

# Valneva SE

France / Biotechnology  
 Euronext Paris  
 Bloomberg: VLA FP  
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Update

**RATING**  
**BUY**

**PRICE TARGET**  
**€ 13.50**

Return Potential 28.6%  
 Risk Rating High

## POSITIVE COVID-19 VACCINE PHASE 1/2 RESULTS; PHASE 3 TO START END APRIL

Valneva has announced positive results of the phase 1/2 trial of its COVID-19 vaccine candidate VLA2001 in 153 healthy adults. VLA2001 was well tolerated with no safety concerns identified. Seroconversion rates for S-protein binding IgG antibodies were 89.8% in the medium-dose and 100% in the high-dose group. Geometric Mean Fold Rise (ratio of the post-vaccination antibody titre value to the pre-vaccination value) from baseline two weeks after completion of the two-dose schedule, was 26 in the medium-dose and 86 in the high-dose group. Valneva now plans to start the VLA2001 phase 3 trial by the end of this month and expects to make a licensure submission to the regulatory authority in the UK this autumn. However, on the basis of consultations with the UK government, which include variant vaccine development as well as the requirements of the UK booster campaign, Valneva has indicated that the delivery of the first 60m doses will stretch into Q1 2022. Delivery of all these doses was previously scheduled for 2021, but we now assume a 50/50 split between 2021 and 2022. Meanwhile, Valneva continues to make brisk progress with the development of its non-COVID-19 pipeline. Results from the third phase 2 trial of the Lyme Disease vaccine candidate VLA15, which includes a pediatric population, are expected at mid-year. The phase 3 trial is expected to start in Q3 2022. Subject to this trial's positive outcome and regulatory approval, first licensure is anticipated for H1 2025. In addition, the primary endpoint read-out from the Phase 3 trial of the chikungunya vaccine candidate VLA1553 is expected at mid-year. Several companies are developing chikungunya vaccines, but VLA1553 was the first vaccine candidate to reach phase 3 and is also the only single-shot vaccine candidate with the potential to provide long term vaccination after a single immunisation. This suggests that first revenues from the vaccine could be forthcoming in 2023. The value of the chikungunya vaccine market is estimated at USD500m, of which the traveller market accounts for USD250m. We maintain our price target of €13.50 but raise the rating to Buy (previously: Add) to reflect upside potential of over 25%. (p.t.o.)

### FINANCIAL HISTORY & PROJECTIONS

	2017	2018	2019	2020	2021E	2022E
Revenue (€m)	105.29	113.04	126.20	110.32	335.64	1158.68
Y-o-y growth	11.9%	7.4%	11.6%	-12.6%	204.2%	245.2%
EBIT (€m)	-3.95	6.26	-0.81	-55.12	4.21	563.17
EBIT margin	0.0	5.5%	n.a.	n.a.	1.3%	48.6%
Net income (€m)	-11.48	3.26	-2.30	-64.39	1.41	501.49
EPS (diluted) (€)	-0.15	0.04	-0.02	-0.71	0.02	5.47
DPS (€)	0.00	0.00	0.00	0.00	0.00	0.00
FCF (€m)	8.74	12.55	-5.36	118.27	-81.54	365.56
Net gearing	36.1%	-35.5%	-28.2%	-195.1%	-94.5%	-78.4%
Liquid assets (€m)	38.06	81.72	64.44	204.44	206.82	572.38

### RISKS

Risks include, but are not limited to development, partnering, regulatory, competition and retention of key personnel.

### COMPANY PROFILE

Valneva is a fully integrated, commercial stage biotech company focused on developing innovative vaccines for diseases with unmet medical need. The company has a portfolio of two commercialised travel vaccines and two vaccines in clinical development for infectious diseases. Valneva is incorporated in France and has over 500 employees.

