| Revenue | 1016 | 2016 | 3016 E | 4Q16E | FY16E | 10.717 E | $20 \mathrm{FV17E}$ | 30FY17E | 40 FY17E | FY17E | 10FY 188 | 20FY 188 | 30FY18E | 40FY18E | FY18E | 10FY 19 E | $2 \mathrm{FFr19E}$ | 30FY 19 E | 40FFY19E | FY19 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Molecular Diagnostics market share | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 1,957,941,144 | 1,957,941,144 | ,7,831,76,575 | 2,087,165,259 | 2,087, 165,259 | 2,08, 165,259 | 2,087,165,259 | 8,388,661,037 | 2,224,918,166 | 2,224,918,166 | 2,224,918,166 | 2,224,918,166 | 8,89,672,665 |
| Penetration rate by PSII(Firefly DX) | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.00\% | 0.01\% | 0.02\% | 0.02\% | 0.04\% | 0.050\% | 0.080\% | 0.09\% | 0.07\% | 0.15\% | 0.16\% | 0.18\% | 0.20\% | 0.17\% |
| Revenue from PCR market |  |  |  |  |  |  |  | 195,794 | 391,588 | 587,382 | 834,866 | 1,043,583 | 1,669,732 | 1,878,449 | - 5,426,630 | 3,337,377 | 3,559,869 | 4,004,853 | 4,449,836 | 15,351,935 |
| Medical Devices(Thermomedics) | 120,000 | 120,120 | 117,718 | 117,835 | 475,673 | 120,192 | 122,896 | 125,662 | 128,803 | 497,553 | 132,023 | 135,654 | 133,045 | 143,216 | 549,938 | 148,587 | 154,159 | 160,325 | 166,738 | 629,810 |
| Mobile Labs(E-N.G Systems) | 1,54, 000 | 1,588,560 | 993,564 | 1,003,500 | 5,069,624 | 1,103,850 | 1,214,235 | 1,335,658 | 1,442,511 | 5,096,253 | 1,593,974 | 1,765,327 | 1,959,512 | 2,179,958 | 7,98,771 | 2,436,103 | 2,728,435 | 3,055,847 | 3,430,188 | 11,650,573 |
| Total Revenue | 1,664,00 | 1,888,000 | 1,111,282 | 1,121,335 | 5,744,617 | 1,224,042 | 1,337,131 | 1,657,114 | 1,962,902 | 6,181,188 | 2,560,864 | 2,944,563 | 3,768,290 | 4,201,623 | - 13,47,339 | 5,922,067 | 6,442,463 | 7,221,025 | 8,046,763 | 27,63,318 |
| Cost of revenues | 1,135,000 | 1,212,000 | 733,446 | 751,294 | - 3,883,740 | 795,627 | 869,135 | 1,003,982 | 1,236,628 | ' 3,945,372 | 1,587,735 | 1,825,629 | 2,336,340 | 2,520,974 | - 8,270,678 | 3,494,019 | 3,672,204 | 4,003,774 | 4,425,720 | 15,63,717 |
| Gross profit | 529,000 | 636,000 | 377,836 | 370,041 | 1,912,876 | 428,415 | 467,996 | 613,132 | 726,274 | 2,235,816 | 973,128 | 1,118,934 | 1,431,950 | 1,680,649 | - 5,204,661 | 2,428,047 | 2,770,259 | 3,177,251 | 3,621,043 | 11,99,601 |
| Operating expenses: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Selling, general and administrative | 1,826,000 | 1,787,000 | 944,589 | 897,068 | 5,454,657 | 1,040,435 | 1,002,848 | 1,242,835 | 1,472,176 | 4,758,295 | 1,536,518 | 1,619,510 | 1,884,145 | 2,100,811 | ", 7,100,984 | 2,961,033 | 3,221,232 | 3,249,461 | 3,621,043 | 13,052,70 |
| Research and development | 95,00 | 101,000 | 100,000 | 100,000 | 396,000 | 97,923 | 106,970 | 132,569 | 157,032 | 494,495 | 179,260 | 176,674 | 226,097 | 252,097 | -834,129 | 355,324 | 386,548 | 433,262 | 482,806 | 1,657,939 |
| Total operating expenses | 1,921,000 | 1,888,000 | 1,044,589 | 997,068 | 5,850,657 | 1,188,359 | 1,109,819 | 1,375,404 | 1,629,209 | 5,252,790 | 1,715,779 | 1,996,183 | 2,110,242 | 2,352,909 | 7,975,113 | 3,316,357 | 3,607,799 | 3,682,723 | 4,103,849 | 14,710,709 |
| Operating income (loss) | $(1,392,000)$ | $(1,252,000)$ | (666,754) | $(627,027)$ | $(3,937,781)$ | (709,944) | (641,823) | (762,272) | (902,935) | (3,016,974) | (742,650) | $(677,249)$ | $(678,292)$ | $(672,260)$ | (2,70,452) | $(888,310)$ | $(837,520)$ | (505,472) | $(482,806)$ | $(2,714,108)$ |
