# EFHutton

### Sustainability Applied UV (AUVI)

COMPANY UPDATE

June 2, 2023

## Model Update for Reverse Split

We are updating our model for Applied UV's 1-for-5 reverse split effectuated this week. Our GAAP EPS estimates and price target thus adjust accordingly. All other items remain unchanged. We will revisit our investment thesis and projections upon any fundamental developments.

Valuation. Our \$12.50 target is derived using a 1.2x multiple of our 2024 sales estimate.

Risks: Risks include intense competition, management and board turnover, regulatory, IP protection, quarterly variability, acquisition integration, third-party manufacturing and product warranties, new product commercialization success, international exposure, future financing needs/dilution, and voting control. We itio also strongly encourage investors to review regulatory filings for additional risk factors.

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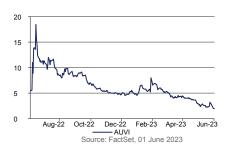
#### MARKET DAT

Rating	Buy
Price Target	\$12.50
Price	\$1.83
Average Daily Volume	87
52-Week Range	\$1.66-\$21.00
Market Cap (\$M)	\$7.1
Enterprise Value (\$M)	\$24.0
Dividend Yield	0.0%

#### **ESTIMATES**

	2022A	2023E	2024E
<b>Revenue</b> Q1 (\$ <b>M</b> )	3.4	10.7	-
Q2	5.9	11.4	-
Q3	5.9	10.9	-
Q4	5.0	10.2	-
FY	20.1	43.3	46.0
EV/Sales	1.2x	0.6x	0.5x
EPS Q1	(0.78)	(1.42)	-
GAAP prev:	(0.16)	(0.28)	-
Q2	(1.28)	(0.84)	-
prev:	(0.26)	(0.17)	-
Q3	(1.21)	(0.54)	-
prev:	(0.24)	(0.11)	-
Q4	(3.76)	(0.42)	-
prev:	(0.75)	(0.08)	-
FY	(7.07)	(3.19)	(1.58)
prev:	(1.41)	(0.64)	(0.32)
P/E	(0.3)x	(0.6)x	(1.2)x

#### **One Year Performance Chart**



#### Please see analyst certification and important disclosures on page 2 of this report.

#### **Important Disclosures**

#### Analyst Certification

I, Chip Moore, CFA, certify that all of the views expressed in this research report accurately reflect my personal views about the subject security(ies) and subject company(ies). I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed in this research report.

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BUY (B) - Total return expected to exceed S&P 500 by at least 10%

HOLD (H) - Total return expected to be in-line with S&P 500

SELL (S) - Total return expected to underperform S&P 500 by at least 10%

#### **Distribution of Ratings/IB Services**

EF Hutton							
			IB Serv./Pa	IB Serv./Past 12 Mos.			
Rating	Count	Percent	Count	Percent			
BUY	161	96.41	0	0.00			
HOLD SELL	6	3.59	0	0.00			
SELL	0	0.00	0	0.00			