### MARKET DATA

As of 07 Apr 2021

Closing Price	€ 10.50
Shares outstanding	90.92m
Market Capitalisation	€ 954.63m
52-week Range	€ 2.56 / 14.90
Avg. Volume (12 Months)	637,157

Multiples	2020	2021E	2022E
P/E	n.a.	684.0	1.9
EV/Sales	8.2	2.7	0.8
EV/EBIT	n.a.	216.1	1.6
Div. Yield	0.0%	0.0%	0.0%

### STOCK OVERVIEW



### COMPANY DATA

As of 31 Dec 2020

Liquid Assets	€ 204.44m
Current Assets	€ 308.43m
Intangible Assets	€ 35.41m
Total Assets	€ 449.16m
Current Liabilities	€ 175.87m
Shareholders' Equity	€ 77.42m

### SHAREHOLDERS

Groupe Grimaud La Corbière	15.1%
US funds	12.6%
UK funds	9.4%
Bpifrance Participations SA	8.7%
Free Float and other	54.2%



**UK Government has placed firm orders for 100m VLA2001 doses, has option on a further 90m doses** Valneva announced its first firm order from the UK Government for 60m doses of VLA2001 in September last year. These doses were originally scheduled for delivery in H2 2021, but as indicated above, we now expect delivery of these doses to split 50/50 between 2021 and Q1 2022. In February this year the UK government exercised an option on the supply of a further 40m doses in 2022. The UK government has options on a further 90m doses for delivery between 2023 and 2025. If all options are exercised, the total value of the aggregate 190m doses is up to €1.4billion. Valneva is also in advanced discussions with the European Commission for up to 60m doses of VLA2001.

**Phase 3 Lyme trial start scheduled for Q3 2022, licensure anticipated H1 2025** Last year Valneva reported positive initial results of two phase 2 clinical trials of its Lyme Disease vaccine candidate VLA15 in over 800 healthy adults. An additional phase 2 trial which will accelerate the pediatric development of VLA15 was initiated earlier this month. As well as including a pediatric population, this trial also incorporates a reduced immunisation schedule (Month 0-6 compared with Month 0-2-6). The dosing of the trial's first subject triggers a milestone payment of USD10m from Pfizer. Initial data from the trial are expected at mid-year. All three phase 2 studies will form the basis of an end-of-phase-2 meeting with the FDA. The phase 3 clinical trial is expected to start in Q3 2022 so as to ensure administration of VLA15 in time for the 2023 tick season. Provided that the trial results, which are expected at the end of 2023, are positive and, subject to regulatory approval, first licensure is anticipated for the first half of 2025.

**We expect first revenues from VLA1553 in 2023** The phase 3 trial of Valneva's chikungunya vaccine candidate VLA1553 began in September 2020. Clinical activities are currently affected by the pandemic, but Valneva reported in its full-year results at the end of February that over 80% of the planned 4,000 participants had been enrolled and that the primary endpoint read-out is expected around mid-2021. As mentioned above, the first BLA submitted to the FDA for a chikungunya vaccine will receive a priority review voucher (PRV). Given that VLA1553 is the first chikungunya vaccine candidate to reach phase III and that it has Fast Track designation from the FDA, we expect Valneva to secure the PRV. We are looking for first revenues from VLA1553 in 2023.

**Valneva may be able to sell PRV for VLA1553. Median voucher transaction value: USD110m** A priority review designation means the FDA's goal is to take action on a marketing application within 6 months of receipt (compared with 10 months under standard review). Two drugs receive priority review for each voucher: the drug winning the voucher, and the drug using a voucher for another indication. The voucher programme firstly motivates more treatments for neglected diseases and secondly accelerates approval of potential blockbuster therapies because vouchers can be sold. We have identified 34 PRV transactions during the period 2009-2019. Values are available for fifteen of these transactions. High, low, average and median values for these transactions are shown in figure 1.

**Figure 1: Key sales price data for 15 PRV transactions for which data are available**

High	USD350m
Low	USD67.5m
Average	USD136.1m
Median	USD110m

Source: company data

**We expect 2021 revenue contribution of Bavarian Nordic products to be €8-15m**

Valneva and the Danish company Bavarian Nordic (BN) announced a partnership to market and distribute each other's commercial products in June 2020. The partnership's P&L contribution was limited in 2020 but Valneva's management expect "a more material impact from 2021 onwards." Under the terms of the agreement Valneva is commercialising BN's marketed vaccines through its existing infrastructure in Canada, UK, France and Austria.

Valneva is also setting up new commercial operations to market BN's products in Belgium and the Netherlands. Meanwhile, BN is commercialising Ixiaro and Dukoral in Germany and Switzerland, thereby replacing GSK which was previously responsible for marketing of these two products in these countries.

