and 1Q12. Without meaningful product revenue growth, PBIO will be under great pressure to finance its operations by continuously issuing new shares or convertible notes.

Certainly, product sales ramp will take longer than we expected to gain traction. Profitability will take longer to achieve accordingly.

In terms of valuation, currently, the Company trades around $0.4 per share with a market cap of $3.5 million based on 8.5 million shares outstanding. It looks very cheap now, but there is a reason for the current valuation. Currently, the Company has only limited revenue base and has been losing money since its inception. Also, the Company has a relatively weak balance sheet, and further financing may be needed soon. We think risk/reward profile is balanced for PBIO at this time.

We think the Company should trade around a P/E of 30x. If we apply this P/E to our estimated EPS of $0.09 in fiscal 2015, discounted at 20% for 3 years, we get our price target of $1.50 per share.

Cash Position is Another Concern

Since it began operation as Pressure BioSciences in 2005, the Company has been losing money. The Company has only limited revenue derived from its PCT-based instruments and PCT-dependent consumable products. The Company has experienced negative cash flows from operations since its inception. According to our financial model, the Company will continue to lose money until fiscal 2015 when the Company will be profitable with an EPS of $0.09 per share.

As of March 31, 2012, PBIO had cash and cash equivalents of $15,492. Management indicated that the Company's number one goal over the coming weeks is to secure sufficient financing to support working capital needs both for the short term and for the next two years. Management remains confident that they will close on significant funding soon.

Equity financing will dilute existing shareholder base. A financing deal with a strategic partner should be positive to the Company's long term growth.

