

# Qlucore AB

## Long term potential clouded by likely capital raise

Johan Widmark | 2023-11-30 08:00

With stable sales in H1'23/24, Qlucore has continued on the revised, more concentrated path announced in Q1, accompanied by a cost reduction plan fully effective by 2024, targeting CE-marking and sales ramp-up in 2025. While we maintain our forecast, with >100% CAGR in 2025/26-2027/28, likely to drive a revaluation of the company, the share has continued to slide, down 28% in the past three month. This has affected the hypothetical terms of a future capital raise, motivating a further adjustment of our fair value to SEK 11-16 (16-21) per share.

### Stable sales in H1'23/24

In Q2'23/24, Qlucore reported sales of SEK 2.9m, representing an 8% decline adjusted for FX. However, following the strong growth in Q1, organic sales growth in H1'23/24 was 5%. While OPEX came down sequentially, to SEK 12.8m in Q2, costs are still up YoY. The development work is now approaching the next phase, and combined with a cost-reduction plan, management expects OPEX to be significantly lower in 2024/25. Cash is now at SEK 45.6m following a net cash flow of SEK -11.6m in Q2'23/24.

### Threefold CE approval in February 2025

With regards to Qlucore Diagnostics, focus is now the most common form of cancer in children, acute lymphoblastic leukemia (BCP-ALL). This will be followed by adult leukemia, bladder cancer, and lung cancer, thus covering 18% of all cancers, implying a considerable total market potential. Target is now set on the CE marking according to the IVDR regulations, expected in February 2025. This process covers three sub-projects, the Qlucore Diagnostics software, the specific model for acute lymphoblastic leukemia and the associated mandatory quality system. With development work expected to culminate in Q3'23/24, this will be a major driver for the cost reduction expected in 2024/25.

### Support for sales of SEK 300m in 2028/29

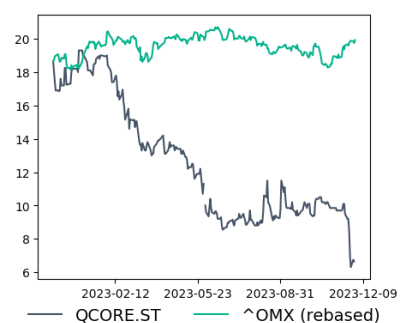
We maintain our forecast of Qlucore Diagnostics and ALL approval in early 2025, with a subsequent increase in the number of labs to 70-100 labs by 2028/29. With an estimated number of tests per lab at 2,500-4,000 per year, and an estimated price per test of SEK 1,000, we find support for the company's sales target of SEK 300m and a 40% EBIT margin, by 2028/29. In the short term we expect that Qlucore, despite its more concentrated focus and lowered cost base, will need to raise some SEK 50m before it is cash flow positive. But the continued decrease in the share price affects the likely terms of a future raise and adjusted for a SEK 50m rights issue at a 25% discount, we now find support for a fair value at SEK 11-16 (16-21) per share. We now see a) more visibility on future financing options, b) new license sales, and c) the first Diagnostics sales as the key catalysts for the share.

SEKm	2021/22	2022/23	2023/24E	2024/25E	2025/26E
Revenue	14	13	14	17	36
EBITDA	-8	-13	-16	-8	5
EBIT	-11	-16	-20	-13	0
EPS Adjusted	-2,88	-3,96	-5,27	-0,97	-0,07
Sales Growth, %	9%	-10%	10%	22%	112%
EBITDA Margin, %	neg.	neg.	neg.	neg.	12%
EBIT Margin, %	neg.	neg.	neg.	neg.	0%
EV/Sales	1,5	-0,9	-1,1	3,0	1,4
EV/EBITDA	neg.	0,9	neg.	neg.	11,4
EV/EBIT	neg.	0,7	neg.	neg.	2212,1
P/E	neg.	neg.	neg.	neg.	neg.

