

Research Report – Update

Investors should consider this report as only a single factor in making their investment decision.

KULR Technology Group, Inc.

Speculative Buy

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August 21, 2023

KULR \$0.77 — (NYSE)

	<u>2021A</u>	<u>2022A</u>	<u>2023E</u>	<u>2024E</u>
Revenues (million)	\$2.4	\$4.0	\$12.0	\$28.0
Earnings (loss) per share	\$(0.15)*	\$(0.18)	\$(0.21)	\$(0.14)
52-Week range	\$2.22 – \$0.55		Fiscal year ends:	December
Common shares out as of 8/15/23	118.8 million		Revenue per share (TTM)	\$0.07
Approximate float	79.8 million		Price/Sales (TTM)	11.0X
Market capitalization	\$91.5 million		Price/Sales (FY2024)E	3.7X
Tangible book value/share	\$0.02		Price/Earnings (TTM)	NMF
Price/tangible book value	38.5X		Price/Earnings (FY2024)E	NMF

*Includes a \$(0.03) per share preferred stock deemed dividend.

KULR Technology Group, Inc., headquartered in Campbell, California, develops and commercializes high-performance thermal management technologies for batteries, electronics, and other components.

Key investment considerations:

Maintaining Speculative Buy rating and twelve-month price target of \$1.65 per share.

KULR has an opportunity to grow revenue within the energy storage market with its KULR One offering. The market is anticipated to grow nearly 8.5% annually, reaching over \$436 billion in 2030 from \$211 billion in 2021.

KULR One offers customers a suite of battery packs and design solutions in order to accelerate the global transition to a sustainable electrification economy. The design capabilities of this offering brings a combination of safety, performance, intelligence, modularity, and reliability for applications within the electric vehicles, electric aviation, defense contractor, and energy storage infrastructure markets.

The company has position itself for significant 2023 growth as it expects to achieve revenue growth of at least 150% (\$10 million) to 250% (\$14 million) compared to \$4 million in 2022.

In 2Q23, the company reported significant momentum with over \$150,000 in revenue per revenue generating customer compared to \$49,000 in the year-ago period.

In 2Q23, KULR reported (on 8/16/23) a loss per share of (\$0.05) on revenue growth of 358.8% to \$2.7 million from \$588,000 in 2Q22. Last year the loss per share was (\$0.05). We projected revenue of \$1.9 million and a loss of (\$0.05) per share.

For 2023, we project revenue growth of 199.3% to \$12 million (prior was \$14.5 million) with a loss of \$(0.21) per share (prior was (\$0.19)). Our revised loss per share forecast reflects 2Q23 results and 2H23 guidance.

For 2024, we project revenue growth of 134.2% to \$28 million (prior was \$34 million) with a loss of \$(0.14) per share (prior was (\$0.09)). We anticipate deployments of the company's energy storage offering and vibration control offering to grow as customer acceptances its offerings but at a slower than previously anticipated pace.

***Please view our disclosures on pages 15 - 17.**

Recommendation and Valuation

Maintaining Speculative Buy rating and twelve-month price target of \$1.65 per share.

Our rating reflects the revenue growth prospects for the company's KULR One within the energy storage market. The energy storage market is anticipated to grow nearly 8.5% annually, reaching over \$436 billion in 2030 from \$211 billion in 2021. KULR One offers customers a suite of battery packs and design solutions in order to accelerate the global transition to a sustainable electrification economy. Since its January 2023 release, KULR One has had seven development engagements with electrical vehicles, Department of Defense applications, electric aviation, and charging infrastructure customers. The company anticipates this offering has a revenue opportunity of at least \$200 million by 2026.

Also, the KULR VIBE should contribute to growth in revenue growth and the company's global customer base. In December 2022, the company announced it has entered into an annual subscription agreement (six-figures) with a large civilian helicopter operators that has over 250 diverse aircraft in five continents. The installation was completed before the end of 1Q23 and will provide the customer global track and balance support for its fleet of helicopters utilizing VIBE's proprietary AI-driven vibration reduction solution.

In February 2023, the company secured a nearly \$2.7 million follow-on contract as the exclusive supplier of its patented and proprietary fail-safe Passive Propagation Resistant battery solutions for a stationary and mobile lithium-ion battery power system manufacturer. This is an initial step toward as the customer scales its operations KULR will likely continue receiving larger follow on contracts through our forecast period.

In May 2023, the KULR announced it was awarded a \$1.1 million US Army contract to develop next generation high-energy battery packs with KULR ONE Design Solutions. The company will utilize its solution platform to fast track this new design through prototyping phases and into manufacturing readiness for U.S. Army's advanced aviation applications by April 2024.

In August 2023, the company announced it received a contract from one of the world's top-selling automakers for testing and analysis of high-energy battery cells for its next generation electric vehicles.

Our 12-month price target of \$1.65 per share implies shares could more than double over the next twelve months. According to finviz.com, the average trailing twelve month price-to-sales multiple for companies associated with parts of the energy storage and equipment manufacturing sectors is 10.1X (prior was 7.8X), compared to KULR's trailing twelve month price-to-sales multiple of 11X (prior was 13X). We anticipate investors are likely to accord KULR Technology Group, Inc. the sectors multiple given our forecasted revenue growth of nearly 134.2% in 2024. We applied a price-to-sales multiple of 10.1X (prior was 7.8X) to our 2024 sales per share forecast of \$0.21 (prior was \$0.27), discounted for execution and dilution risks, to obtain a year-ahead price target of approximately \$1.65 per share.

KULR's valuation improvement is contingent upon revenue growth, expense leverage, narrowing of operating losses, and reducing cash burn. We forecast revenue growth reaching \$28 million in 2024, up from an estimated \$12 million in 2023 and \$4 million in 2022. In 2024, the operating loss should narrow to \$17.6 million from an estimated loss of \$23.5 million in 2023. Cash burn should narrow to \$13.5 million in 2024 from an estimated \$18.7 million in 2023.

We believe KULR Technology Group, Inc. is most suitable for highly risk tolerant investors that seek exposure to a microcap company providing a suite of offerings to accelerate the global transition to a sustainable electrification economy.