**Valneva is marketing BN's Rabipur (rabies) and Encepur (tick-borne encephalitis) vaccines**

BN currently markets three vaccines in Europe – Imvanex for Smallpox, Rabipur for rabies and Encepur for tick-borne encephalitis (TBE). A global immunisation campaign eradicated naturally occurring smallpox worldwide by the end of the 1970s. BN originally developed its smallpox vaccine for the US government which maintains a stockpile for national security purposes. Imvanex is approved for the private market in Europe. But given the above-mentioned worldwide eradication of the disease, we believe that sales are negligible. BN acquired Rabipur and Encepur from GlaxoSmithKline in October 2019. BN has global rights to the two vaccines with the exception of selected countries in Asia, Africa and Latin America. 2020 sales of the two vaccines in the territories for which BN acquired the rights were approximately €145m split 58/42 between Rabipur and Encepur. The rabies vaccine market is a duopoly with Rabipur the market leader and Sanofi's Imovax the number two. The US and Germany accounted for ca. three quarters of Rabipur's 2020 sales in the BN territories. We believe that Rabipur generated 2020 sales of €5-10m in the markets now taken over by Valneva and that the UK was the most important contributor. We expect sales to be in a similar range this year.

Both TBE and Lyme disease are mainly transmitted by ticks. But Lyme disease is caused by a bacterium while a virus causes tick-borne encephalitis. TBE is divided into three sub-types: European (Western) TBE virus, Siberian TBE virus, and Far Eastern TBE virus. The major endemic areas of the European (Western) TBE virus are Central Europe, Germany, the Baltics and Nordic countries. TBE is not prevalent in the US. Encepur holds the no.2 position behind Pfizer's FSME Immune in most major European territories, with Germany and Sweden representing the key markets and accounting for approximately 75% of the vaccine's total revenue. We estimate that the Encepur generated 2020 sales of €3-5m in the markets now taken over by Valneva, with Austria the most important contributor. We model a similar sales range for this year.

**Valneva's 2021 guidance does not yet include VLA2001** Valneva's 2021 guidance is for revenue of €100m-€115m and R&D investments of €65m-€75m. However, neither of these figures includes the impact of the COVID-19 vaccine candidate, VLA2001. The exact wording in the press release of 6 April on the VLA2001 phase 1/2 data is: "Valneva now believes that the timeline for delivery of 60m doses of vaccine to the UK Government will extend into the first quarter of 2022." On this basis we expect substantial delivery volume in 2021 and pencil in 30m doses corresponding to revenue of €235m (half the €470m figure given for 60m doses in the September 2020 press release). Changes to our forecasts compared with our last report of 5 February shown in figure 2 overleaf reflect the shift of 30m doses of VLA2001 from 2021 to 2022. We have increased our 2021 revenue forecasts for Ixiaro and Dukoral, but these remain below the respective 2020 levels. We have raised our 2022 forecasts for these products on the expectation that large scale immunisation in their main markets will raise willingness to travel.



Our 2022 forecast also assumes the delivery of 60m doses of VLA2001 to the EU. Our third party sales forecast rises because we have now included revenues from the BN products in our numbers. Our forecast for revenue from collaboration, licenses and services consists primarily of upfront payments from Pfizer in connection with development of the Lyme Disease vaccine candidate, VLA15. In 2020 these contributed €31.6m. For 2021 and 2022 we now expect €27m and €36m respectively. We have more than doubled our 2021 other operating income figure on the expectation of further income from CEPI (Coalition for Epidemic Preparedness Innovations). In 2019 CEPI agreed to provide Valneva with up to USD23.4m for manufacturing and late-stage clinical development of its Chikungunya vaccine candidate, VLA1553. In 2020 Valneva received €5.8m of grant income from CEPI. We maintain our price target of €13.50 but raise the rating to Buy (previously: Add) to reflect upside potential of over 25%.

