

# Valneva SE

France / Biotechnology  
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Update

RATING	ADD
<b>PRICE TARGET</b>	<b>€ 12.00</b>
Return Potential	7.9%
Risk Rating	High

## EU APPROVES COVID VACCINE; WILL PFIZER LEAVE STAKE AT 8.1%?

On 24 June the European Commission (EC) granted marketing authorisation in Europe to Valneva's COVID-19 vaccine, VLA2001. The November 2021 Advance Purchase Agreement (APA) between Valneva and the EC stipulated firm delivery of ca. 24.3m doses in 2022 and an option on a further ca. 35.7m doses in 2023. The EC had the right to terminate the APA if VLA2001 did not receive marketing authorisation by 30 April 2022. Under the APA, Valneva had 30 days from 13 May 2022 to obtain a marketing authorisation or propose an acceptable remediation plan. Valneva announced on 19 May that the European Medicines Agency (EMA) had accepted the filing of its marketing authorisation application. At this point Valneva could not gain marketing authorisation within 30 days of 13 May because this required a positive opinion from the EMA's Committee for Medicinal Products for Human Use (CHMP). These opinions are given at the CHMP's monthly meetings and the next CHMP meeting ran from 20 to 23 June. The alternative of remediation meant negotiations with the EC and individual member states over VLA2001 deliveries. On 10 June Valneva stated that preliminary, unofficial volume indications from the EC were not high enough to sustain the VLA2001 programme, and that without larger orders, Europeans would not have access to the vaccine. Over 15% of Europeans over 18 are unvaccinated and we believe there is a significant demand for a COVID-19 vaccine using traditional technology such as the inactivated whole-virus-based VLA2001. Meanwhile, the COVID incidence rate in the EU has nearly trebled since early June. Against this background we expect EU member states to reconsider and order at least 4 million doses, which is the number we believe would justify continuation of the VLA2001 programme. As this is far below the quantity in the APA, we have sharply reduced our valuation of the VLA2001 programme. However, at the same time we have lowered the discount rates we apply to Valneva's vaccine programmes to reflect the, in our view, significant likelihood that Pfizer will in time mount a full bid for the company having taken an initial 8.1% stake last month. Our new price target is €12.00 (previously: €22.10). We have moved the rating to Add from Buy. (p.t.o.)

### FINANCIAL HISTORY & PROJECTIONS

	2018	2019	2020	2021	2022E	2023E
Revenue (€m)	113.04	126.20	110.32	348.09	215.93	275.49
Y-o-y growth	7.4%	11.6%	-12.6%	215.5%	-38.0%	27.6%
EBIT (€m)	6.26	-0.81	-55.12	-61.39	-142.58	-147.01
EBIT margin	n.a.%	n.a.	n.a.	n.a.	n.a.	n.a.
Net income (€m)	3.26	-2.30	-64.39	-73.43	-147.50	-154.41
EPS (diluted) (€)	0.04	-0.02	-0.71	-0.75	-1.31	-1.32
DPS (€)	0.00	0.00	0.00	0.00	0.00	0.00
FCF (€m)	12.55	-5.36	118.27	-16.27	-15.98	-169.81
Net gearing	-35.5%	-28.2%	-195.1%	-169.3%	-114.3%	-82.6%
Liquid assets (€m)	81.72	64.44	204.44	346.69	430.27	282.36

### RISKS

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

### COMPANY PROFILE

Valneva is a specialty vaccine company which develops and commercialises prophylactic vaccines for infectious diseases with significant unmet medical need. Valneva has successfully commercialised two vaccines and has successfully advanced several vaccine candidates into and through the clinic, including candidates against Lyme disease, the chikungunya virus and COVID-19. Valneva is incorporated in France and had 762 employees at end December 2021.

