



**AGM**

Microsaic Systems

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[www.microsaic.com](http://www.microsaic.com)



Microsaic  
Systems

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# INTRODUCTION

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## Gerry Brandon

Executive Chairman

25+ years' change management expertise  
transforming under-commercialised science and  
engineering companies into profitable enterprises

Joined Microsaic in March 2021 as non-executive  
Chairman

Acting Executive Chairman - since March 2022

# 2021 KEY METRICS

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2021 ushered in new  
strategic business model

Collaboration, partnership  
and Co-Development

2021 - £0.91m

2020 - £0.20m

2019 - £0.90m

2021 Sales  
Recovery Up

**357%**

EBITDA Loss  
Reduced to

**£1.8m**

2020: £2.17m

Adjusted before share-  
based payments and  
professional fees relating  
to corporate activity

Orders in  
Excess Of

**£1m+**

Backlog of £125,000 in  
2021 orders shipped in  
early 2022 due to supply  
chain delays

Over Subscribed  
Placing

**£5.5m**

Change of Board  
members with commercial  
focused key personnel

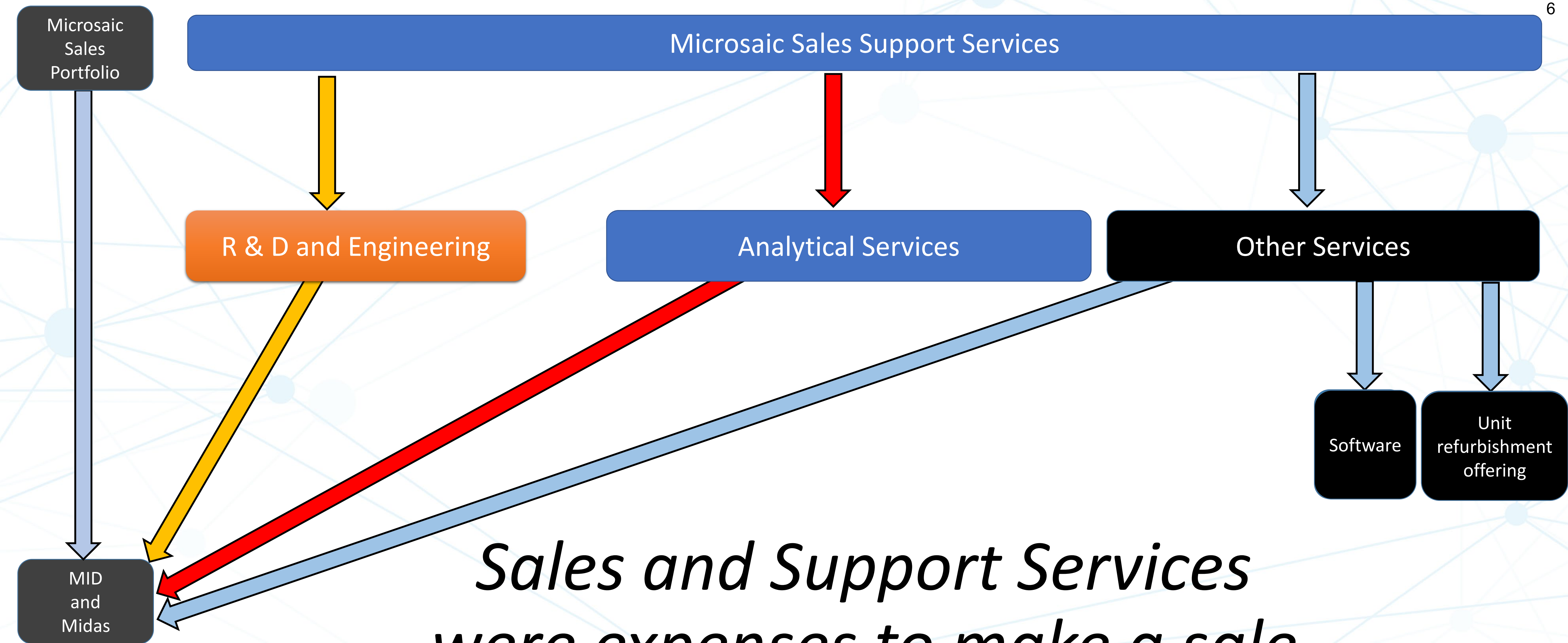
Year End Cash and  
Cash Equivalents

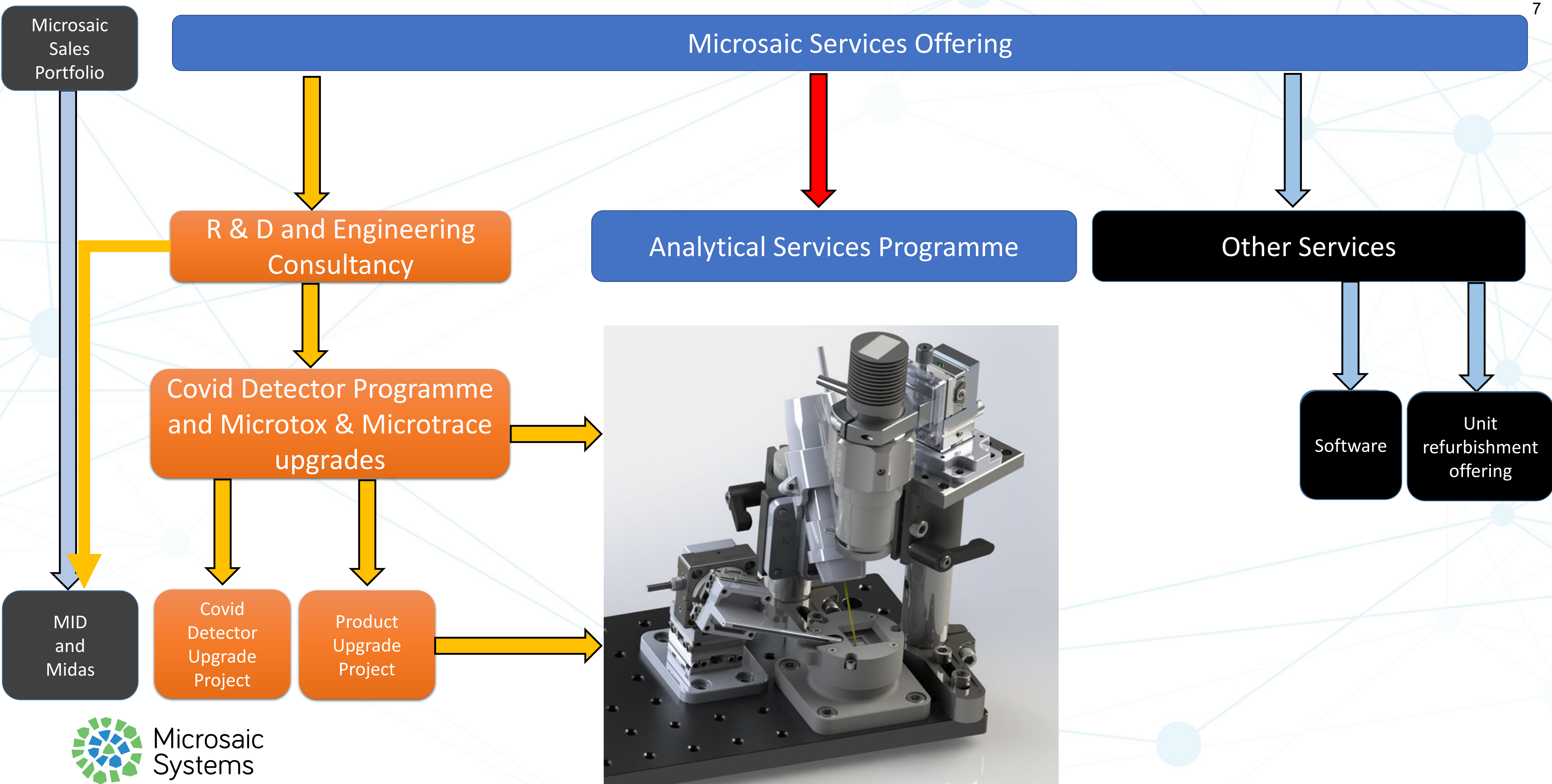
**£3.46m**

Commercial services focused  
offering adds greater added  
value for clients

*We are nearing completion of the transition from capital instrument sales to fulfilment of workflows in Human and Environmental Health*