**Figure 2: Reported 2020 results; changes to our forecasts for 2021 and 2022**

All figures in EUR '000	2020A	2021E			2022E		
		Old	New	% Δ	Old	New	% Δ
<b>Product sales revenues</b>	<b>65,939</b>	<b>524,000</b>	<b>299,960</b>	<b>-42.8%</b>	<b>850,200</b>	<b>1,115,100</b>	<b>31.2%</b>
of which:							
Ixiaro	48,480	44,000	45,500	3.4%	52,000	67,000	28.8%
Dukoral	13,300	6,000	8,500	41.7%	10,000	17,000	70.0%
VLA2001	0	470,000	234,960	-50.0%	783,200	1,018,100	30.0%
Third party sales	4,158	4,000	11,000	175.0%	5,000	13,000	160.0%
<b>Product sales revenues less VLA2001</b>	<b>65,939</b>	<b>54,000</b>	<b>65,000</b>	<b>20.4%</b>	<b>67,000</b>	<b>97,000</b>	<b>44.8%</b>
Revenues from collaboration, licensing and services	44,382	32,000	35,684	11.5%	32,000	43,580	36.2%
<b>Total revenues</b>	<b>110,321</b>	<b>556,000</b>	<b>335,644</b>	<b>-39.6%</b>	<b>882,200</b>	<b>1,158,680</b>	<b>31.3%</b>
<b>Total revenues ex-VLA2001</b>	<b>110,321</b>	<b>86,000</b>	<b>100,684</b>	<b>17.1%</b>	<b>99,000</b>	<b>140,580</b>	<b>42.0%</b>
Gross profit	56,019	305,900	189,209	-38.1%	523,820	674,175	28.7%
margin (%)	50.8%	55.0%	56.4%	-	59.4%	58.2%	-
Sales & marketing	-18,264	-22,000	-22,000	-	-30,000	-30,000	-
General & administrative	-27,539	-25,000	-25,000	-	-27,000	-27,000	-
Research & development	-84,454	-150,000	-150,000	-	-60,000	-60,000	-
Other operating items, net	19,117	3,000	12,000	300.0%	6,000	6,000	0.0%
<b>EBIT</b>	<b>-55,120</b>	<b>111,900</b>	<b>4,209</b>	<b>-96.2%</b>	<b>412,820</b>	<b>563,175</b>	<b>36.4%</b>
margin (%)	-50.0%	20.1%	1.3%	-	46.8%	48.6%	-
Net financial result	-10,182	-3,480	-2,803	-	-3,000	-2,174	-
<b>EBT</b>	<b>-65,302</b>	<b>108,420</b>	<b>1,406</b>	<b>-98.7%</b>	<b>409,820</b>	<b>561,001</b>	<b>36.9%</b>
Tax	909	0	0	-	-61,923	-59,509	-
<b>Net income</b>	<b>-64,393</b>	<b>108,420</b>	<b>1,406</b>	<b>-98.7%</b>	<b>347,897</b>	<b>501,492</b>	<b>44.1%</b>
<b>EPS (in EUR)</b>	<b>-0.71</b>	<b>1.15</b>	<b>0.02</b>	<b>-98.7%</b>	<b>3.54</b>	<b>5.47</b>	<b>54.4%</b>
<b>EBITDA</b>	<b>-45,200</b>	<b>120,612</b>	<b>13,640</b>	<b>-88.7%</b>	<b>419,640</b>	<b>569,575</b>	<b>35.7%</b>

Source: First Berlin Equity Research estimates



Figure 3: Valuation model

Compound	Project <sup>1)</sup>	Present Value	Target Pop	Vaccine Cost	Market Size	Penetration Rate	Sales 2030	PACME Margin <sup>2)</sup>	Discount Factor	Time to Market
Ixiaro	Japanese Encephalitis	€368.8M	21,112K	€ 198	€4,180.0M	1.8%	€122.9M	40%	10%	-
Dukoral	Cholera & ETEC	€98.0M	56,000K	€ 40	€2,240.0M	1.4%	€44.1M	30%	10%	-
VLA84	Clostridium Difficile	€28.9M	60,000K	€ 248	€14,876.0M	2.2%	€407.6M	12%	15%	7 Years
VLA15	Lyme Disease	€357.9M	120,000K	€ 135	€16,145.5M	2.8%	€580.6M	19%	10%	4 Years
VLA 1553	Chikungunya virus	€258.2M	25,000K	€ 164	€4,090.9M	2.2%	€109.9M	42%	10%	2 Years
VLA 1601	Zika virus	€34.4M	145,000K	€ 145	€20,959.1M	1.4%	€370.1M	7%	15%	7 Years
VLA 2001	SARS-CoV-2	€919.5M	514,000K	€ 8	n.a.	n.a.	n.a.	56%	10%	1 Year
EB66 cell line	Technology Platform	€11.9M					€19.7M	15%	10%	-
<b>PACME PV</b>		<b>€2,077.5M</b>			<b>€62,491.5M</b>		<b>€1,654.7M</b>			
<b>Costs PV<sup>3)</sup></b>		<b>€991.7M</b>								
<b>NPV</b>		<b>€1,085.8M</b>								
PV grants, collabs., 3rd party distrib.		€193.1M								
Proforma net cash		€80.1M								
Fair Value		€1,358.9M								
Proforma share count (fully diluted)		100,663K								
<b>Price Target</b>		<b>€13.50</b>								