### MARKET DATA

As of 05 Jul 2022

Closing Price	€ 11.12
Shares outstanding	117.35m
Market Capitalisation	€ 1304.95m
52-week Range	€ 7.45 / 28.48
Avg. Volume (12 Months)	1,390,737

Multiples	2021	2022E	2023E
P/E	n.a.	n.a.	n.a.
EV/Sales	2.9	4.7	3.7
EV/EBIT	n.a.	n.a.	n.a.
Div. Yield	0.0%	0.0%	0.0%

### STOCK OVERVIEW



### COMPANY DATA

As of 31 Mar 2022

Liquid Assets	€ 311.26m
Current Assets	€ 545.02m
Intangible Assets	€ 31.77m
Total Assets	€ 777.71m
Current Liabilities	€ 363.26m
Shareholders' Equity	€ 148.41m

### SHAREHOLDERS

Groupe Grimaud La Corbière	11.7%
CDC	8.2%
Pfizer Inc.	8.1%
Management and employees	0.9%
Free Float and other	71.1%



**Sharply rising COVID-19 incidence suggests upward revision in VLA2001 orders** The number of weekly primary COVID-19 vaccinations in the EU is currently under 100k compared with 4m at the beginning of the year. Including booster shots, these figures are ca. 1.1m and 23m respectively. The drop in vaccination activity explains the low preliminary demand indication from the EC in early June. However, since early June weekly new cases of COVID-19 in the EU have nearly trebled as the more infectious BA.4 and BA.5 omicron variants have become dominant. The EC and EU member state governments are currently drawing up plans for renewed vaccination campaigns to counter an expected rise in new cases in the autumn following the return of cooler weather. These vaccination campaigns are likely to be centred on mRNA-based booster vaccines targeting BA.4 and BA.5 which are currently under development by Pfizer and Moderna and are expected to be approved by early to mid-autumn. However, the EC and EU member state governments are also targeting a reduction in the unvaccinated proportion of the population. Ca. 15% of EU citizens over 18 are not vaccinated. VLA2001 is the first COVID-19 vaccine to receive a standard marketing authorisation. All the other vaccines which have so far been authorised in Europe have received conditional marketing authorisation indicating that the EMA requires further data before granting a standard marketing authorisation. In our view, rising COVID-19 incidence rates and the availability of VLA2001 represent an opportunity to persuade mRNA sceptics to get vaccinated. We expect the EC and EU member states to recognise this opportunity and order the ca. 4 million doses which will allow Valneva to continue the VLA2001 programme.

**Pfizer takes 8.1% stake in Valneva** Valneva and Pfizer announced a collaboration to develop and commercialise Valneva's VLA15 Lyme disease vaccine candidate in April 2020. On 20 June this year the two companies announced an update of the terms of their collaboration agreement and also that Pfizer would take an 8.1% stake in Valneva. Under an Equity Subscription Agreement, which closed on 23 June, Valneva issued 9.55m new shares to Pfizer at €9.49. The issue price was based on the average share price during the 10 trading days preceding the Equity Subscription Agreement. Valneva's net cash position at the end of March after deducting borrowings and lease liabilities was €196m. On a proforma basis, including the Equity Subscription Agreement, this figure was €286m. Under the updated terms of the collaboration agreement, Valneva will fund 40% of the remaining development costs compared to 30% in the original agreement. Given that total development cost of VLA15 is likely to be ca. €1bn, all of the €90.5m proceeds of the new funding are likely to go to finance the additional 10% development participation. Pfizer will now pay Valneva tiered royalties ranging from 14% to 22%, compared to royalties starting at 19% in the initial agreement. In addition, the royalties will be complemented by up to USD100 million in milestones payable to Valneva based on cumulative sales. Other development and early commercialisation milestones are unchanged, of which USD168m of the original USD308m remain. The USD168m includes a USD25m payment to Valneva upon Pfizer's initiation of the Phase 3 study (planned later this quarter).

**476,000 Americans diagnosed with Lyme each year. Direct medical costs are USD1.3bn** There is currently no vaccine available against Lyme disease, which is the most common tick-transmitted infection in the Northern hemisphere. VLA15 is the only Lyme disease vaccine program in clinical development, although potential non-vaccine treatments are in early clinical development. According to the U.S. Centers for Disease Control and Prevention (CDC), approximately 476,000 Americans are diagnosed and treated for Lyme disease each year with at least a further 200,000 cases in Europe. Studies indicate that Lyme disease costs up to approximately USD1.3 billion each year in direct medical costs in the United States alone. The market for a potential Lyme disease vaccine is estimated to reach USD1 billion globally by 2030.