Business

KULR Technology Group, Inc., headquartered in Campbell, California, develops and commercializes high-performance thermal management technologies for batteries, electronics, and other components.

The company's main focus is a total solution to battery safety by which it aims to mitigate the effects of thermal runaway propagation (the release of cell energy and highly flammable gas which propagates to neighboring cells leading to fire and explosions). KULR targets and provides thermal solutions for the energy storage, electric vehicles, cloud computing, 5G communication technologies, as well as directed energy weapons and high-power missile programs for aerospace and defense. Entering 2023, the company has expanded its offering to target medical and research complexes, residential and commercial buildings, remote data centers and manufacturing facilities, as well as mobile energy solutions for construction equipment, waste disposal, and other portable industrial markets.

The company's proprietary core technology is based on a carbon fiber material that provides superior thermal conductivity and heat dissipation for an ultra-lightweight and pliable material. KULR leverages its proprietary cooling solutions that have been developed through longstanding partnerships with NASA, the Jet Propulsion Lab, and others, to make commercial battery powered products safer and electronics systems cooler and lighter.

Products

Lithium Ion (L-ion) Battery Thermal Runaway Shield is a thermal insulation technology aimed at passive resistance to thermal runaway propagation in L-ion batteries in partnership with the National Aeronautics and Space Administration Johnson Space Center. HYDRA TRS acts as a heat sink during normal lithium-ion battery pack operation but also prevents thermal runaway propagation, which is a serious concern for aerospace and defense customers and electric vehicle manufacturers.

Battery Cell Screening and Testing Automation System is an automated battery cell testing platform to support the stringent requirements of NASA and the Department of Defense. This platform meets the entire specifications of NASA WI-037 battery testing requirements. The automated equipment is modular and the initial processing capability is 500K cells annually.

CellCheck is a scalable battery management platform to provide a new level of safety, performance optimization and regulatory compliance capabilities.

KULR-Tech Safe Case - was developed for the commercial transportation and storage of Li-ion batteries and is an extension of TRS Bags which safely store and transport Li-ion batteries to and in the International Space Station. The cases have been tested and granted special permits by the Department of Transportation for shipment of Li-ion batteries up to 2.5KWh batteries classified as DDR (damaged, defective or recall), recycling and prototype.

Fiber Thermal Interface Material (FTI) can serve a wide range of applications, including hostile thermal and chemical environments, sliding interfaces, and interfaces with widely varying gaps. KULR'S FTI can be coated for electrical isolation, require low contact pressure, and provide high thermal conductivity. Their light weight and high compliance make the company's FTI products suited for aerospace, industrial, and high-performance commercial devices.

Phase Change Material (PCM) Heat Sink are composite heat sinks that provide passive thermal control for instruments that would otherwise overheat or under-cool during periodic operations. A typical application involves lasers that dissipate heat but need tight thermal control where active cooling is unavailable.

Internal Short Circuit (ISC) Device causes predictable battery cell failures in L-ion batteries, making them easier to study and, therefore, safer. L-ion batteries are the industry and consumer standard for portable power. Billions of individual battery cells exist and billions more are planned for production. They provide power for everything from smart phones and laptops to electric cars and space crafts.

CRUX Cathode can be customized for different applications including the generation of microwaves, x-rays, and laser radiation. They can be fabricated in a wide variety of physical configurations, ranging from simple planar and cylindrical forms to more complex lobed shapes.

Offerings

KULR's mission is to develop energy management platforms to accelerate the global transition to a sustainable electrification economy by providing the hardware and software solutions for renewable energy and advanced mobility applications. If successful, the company will enable its customers to use less energy, to use energy more efficiently, and to make energy consumption safer and cooler. Use of less energy was one reason for the company introducing its KULR VIBE offering as it can be applied to motors in order to reduce vibrations that in turn should reduce energy consumption.

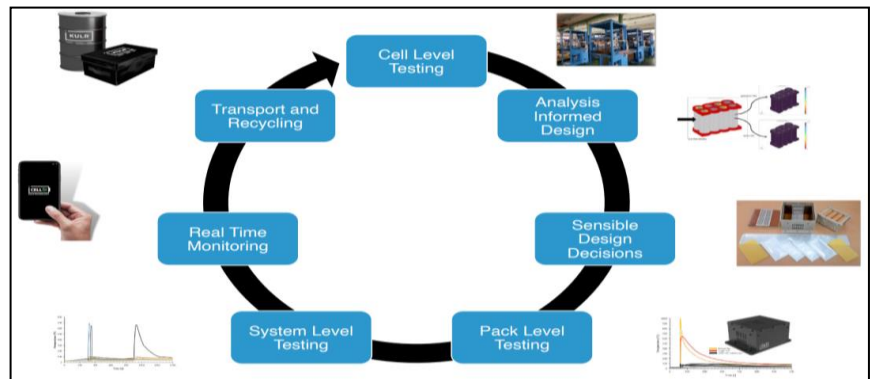
Opportunities for the company's offering exists in markets such as energy storage, electric vehicles, cloud computing, 5G communication, as well as directed energy weapons and high-power missile programs for aerospace and defense. Additional targets include medical and research complexes, residential and commercial buildings, remote data centers and manufacturing facilities, as well as mobile energy solutions for construction equipment, waste disposal, and other portable industrial markets.

KULR ONE

The KULR ONE offering is a family of battery packs that should facilitate the global transition to a sustainable electrification economy. The company anticipates it has a revenue opportunity of at least \$200 million by 2026 from this offering. In 1Q23, the KULR ONE offering has had six development engagements with electrical vehicles, Department of Defense applications, electric aviation, and charging infrastructure customers.

KULR ONE brings a combination of safety, performance, intelligence, modularity and reliability for demanding applications. This approach was adopted from the NASA methodology and design flow to address the most critical battery safety pumps. It begin with deep analysis of the battery cell from the time it's made, understanding how it behaves when it goes into thermal runaway through the FTRC test that takes all that data to design the battery pack. The process of thermal and mechanical analysis before building and testing the KULR ONE battery pack. The offering is developed and provided to customer its uses the real-time monitoring analysis through the company's CellCheck and Safe Case products, as well as enabling large-format batteries to be stored, transported and recycled safely.