1) A project typically refers to a specific indication or, where necessary or relevant, a combination between indication and geographic market

2) PACME (Profit After Costs and Marketing Expenses) reflects the company's profit share on future revenues. This share may be derived in the form of royalties (outsourced marketing/manufacturing) or operating EBITDA margin (in-house model), or some mix of both (depending on the specific parameters of partnership agreements)

3) Includes company-level R&D, G&A, Financing Costs and CapEx; COGS and S&M are factored into the PACME margin for each project

Source: First Berlin Equity Research estimates



## INCOME STATEMENT

All figures in EUR '000	2017	2018	2019	2020	2021E	2022E
Product sales	92,619	103,476	129,511	65,938	299,960	1,115,100
Collaborations, licensing/services	12,672	9,559	-3,315	44,383	35,684	43,580
<b>Total revenues</b>	<b>105,291</b>	<b>113,035</b>	<b>126,196</b>	<b>110,321</b>	<b>335,644</b>	<b>1,158,680</b>
Cost of materials/goods sold	-45,979	-44,448	-49,968	-54,302	-146,435	-484,505
<b>Gross Profit</b>	<b>59,312</b>	<b>68,587</b>	<b>76,228</b>	<b>56,019</b>	<b>189,209</b>	<b>674,175</b>
Sales & marketing	-17,875	-20,930	-24,145	-18,264	-22,000	-30,000
General & administrative	-15,545	-16,932	-18,398	-27,538	-25,000	-27,000
Research & development	-23,356	-25,291	-37,883	-84,454	-150,000	-60,000
Amortization of intangibles	-10,731	-3,177	-2,952	0	0	0
Other operating items, net*	4,241	4,004	6,339	19,117	12,000	6,000
Gain on bargain purchase	0	0	0	0	0	0
<b>Operating income (EBIT)</b>	<b>-3,954</b>	<b>6,261</b>	<b>-811</b>	<b>-55,120</b>	<b>4,209</b>	<b>563,175</b>
Net financial result	-8,606	-4,031	-1,633	-10,049	-4,803	-4,174
Associates	0	1,122	1,574	-133	2,000	2,000
<b>Pre-tax income (EBT)</b>	<b>-12,560</b>	<b>3,351</b>	<b>-870</b>	<b>-65,302</b>	<b>1,406</b>	<b>561,001</b>
Income taxes	1,078	-88	-1,430	909	0	-59,509
<b>Net income / loss</b>	<b>-11,482</b>	<b>3,264</b>	<b>-2,300</b>	<b>-64,393</b>	<b>1,406</b>	<b>501,492</b>
<b>EPS</b>	<b>-0.15</b>	<b>0.04</b>	<b>-0.02</b>	<b>-0.71</b>	<b>0.02</b>	<b>5.47</b>
<b>EBITDA**</b>	<b>10,708</b>	<b>13,089</b>	<b>7,800</b>	<b>-45,200</b>	<b>13,640</b>	<b>569,575</b>

\*Note 1: Other operating income includes the former top line position of grants income

### Ratios as % of total revenues

Gross margin	56.3%	60.7%	60.4%	50.8%	56.4%	58.2%
EBITDA margin	10.2%	11.6%	6.2%	-41.0%	4.1%	49.2%
EBIT margin	n.a.	n.a.	-0.6%	-50.0%	1.3%	48.6%
Net margin	n.a.	2.9%	n.a.	n.a.	0.4%	43.3%

### Expenses as % of total revenues

Sales & marketing	-17.0%	-18.5%	-19.1%	-16.6%	-6.6%	-2.6%
General & administrative	-14.8%	-15.0%	-14.6%	-25.0%	-7.4%	-2.3%
Research & development	-22.2%	-22.4%	-30.0%	-76.6%	-44.7%	-5.2%