### Final analysis of VLA1553 phase 3 data confirmed very high level of seroprotection

In early March, Valneva published the results of final analysis of data from the phase 3 trial of its chikungunya vaccine candidate, VLA1553. The final analysis confirmed the very high level of seroprotection shown by the topline results released last August. 98.9% of participants achieved protective levels of chikungunya virus neutralising antibodies one month after receiving a single vaccination. Furthermore, this high level of immunogenicity profile was maintained over time, with 96.3% of participants showing protective neutralising antibody titers six months after a single vaccination. Three other companies are conducting clinical trials to develop a vaccine against chikungunya, but Valneva is the only one to have announced positive topline Phase 3 data. The global market potential for chikungunya vaccines is estimated to reach up to \$500 million annually by 2032. Valneva plans to submit a Biologics License Application (BLA) for chikungunya to the FDA by the end of this year.

**Speculation that Pfizer will make full takeover of Valneva** Pfizer's acquisition of an 8.1% stake in Valneva in combination with the promising outlook for both VLA15 and VLA1553 will stoke speculation that the US company will mount a full bid for Valneva.

**Figure 1: Changes to our forecasts**

All figures in EUR '000	2021A		2022E		2023E		% Δ
	Old	New	Old	New	Old	New	
<b>Product revenues</b>	<b>63,002</b>	<b>731,300</b>	<b>171,433</b>	<b>-76.6%</b>	<b>1,022,620</b>	<b>241,368</b>	<b>-76.4%</b>
of which:							
Ixiaro	45,118	44,000	45,271	2.9%	60,000	59,048	-1.6%
Dukoral	2,444	10,000	12,500	25.0%	20,000	16,000	-20.0%
VLA2001	0	663,300	90,042	-86.4%	914,400	128,000	-86.0%
Chikungunya	0	0	0	-	13,520	13,520	-
Third party revenues	15,440	14,000	23,620	68.7%	14,700	24,801	68.7%
Revenues from collaboration, licensing and services	31,770	20,000	44,495	122.5%	34,120	34,120	0.0%
Revenue before income related to termination of UK COVID-19 vaccine contract	<b>94,772</b>	<b>751,300</b>	<b>215,927</b>	<b>-71.3%</b>	<b>1,056,740</b>	<b>275,488</b>	<b>-73.9%</b>
Income related to termination of UK COVID-19 vaccine contract	253,314	0	0	-	0	0	-
<b>Total revenues</b>	<b>348,086</b>	<b>751,300</b>	<b>215,927</b>	<b>-71.3%</b>	<b>1,056,740</b>	<b>275,488</b>	<b>-73.9%</b>
Gross profit	160,166	444,928	114,833	-74.2%	636,473	159,073	-75.0%
margin (%)	46.0%	59.2%	53.2%	-	60.2%	57.7%	-
Sales & marketing	-23,643	-30,000	-26,034	-	-32,466	-34,010	-
General & administrative	-47,606	-30,000	-38,770	-	-32,466	-34,010	-
Research & development	-173,283	-60,000	-200,689	-	-48,699	-244,063	-
Other operating items, net	22,976	6,000	8,084	34.7%	6,000	6,000	0.0%
<b>EBIT</b>	<b>-61,390</b>	<b>330,928</b>	<b>-142,576</b>	<b>n.a.</b>	<b>528,842</b>	<b>-147,011</b>	<b>n.a.</b>
margin (%)	-17.6%	44.0%	-66.0%	-	50.0%	-53.4%	-
Net financial result	-8,589	-2,174	-4,920	-	-4,174	-7,404	-
<b>EBT</b>	<b>-69,979</b>	<b>328,754</b>	<b>-147,496</b>	<b>n.a.</b>	<b>524,669</b>	<b>-154,415</b>	<b>n.a.</b>
Tax	-3,446	0	0	-	0	0	-
<b>Net income</b>	<b>-73,425</b>	<b>328,754</b>	<b>-147,496</b>	<b>n.a.</b>	<b>524,669</b>	<b>-154,415</b>	<b>n.a.</b>
<b>EPS (in EUR)</b>	<b>-0.75</b>	<b>3.07</b>	<b>-1.31</b>	<b>n.a.</b>	<b>4.34</b>	<b>-1.32</b>	<b>n.a.</b>
<b>EBITDA</b>	<b>-47,100</b>	<b>339,753</b>	<b>-131,833</b>	<b>n.a.</b>	<b>528,842</b>	<b>-147,011</b>	<b>n.a.</b>