The KULR ONE offering is built upon the company's proprietary intellectual property patents (twelve) and know-hows that have be gained over the last decade. The process for this offerings holistic methodology for battery safety is pictured on the right (source: company's 1Q23 presentation).



Research Facility

In 1Q23, KULR opened a new research and development center in Texas to accommodate the increasing number of higher margin battery development engagements that should occur through 2024 and beyond.

This new facility brings KULR to the next phase of its expansion and growth as it integrates many aspects of the company's operations. The facility is outfitted with state-of-the-art prototyping equipment and tools necessary for an agile engineering team to deliver prototype designs in rapid turnaround. The company will use this new facility to maintain its excellence in technology innovation and execution by gaining momentum in the design, development, and manufacturing of next-generation carbon fiber thermal management technologies for batteries and electronic systems. The new facility is located close to other leading engineering organizations and firms including NASA, Axiom, Oceaneering International, KBR Wiley, and Lockheed Martin

Over the next three years this facility should be an integral part of the company potentially achieving over \$100 million in revenue for KULR ONE's design solutions as long as the initial traction with large OEM customers continues to grow.

KULR VIBE

Acquired in 4Q22, KULR VIBE was launched as a software technology that identifies, eliminates vibration related loss of energy in motors. As KULR VIBE is integrated into the company suite of tools, it should provide additional capabilities for customer seeking efficient energy source and energy usage. In addition to one initial helicopter customer, the company has had favorable engagements with the Marine Corps industrial drone operators and commercial flight operators. As customer demonstrations continue, the company's sales pipeline should grow for this technology offering within the following markets of aviation, transportation, renewable energy (wind), manufacturing, industrial, performance racing, and autonomous aerial (drone) applications. We anticipate cross-selling opportunities between KULR VIBE and KULR ONE customers should grow.

Markets

Energy Storage Market

In October 2022, research firm BloombergNEF, published a report indicating that they anticipate energy storage installations around the world could increase 15-fold by the end of 2030 reaching a cumulative 411 gigawatts (or 1,194 gigawatt-hours) compared to 27GW/56GWh of storage at the end of 2021.

In January 2023, market research organization Facts & Factors published a report on the energy storage market. The report indicated that the global energy storage market should grow nearly 8.5% annually, reaching over \$436 billion in 2030 from \$211 billion in 2021. One of the driving forces for energy storage growth will be from batteries that include metal-air, sodium-ion, lead-acid, and lithium-ion batteries.

Lux Research estimates that the three main drivers of energy storage – mobility applications, electronic devices, and stationary storage – will reach an annual combined deployment level of 3,082 GWh (Gigawatt hours, abbreviated as GWh, is a unit of energy representing one billion watt hours) over the next 15 years, up from the current 164 GWh, with mobility applications the primary growth driver. LUX also anticipates the energy storage industry is poised for a massive increase in annual revenue and deployment capacity as key innovative technologies, such as solid-state batteries and flow batteries, reach commercialization.

Thermal Management Market

The increasing demand for the reliability of microelectronics and lithium-ion batteries has driven the thermal management market. KULR targets the following markets and applications, passive propagation resistant (PPR) battery design (prevents cell to cell thermal runaway propagation and prevents the fire and explosion of single cell thermal runaway from exiting the battery enclosure), battery storage and transportation, electrical transportation, 5G mobile and cloud computing infrastructure, and aerospace and defense.

In March 2023, MarketsandMarkets estimates the global thermal management market will reach \$12.1 billion (up from \$10.1 billion in 2022) and should achieve \$19.3 billion by 2028 for annualized growth of 9.7%. Market growth should be driven by the rising demand for effective thermal management solutions and systems in consumer electronics, increasing demand for electric and hybrid vehicles, increasing use of electronic devices in different end-use industries, and ongoing radical miniaturization of electronic devices.

We anticipate the shift to electric vehicles will be a significant growth driver fueling demand for the company's products in the coming years.

Electrical Transportation Market

According to MarketsandMarkets, the electric vehicle market is projected to reach approximately 34.8 million units by 2030 from an estimated 4.1 million units in 2021 for a CAGR of 26.8%. Factors such as growing demand for low emission commuting and governments supporting long-range, zero emission vehicles through subsidies and tax rebates have and should continue to drive demand for electric vehicles.

In December 2022, market research and consulting services firm Exactitude Consultancy issued a report that projects the global electric vehicles market could grow at an annualized rate of 16.4% from 2022 to 2029, reaching over \$628 billion. In 2020, the electric vehicles markets was \$160 billion.

Vibration Control Systems Market

According to Grandview Research, the global vibration control system is expected to reach nearly \$8 billion by 2030, up from nearly \$4.7 billion in 2021 for annualized growth of approximately 6.2% from 2022 to 2030. The growth forecast reflects an emphasis on mechanical stability and balancing of industrial machinery and automobiles.

Economic Outlook

In July 2023, the International Monetary Fund (IMF) revised its global economic growth estimates to an increase of 3% for 2023 and 3% for 2024. In April 2023, the IMF's prior projections called for growth of 2.8% in 2023 and 3% growth in 2024. The forecast reflects reduced inflation outlook but higher interest rates.

The IMF revised its economic growth estimate for the US to an increase of 1.8% for 2023 and 1% for 2024. In April 2023, the IMF projected US economic growth of 1.6% and 1.1% for 2023 and 2024, respectively.

The advance estimate of US GDP growth (released on July 27, 2023) showed the US economy increased at an annual rate of 2.4% in 2Q23, up from growth of 2% reported for 1Q23. The 2Q23 US GDP estimate reflects increases in consumer spending, federal government spending, state and local government spending, nonresidential fixed investment, and private inventory investment, partly offset by decreases in exports and residential fixed investment.

Projections

Our revenue forecasts reflect the January 2023 release of the KULR One family of offering, which has obtained seven development engagements with electrical vehicles, Department of Defense applications, electric aviation, and charging infrastructure customers. The company anticipates this offering has a revenue opportunity of at least \$200 million by 2026. We anticipate the company's KULR VIBE offering should contribute to growth in revenue growth and the company's global customer base. In December 2022, the company announced it has entered into an annual subscription agreement (six-figures) with a large civilian helicopter operators that has over 250 diverse aircraft in five continents.