Science & Engineering As A Service





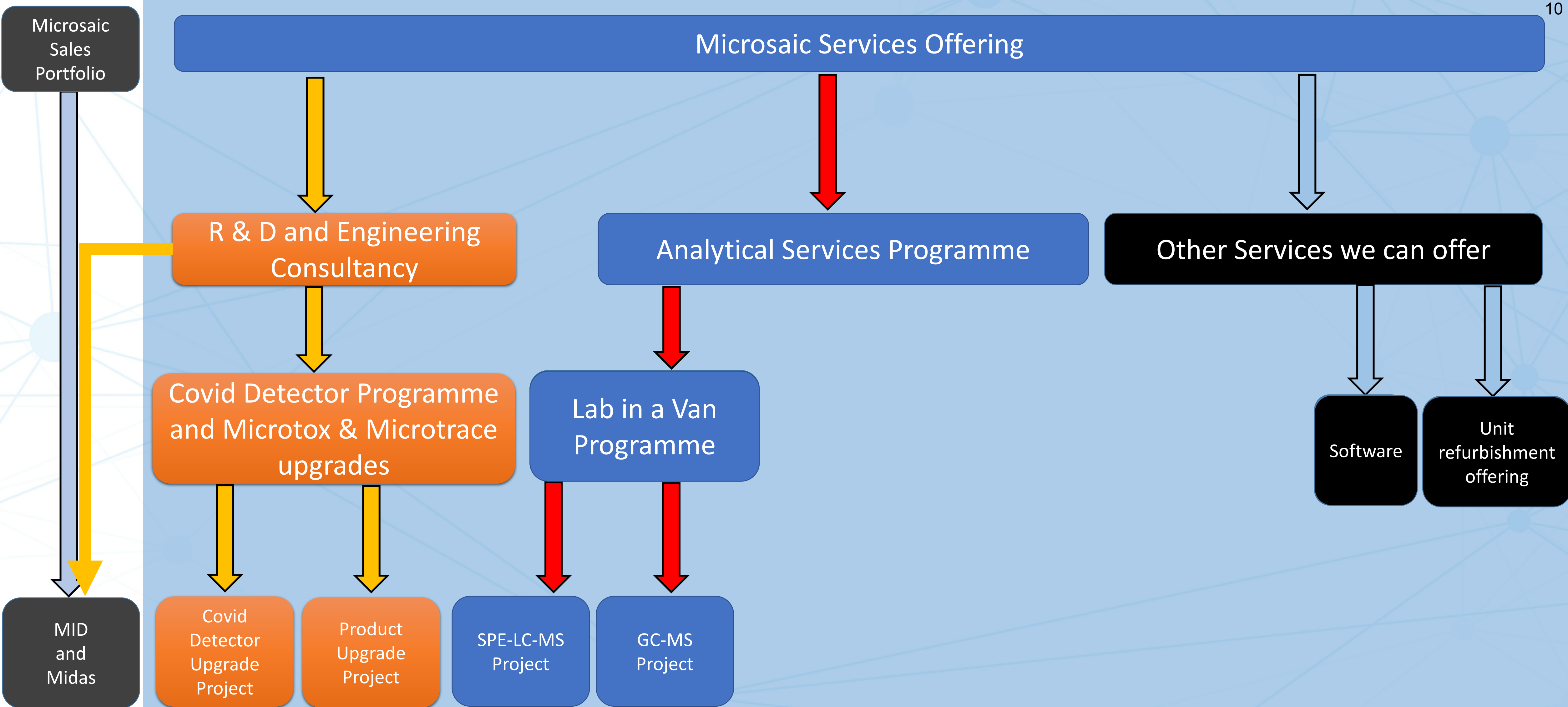
# Analytical Services

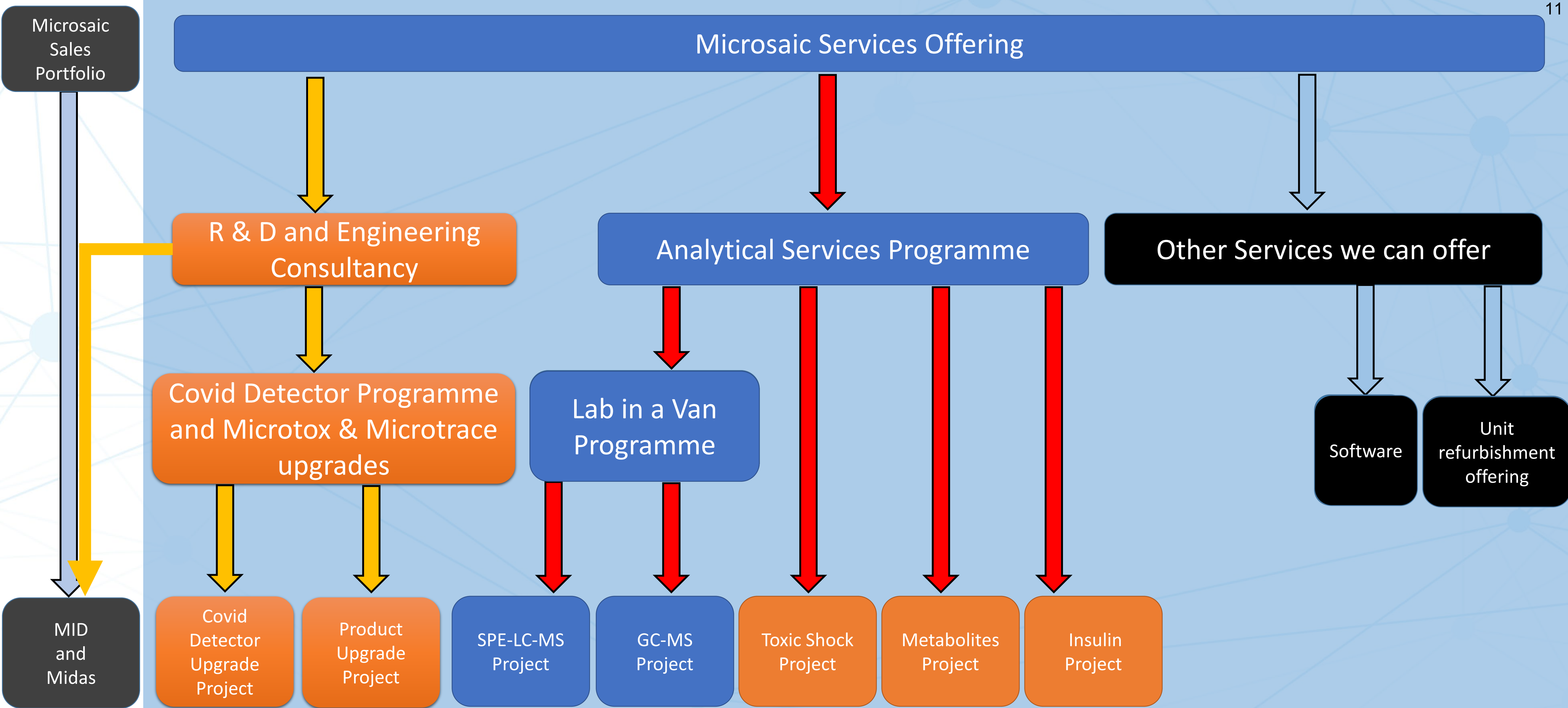
Microsaic has been doing this for 20 years

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*Why not charge for  
the unique services  
that have been  
developed in-house  
over those 20 years?*





Microsaic  
Sales  
Portfolio

## Microsaic Services Offering

R & D and Engineering  
Consultancy

Analytical Services Programme

Other Services we can offer

Covid Detector Programme  
and Microtox & Microtrace  
upgrades

Lab in a Van  
Programme

ProteinID

MiDex

Software

Unit  
refurbishment  
offering

MID  
and  
Midas

Covid  
Detector  
Upgrade  
Project

Product  
Upgrade  
Project

SPE-LC-MS  
Project

GC-MS  
Project

Toxic Shock  
Project

Metabolites  
Project

Insulin  
Project



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# Breakdown of Revenues for 2021

Revenue	Year to 31 December 2021	Year to 31 December 2020	Increase/ (Decrease)
	£	£	%
Products	617,613	83,397	641
Consumables and spare parts	230,832	105,135	120
Service and support income	58,431	9,726	501
Total	906,876	198,258	357

# Profit (Loss) & Cash Metrics

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Reduction in loss was a result of growth in revenues whilst keeping costs consistent	Year to 31 December 2021	Year to 31 December 2020	Increase/ (Decrease)
	£	£	%
Loss from operations before share-based payments, interest, and tax	(2,142,318)	(2,531,746)	(15)
Net cash used in operating and investing activities	(1,937,263)	(2,126,275)	(9)
Cash and cash equivalents	3,464,876	397,069	773

# Board Outlook – Significant Growth for 2022

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- H1 2022 revenue up 40% to £701k (H1 2021: £499k)
- Strongest orderbook the Company has ever had going into H2
- Roll-out of scientific and micro-engineering design services business
- Platform in Human and Environmental Health real-time monitoring
- Further expansion of revenues through multiple strategic partner