Source: First Berlin Equity Research estimates



**Price target lowered to €12.00 from €22.10. Rating now Add (previously: Buy)** Figure 1 shows changes to our forecasts. Changes to our VLA2001 volume assumptions account for most of the difference between our current and previous forecasts. For 2022 we now model VLA2001 order volume of 5m doses of which 4m from the EU and 1m from Bahrain (previously: 36.9m doses of which 24.3m from the EU and 12.6m from other countries). For 2023 we now model 3m doses from the EU and 5m doses from other countries (previously 50.8m doses of which 35.7m from the EU and 15.1m from other countries). We have also raised our R&D forecasts for both 2022 and 2023. Our 2022 R&D estimate reflects 2022 guidance of €160m-€200m plus an extra €20m to account for changes to the terms of the VLA15 collaboration with Pfizer. We assume that the 2023 figure will be similar as the phase 3 trial of VLA15 continues into next year. At the same time we have lowered the discount rates we apply to Valneva's non-COVID vaccine programmes by 15% to reflect the, in our view, significant likelihood that Pfizer will in time mount a full bid for the company having taken an initial 8.1% stake last month. We now see fair value for the Valneva share at €12.00 (previously: €22.10). Our rating is now Add (previously: Buy).

**Figure 2: Valuation model**

Compound	Project <sup>1)</sup>	Present Value	Target Pop	Treatment cost	Market Size	Penetration Rate	Sales 2030	PACME Margin <sup>2)</sup>	Discount Factor	Time to Market
Ixiaro	Japanese Encephalitis	€313.8M	21,112K	€ 198	€4,180.0M	1.3%	€91.4M	40%	9%	-
Dukoral	Cholera & ETEC	€67.6M	56,000K	€ 40	€2,240.0M	0.9%	€26.9M	30%	9%	-
VLA84	Clostridium Difficile	€39.2M	60,000K	€ 248	€14,870.0M	2.2%	€407.6M	12%	13%	6 Years
VLA15	Lyme Disease	€985.1M	120,000K	€ 178	€21,381.8M	4.0%	€1,088.7M	18%	9%	3 Years
VLA 1553	Chikungunya virus	€382.0M	25,000K	€ 164	€4,090.9M	2.2%	€109.9M	42%	9%	1 Year
VLA 1601	Zika virus	€42.4M	145,000K	€ 145	€20,959.1M	1.4%	€370.1M	7%	13%	6 Years
VLA 2001	SARS-CoV-2	€85.7M	449,000K	€ 32	n.a.	n.a.	n.a.	60%	10%	-
EB66 cell line	Technology Platform	€11.9M					€19.7M	15%	9%	-
<b>PACME PV</b>		<b>€1,927.6M</b>								
Costs PV <sup>3)</sup>		€1,114.4M								
<b>NPV</b>		<b>€813.2M</b>								
PV grants, collabs., 3rd party distrib.		€308.5M								
Net cash		€286.2M								
<b>Fair Value</b>		<b>€1,407.9M</b>								
Proforma share count (fully diluted)		117,352K								
<b>Price Target</b>		<b>€12.00</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