PROJECTED INCOME STATEMENT

$ in million except per share data	12/10A	Q1	Q2	Q3	Q4	12/11A	Q1	Q2	Q3	Q4	12/12E	12/13E	12/14E	12/15E
Product/Service Revenue	$0.88	$0.18	$0.19	$0.22	$0.18	$0.77	$0.16	$0.20	$0.25	$0.28	$0.89	$2.50	$5.00	$10.50
YOY Growth	5.53%	-4.50%	-32.71%	11.81%	-15.03%	-12.51%	*-8.8%*	*4.9%*	*14.8%*	*56.7%*	*16.5%*	*179.4%*	*100.0%*	*110.0%*
Grant Revenue	$0.46	$0.00	$0.00	$0.06	$0.16	$0.22	$0.14	$0.15	$0.15	$0.15	$0.59	$0.50	$0.50	$1.00
Total Revenues	**$1.34**	**$0.18**	**$0.19**	**$0.28**	**$0.34**	**$0.99**	**$0.31**	**$0.35**	**$0.40**	**$0.43**	**$1.49**	**$3.00**	**$5.50**	**$11.50**
YOY Growth	*7.6%*	*-37.9%*	*-52.6%*	*-24.6%*	*22.2%*	*-26.3%*	*69.2%*	*83.5%*	*42.6%*	*28.0%*	*50.4%*	*101.9%*	*83.3%*	*109.1%*
CoGS	$0.4	$0.1	$0.1	$0.1	$0.1	$0.3	$0.1	$0.1	$0.1	$0.1	$0.4	$1.1	$1.7	$3.1
Gross Income	**$0.96**	**$0.10**	**$0.11**	**$0.19**	**$0.24**	**$0.64**	**$0.23**	**$0.26**	**$0.28**	**$0.30**	**$1.07**	**$1.93**	**$3.78**	**$8.43**
Gross Margin	*71.9%*	*56.3%*	*58.9%*	*66.6%*	*72.6%*	*65.3%*	*74.4%*	*74.5%*	*70.3%*	*70.9%*	*72.3%*	*64.2%*	*68.7%*	*73.3%*
Gross Margin for PCT revenue	*57.1%*	*56.3%*	*58.9%*	*57.0%*	*48.5%*	*55.3%*	*52.5%*	*55.3%*	*52.5%*	*55.3%*	*54.0%*	*57.0%*	*65.6%*	*70.8%*
R&D	$1.2	$0.2	$0.3	$0.2	$0.2	$1.0	$0.3	$0.3	$0.3	$0.3	$1.1	$1.2	$1.4	$1.6
% R&D	*92.0%*	*121.2%*	*138.3%*	*88.5%*	*71.0%*	*98.2%*	*88.9%*	*77.1%*	*68.8%*	*69.8%*	*75.2%*	*40.0%*	*25.5%*	*13.9%*
SG&A	$3.1	$0.7	$0.7	$0.7	$0.9	$3.0	$0.9	$0.9	$0.9	$1.0	$3.7	$4.5	$5.0	$5.5
% SG&A	*233.6%*	*396.6%*	*362.3%*	*244.1%*	*260.1%*	*300.2%*	*301.1%*	*254.3%*	*227.5%*	*220.9%*	*247.1%*	*150.0%*	*90.9%*	*47.8%*
Other	$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	$0.0
% Other	*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%*	*0.0%*
Operating Income	**($3.4)**	**($0.8)**	**($0.8)**	**($0.7)**	**($0.9)**	**($3.3)**	**($1.0)**	**($0.9)**	**($0.9)**	**($0.9)**	**($3.7)**	**($3.8)**	**($2.6)**	**$1.3**
Operating Margin	*-253.6%*	*-461.5%*	*-441.7%*	*-266.0%*	*-258.5%*	*-333.1%*	*-315.6%*	*-256.9%*	*-225.9%*	*-219.8%*	*-249.9%*	*-125.8%*	*-47.6%*	*11.6%*
Other Net	$0.25	$0.00	$0.08	$0.18	$0.04	$0.31	($0.10)	$0.00	$0.00	$0.00	($0.10)	$0.00	$0.00	$0.00
Pre-Tax Income	**($3.2)**	**($0.8)**	**($0.8)**	**($0.6)**	**($0.8)**	**($3.0)**	**($1.1)**	**($0.9)**	**($0.9)**	**($0.9)**	**($3.8)**	**($3.8)**	**($2.6)**	**$1.3**
Pref. stk Div	$0.50	$0.13	$0.41	$0.40	$1.19	$2.14	$0.02	$0.50	$0.50	$0.50	$1.52	$0.00	$0.00	$0.00
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	$0.0	$0.0
Tax Rate	*0.8%*	*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%*
Reported Net Income	**($3.6)**	**($1.0)**	**($1.2)**	**($1.0)**	**($2.0)**	**($5.1)**	**($1.1)**	**($1.4)**	**($1.4)**	**($1.4)**	**($5.3)**	**($3.8)**	**($2.6)**	**$1.3**
YOY Growth	-	-	-	-	-	-	-	-	-	-	-	*-29.2%*	*-30.6%*	*-150.8%*
Net Margin	*-271.0%*	*-535.0%*	*-614.9%*	*-343.9%*	*-599.7%*	*-518.2%*	*-355.7%*	*-399.8%*	*-350.9%*	*-336.1%*	*-359.1%*	*-125.8%*	*-47.6%*	*11.6%*
Shares Out	*2.7*	*2.8*	*2.9*	*6.3*	*6.7*	*4.7*	*7.7*	*8.0*	*9.0*	*10.0*	*8.7*	*11.5*	*13.0*	*15.0*
Reported EPS	**($1.35)**	**($0.34)**	**($0.41)**	**($0.15)**	**($0.30)**	**($1.10)**	**($0.14)**	**($0.17)**	**($0.16)**	**($0.14)**	**($0.61)**	**($0.33)**	**($0.20)**	**$0.09**
YOY Growth	-	-	-	-	-	-	-	-	-	-	-	*-46.6%*	*-38.6%*	*-144.0%*
One time charge	$0.00	$0.00	$0.00	($0.22)	$0.00	*($0.22)*	*$0.00*	*$0.00*	*$0.00*	*$0.00*	*$0.00*	*$0.00*	*$0.00*	*$0.00*
Non GAAP Net Income	**($3.6)**	**($1.0)**	**($1.2)**	**($1.2)**	**($2.0)**	**($5.3)**	**($1.1)**	**($1.4)**	**($1.4)**	**($1.4)**	**($5.3)**	**($3.8)**	**($2.6)**	**$1.3**
Non GAAP EPS	**($1.35)**	**($0.34)**	**($0.41)**	**($0.19)**	**($0.30)**	**($1.14)**	**($0.14)**	**($0.17)**	**($0.16)**	**($0.14)**	**($0.61)**	**($0.33)**	**($0.20)**	**$0.09**