In February 2023, the company secured a nearly \$2.7 million follow-on contract as the exclusive supplier of its patented and proprietary fail-safe Passive Propagation Resistant battery solutions for a stationary and mobile lithium-ion battery power system manufacturer. This is an initial step toward as the customer scales its operations KULR will likely continue receiving larger follow on contracts through our forecast period. We anticipate this customer should drive significant revenue growth in 4Q23 and throughout 2024.

We anticipate gross margins improving over-time to 38.8% in 2024 from an estimated 37.5% in 2023, as the company should experience improved leverage as production volumes increase.

2023 Forecast

We project revenue growth of 199.3% to \$12 million (prior was \$14.5 million) from nearly \$4 million in 2022 due primary to 1H23 results and 1H23 guidance.

We project gross margins of 37.5% compared to 59.2% in 2022, the decrease reflects higher margin design work completed last year that is unlikely to reoccur at the same level of total revenue in the current period.

We anticipate the operating loss increasing to \$23.5 million from \$18.3 million due primarily to lower gross margin, partly offset by operating expense margin improving to 234% from 517% in 2022 and revenue growth. We project operating expenses increasing 35.6% to \$28 million from \$20.7 million last year. The increase

reflects spending to support revenue growth. SG&A expenses should increase to \$22.4 million from \$16.7 million in 2022 with a significant portion being stock-based compensation. R&D expenses are projected to increase to \$5.6 million from \$4 million in 2022 as the company continues to expand its product offerings.

Non-operating expense should approximate \$1.5 million compared to \$1.2 million in 2022 due to an increase in amortization of debt discount to \$876,000 (compared to \$512,000 last year), partly offset by lower interest expense of \$737,000 (compared to \$936,000 in 2022).

We project a net loss of \$25 million or (\$0.21) per share on 116.5 million average shares outstanding. We previously forecast a net loss of \$21.9 million or (\$0.19) per share on 116.6 million average shares outstanding.

In 2023, we project \$14.5 million cash used by operations from a cash loss of \$18.7 million and a \$4.2 million decrease in working capital. The \$6.7 million from financing activity is unlikely to cover cash used in operations and capital expenditures. We project an \$8.8 million decrease in cash to \$1.6 million at the end of 2023.

2024 Forecast

We project revenue growth of 134.2% to \$28 million (prior was \$34 million) from an estimated \$12 million as customer acceptance and order growth occurs for the company's thermal and vibration control offerings. We also anticipate the company's proprietary fail-safe Passive Propagation Resistant battery solutions offerings will be deployed by the customer at a rapid pace starting in 4Q23 and throughout the balance of 2024.

We project gross margins improving to 38.8% from an estimated 37.5% in 2023 due primarily to a positive revenue mix shift to higher margin offerings.

We anticipate the operating loss narrowing to \$17.6 million from \$23.5 million due primarily to revenue growth, gross margin expansion, and operating expense margin improving to 101.8% from an estimated 234.2% in 2023. We project operating expenses increasing by \$487,000 to \$27.5 million. SG&A expenses should increase to \$22.8 million from an estimated \$22.48 million in 2023 due to higher compensation costs. R&D expenses should increase \$79,000 to \$5.7 million as development of its offering continues.

Non-operating should remain flat at \$1.5 million. We project a net loss of \$19.1 million or (\$0.14) per share on 134.1 million average shares outstanding. We previously forecast a net loss of \$11.1 million or (\$0.09) per share on 123.8 million average shares outstanding.

In 2024, we project \$8.6 million cash used by operations from a cash loss of \$13.5 million and a \$4.9 million decrease in working capital. The \$10 million from financing activity is likely to cover cash used in operations, capital expenditures, and repayment of debt. We project a \$371,000 increase in cash to \$1.9 million at the end of 2024.

2Q23 and 1H23 Results

2Q23 Results

Revenue increased 358.8% to \$2.7 million from \$588,000 in 2Q22 due primarily to an increased customer base to 19 from 12 last year. Product revenue reached nearly \$2 million, up from \$558,000 from customer contracts related to KULR's internal short circuit battery cells and devices and its patented thermal runaway shield technology. Contract service revenue reached \$738,000, up from \$30,000 last year driven by increased customer activity related to research and development contracts and onsite engineering services.

Gross profit was \$1 million, up from \$164,000 last year due to revenue growth and gross margins improving to 37.1% from 27.9% in 2Q22.

Operating loss increased to \$6 million from \$5.2 million in the year-ago period stemming from a 31.5% increase in operating expenses. R&D expense increased \$409,000 to \$1.4 million last year due primarily to increases in headcount to build future capacity and expenses related to new initiatives designed to support revenue growth.

KULR Technology Group, Inc.

SG&A expenses increased 29.3% to \$5.6 million from \$4.3 million in 2Q22 due primarily to increases in labor costs, depreciation expense, consulting fees, travel costs, and expense related to the acquisition of vibration technology, partially offset by decreases in marketing and advertising expenses and stock-based compensation.

Total other expense was \$338,000 compared to an expense of \$92,000 last year. In the current period, the components of other expense was interest expense of \$197,000 and amortization of debt discount of \$215,000, partly offset by a \$74,000 positive change in fair value of accrued equity. In the year-ago period interest expense was \$42,000 and amortization of debt discount of \$103,000, partly offset by a \$53,000 positive change in fair value of accrued equity.

KULR reported a net loss of \$6.3 million or (\$0.05) per share, on average shares outstanding of 115.4 million versus a loss of \$5.3 million or (\$0.05) per share, on average shares outstanding of 104.5 million in 2Q22. We projected 2Q23 revenue of \$1.9 million and a net loss of \$6.1 million or (\$0.05) per share.

1H23 Results

Revenue increased 465.4% to \$4.5 million from \$788,000 in 1H22 due primarily to a \$2.9 million or 391% (to \$3.6 million) increase in product sales from customer contracts related to KULR’s internal short circuit battery cells and devices and its patented thermal runaway shield technology, as well as a \$811,000 or 15-fold increase in contract services from new large customer contracts from research and development and onsite engineering services.