**Figure 3: Changes to our valuation model**

	Old	New	Delta
<b>PACME PV</b>	<b>€2,883.4M</b>	<b>€1,927.6M</b>	<b>-33.1%</b>
Costs PV	€959.3M	€1,114.4M	16.2%
<b>NPV</b>	<b>€1,924.2M</b>	<b>€813.2M</b>	<b>-57.7%</b>
PV grants, collabs., 3rd party distrib. milestones	€211.9M	€308.4M	45.6%
Net cash	€235.2M	€286.2M	21.7%
<b>Fair Value</b>	<b>€2,371.2M</b>	<b>€1,407.8M</b>	<b>-40.6%</b>
Pro-forma share count	107,162K	117,352K	9.5%
<b>Price Target</b>	<b>€22.13</b>	<b>€12.00</b>	<b>-45.8%</b>

Source: First Berlin Equity Research estimates



## INCOME STATEMENT

All figures in EUR '000	2018	2019	2020	2021	2022E	2023E
Product sales	103,476	129,511	65,938	63,002	171,433	241,368
Collaborations, licensing/services	9,559	-3,315	44,383	31,770	44,495	34,120
Income related to termination of UK COVID-19 vaccine contract	0	0	0	253,314	0	0
<b>Total revenues</b>	<b>113,035</b>	<b>126,196</b>	<b>110,321</b>	<b>348,086</b>	<b>215,927</b>	<b>275,488</b>
Cost of materials/goods sold	-44,448	-49,968	-54,302	-187,920	-101,094	-116,415
<b>Gross Profit</b>	<b>68,587</b>	<b>76,228</b>	<b>56,019</b>	<b>160,166</b>	<b>114,833</b>	<b>159,073</b>
Sales & marketing	-20,930	-24,145	-18,264	-23,643	-26,034	-34,010
General & administrative	-16,932	-18,398	-27,538	-47,606	-38,770	-34,010
Research & development	-25,291	-37,883	-84,454	-173,283	-200,689	-244,063
Amortization of intangibles	-3,177	-2,952	0	0	0	0
Other operating items, net*	4,004	6,339	19,117	22,976	8,084	6,000
Gain on bargain purchase	0	0	0	0	0	0
<b>Operating income (EBIT)</b>	<b>6,261</b>	<b>-811</b>	<b>-55,120</b>	<b>-61,390</b>	<b>-142,576</b>	<b>-147,011</b>
Net financial result	-4,031	-1,633	-10,049	-8,584	-6,920	-7,404
Associates	1,122	1,574	-133	-5	2,000	0
<b>Pre-tax income (EBT)</b>	<b>3,351</b>	<b>-870</b>	<b>-65,302</b>	<b>-69,979</b>	<b>-147,496</b>	<b>-154,415</b>
Income taxes	-88	-1,430	909	-3,446	0	0
<b>Net income / loss</b>	<b>3,264</b>	<b>-2,300</b>	<b>-64,393</b>	<b>-73,425</b>	<b>-147,496</b>	<b>-154,415</b>
<b>EPS</b>	<b>0.04</b>	<b>-0.02</b>	<b>-0.71</b>	<b>-0.75</b>	<b>-1.31</b>	<b>-1.32</b>
<b>EBITDA</b>	<b>13,089</b>	<b>7,800</b>	<b>-45,200</b>	<b>-49,893</b>	<b>-131,833</b>	<b>-147,011</b>
<i>*Note 1: Other operating income includes the former top line position of grants income</i>						
<b>Ratios as % of total revenues</b>						
Gross margin	60.7%	60.4%	50.8%	46.0%	53.2%	57.7%
EBITDA margin	11.6%	6.2%	-41.0%	-14.3%	-61.1%	-53.4%
EBIT margin	n.a.	-0.6%	-50.0%	-17.6%	-66.0%	-53.4%
Net margin	2.9%	n.a.	n.a.	n.a.	n.a.	n.a.
<b>Expenses as % of total revenues</b>						
Sales & marketing	-18.5%	-19.1%	-16.6%	-6.8%	-12.1%	-12.3%
General & administrative	-15.0%	-14.6%	-25.0%	-13.7%	-18.0%	-12.3%
Research & development	-22.4%	-30.0%	-76.6%	-49.8%	-92.9%	-88.6%
<b>Y-Y Growth</b>						
Product sales	11.7%	25.2%	-49.1%	-4.5%	172.1%	40.8%
Total revenues	7.4%	11.6%	-12.6%	215.5%	-38.0%	27.6%
Operating income (EBIT)	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
Net income / loss	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.



