Zacks Small-Cap Research

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Pressure Biosciences (PBIO-OTC)

PBIO: Zacks Company Report

PBIO: Product and service revenue continued to grow in 1Q17; Significantly expanded sales and marketing capabilities, valuation very attractive

Current Price (05/30/17)	$0.22
Valuation	**$2.00**

OUTLOOK

PBIO is a research products and services provider for the life science industry. We are impressed with and optimistic about the Company's novel, enabling platform technology PCT which has competitive advantages over existing technologies in the sample preparation market. PCT is increasingly gaining recognition by research labs.

PBIO recently significantly enhanced its sales/marketing capabilities, and we expect to see significant revenue growth in 2017 and beyond.

Our fair valuation is $2.00 per share.

SUMMARY DATA

52-Week High	**$0.48**
52-Week Low	**$0.15**
One-Year Return (%)	**-48.54**
Beta	**2.33**
Average Daily Volume (sh)	**59,946**
Shares Outstanding (mil)	**33**
Market Capitalization ($mil)	**$7**
Short Interest Ratio (days)	**N/A**
Institutional Ownership (%)	**N/A**
Insider Ownership (%)	**N/A**
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	**N/A**

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)
2016	0.51 A	0.51 A	0.54 A	0.42 A	1.98 A
2017	0.55 A	0.78 E	1.03 E	1.28 E	3.63 E
2018					8.75 E
2019					15.25 E

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

	Q1 (Mar)	Q2 (Jun)	Q3 (Sep)	Q4 (Dec)	Year (Dec)
2016	-$0.05 A	-$0.04 A	-$0.02 A	-$0.04 A	-$0.14 A
2017	-$0.03 A	-$0.03 E	-0.03 E	-$0.03 E	-$0.11 E
2018					-$0.03 E
2019					$0.05 E

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

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WHAT'S NEW

Update on First Quarter 2017 Financials

PBIO recently reported its financial results for the first quarter ended March 31, 2017.

Total revenue for the first quarter 2017 was $0.55 million, as compared to total revenue of $0.51 million for the first quarter 2016, an increase of 8.0%. Total revenue consisted of products and services revenue and grant revenue.

Products and services revenue increased 16% to $0.53 million for Q12017 as compared to $0.45 million for Q12016. This increase was primarily attributable to an increase of 19% in the sale of instrument systems, from $332,016 in Q1 2016 to $396,095 in the same quarter of 2017. Sales of consumables also increased during these same periods, from $44,234 in Q1 2016 to $63,264 in Q1 2017, an increase of 43%.

Grant revenue for the first quarter of 2017 was $25,359, as compared to $56,128 in Q1 2016. Management believes grant revenue will increase over the remaining quarters in 2017.

Operating loss for the first quarter of 2017 was $1.0 million, as compared to operating loss of 1.0 million for Q12016, a reduction of $46,842 or 4%. This decrease was primarily due to reduced R&D expenses combined with increased sales of product and services.

Adjusted loss per common share - basic and diluted - was $0.03 for Q1 2017 compared to a loss per common share of $0.05 for the same period in 2016.

As of March 31, 2017, PBIO held $121,438 in cash and cash equivalents.

We Expect Significant Revenue Growth in 2017 and Beyond

In Feb 2017, PBIO announced that the Company has achieved **CE Marking** for the Barocycler 2320EXTREME, the Company's recently released, next-generation PCT-based sample preparation instrument. PBIO is now permitted to begin sales of the Barocycler 2320EXT in the European Economic Area.

When the CE Mark is affixed to a product, it signifies the manufacturer's declaration that the product meets all applicable EU safety, health, or environmental requirements. Achieving CE Marking requires substantial cost, time, and effort from the manufacturer, but allows the product to be marketed and move freely throughout all 31 countries in the EEA that require the CE Mark.

The Barocycler 2320EXT is the most recent addition to, and the next generation of, PBIO's Barocycler family. It is a compact, bench top instrument offering many features and benefits not found in PBIO's earlier Barocycler models, such as data logging options, user-level security, computer-operated control with touch screen programming, and the ability to customize multiple pressure cycling parameters. These and other features have already positioned the Barocycler 2320EXT as an instrument of choice for life science key opinion leaders worldwide, when preparing protein samples for analysis.