Gross profit was \$1.6 million, up from \$241,000 last year due to revenue growth and gross margins improving to 36.9% from 30.6% in 1H22.

Operating loss increased to \$12.3 million from \$9.3 million in the year-ago period stemming from a 45.1% increase in operating expenses.

Total other expense was \$680,000 compared to an expense of \$50,000 last year.

KULR reported a net loss of \$12.9 million or (\$0.11) per share versus a loss of \$9.4 million or (\$0.09) per share in 1H22.

Finances

In 1H23, the company’s cash loss of \$9.7 million and \$114,000 increase in working capital resulted in \$9.9 million cash used in operations. Net cash provided by financing activity did not cover cash used in operations and investing. Cash decreased by \$9 million to \$1.3 million as of June 30, 2023.

Liquidity – As of June 30, 2023, KULR had \$1.3 million cash, \$7.3 million (net of discount) of prepaid advance liability and shareholder’s equity of \$3.5 million.

In May 2022, KULR entered into a Standby Equity Purchase Agreement (SEPA) with Yorkville where the company shall have the right, but not the obligation, to sell to Yorkville up to \$50 million of its shares of common stock at KULR’s request any time during the commitment period. The commitment period commences on May 13, 2022 and terminates on the earlier of the first day of the month following the 24-month anniversary of the SEPA and the date on which Yorkville shall have made payment of any advances requested pursuant to the SEPA for shares of KULR’s common stock equal to the commitment amount of \$50 million. Each sale the company

	6 Months Ended (in thousands \$)	
	6/23A	6/22A
Revenue	4,455	788
Cost of revenue	2,810	547
Gross profit	1,646	241
Research and development	2,796	1,721
Selling, general and administrative	11,107	7,861
Operating income (loss)	(12,258)	(9,340)
Interest expense	(357)	(43)
Amortization of debt discount	(461)	(103)
Change in fair value of accrued equity	138	96
Net Income / (Loss)	(12,938)	(9,391)
EPS	(0.11)	(0.09)
Shares Outstanding	114,134	103,537
<u>Margin Analysis</u>		
Gross margin	36.9%	30.6%
R&D	62.8%	218.4%
SG&A	249.3%	997.5%
<u>Year / Year Growth</u>		
Total Revenues	465.4%	
Source: Company filings		

requests under the SEPA may be for a number of shares of common stock with an aggregate value of up to \$5 million at 98% of the market price.

On March 10, 2023, KULR and Yorkville closed on a second prepaid advance, for which the company recorded additional prepaid advance liability of \$2.2 million (net proceeds were \$2 million). Interest accrues on this advance at an annual rate of 10%.

In 1H23, the company issued nearly 4.1 million shares of common stock, at purchase prices per share ranging from \$0.57 to \$1.20, pursuant to investor notices submitted by Yorkville for aggregate proceeds of nearly \$4.5 million. The proceeds were applied against the principal and interest due for the initial advance in the aggregate amounts of \$4 million and \$434,000, respectively. As of June 30, 2023, the gross principal balance on the prepaid advance liability is \$7.5 million.

On August 17, 2023, the company announced its decision to withdraw a proposed underwritten public offering due to significant fluctuations in its stock price. This gave management pause in its decision to move forward with the proposed offering.

Risks

In our view, these are the principal risks underlying the stock.

Limited operating history - KULR was formed in 2015 and KTC was formed in 2013. The company has a limited operating history and has not yet demonstrated sales of products at a level capable of covering its fixed expenses. There can be no assurance that KULR will ever produce a profit. While we are not forecasting profitability through 2024, we do anticipate operating losses to narrow.

Dilution – Our forecast only includes a modest use of the company’s standby equity purchase agreement. While the company withdrew a public offering of its common stock on August 17, 2023, it is likely to occur in a future period as market conditions settle down. Initial, we anticipate debt to be issued and a common stock offering to occur in 2024. If the company requires more capital than we anticipate it would dilute existing shareholders’.

Global supply chain issues – KULR could experience significant disruptions as a result of global supply chain issues and, in the event of a disruption, cannot make any assurances that it would be able to locate alternative suppliers of materials of comparable quality at an acceptable price.

Reliance on a small number of customers – In 2Q23, KULR had two customer who accounted for 26% of total revenues compared to one customer accounting for 65% of total revenues in 2Q22. There is the risk of significant loss of future revenues if a large customer were to stop ordering the company’s products and services.

Technological obsolescence – The market KULR operates in is subject to rapid technological change. If KULR is not able to adapt to new advances in materials sciences, the company’s revenues and business prospects would likely be adversely affected.

Competition – The company operates in a market that is expected to have significant competition in the future. Global research is being conducted by substantially larger companies who have greater financial, personnel, technical, and marketing resources. There can be no assurance that KULR will be able to compete with other companies.

Economic conditions - Downturns in general economic conditions can reduce demand for the company’s products, product prices, volumes and gross margins. A decline in the demand for KULR’s products or a shift to lower-margin products due to deteriorating economic conditions could adversely affect sales of the company’s products and profitability.

High level of unpredictability in sales growth – KULR’s customers and prospective customers are large organizations with multiple levels of management, controls/procedures, and contract evaluation/authorization. The business activity cycle between initial customer interest to shipping, acceptance and billing can be lengthy, unpredictable and lumpy, which can influence the timing, consistency and reporting of sales growth.

High concentration of insider ownership – As of the March 2023, 10-K filing, KULR’s officers, directors and affiliates owned approximately 34.2% of KULR outstanding common stock. With such concentrated control of the company, other shareholders may have no effective voice in the company’s management.

Material weakness in disclosure controls and procedures - As of June 30, 2023, KULR did not maintain effective controls to ensure that there is an independent review and approval of electronic payments (wires, EFT’s, ACH’s and credit card payments). The company is in the process of developing a detailed plan for remediation of the material weakness, including developing and maintaining preventative controls around the electronic payment process to ensure proper segregation of duties.