## BALANCE SHEET

All figures in EUR '000	2018	2019	2020	2021	2022E	2023E
<b>Assets</b>						
<b>Current Assets, Total</b>	<b>125,972</b>	<b>129,162</b>	<b>308,427</b>	<b>585,832</b>	<b>507,417</b>	<b>383,738</b>
Cash and cash equivalents	81,725	64,439	204,435	346,686	430,273	282,363
Receivables	11,259	24,030	19,232	44,013	15,429	21,723
Inventories	22,727	25,772	26,933	124,098	34,287	50,687
Other current assets	10,261	14,921	57,827	71,035	27,429	28,964
<b>Non-Current Assets, Total</b>	<b>103,935</b>	<b>135,562</b>	<b>140,737</b>	<b>231,520</b>	<b>140,853</b>	<b>164,953</b>
Property, plant & equipment	37,997	20,003	34,778	125,545	44,572	45,860
Right of use assets	0	49,334	43,374	48,285	52,000	73,213
Intangibles	44,891	41,813	35,409	32,700	31,773	30,930
Equity-accounted investees	1,122	2,263	2,130	2,126	4,126	4,126
Other assets	17,236	17,161	19,476	19,282	4,800	7,241
Deferred tax assets	2,689	4,988	5,570	3,582	3,582	3,582
<b>Total Assets</b>	<b>229,907</b>	<b>264,723</b>	<b>449,164</b>	<b>817,352</b>	<b>648,270</b>	<b>548,691</b>
<b>Shareholders' Equity &amp; Debt</b>						
<b>Current Liabilities, Total</b>	<b>42,944</b>	<b>41,300</b>	<b>175,870</b>	<b>368,979</b>	<b>112,572</b>	<b>168,455</b>
Short-term debt	16,664	1,999	6,988	7,107	7,100	27,000
Accounts payable	13,325	16,567	36,212	68,119	20,572	26,551
Other current liabilities and provisions	2,041	6,201	13,010	53,658	3,429	4,827
Current finance lease liabilities	865	2,308	2,696	3,135	2,700	3,801
Tax and employee-related liabilities	8,643	10,624	13,164	17,249	2,743	4,827
Current tax liability	1,406	2,459	0	83	1,029	1,448
Contract liabilities and refund liabilities	0	1,142	103,800	219,628	75,000	100,000
<b>Longterm Liabilities, Total</b>	<b>43,777</b>	<b>88,270</b>	<b>195,872</b>	<b>277,792</b>	<b>213,714</b>	<b>137,667</b>
Long term debt	14,273	24,317	46,375	50,726	55,000	55,000
Non-current finance lease liabilities	25,797	56,592	49,392	53,687	57,000	80,253
Other liabilities	3,707	7,361	2,900	14,408	1,714	2,414
Contract liabilities and refund liabilities	0	0	97,205	158,971	100,000	0
<b>Shareholders Equity</b>	<b>143,186</b>	<b>135,153</b>	<b>77,422</b>	<b>170,581</b>	<b>321,984</b>	<b>242,569</b>
<b>Total Consolidated Equity and Debt</b>	<b>229,907</b>	<b>264,723</b>	<b>449,164</b>	<b>817,352</b>	<b>648,270</b>	<b>548,691</b>
<b>Ratios</b>						
Current ratio (x)	2.93	3.13	1.75	1.59	4.51	2.28
Quick ratio (x)	2.40	2.50	1.60	1.25	4.20	1.98
Net gearing	-35.5%	-28.2%	-195.1%	-169.3%	-114.3%	-82.6%
Book value per share (€)	1.77	1.49	0.85	1.88	3.54	2.67
Net debt	-50,788	-38,123	-151,072	-288,853	-368,173	-200,363
Equity ratio	62.3%	51.1%	17.2%	20.9%	49.7%	44.2%