Source: Emergers

### Qlucore

<b>Fair Value, SEK</b>	<b>11 - 16</b>
Current Price (SEK)	6,65
Shares (M)	4,0
Mkt Cap (MSEK)	27
Net Debt (MSEK)	-42
EV (MSEK)	-15
Market	First North



## About Qlucore

Qlucore was founded in 2007 in Lund by Thoas Fioretos, professor of genetics, Magnus Fontes, professor of mathematics, Johan Råde, mathematician and software specialist and the company's CEO Carl-Johan Ivarsson. The company develops and sells software for machine learning-based (AI) cancer diagnostics and analysis and visualization of complex data sets. So far, the company has primarily been active in analysis support through the product Qlucore Omics Explorer, but now aims to grow in AI-based precision diagnostics with a focus on various cancers, with the platform Qlucore Diagnostics, and with the help of Qlucore Insights. With over 200 customers in 25 countries, in academia as well as the food and pharmaceutical industry and references to the company's product Qlucore Omics Explorer in over 1000 scientific publications, Qlucore is not a start-up. Most of the revaluation potential, however, is found in Qlucore Diagnostics, which helps laboratories and doctors to analyze complex data sets to make a so-called precision diagnosis and enable a more individualized treatment, often called precision medicine.

With a clearly declining cost of RNA sequencing in recent years, which opens for a broader adaptation of RNA sequencing-based diagnostics, the focus is now on growing in clinical cancer diagnostics, with the development of CE-marked and FDA-approved specific modules for different types of cancer. The proceeds from the listing issue are expected to be sufficient to bear both increased development and marketing costs and the entire business to a positive cash flow, which we expect in 2025/2026E.

## Two-part business with the support of underlying growth

Qlucore has two business areas that targets two different markets, bioinformatics and precision and companion diagnostics.

The target group for **Qlucore Diagnostics** is the precision and companion diagnostic software segment, and customers are normally hospitals and laboratories that perform diagnostic tests and treat cancer. Qlucore focuses on NGS techniques (Next Generation Sequencing is a method for sequencing large amounts of DNA or RNA, which involves a determination of the genetic code, i.e., the order of the "letters" in the genome). Precision diagnostic is a test used for precision medicine, which involves diagnostic methods and therapies for individualized investigation and treatment of disease at the individual level. Companion diagnostics is a diagnostic test that is used as a companion to a treatment to determine how well the treatment suits a specific individual.

In the market for precision and companion diagnostics, there are several players internationally, such as Foundation Medicine, which is owned by Roche, Swiss Sophia Genetics and French Integragen.

In the autumn of 2021, Qlucore launched **Qlucore Insight**, which shares functionality with **Qlucore Diagnostics** but will not undergo a regulatory review approval but only be available for research purposes.

## Market overview for each product

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Product	Qlucore Omics Explorer	Qlucore Diagnostics	Qlucore Insight
Target market	Bioinformatics	Precision and companion diagnostics	
Typical customers	Research	Laboratory	Research
Market Growth	8,4% CAGR 2020–2025	20% CAGR 2017–2024	-
Addressable market	11–20 Bn SEK	6 Bn SEK 2028	-

Source: Qlucore, Emergers

**Qlucore Omics Explorer** is marketed primarily for the bioinformatics market and the customers are normally research organizations, universities, or companies active in food. The work with data sets that are of such complexity and size that the work requires special tools and analysis tools.

The market in which Qlucore operates, the bioinformatics market, covers a wide range of services and as a whole, the market is expected to grow by 8.4% CAGR between 2020 and 2025 as it is expected to reach a value of USD 16 billion. The company addresses a subset of the market that the company itself estimates at approximately 16% of the total market, which corresponds to an addressable market potential of approximately SEK 11-20 billion.

## Business model

### Qlucore Omics Explorer

Qlucore Omics Explorer is sold under license. The license repurchase rate for Omics Explorer is 87%, giving that leg a SaaS-like character.

### Qlucore Diagnostics

Qlucore Diagnostics is a software used by laboratory analysis staff, such as clinical geneticists and pathologists, to analyse and make the correct diagnosis, which ultimately aims to provide the treating physician with the best possible basis for decisions on optimal treatment. Qlucore's solution offers the lab more efficient workflows, lower labour costs and faster handling.