Achievement of CE Marking for the Barocycler 2320EXT is an important next step in the company's commercialization plans for this powerful and enabling sample preparation instrument, especially since CE Marking is required prior to selling the Barocycler 2320EXT to the large and potentially lucrative biopharmaceutical market in Europe. The company recently signed agreements with several strong distribution partners in Europe, the SCIEX co-marketing agreement is entering its second year (SCIEX is a global provider of laboratory instrumentation to the life sciences area, with a large presence in Europe).

In March 2017, PBIO significantly bolstered its marketing and sales capabilities by contracting with well-known and highly regarded **EKG Sales Associates**, and by hiring two of its planned four additional field sales directors.

Ms. **Rajni Kareer** will serve as the Company's Sales Director covering all of the west coast of the U.S. The other Sales Director Mr. **Nicholas Cobb** will cover upstate New York, northern New England, and all of eastern Canada. He will also have responsibility for field service throughout the U.S. and Canada. Both hires have a strong background in selling capital equipment to research laboratories, including spectrometers and HPLC equipment, as well as laboratory consumables.

With the significantly expanded sales and marketing capabilities, as well as the newly established multi-national co-marketing partner SCIEX, we continue to believe revenue will grow significantly in 2017 and beyond. Specifically, we believe products and services total revenue for 2017 will surpass the $3.50 million mark.

These increases will be driven by sales from both existing and new products (instruments and consumables), from the Company's expanding distribution network, and from the additional sales and marketing personnel the company is committed to hire.

We Continue to be Bullish on PBIO Shares

We continue to be optimistic about the prospect of PBIO and our fair value for PBIO shares stands at $2.00 per share.

In terms of valuation, we think PBIO shares are undervalued based on the Company's fundaments. Currently, the Company trades around $0.25 per share with a market cap of $7.2 million based on 31 million outstanding shares. We believe this deeply undervalues the Company based on the current fundamentals we discussed above. We understand that market discounts the value of the Company because the Company has only limited revenue base and has been losing money since its inception. We also understand that the Company has a relatively weak balance sheet, and further financing will be needed. However, when we look at the Company and the industry in which it operates in detail, we realize that PBIO is a company with huge opportunity and one that can grow its revenue and earnings at a tremendous rate in the next few years.

PBIO operates in the rather large, but underserved research services market. The Company has developed a unique and superior pressure cycling technology (PCT) 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.

Currently, the Company is in the early stage of commercialization of its platform technology. We have realized that sales have not been stellar so far, but this is understandable. Pressure cycling technology is quite new to most customers in the sample preparation market, and the costs for PCT are also higher than those for most existing technologies. Therefore, rollout of the PCT platform will take time. However, once customers become familiar with the new PCT platform, and realize its advantages over existing technologies, uptake of PCT and its consumable products by the industry will increase dramatically in our view.

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. According to our long term financial model, the company's products and services revenue will grow at a compound annual growth rate (CAGR) of 83% in the next four fiscal years from 2017 to 2020. PBIO will become profitable in fiscal 2019 with an EPS of $0.05.

We think PBIO is more like a development stage biotech company. We use a 35x P/E ratio, multiplied by the EPS of $0.09 in 2020, and discount at 20% for 3 years. Then we come up with our price target of $2.00 per share.

Our price target values the company at $62 million in market cap. This valuation is still very conservative in our view. As long as the Company can execute on its growth strategy correctly, we believe this goal is achievable. Patient investors will get rewarded.

