

## MaxCyte

### Core business continues to deliver, as CARMA enters the clinic

24 September 2018

- MaxCyte increased revenues by 11.6% to \$6.9m (compared to H117), while maintaining its gross margin at 89%, as reported in its trading update.
- The operating loss before investment in its CARMA platform was maintained at \$2.2m, and the overall operating loss increased from \$9.5m in H117 to \$10.7m, as the first CARMA product approaches the clinic.
- There are now more than 55 cell therapy programmes using MaxCyte's technology (over 50 at FY17), and notably the number of licenses to partners covering clinical stage programmes has grown by c 60% over the last year to more than 25.
- There are also nine academic clinical trials with CAR-related (chimeric antigen receptor-related) programmes ongoing, which are supported by MaxCyte's technology.
- MaxCyte has received IND clearance to begin the Phase I trial with MCY-M11 (anti-mesothelin, CARMA-hMeso) in 15 patients with ovarian and peritoneal mesothelioma, the details of the clinical trial are now listed on [clinicaltrials.gov](http://clinicaltrials.gov). The first patients should be dosed in Q418
- The company's cash position was \$18.8m at H118.

Price (p)	240
Market Cap (£m)	122
Primary exchange	AIM London
Sector	Healthcare
Company Code	MXCT/MXCR
Corporate client	Yes

#### Company description:

MaxCyte uses its patented flow electroporation platform to transfect a wide array of cells. Revenues arise from sale and lease of equipment, disposables and licence fees; with an impressive client list. Additionally, a novel mRNA mediated CAR technology, known as CARMA, is being explored in various cancers, including solid tumours.

**Trinity Delta view:** MaxCyte core business continues to make good progress, and it is particularly encouraging to see the large increase in licenses to cover clinical -stage programmes. At the same time, the company has achieved the notable achievement of getting IND clearance for its innovative cell therapy, CARMA, for oncology.

Our valuation of MaxCyte is £166m or 327p/share.

#### Analysts

##### Mick Cooper PhD

mcooper@trinitydelta.org  
+44 (0) 20 3637 5042

##### Lala Gregorek

lgregorek@trinitydelta.org  
+44 (0) 20 3637 5043

**Mick Cooper PhD CFA**

[mcooper@trinitydelta.org](mailto:mcooper@trinitydelta.org)

+44 20 3637 5042

**Lala Gregorek**

[lgregorek@trinitydelta.org](mailto:lgregorek@trinitydelta.org)

+44 20 3637 5043

**Franc Gregori**

[fgregori@trinitydelta.org](mailto:fgregori@trinitydelta.org)

+44 20 3637 5041

### Disclaimer

Trinity Delta Research Limited ("TDRL"; firm reference number: 725161), which trades as Trinity Delta, is an appointed representative of Equity Development Limited ("ED"). The contents of this report, which has been prepared by and is the sole responsibility of TDRL, have been reviewed, but not independently verified, by ED which is authorised and regulated by the FCA, and whose reference number is 185325.

ED is acting for TDRL and not for any other person and will not be responsible for providing the protections provided to clients of TDRL nor for advising any other person in connection with the contents of this report and, except to the extent required by applicable law, including the rules of the FCA, owes no duty of care to any other such person. No reliance may be placed on ED for advice or recommendations with respect to the contents of this report and, to the extent it may do so under applicable law, ED makes no representation or warranty to the persons reading this report with regards to the information contained in it.

In the preparation of this report TDRL has used publically available sources and taken reasonable efforts to ensure that the facts stated herein are clear, fair and not misleading, but make no guarantee or warranty as to the accuracy or completeness of the information or opinions contained herein, nor to provide updates should fresh information become available or opinions change.

Any person who is not a relevant person under section of Section 21(2) of the Financial Services & Markets Act 2000 of the United Kingdom should not act or rely on this document or any of its contents. Research on its client companies produced by TDRL is normally commissioned and paid for by those companies themselves ('issuer financed research') and as such is not deemed to be independent, as defined by the FCA, but is 'objective' in that the authors are stating their own opinions. The report should be considered a marketing communication for purposes of the FCA rules. It has not been prepared in accordance with legal requirements designed to promote the independence of investment research and it is not subject to any prohibition on dealing ahead of the dissemination of investment research. TDRL does not hold any positions in any of the companies mentioned in the report, although directors, employees or consultants of TDRL may hold positions in the companies mentioned. TDRL does impose restrictions on personal dealings. TDRL might also provide services to companies mentioned or solicit business from them.

This report is being provided to relevant persons to provide background information about the subject matter of the note. This document does not constitute, nor form part of, and should not be construed as, any offer for sale or purchase of (or solicitation of, or invitation to make any offer to buy or sell) any Securities (which may rise and fall in value). Nor shall it, or any part of it, form the basis of, or be relied on in connection with, any contract or commitment whatsoever. The information that we provide is not intended to be, and should not in any manner whatsoever be, construed as personalised advice. Self-certification by investors can be completed free of charge at [www.fisma.org](http://www.fisma.org). TDRL, its affiliates, officers, directors and employees, nor ED will not be liable for any loss or damage arising from any use of this document, to the maximum extent that the law permits.

Copyright 2018 Trinity Delta Research Limited. All rights reserved.

More information is available on our website: [www.trinitydelta.org](http://www.trinitydelta.org)