Liquidity risk - Shares of KULR have risks common to those of the microcap segment of the market. Often these risks cause microcap stocks to trade at discounts to their peers. The most common of these risks is liquidity risk, which is typically caused by small trading floats and very low trading volume and can lead to large spreads and high volatility in stock price. There are 77.8 million shares in the float on 118.8 million shares outstanding and the average daily volume over the last three months to August 18, 2023 approximately 500,000 shares.

Miscellaneous risk - The company's financial results and equity values are subject to other risks and uncertainties including competition, operations, financial markets, regulatory risk, and/or other events. These risks may cause actual results to differ from expected results.

KULR Technology Group, Inc.

Consolidated Balance Sheets
(in thousands \$)

	2020A	2021A	2022A	2Q23A	2023E	2024E
Cash	8,880	14,863	10,334	1,321	1,577	1,948
Accounts receivable	56	136	1,542	2,589	2,159	2,333
Inventory	55	191	1,962	1,380	1,495	1,557
Prepaid expenses and other includes deposits	150	571	1,898	1,775	1,700	1,600
Total current assets	9,141	15,761	15,736	7,065	6,930	7,438
Property and equipment	58	374	3,193	5,472	5,470	5,465
Vendor (equipment) deposits	-	2,154	3,515	1,538	1,500	750
Security deposits	9	59	60	66	66	66
Intangible assets	-	217	721	790	700	680
Deferred financing costs	-	-	72	256	256	256
Right of use asset	-	666	329	72	72	72
Total assets	9,208	19,231	23,626	15,259	14,994	14,727
Accounts payable	66	455	1,408	1,103	2,076	5,470
Accrued expenses and other	398	1,163	2,142	2,895	3,587	4,480
Accrued expenses and other-related party	-	-	-	-	-	-
Accrued issuable equity	128	291	228	294	294	294
Notes payable	2,322	-	-	-	12,000	2,000
Loans payable	13	155	-	-	-	-
Lease liability	-	262	224	242	242	242
Prepaid advance liability, net	-	-	5,656	7,251	-	-
Deferred revenue	20	132	23	1	1	1
Total current liabilities	2,947	2,458	9,681	11,785	18,200	12,487
Lease liability	-	408	98	-	-	-
Prepaid advance liability, net	-	-	3,197	-	-	-
Accrued interest	-	-	157	-	-	-
Loans payable	142	-	-	-	-	-
Total liabilities	3,089	2,866	13,132	11,785	18,200	12,487
Total stockholders' equity (deficit)	6,119	16,365	10,494	3,474	(3,206)	2,239
Total liabilities & stockholders' equity	9,208	19,231	23,626	15,259	14,994	14,727

Source: Company filings and Taglich Brothers' estimates

KULR Technology Group, Inc.

Income Statements for the Fiscal Years Ended
(in thousands \$)

	<u>2020A</u>	<u>2021A</u>	<u>2022A</u>	<u>2023E</u>	<u>2024E</u>
Revenue	624	2,413	3,995	11,955	28,000
Cost of revenue	<u>169</u>	<u>1,102</u>	<u>1,631</u>	<u>7,475</u>	<u>17,125</u>
Gross profit	455	1,311	2,364	4,481	10,875
Research and development	290	1,662	3,978	5,621	5,700
Selling, general and administrative	<u>2,506</u>	<u>11,162</u>	<u>16,673</u>	<u>22,382</u>	<u>22,790</u>
Operating income (loss)	(2,341)	(11,513)	(18,286)	(23,523)	(17,615)
Interest expense	(5)	(3)	(936)	(737)	(675)
Other income (expense)	-	(140)	150	-	-
Amortization of debt discount	(502)	(128)	(512)	(876)	(770)
Change in fair value of accrued equity	<u>(2)</u>	<u>(126)</u>	<u>147</u>	<u>138</u>	<u>-</u>
Net Income / (Loss)	<u>(2,850)</u>	<u>(11,911)</u>	<u>(19,436)</u>	<u>(24,998)</u>	<u>(19,060)</u>
Preferred stock deemed dividend	-	(2,624)	-	-	-
Net Income / (Loss) to common	<u>(2,850)</u>	<u>(14,535)</u>	<u>(19,436)</u>	<u>(24,998)</u>	<u>(19,060)</u>
EPS	<u>(0.03)</u>	<u>(0.15)</u>	<u>(0.18)</u>	<u>(0.21)</u>	<u>(0.14)</u>
Shares Outstanding	82,032	97,708	105,656	116,489	134,075
<u>Margin Analysis</u>					
Gross margin	72.9%	54.3%	59.2%	37.5%	38.8%
R&D	46.5%	68.9%	99.6%	47.0%	20.4%
SG&A	401.6%	462.6%	417.4%	187.2%	81.4%
Operating margin	(375.2)%	(477.1)%	(457.8)%	(196.8)%	(62.9)%
<u>Year / Year Growth</u>					
Total Revenues	(24.8)%	286.7%	65.5%	199.3%	134.2%

Source: Company filings and Taglich Brothers' estimates

KULR Technology Group, Inc.

Quarterly Income Statements 2022A - 2024E (in thousands \$)