PROJECTED INCOME STATEMENT

$ in million except per share data	Q1	Q2	Q3	Q4	12/16A	Q1	Q2	Q3	Q4	12/17E	12/18E	12/19E	12/20E
Product/Service Revenue	$0.45	$0.47	$0.50	$0.37	$1.79	$0.53	$0.75	$1.00	$1.25	$3.53	$8.50	$15.00	$20.00
YOY Growth	*26.4%*	*42.2%*	*4.0%*	*55.0%*	*27.3%*	*15.8%*	*58.2%*	*99.6%*	*242.2%*	*96.5%*	*141.1%*	*76.5%*	*33.3%*
Grant Revenue	$0.06	$0.04	$0.03	$0.05	$0.18	$0.03	$0.03	$0.03	$0.03	$0.10	$0.25	$0.25	$0.25
Total Revenues	**$0.51**	**$0.51**	**$0.54**	**$0.42**	**$1.98**	**$0.55**	**$0.78**	**$1.03**	**$1.28**	**$3.63**	**$8.75**	**$15.25**	**$20.25**
YOY Growth	*16.0%*	*23.7%*	*-7.8%*	*15.3%*	*9.9%*	*8.0%*	*51.7%*	*91.5%*	*203.9%*	*83.5%*	*141.2%*	*74.3%*	*32.8%*
CoGS	$0.2	$0.2	$0.3	$0.1	$0.8	$0.2	$0.3	$0.4	$0.6	$1.6	$3.8	$6.7	$9.0
Gross Income	**$0.29**	**$0.27**	**$0.27**	**$0.31**	**$1.14**	**$0.32**	**$0.44**	**$0.58**	**$0.71**	**$2.05**	**$4.94**	**$8.52**	**$11.28**
Gross Margin	*56.6%*	*52.4%*	*50.9%*	*74.7%*	*57.8%*	*57.2%*	*56.6%*	*56.2%*	*56.0%*	*56.4%*	*56.4%*	*55.9%*	*55.7%*
Gross Margin for PCT revenue	*51.2%*	*48.7%*	*47.5%*	*70.9%*	*53.5%*	*55.1%*	*55.1%*	*55.1%*	*55.1%*	*55.1%*	*55.1%*	*55.1%*	*55.1%*
R&D	$0.3	$0.3	$0.3	$0.3	$1.2	$0.3	$0.3	$0.3	$0.4	$1.2	$1.5	$1.6	$1.8
% R&D	*65.7%*	*62.9%*	*50.1%*	*61.5%*	*59.9%*	*47.8%*	*34.8%*	*29.3%*	*27.4%*	*32.6%*	*17.1%*	*10.5%*	*8.9%*
SG&A	$1.0	$1.0	$0.5	$1.2	$3.7	$1.1	$1.1	$1.2	$1.2	$4.5	$4.5	$4.8	$5.2
% SG&A	*195.8%*	*197.1%*	*85.2%*	*293.7%*	*187.0%*	*190.6%*	*145.7%*	*112.2%*	*92.5%*	*124.4%*	*51.4%*	*31.5%*	*25.7%*
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
% 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%*
Operating Income	**($1.0)**	**($1.1)**	**($0.5)**	**($1.2)**	**($3.7)**	**($1.0)**	**($1.0)**	**($0.9)**	**($0.8)**	**($3.6)**	**($1.1)**	**$2.1**	**$4.3**
Operating Margin	*-204.9%*	*-207.6%*	*-84.4%*	*-280.5%*	*-189.0%*	*-181.2%*	*-124.0%*	*-85.2%*	*-63.9%*	*-100.6%*	*-12.2%*	*13.9%*	*21.1%*
Other Net	($4.90)	$2.02	($0.49)	$4.40	$1.03	($4.60)	$0.00	$0.00	$0.00	($4.60)	$0.00	$0.00	$0.00
Pre-Tax Income	**($6.0)**	**$1.0**	**($0.9)**	**$3.2**	**($2.7)**	**($5.6)**	**($1.0)**	**($0.9)**	**($0.8)**	**($8.2)**	**($1.1)**	**$2.1**	**$4.3**
Pref. stk Div	$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
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
Tax Rate	*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	**($6.0)**	**$1.0**	**($0.9)**	**$3.2**	**($2.7)**	**($5.6)**	**($1.0)**	**($0.9)**	**($0.8)**	**($8.2)**	**($1.1)**	**$2.1**	**$4.3**
YOY Growth	-	-	-	-	-	-	-	-	-	-	-	-	*101.7%*
Net Margin	- *1165.7%*	*188.2%*	*-176.5%*	*768.8%*	*-136.9%*	- *1014.7%*	*-124.0%*	*-85.2%*	*-63.9%*	*-227.3%*	*-12.2%*	*13.9%*	*21.1%*
Shares Out	*23.2*	*26.0*	*29.4*	*30.9*	*27.4*	*31.2*	*31.8*	*32.0*	*32.5*	*31.9*	*36.0*	*40.0*	*45.0*
Reported EPS	**($0.26)**	**$0.04**	**($0.03)**	**$0.10**	**($0.10)**	**($0.18)**	**($0.03)**	**($0.03)**	**($0.03)**	**($0.26)**	**($0.03)**	**$0.05**	**$0.10**
YOY Growth	-	-	-	-	-					-	-	-	-
One time charge	*$4.90*	*($2.02)*	*$0.49*	*($4.40)*	*($1.03)*	*$4.60*	*$0.00*	*$0.00*	*$0.00*	*$4.60*	*$0.00*	*$0.00*	*$0.00*
Non GAAP Net Income	**($1.0)**	**($1.1)**	**($0.5)**	**($1.2)**	**($3.7)**	**($1.0)**	**($1.0)**	**($0.9)**	**($0.8)**	**($3.6)**	**($1.1)**	**$2.1**	**$4.3**
Non GAAP EPS	**($0.05)**	**($0.04)**	**($0.02)**	**($0.04)**	**($0.14)**	**($0.03)**	**($0.03)**	**($0.03)**	**($0.03)**	**($0.11)**	**($0.03)**	**$0.05**	**$0.10**