| Other income (expense): Interest expense | $(1,641,000)$ | $(1,948,000)$ | $(1,641,000)$ | $(1,641,000)$ | (6,87,000) | $(1,000,000)$ | $(1,000,000)$ | (1,00,000) | (1,000,000) | (4,000,00) | (500,000) | (500,000) | (500,000) | (500,000) | (2,000,000) | (250,000) | (250,000) | (250,000) | (250,000) | (1,000,000) |
| Change in fair value of embedded conversion option liability | (937,000) | 1,884,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Loss on extinguishment of debt | - | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | $\cdots$ | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other income (expense), net | 44,000 | 7,000 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total interest and other income (expense), net | (2,534,000) | $(657,000)$ | $(1,641,000)$ | $(1,641,000)$ | (6,871,000) | $(1,000,000)$ | $(1,000,000)$ | (1,000,000) | (1,000,000) | (4,000,000) | (500,000) | (500,000) | (500,000) | (500,000) | (2,000,000) | $(250,000)$ | (250,000) | (250,000) | (250,000) | $(1,000,000)$ |
| Net loss | $(3,926,000)$ | (1,909,000) | $(2,30,754)$ | (2,268,027) | (10,808,781) | $(1,709,944)$ | $(1,641,823)$ | (1,762,272) | $(1,902,935)$ | (7,016,974) | $(1,242,550)$ | $(1,17,249)$ | (1,178,292) | (1,172,260) | (4,70,452) | $(1,138,310)$ | $(1,087,520)$ | (755,472) | $(732,806)$ | $(3,714,108)$ |
| Preferred stock dividends <br> Net loss attributable to common stockholders | $\begin{gathered} (33,000) \\ (3,959,000) \end{gathered}$ | $\begin{aligned} & (33,000) \\ & (1,942,000) \end{aligned}$ | $(2,307,354)$ | $(2,268,027)$ | (10,808,781) | $(1,709,944)$ | $(1,641,823)$ | (1,762,272) | (1,902,935) | (7,016,974) | $(1,242,550)$ | (1,177,249) | (1,178,292) | (1,172,260) | (4,770,452) | (1,138,310) | (1,087,520) | (755,472) | (732,806) | $(3,714,108)$ |
| Net Loss per common share attributable to common |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| stockholders - basic and diluted | (0.42) | (0.08) | ${ }^{(0.08)}$ | (0.0653) | (0.44) | ${ }^{(0.04)}$ | ${ }^{(0.03)}$ | ${ }^{(0.03)}$ | ${ }^{(0.03)}$ | ${ }^{(0.13)}$ | ${ }^{(0.02)}$ | ${ }^{\text {(0.02) }}$ | ${ }^{(0.02)}$ | ${ }^{(0.02)}$ | (0.07) | ${ }^{\text {(0.02) }}$ | ${ }^{(0.02)}$ | ${ }^{(0.01)}$ | (0.01) | (0.05) |
| Weighted average shares outstanding-basic and diluted | 9,39,502 | 24,129,091 | 28,95,909 | 34,745,891 | 24,305,988 | 45,169,658 | 56,46,073 | 59,28, 177 | 62,842,287 | 55,939,799 | 65,984,002 | 68,62,778 | 68,62,778 | 69,96, 253 | 68,307,052 | 70,696,216 | 70,96, 216 | 70,696,216 | 70,69, 216 | 70,69, 216 |
| Yor Reverue Growh |  |  |  |  | 95\% |  |  |  |  | 8\% |  |  |  |  | 118\% |  |  |  |  | 105\% |
| Ooo Revenue Growh | 545\% | 0.50\% | -10.0\% | -5.00\% |  | 9.16\% | 9.24\% | 23.93\% | 18.45\% |  | 30.46\% | 14.98\% | 27.97\% | 11.50\% |  |  |  |  |  |  |
| Gross Margin | 32\% | 34\% | 34\% | 33\% | 33\% | 35\% | 35\% | 37\% | 37\% | 36\% | 38\% | 38\% | 38\% | 40\% | 39\% | 41\% | 43\% | 44\% | 45\% | 43\% |
| Operating Margin | -84\% | -68\% | -60\% | -56\% | -69\% | -58\% | -48\% | -46\% | -46\% | -49\% | -29\% | -23\% | -18\% | -16\% | -21\% | -15\% | -13\% | -7\% | $-6 \%$ | -10\% |
| ${ }_{\text {cosem }}^{\text {G8\%\% of Rev }}$ | 111\%\% | 90\% | 85\% | 80\% | 80\% | 88\% | 75\% | 75\% | 75\% | 80\% | ${ }_{7 \%}^{60 \%}$ | 55\% | 50\% | 50\% | 55\% | 50\% | ${ }_{56 \%}$ | 45\% | 45\% | 47\% |