## CASH FLOW STATEMENT

All figures in EUR '000	2017	2018	2019	2020	2021	2022E	2023E
<b>Net income / loss</b>	<b>-11,482</b>	<b>3,264</b>	<b>-1,744</b>	<b>-64,393</b>	<b>-73,425</b>	<b>-147,496</b>	<b>-154,415</b>
Adjustments for non-cash transactions	14,442	8,802	12,704	37,941	56,476	10,743	7,711
Changes in non-current op. assets/liab.	0	0	3,597	88,472	59,353	0	0
Changes in working capital	4,199	3,955	-6,682	77,740	36,127	51,616	-12,949
Other adjustments	6,330	1,559	0	0	0	-2,000	-2,000
Income tax	-660	-1,273	-2,346	-2,021	-1,631	0	0
<b>Operating cash flow</b>	<b>12,829</b>	<b>16,306</b>	<b>5,529</b>	<b>137,738</b>	<b>76,901</b>	<b>-87,138</b>	<b>-161,653</b>
Property, plant and equipment	-2,890	-2,874	-10,502	-18,936	-92,229	73,657	-5,656
Investments in intangibles	-1,148	-297	-382	-535	-942	-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>-16,270</b>	<b>-15,980</b>	<b>-169,809</b>
Acquisitions & disposals, net	-94	76	0	24	0	0	0
Interest received	72	178	199	107	55	0	0
<b>Investing cash flow</b>	<b>-4,060</b>	<b>-2,917</b>	<b>-10,685</b>	<b>-19,340</b>	<b>-93,116</b>	<b>71,157</b>	<b>-8,156</b>
Debt financing, net	-5,311	-14,153	97	28,271	-1,097	4,267	19,900
Equity financing, net	-147	49,263	-2,463	290	166,823	0	0
Payment of lease liabilities	0	0	-2,709	-2,111	-2,805	0	0
Interest expense	-4,980	-4,165	-2,621	-4,710	-8,417	0	0
<b>Cash flow from financing</b>	<b>-10,438</b>	<b>30,945</b>	<b>-7,696</b>	<b>21,740</b>	<b>154,504</b>	<b>4,267</b>	<b>19,900</b>
Forex & other	-2,456	-5,305	207	-142	3,962	95,300	2,000
<b>Net cash flows</b>	<b>-4,125</b>	<b>39,029</b>	<b>-12,645</b>	<b>139,996</b>	<b>142,251</b>	<b>83,587</b>	<b>-147,909</b>
Cash and equivs., start of the year	42,180	38,055	77,084	64,439	204,435	346,686	430,273
<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>346,686</b>	<b>430,273</b>	<b>282,363</b>
<b>EBITDA/share</b>	<b>0.14</b>	<b>0.16</b>	<b>0.09</b>	<b>-0.50</b>	<b>-0.55</b>	<b>-1.43</b>	<b>-1.43</b>
<b>Y-Y Growth</b>							
Operating cashflow	97.2%	27.1%	-66.1%	2391.2%	-44.2%	n.a.	n.a.
Free cashflow	209.6%	43.6%	n.a.	n.a.	n.a.	n.a.	n.a.
EBITDA/share	267.2%	17.1%	-47.0%	n.a.	n.a.	n.a.	n.a.

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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...28	↓	↓	↓	↓
29	8 April 2021	€10.50	Add	€13.50
30	27 May 2021	€10.52	Add	€13.50
31	17 August 2021	€11.33	Buy	€14.40
32	22 October 2021	€18.92	Buy	€23.80
33	12 November 2021	€21.60	Add	€23.40
34	16 December 2021	€22.36	Add	€23.40
35	27 January 2022	€15.21	Buy	€23.40
36	10 February 2022	€15.03	Buy	€22.10
37	Today	€11.12	Add	€12.00

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