### Y-Y Growth

Product sales	15.2%	11.7%	25.2%	-49.1%	354.9%	271.7%
Total revenues	11.9%	7.4%	11.6%	-12.6%	204.2%	245.2%
Operating income (EBIT)	n.a.	n.a.	n.a.	n.a.	n.a.	13280%
Net income / loss	n.a.	n.a.	n.a.	n.a.	n.a.	35560%



## BALANCE SHEET

All figures in EUR '000	2017	2018	2019	2020	2021E	2022E
<b>Assets</b>						
<b>Current Assets, Total</b>	<b>83,448</b>	<b>125,972</b>	<b>129,162</b>	<b>308,427</b>	<b>365,405</b>	<b>871,553</b>
Cash and cash equivalents	38,055	81,725	64,439	204,435	206,821	572,380
Receivables	17,622	11,259	24,030	19,232	74,990	167,265
Inventories	19,931	22,727	25,772	26,933	44,994	89,208
Other current assets	7,840	10,261	14,921	57,827	38,600	42,700
<b>Non-Current Assets, Total</b>	<b>105,895</b>	<b>103,935</b>	<b>135,562</b>	<b>140,737</b>	<b>133,096</b>	<b>156,131</b>
Property, plant & equipment	38,374	37,997	20,003	34,778	14,998	36,798
Right of use assets	0	0	49,334	43,374	50,000	52,000
Intangibles	48,468	44,891	41,813	35,409	34,401	33,331
Equity-accounted investees	0	1,122	2,263	2,130	4,130	6,130
Other assets	17,368	17,236	17,161	19,476	23,997	22,302
Deferred tax assets	1,686	2,689	4,988	5,570	5,570	5,570
<b>Total Assets</b>	<b>189,343</b>	<b>229,907</b>	<b>264,723</b>	<b>449,164</b>	<b>498,501</b>	<b>1,027,684</b>
<b>Shareholders' Equity &amp; Debt</b>						
<b>Current Liabilities, Total</b>	<b>37,674</b>	<b>42,944</b>	<b>41,300</b>	<b>175,870</b>	<b>143,389</b>	<b>191,929</b>
Short-term debt	17,399	16,664	1,999	6,988	0	0
Accounts payable	9,527	13,325	16,567	36,212	59,992	89,208
Other current liabilities and provisions	2,896	2,041	6,201	13,010	11,998	44,604
Current finance lease liabilities	0	865	2,308	2,696	2,600	2,700
Tax and employee-related liabilities	7,531	8,643	10,624	13,164	11,998	16,727
Current tax liability	322	1,406	2,459	0	1,800	6,691
Contract liabilities and refund liabilities	0	0	1,142	103,800	55,000	32,000
<b>Longterm Liabilities, Total</b>	<b>59,000</b>	<b>43,777</b>	<b>88,270</b>	<b>195,872</b>	<b>185,375</b>	<b>164,526</b>
Long term debt	54,097	14,273	24,317	46,375	46,375	46,375
Non-current finance lease liabilities	0	25,797	56,592	49,392	56,000	57,000
Other liabilities	4,903	3,707	7,361	2,900	3,000	11,151
Contract liabilities and refund liabilities	0	0	0	97,205	80,000	50,000
<b>Shareholders Equity</b>	<b>92,669</b>	<b>143,186</b>	<b>135,153</b>	<b>77,422</b>	<b>169,737</b>	<b>671,229</b>
<b>Total Consolidated Equity and Debt</b>	<b>189,343</b>	<b>229,907</b>	<b>264,723</b>	<b>449,164</b>	<b>498,501</b>	<b>1,027,684</b>
<b>Ratios</b>						
Current ratio (x)	2.22	2.93	3.13	1.75	2.55	4.54
Quick ratio (x)	1.69	2.40	2.50	1.60	2.23	4.08
Net gearing	36.1%	-35.5%	-28.2%	-195.1%	-94.5%	-78.4%
Book value per share (€)	1.20	1.77	1.49	0.85	1.87	7.38
Equity ratio	48.9%	62.3%	51.1%	17.2%	34.0%	65.3%



