

Haemato AG

Germany / Pharma
 Frankfurt
 Bloomberg: HAEK GR
 ISIN: DE000A289VV1

Q3 Update

RATING

PRICE TARGET

Return Potential
 Risk Rating

BUY

€ 50.00

97.6%
 High

Q3 RESULTS IN LINE & PORTFOLIO GETTING A BOTOX SHOT

Haemato reported third quarter KPIs showing continued good business

Good business momentum continues Sales tallied €217m at the nine month juncture equal to a 23% increase on an annualised basis. 9M EBIT was reported at €8.6m (9M/20: €1.8m) corresponding to a 4% margin (9M/20: 1%). The results (overleaf) have the company tracking well towards guidance and our full year estimates (sales €280m to €300m vs FBe: €287m; EBIT €9m to €11m vs FBe €10.9m). Equity increased to €143m (YE20: €125m), and the equity ratio now stands at 83.5%.

Expanding Lifestyle & Aesthetics division Huons BioPharm Co., Ltd. was spun off from Huons Global Co., Ltd. in early 2021 to expand its botulinum toxin (botox for short) product business. The botox product was launched in Q2/20 and is registered and sold in Korea and several other Asian countries. Now Haemato wants to sell it in the EU as part of its expansion into its own-branded Lifestyle & Aesthetics portfolio. This has been a corporate objective for some time, and the deal is a major step towards achieving this goal. (p.t.o.)

COMPANY PROFILE

Haemato AG is a supplier of specialty pharmaceuticals focused on growth markets in the indication groups of oncology, HIV / AIDS and other chronic diseases. The company boasts a broad customer base of over 7,000 pharmacies and 16 wholesalers in Germany and Austria. Haemato is also currently making stronger inroads into the aesthetic product market.

MARKET DATA

As of 08 Dec 2021

Closing Price € 25.30
 Shares outstanding 5.23m
 Market Capitalisation € 132.30m
 52-week Range € 19.50 / 36.20
 Avg. Volume (12 Months) 4,441

Multiples	2020	2021E	2022E
P/E	n.a.	13.6	11.9
EV/Sales	0.6	0.5	0.4
EV/EBIT	88.0	13.2	9.8
Div. Yield	4.0%	4.7%	5.9%

STOCK OVERVIEW



FINANCIAL HISTORY & PROJECTIONS

	2017	2018	2019	2020	2021E	2022E
Revenue (€m)	289.86	274.12	197.84	238.33	286.56	320.87
Y-o-y growth	5.2%	-5.4%	-27.8%	20.5%	20.2%	12.0%
EBIT (€m)	9.42	8.50	-0.02	1.63	10.88	14.67
EBIT margin	3.2%	3.1%	0.0%	0.7%	3.8%	4.6%
Net income (€m)	6.98	6.28	-1.17	-4.83	9.66	11.15
EPS (diluted) (€)	3.22	3.54	-0.51	-2.02	1.86	2.13
DPS (€)	3.00	1.00	0.00	1.00	1.20	1.50
FCF (€m)	-2.91	-2.91	6.77	-3.46	9.93	-1.02
Net gearing	15.9%	17.4%	19.7%	34.2%	6.5%	-1.1%
Liquid assets (€m)	15.71	8.49	4.86	10.29	17.43	22.32

RISKS

Regulatory changes in healthcare systems, spending cuts in healthcare systems, homogenization of pharmaceutical prices within the European Union.

COMPANY DATA

As of 30 Jun 2021

Liquid Assets € 7.54m
 Current Assets € 60.88m
 Intangible Assets € 37.98m
 Total Assets € 169.08m
 Current Liabilities € 42.93m
 Shareholders' Equity € 125.48m

SHAREHOLDERS

M1 Kliniken AG 68.0%
 Free Float 32.0%



Next steps Haemato will now set the approval process in motion. This will involve up to three clinic trial phases with around 200 participants for each group. Haemato will cover the associated costs in Europe, while Huons will shoulder the costs from its side. We reckon the process could take up to three years. Once approved, Haemato will have a high margin product in its portfolio to address the growing injectables business of its parent company, M1 Kliniken, as well as selling it to third party cosmetic treatment practices.

Botox is big business For the beauty industry, erasing signs of aging is the holy grail. Botox relaxes muscle movements that cause twitches and importantly distressing wrinkles. And injections show results within minutes. Previously, a cosmetic treatment for celebrities and well-heeled urbanites, botox injections are now commonplace. The global botulinum toxin market is thought to have topped \$4.8bn in 2019 and is projected to reach \$7.7bn by 2027 according to Fortune, while market watcher Grand Review expects the European market to grow at a 5.2% annual clip from 2021 to 2028. We thus see an excellent opportunity for Haemato once it brings its own botox product to market.