Qlucore Diagnostics has a modular structure with a basic platform and separate disease-specific classification modules. A classification model is a trained algorithm that can take information from a sample and then determine the gene expression profile, i.e., which sample group the sample belongs to. To develop these classification models, the company collaborates with the necessary expertise in selected areas. At present, there are four collaborations with commercial agreements, which is the focus of the company's work to develop classification models. These five areas of application are:

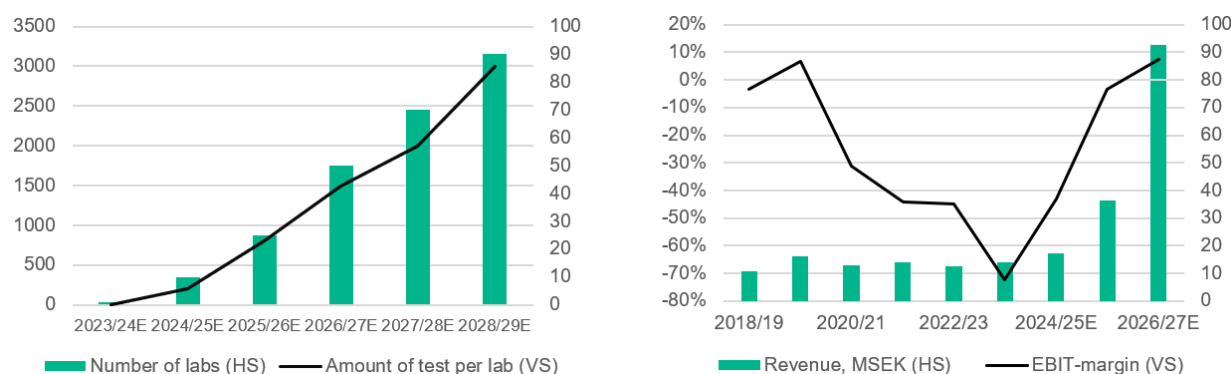
The revenue model for Qlucore Diagnostics is revenue per test for clinical diagnostics and royalties for companion diagnostics.

## Business model overview for each product

Product	Qlucore Omics Explorer	Qlucore Diagnostics	Qlucore Insights
Business model	License	Revenue per test or royalty	License

Source: Emergers

## Lab and number of tests, Revenue and EBIT-margin



## Valuation

We believe that Qlucore Diagnostics is responsible for the bulk of the value and, above all, the revaluation potential in the company. Qlucore has several listed comparison objects, the closest of which, in terms of operations, are in the United States.

However, Qlucore is in a relatively early phase, even compared with the international comparison companies with related operations and offerings, where many have high revenues and show profitability. With the support of a combination of a DCF (20% discount rate) and a multiple valuation, we therefore see total support for a justified value of SEK 11-16 (16-21) per share.

## Risks and scenario analysis

Among the risks described in Qlucore's listing prospectus, we primarily see risks with competition in the market for precision and companion diagnostics, risks linked to technical development and regulatory requirements that are particularly worth noting.

The new regulations for In-Vitro Diagnostics, the EU IVDR and the timetable for its implementation can have a major impact on the company's development and the conditions for bringing Diagnostics to market. CE marking of Diagnostics is a key step in achieving the company's goals and our forecast. It is not uncommon for larger product development projects to prove to be more costly or protracted than originally expected.

## Management

The chairman is Pia Gideon, who has extensive experience of chairing and board assignments in listed, state-owned and start-up companies, with an emphasis on technology and healthcare. Pia Gideon is also a board member of Apoteket AB and Guard Therapeutics and owns shares corresponding to 0.75% of the capital and votes in Qlucore.

Carl-Johan Ivarsson is one of the company's founders and CEO of Qlucore since the start. Carl-Johan Ivarsson has a background as Vice President of Ericsson Mobile Platforms. Carl-Johan Ivarsson owns shares corresponding to 8.6% of the capital and votes in Qlucore.

## Qlucore

### Income Statement

MSEK	2018/19	2019/20	2020/21	2021/22	2022/23	2023/24E	2024/25E	2025/26E
Sales	10,6	16,0	12,9	14,1	12,7	14,0	17,1	36,3
Operating Costs	-9,4	-12,4	-15,9	-22,1	-25,2	-30,2	-24,7	-31,8
EBITDA	1,2	3,6	-3,0	-8,0	-12,6	-16,2	-7,6	4,5
Depreciation	-1,7	-2,2	-2,6	-3,5	-3,7	-4,0	-5,0	-4,5
Amortisation of Goodwill	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
EBIT	-0,5	1,4	-5,6	-11,5	-16,3	-20,2	-12,6	0,0
Non-recurring Items	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Associated Companies	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
Net Financial Items	-0,1	-0,1	-0,4	-0,1	0,4	-1,0	-1,0	-1,0
<b>Pre-tax Result</b>	<b>-0,6</b>	<b>1,3</b>	<b>-6,0</b>	<b>-11,6</b>	<b>-15,9</b>	<b>-21,2</b>	<b>-13,6</b>	<b>-1,0</b>
Tax	0,0	0,0	-0,1	0,0	0,0	0,0	0,0	0,0
Minority Interest	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
<b>Net Result</b>	<b>-0,6</b>	<b>1,2</b>	<b>-6,0</b>	<b>-11,6</b>	<b>-15,9</b>	<b>-21,2</b>	<b>-13,6</b>	<b>-1,0</b>