	3/22A	6/22A	9/22A	12/22A	2022A	3/23A	6/23A	9/23E	12/23E	2023E	3/24E	6/24E	9/24E	12/24E	2024E
Revenue	200	588	1,393	1,814	3,995	1,760	2,696	3,000	4,500	11,955	5,000	6,000	8,000	9,000	28,000
Cost of revenue	123	424	932	151	1,631	1,116	1,693	1,875	2,790	7,475	3,125	3,720	4,880	5,400	17,125
Gross profit	77	164	461	1,662	2,364	643	1,002	1,125	1,710	4,481	1,875	2,280	3,120	3,600	10,875
Research and development	721	999	1,070	1,187	3,978	1,388	1,408	1,410	1,415	5,621	1,425	1,425	1,425	1,425	5,700
Selling, general and administrative	3,535	4,326	4,349	4,462	16,673	5,516	5,592	5,625	5,650	22,382	5,665	5,675	5,700	5,750	22,790
Operating income (loss)	(4,179)	(5,162)	(4,958)	(3,987)	(18,286)	(6,261)	(5,997)	(5,910)	(5,355)	(23,523)	(5,215)	(4,820)	(4,005)	(3,575)	(17,615)
				(472)											
Interest expense	(1)	(42)	(633)	(259)	(936)	(160)	(197)	(195)	(185)	(737)	(180)	(170)	(165)	(160)	(675)
Other income (expense)	-	-	150	-	150	-	-	-	-	-	-	-	-	-	-
Amortization of debt discount	-	(103)	(172)	(236)	(512)	(246)	(215)	(210)	(205)	(876)	(200)	(195)	(190)	(185)	(770)
Change in fair value of accrued equity	43	53	27	24	147	64	74	-	-	138	-	-	-	-	-
Net Income / (Loss)	(4,137)	(5,255)	(5,587)	(4,458)	(19,436)	(6,603)	(6,335)	(6,315)	(5,745)	(24,998)	(5,595)	(5,185)	(4,360)	(3,920)	(19,060)
Preferred stock deemed dividend	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net Income / (Loss) to common	(4,137)	(5,255)	(5,587)	(4,458)	(19,436)	(6,603)	(6,335)	(6,315)	(5,745)	(24,998)	(5,595)	(5,185)	(4,360)	(3,920)	(19,060)
EPS	(0.04)	(0.05)	(0.05)	(0.04)	(0.18)	(0.06)	(0.05)	(0.05)	(0.05)	(0.21)	(0.05)	(0.04)	(0.03)	(0.03)	(0.14)
Shares Outstanding	102,561	104,546	105,573	109,943	105,656	112,877	115,381	118,800	118,900	116,489	119,000	139,000	139,100	139,200	134,075
<u>Margin Analysis</u>															
Gross margin	38.5%	27.9%	33.1%	91.7%	59.2%	36.6%	37.1%	37.5%	38.0%	37.5%	37.5%	38.0%	39.0%	40.0%	38.8%
R&D	360.5%	170.1%	76.8%	65.5%	99.6%	78.9%	52.2%	47.0%	31.4%	47.0%	28.5%	23.8%	17.8%	15.8%	20.4%
SG&A	1767.5%	736.4%	312.2%	246.0%	417.4%	313.4%	207.4%	187.5%	125.6%	187.2%	113.3%	94.6%	71.3%	63.9%	81.4%
Operating margin	NMF	(878.6)%	(355.9)%	(219.8)%	(457.8)%	(355.8)%	(222.5)%	(197.0)%	(119.0)%	(196.8)%	(104.3)%	(80.3)%	(50.1)%	(39.7)%	(62.9)%
<u>Year / Year Growth</u>															
Total Revenues	(52.2)%	(6.4)%	131.8%	136.8%	65.5%	779.9%	358.8%	115.3%	148.1%	199.3%	184.1%	122.6%	166.7%	100.0%	134.2%

Source: Company filings and Taglich Brothers' estimates

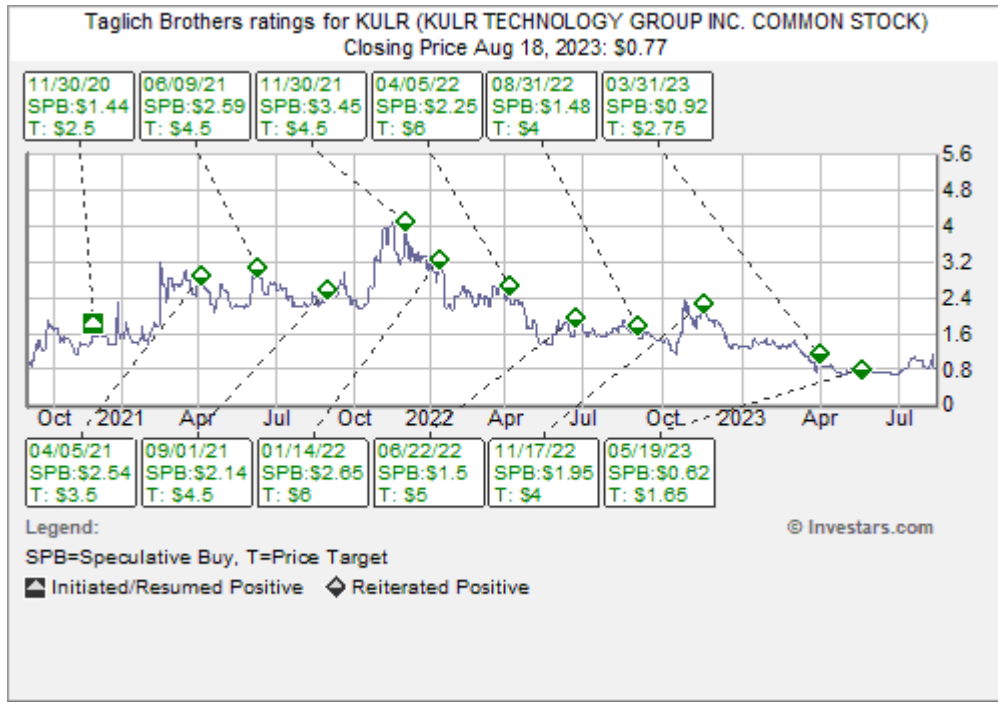
KULR Technology Group, Inc.

Statement of Cash Flows for the Periods Ended
(in thousands \$)