THIRD QUARTER KPIS

Table 1: Q3 results vs FBe and prior year

All figures in EU€	Q3/21	Q3/21E	variance	Q3/20	variance	9M/21	9M/20	variance
Revenue	65.1	66.5	-2%	59.8	9%	216.6	175.6	23%
EBITDA	1.7	1.7	1%	1.0	70%	9.7	3.1	213%
Margin	2.6%	2.5%	-	1.7%	-	4.5%	1.8%	-
EBIT	1.4	1.4	1%	0.6	133%	8.6	1.8	378%
Margin	2.2%	2.1%	-	1.0%	-	4.0%	1.0%	-

Sticking with Buy rating and €50 target price Third quarter results were close to our forecasts and we leave our full year targets unchanged. A successful launch of a private label botox would be a watershed moment for Haemato giving the company a high margin product to augment its specialty pharma business. We have not factored this into our model, given the very early stage of the certification process.



DISCOUNTED CASH FLOW MODEL

In EUR '000	2021E	2022E	2023E	2024E	2025E	2026E	2027E	2028E
Sales	286,564	320,867	403,379	465,230	511,753	548,157	571,338	591,668
NOPLAT	8,270	11,152	16,133	21,901	25,190	27,451	28,935	30,027
(+) depreciation & amortisation	1,290	1,348	1,694	1,814	1,906	2,042	2,128	2,204
Net operating cash flow	9,560	12,499	17,827	23,715	27,096	29,493	31,063	32,231
(-) Total investments (CAPEX and WC)	-9,130	-2,140	-13,140	-10,461	-8,501	-7,202	-5,413	-5,106
(-) Capital expenditures	-1,089	-1,219	-1,533	-1,768	-1,945	-2,083	-2,171	-2,248
(-) Working capital	-8,041	-920	-11,607	-8,693	-6,557	-5,119	-3,242	-2,857
Free cash flow s (FCF)	430	10,360	4,687	13,254	18,595	22,291	25,650	27,126
PV of FCF's	428	9,412	3,890	10,047	12,877	14,101	14,822	14,318

In EUR '000		Terminal EBIT margin							
			5.1%	5.6%	6.1%	6.6%	7.1%	7.6%	8.1%
PV of FCFs in explicit period	106,511	6.5%	66.67	73.47	80.27	87.08	93.88	100.68	107.49
(+) PV of FCFs in terminal period	164,371	7.5%	55.00	60.20	65.40	70.61	75.81	81.02	86.22
Enterprise value (EV)	270,881	8.5%	46.64	50.73	54.83	58.93	63.03	67.13	71.23
(+) Net cash / (-) net debt	-8,168	9.5%	40.34	43.64	46.94	50.24	53.54	56.83	60.13
(+) Investments / minority interests	0	10.5%	35.43	38.13	40.83	43.53	46.23	48.93	51.63
Shareholder value	262,713	11.5%	31.49	33.73	35.97	38.20	40.44	42.68	44.92
Fair value per share (€)	50.00	12.5%	28.26	30.13	32.01	33.88	35.76	37.64	39.51

		Terminal growth rate							
			0.0%	0.5%	1.0%	1.5%	2.0%	2.5%	3.0%
Cost of equity	13.8%	6.5%	71.32	75.69	80.86	87.08	94.68	104.20	116.45
Pre-tax cost of debt	5.3%	7.5%	60.07	63.08	66.55	70.61	75.41	81.17	88.22
Tax rate	24.0%	8.5%	51.54	53.70	56.14	58.93	62.16	65.92	70.37
After-tax cost of debt	4.0%	9.5%	44.87	46.46	48.24	50.24	52.51	55.10	58.09
Share of equity capital	56.0%	10.5%	39.52	40.72	42.05	43.53	45.18	47.04	49.15
Share of debt capital	44.0%	11.5%	35.14	36.07	37.09	38.20	39.44	40.81	42.35
WACC	9.5%	12.5%	31.50	32.23	33.02	33.88	34.83	35.87	37.02

*Please note our model runs through 2030 and we have only shown the abbreviated version for formatting purposes