### Capital Expenditure

	2018/19	2019/20	2020/21	2021/22	2022/23	2023/24E	2024/25E	2025/26E
Capital Expenditure, Absolute	-	4,4	4,8	9,0	19,0	25,9	20,9	15,5
As a Pct of Sales	-	27,2	37,0	63,4	150,1	184,7	122,1	42,6
Depreciation Multiple	-	2,0	1,8	2,6	5,1	6,5	4,2	3,4

### Key Ratios

	2018/19	2019/20	2020/21	2021/22	2022/23	2023/24E	2024/25E	2025/26E
Share Price Model Assumption at 31 Dec	-	-	-	28	13	7	7	7
Number of Shares (Millions)	1,98	2,0	2,0	4,0	4,0	4,0	14,1	14,1
Market Cap Model Assumption	-	-	-	114	54	27	93	93
Enterprise Value	-	-	-	21	-11	12	67	88
EPS (Reported)	-0,32	0,62	-3,05	-2,88	-3,96	-5,27	-0,97	-0,07
EPS (Adjusted)	-0,32	0,62	-3,05	-2,88	-3,96	-5,27	-0,97	-0,07
CEPS	-0,32	0,62	-3,05	-2,88	-3,96	-5,27	-0,97	-0,07
P/CEPS	n.a.	-	-	neg.	neg.	neg.	neg.	neg.
Book Value/Share	4,3	7,3	18,5	27,4	23,5	18,3	7,8	7,8
P/BV	-	-	-	1,0	0,6	0,4	0,9	0,9
Dividend	0,00	0,00	0,00	0,00	0,00	0,00	0,00	0,00
Dividend Yield (%)	0,0	-	-	0,0	0,0	0,0	0,0	0,0
Dividend Payout Ratio (%)	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0
EV/Sales	-	-	-	1,5	-0,9	-1,1	3,0	1,4
EV/EBITDA	-	-	-	neg.	0,9	neg.	neg.	11,4
EV/EBIT	-	-	-	neg.	0,7	neg.	neg.	2212,1
P/E (Adjusted)	-	-	-	neg.	neg.	neg.	neg.	neg.
Sales Growth, Y/Y (%)	-	51,1	-19,3	9,1	-10,2	10,5	22,3	112,2
EBIT Growth, Y/Y (%)	-	neg.	-492,7	neg.	neg.	neg.	neg.	neg.
EPS Growth (Adjusted), Y/Y (%)	-	neg.	-592,2	neg.	neg.	neg.	neg.	neg.
EBITDA Margin (%)	11,3	22,4	neg.	neg.	neg.	neg.	neg.	12,5
EBIT Margin (%)	neg.	8,8	neg.	neg.	neg.	neg.	neg.	0,1
Return on Equity (%)	0,0	8,8	neg.	neg.	neg.	neg.	neg.	0,1
Tax Rate (%)	0,0	0,0	0,0	0,0	0,0	0,0	0,0	0,0

### Financial Position

	2018/19	2019/20	2020/21	2021/22	2022/23	2023/24E	2024/25E	2025/26E
Interest-Bearing Net Debt	1,2	0,2	-22,9	-92,6	-65,3	-15,1	-26,2	-5,9
Net Debt/Equity	0,1	0,0	-0,6	-0,8	-0,7	-0,2	-0,2	-0,1
Equity Ratio	0,5	0,6	0,8	0,9	0,9	0,9	1,0	1,1
Net Debt/EBITDA	1,0	0,1	7,8	11,6	5,2	0,9	3,5	-1,3

Source: Emergers, Company reports

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