## CASH FLOW STATEMENT

All figures in EUR '000	2017	2018	2019	2020	2021E	2022E
<b>Net income / loss</b>	<b>-11,482</b>	<b>3,264</b>	<b>-1,744</b>	<b>-64,393</b>	<b>1,406</b>	<b>501,492</b>
Adjustments for non-cash transactions	14,442	8,802	12,704	37,941	9,431	6,401
Changes in non-current op. assets/liab.	0	0	3,597	88,472	-66,005	-53,000
Changes in working capital	4,199	3,955	-6,682	77,740	-35,725	-60,202
Other adjustments	6,330	1,559	0	0	-2,000	-2,000
Income tax	-660	-1,273	-2,346	-2,021	0	0
<b>Operating cash flow</b>	<b>12,829</b>	<b>16,306</b>	<b>5,529</b>	<b>137,738</b>	<b>-92,892</b>	<b>392,690</b>
Property, plant and equipment	-2,890	-2,874	-10,502	-18,936	13,857	-24,631
Investments in intangibles	-1,148	-297	-382	-535	-2,500	-2,500
<b>Free cash flow</b>	<b>8,744</b>	<b>12,553</b>	<b>-5,355</b>	<b>118,267</b>	<b>-81,536</b>	<b>365,560</b>
Acquisitions & disposals, net	-94	76	0	24	0	0
Interest received	72	178	199	107	0	0
<b>Investing cash flow</b>	<b>-4,060</b>	<b>-2,917</b>	<b>-10,685</b>	<b>-19,340</b>	<b>11,357</b>	<b>-27,131</b>
Debt financing, net	-5,311	-14,153	97	28,271	-6,988	0
Equity financing, net	-147	49,263	-2,463	290	90,909	0
Payment of lease liabilities	0	0	-2,709	-2,111	0	0
Interest paid	-4,980	-4,165	-2,621	107	0	0
<b>Cash flow from financing</b>	<b>-10,438</b>	<b>30,945</b>	<b>-7,696</b>	<b>26,557</b>	<b>83,921</b>	<b>0</b>
Forex & other	-2,456	-5,305	207	-4,959	0	0
<b>Net cash flows</b>	<b>-4,125</b>	<b>39,029</b>	<b>-12,645</b>	<b>139,996</b>	<b>2,386</b>	<b>365,560</b>
Cash and equivs., start of the year	42,180	38,055	77,084	64,439	204,435	206,821
<b>Cash and equivs., end of the year</b>	<b>38,055</b>	<b>77,084</b>	<b>64,439</b>	<b>204,435</b>	<b>206,821</b>	<b>572,380</b>
<b>EBITDA/share</b>	<b>0.14</b>	<b>0.16</b>	<b>0.09</b>	<b>-0.50</b>	<b>0.17</b>	<b>6.28</b>
<b>Y-Y Growth</b>						
Operating cashflow	97.2%	27.1%	-66.1%	2391.2%	n.a.	n.a.
Free cashflow	209.6%	43.6%	n.a.	n.a.	n.a.	n.a.
EBITDA/share	267.2%	17.1%	-47.0%	n.a.	n.a.	3553.0%

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Category		1	2
Current market capitalisation (in €)		0 - 2 billion	> 2 billion
Strong Buy <sup>1</sup>	An expected favourable price trend of:	> 50%	> 30%
Buy	An expected favourable price trend of:	> 25%	> 15%
Add	An expected favourable price trend of:	0% to 25%	0% to 15%
Reduce	An expected negative price trend of:	0% to -15%	0% to -10%
Sell	An expected negative price trend of:	< -15%	< -10%

<sup>1</sup> The expected price trend is in combination with sizable confidence in the quality and forecast security of management.

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Report No.:	Date of publication	Previous day closing price	Recommendation	Price target
Initial Report	26 April 2017	€2.52	Buy	€4.00
2...22	↓	↓	↓	↓
23	28 July 2020	€4.96	Buy	€7.40
24	11 August 2020	€5.85	Buy	€7.40
25	10 September 2020	€5.11	Buy	€7.40
26	25 September 2020	€6.53	Buy	€8.60
27	22 October 2020	€6.34	Buy	€9.10
28	13 November 2020	€5.46	Buy	€8.40
29	14 January 2020	€9.95	Add	€11.00
30	5 February 2020	€13.26	Add	€13.50
31	Today	€10.50	Buy	€13.50

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