Source: Company filings and Zacks Investment Research Inc. estimates

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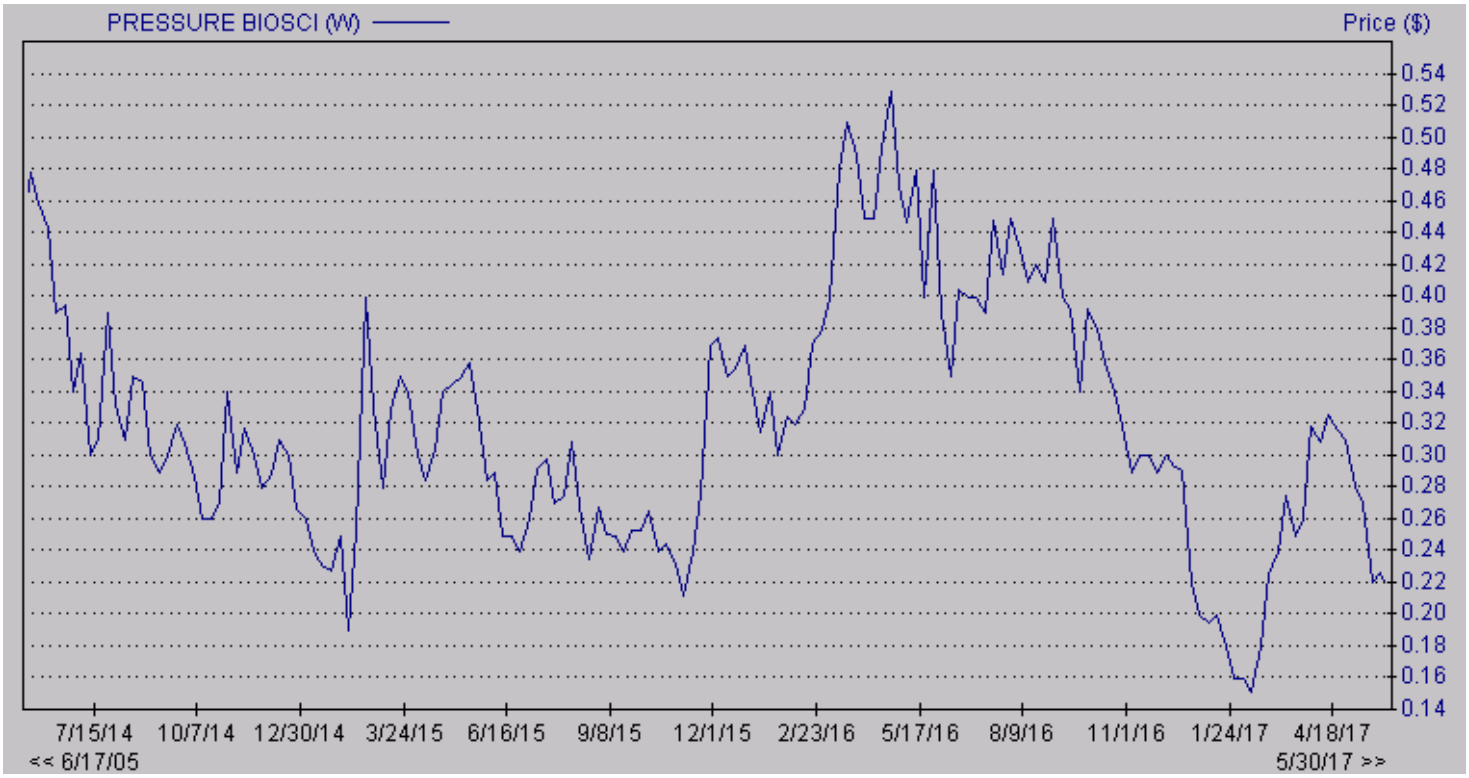

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Hold/Neutral: The analyst expects that the company will perform in line with the broader U.S. equity market over the next one to two quarters.
Sell/Underperform: The analyst expects the company will underperform the broader U.S. Equity market over the next one to two quarters.

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