Source: Company filings and Zacks Investment Research Inc. estimates

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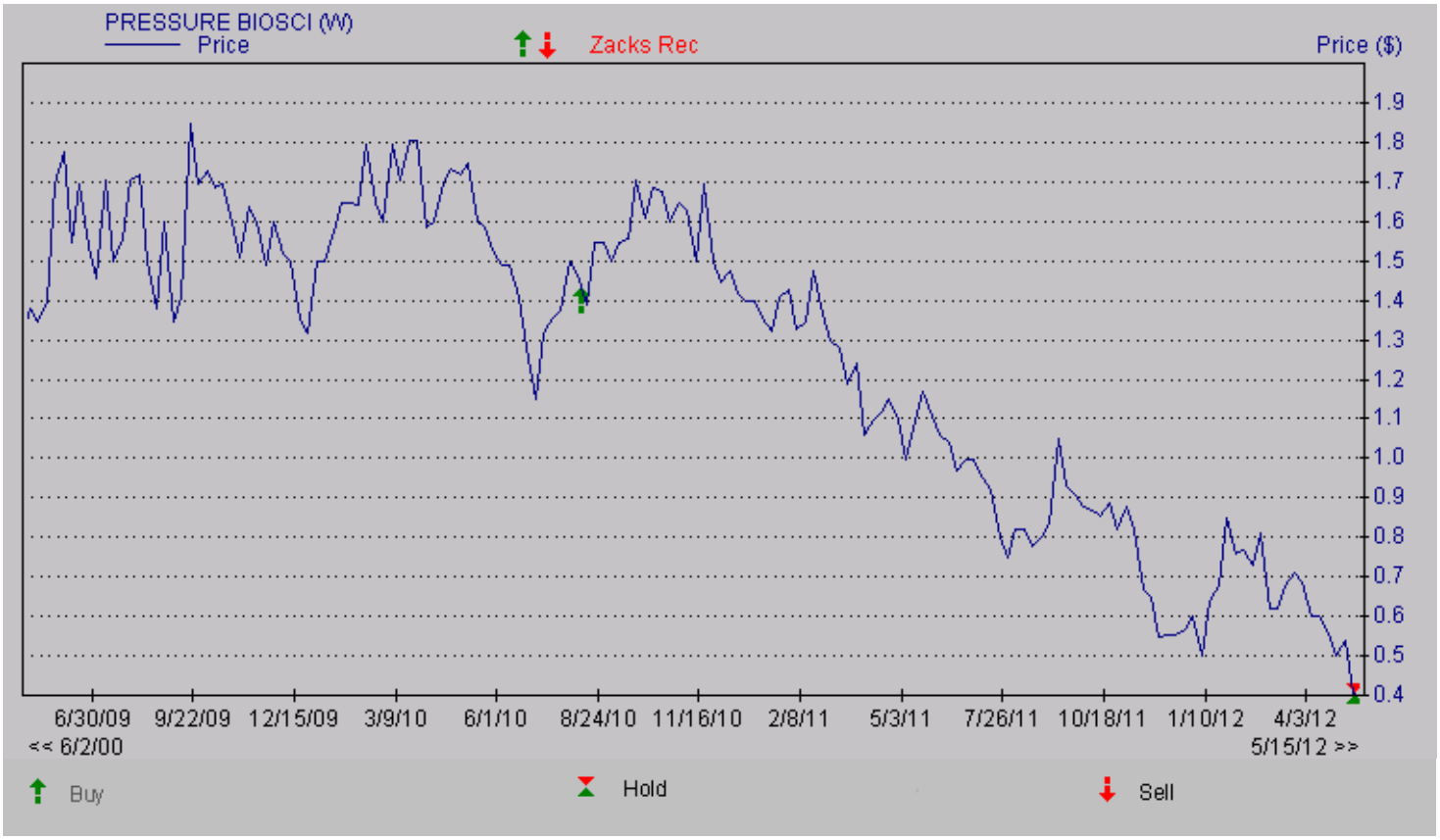
HISTORICAL ZACKS RECOMMENDATIONS



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