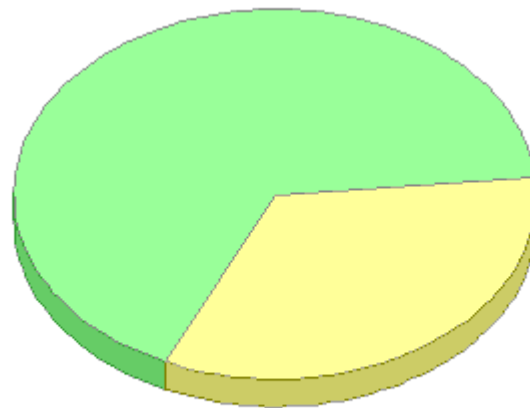
	2020A	2021A	2022A	6M23A	2023E	2024E
Net income (loss)	(2,850)	(11,911)	(19,436)	(12,938)	(24,998)	(19,060)
Amortization of debt discount	502	128	512	461	876	445
Non-cash lease expense	-	149	193	124	200	200
Depreciation and amortization expense	16	68	259	862	400	385
Bad debt expense and forgiveness of PPP loan	1	-	(144)	-	-	-
Change in fair value of accrued issuable equity	2	126	(147)	(138)	(138)	-
Non-cash interest expense	-	-	577	-	-	-
Loss on extinguishment of note payable	-	-	9	-	-	-
Share-based compensation	344	4,200	4,175	1,884	5,000	4,500
Cash earnings (loss)	(1,985)	(7,240)	(14,002)	(9,745)	(18,660)	(13,530)
<i>Changes in assets and liabilities</i>						
Accounts receivable	(26)	(81)	(1,421)	(1,047)	(616)	(175)
Inventory	(29)	(136)	(1,771)	582	467	(62)
Prepaid expenses and other	(116)	(420)	(1,328)	(118)	198	100
Deposits - Security and Vendor	(296)	(50)	(2)	235	2,015	750
Accounts payable	(271)	385	659	(644)	668	3,394
Accrued expenses and other	(12)	768	825	1,030	1,444	893
Lease liability	-	(144)	(205)	(131)	-	-
Deferred revenue	5	112	(109)	(22)	(22)	-
(Increase) decrease in working capital	(745)	434	(3,352)	(114)	4,154	4,901
Net cash provided by (used in) operations	(2,730)	(6,806)	(17,354)	(9,859)	(14,506)	(8,629)
Deposits for equipment purchases	-	(2,154)	(1,421)	(567)	-	-
Purchase of intangible asset	-	(200)	(544)	(135)	-	-
Purchase of property and equipment	(46)	(383)	(2,683)	(193)	(1,000)	(1,000)
Net cash used in investing	(46)	(2,737)	(4,648)	(895)	(1,000)	(1,000)
Proceeds from note payable	3,710	-	4,750	-	12,000	(10,000)
Repayments of note payable	(759)	(2,450)	(1,000)	-	-	-
Payment of debt issuance costs	(340)	-	(17)	-	-	-
Proceeds from the exercise of warrants	-	11,719	3,021	-	-	-
Proceeds from Paycheck Protection Program loan	155	-	-	-	-	-
Proceeds from the SEPA, net	-	-	250	-	-	-
Proceeds from prepaid advance liability	-	-	10,573	2,000	2,000	-
Payment on prepaid advance liability	-	-	-	-	(7,251)	-
Proceeds from sale of Series D conv. pref. stock	-	6,500	-	-	-	-
Proceeds from sale of common stock	9,501	-	-	-	-	20,000
Repurchase of common stock	-	-	-	(229)	-	-
Proceeds from exercise of options	-	122	53	-	-	-
Payment of financing costs	(720)	(365)	(158)	(30)	-	-
Net cash provided by (used in) financing	11,547	15,526	17,472	1,741	6,749	10,000
Net Change in Cash	8,771	5,983	(4,530)	(9,013)	(8,757)	371
Cash - Beginning of Period	230	8,880	14,863	10,334	10,334	1,577
Cash - End of Period	8,880	14,863	10,334	1,321	1,577	1,948

Source: Company filings and Taglich Brothers' estimates

Price Chart



Taglich Brothers' Current Ratings Distribution



66.67 % Buy | 33.33 % Hold

Investment Banking Services for Companies Covered in the Past 12 Months		
Rating	#	%
Buy	4	22
Hold		
Sell		
Not Rated		

Important Disclosures

As of the date of this report, we, our affiliates, any officer, director or stockholder, or any member of their families do not have a position in the stock of the company mentioned in this report. Taglich Brothers, Inc. does not currently have an Investment Banking relationship with the company mentioned in this report and was not a manager or co-manager of any offering for the company within the last three years.

All research issued by Taglich Brothers, Inc. is based on public information. The company paid a monetary fee of \$6,000 (USD) in October 2020 for the creation and dissemination of research reports for the first three months. After the first three months from initial publication, the company began paying a monthly monetary fee of \$2,000 (USD) to Taglich Brothers, Inc., for a minimum of twelve months for the creation and dissemination of research reports.

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Analyst Certification

I, Howard Halpern, the research analyst of this report, hereby certify that the views expressed in this report accurately reflect my personal views about the subject securities and issuers; and that no part of my compensation was, is, or will be, directly, or indirectly, related to the specific recommendations or views contained in this report.

Public companies mentioned in this report:

Honeywell (NYSE: HON)

Lydall (NYSE: LDL)

3M (NYSE: MMM)

Meaning of Ratings

Buy – The growth prospects, degree of investment risk, and valuation make the stock attractive relative to the general market or comparable stocks.

Speculative Buy – Long term prospects of the company are promising but investment risk is significantly higher than it is in our BUY-rated stocks. Risk-reward considerations justify purchase mainly by high risk-tolerant accounts. In the short run, the stock may be subject to high volatility and could continue to trade at a discount to its market.

Neutral – Based on our outlook the stock is adequately valued. If investment risks are within acceptable parameters, this equity could remain a holding if already owned.

Sell – Based on our outlook the stock is significantly overvalued. A weak company or sector outlook and a high degree of investment risk make it likely that the stock will underperform relative to the general market.

Discontinued – Research coverage discontinued due to the acquisition of the company, termination of research services (includes non-payment for such services), diminished investor interest, or departure of the analyst.

Some notable Risks within the Microcap Market

Stocks in the Microcap segment of the market have many risks that are not as prevalent in Large-cap, Blue Chips or even Small-cap stocks. Often it is these risks that cause Microcap stocks to trade at discounts to their peers. The most common of these risks is liquidity risk, which is typically caused by small trading floats and very low trading volume which can lead to large spreads and high volatility in stock price. In addition, Microcaps tend to have significant company specific risks that contribute to lower valuations. Investors need to be aware of the higher probability of financial default and higher degree of financial distress inherent in the microcap segment of the market.

From time to time our analysts may choose to withhold or suspend a rating on a company. We continue to publish informational reports on such companies; however, they have no ratings or price targets. In general, we will not rate any company that has too much business or financial uncertainty for our analysts to form an investment conclusion, or that is currently in the process of being acquired.