INCOME STATEMENT

All figures in EUR '000	2017	2018	2019	2020	2021E	2022E
Revenues	289,862	274,121	197,835	238,333	286,564	320,867
Cost of goods sold	-269,778	-252,994	-184,236	-220,646	-257,773	-288,706
Gross profit	20,084	21,127	13,599	17,687	28,791	32,161
Personnel expenses	-6,209	-6,322	-6,308	-6,845	-7,324	-7,822
Other OpEx	-8,948	-8,520	-6,854	-8,015	-9,997	-9,922
Other income	6,476	3,675	1,460	488	702	1,604
EBITDA	11,270	9,959	1,897	3,315	12,171	16,021
Depreciation & amortisation	-1,854	-1,456	-1,915	-1,688	-1,290	-1,348
Operating income (EBIT)	9,416	8,503	-18	1,627	10,882	14,673
Net financial result	-1,958	-1,059	-764	-799	-683	-675
Other financial result	631	320	-406	-5,383	1,655	254
Pre-tax income (EBT)	8,089	7,764	-1,188	-4,555	11,854	14,252
Income taxes	-1,106	-1,488	15	-276	-2,193	-3,099
Minority interests	0	0	0	0	0	0
Net income / loss	6,983	6,276	-1,173	-4,831	9,661	11,153
Diluted EPS (in €)	3.22	3.54	-0.51	-2.02	1.86	2.13
Ratios						
Gross margin	6.9%	7.7%	6.9%	7.4%	10.0%	10.0%
EBIT margin on revenues	3.2%	3.1%	0.0%	0.7%	3.8%	4.6%
EBITDA margin on revenues	3.9%	3.6%	1.0%	1.4%	4.2%	5.0%
Net margin on revenues	2.4%	2.3%	-0.6%	-2.0%	3.4%	3.5%
Tax rate	13.7%	19.2%	1.3%	-6.1%	18.5%	21.7%
Expenses as % of revenues						
Personnel expenses	2.1%	2.3%	3.2%	2.9%	2.6%	2.4%
Other OpEx	3.1%	3.1%	3.5%	3.4%	3.5%	3.1%
Depreciation & amortisation	0.6%	0.5%	1.0%	0.7%	0.5%	0.4%
Y-Y Growth						
Revenues	5.2%	-5.4%	-27.8%	20.5%	20.2%	12.0%
Operating income	-29.9%	-9.7%	n.m.	n.m.	568.8%	34.8%
Net income/ loss	-36.7%	-10.1%	n.m.	n.m.	n.m.	15.4%



BALANCE SHEET

	2017	2018	2019	2020	2021E	2022E
Assets						
Current assets, total	67,349	60,684	72,768	60,884	83,823	92,274
Cash and equivalents	6,469	5,599	2,100	7,541	14,626	19,455
ST financial assets and securities	9,236	2,889	2,761	2,750	2,805	2,861
Trade receivables	8,320	7,320	10,944	14,214	19,628	17,582
Inventories	43,114	44,377	55,441	35,119	45,905	51,413
Other ST assets	210	499	1,522	1,260	860	963
Non-current assets, total	54,678	55,832	55,798	108,174	110,063	110,188
Property, plant & equipment	1,106	1,046	2,166	2,103	2,045	2,077
Goodwill & other intangibles	38,941	38,677	38,250	37,980	37,837	37,677
Financial assets	14,496	15,973	15,247	9,864	11,954	12,208
Shares in companies	0	0	0	58,092	58,092	58,092
Other LT assets	135	136	135	135	135	135
Total assets	122,027	116,516	128,566	169,058	193,886	202,462
Shareholders' equity & debt						
Current liabilities, total	31,569	25,483	55,530	42,925	45,769	49,295
Trade payables	7,522	8,469	19,622	13,028	21,187	23,729
ST debt	7,821	7,680	28,897	18,307	15,000	15,000
Provisions	7,249	361	1,357	1,535	1,558	1,581
Other ST financial liabilities	1,229	684	661	152	860	963
Other current liabilities	7,748	8,290	4,993	9,903	7,164	8,022
Long-term liabilities, total	19,531	15,357	818	653	880	914
Long-term debt	19,000	15,000	0	0	0	0
LT provisions	13	26	52	52	52	52
Deferred tax liabilities	518	332	203	60	287	321
Other non-current liabilities	0	0	563	541	541	541
Shareholders' equity	70,927	75,676	72,219	125,480	147,238	152,253
Total consolidated equity and debt	122,027	116,516	128,566	169,058	193,886	202,462
Ratios						
Current ratio (x)	2.1	2.4	1.3	1.4	1.8	1.9
Quick ratio (x)	0.8	0.6	0.3	0.6	0.8	0.8
Equity ratio	58%	65%	56%	74%	76%	75%
Net debt	12,344	14,875	24,696	8,168	-1,571	-6,353
Net debt / EBITDA (x)	1.1	1.5	13.0	2.5	-0.1	-0.4
Net gearing	17%	20%	34%	7%	-1%	-4%
Return on equity (ROE)	9.8%	8.3%	-1.6%	-3.9%	6.6%	7.3%
Capital employed (CE)	49,375	48,367	52,595	41,804	49,644	50,436
Return on capital employed (ROCE)	19%	18%	0%	4%	22%	29%



CASH FLOW STATEMENT

All figures in EUR '000	2017	2018	2019	2020	2021E	2022E
Net income	6,983	6,276	-1,173	-4,831	9,661	11,153
Depreciation and amortisation	1,854	1,456	1,915	1,688	1,290	1,348
Change to LT accruals	1,031	0	1,023	728	23	23
Change in financial asset valuations	-3,559	-1,943	726	5,387	-2,090	-254
Asset disposals	-811	-546	0	15	0	0
Income from participations	-631	-320	-320	-1	-200	-200
Tax result	-636	1,485	-19	269	2,193	3,099
Net interest expense	1,958	1,059	745	799	683	675
Operating cash flow	6,189	7,467	2,897	4,054	11,559	15,844
Change in inventory	-5,221	525	-11,064	20,321	-10,786	-5,509
Change in trade rec & other assets	-5,627	1,064	-3,704	-3,000	-5,013	1,943
Change in payable & other liabilities	-3,111	-7,468	10,054	-9,682	6,354	3,537
Tax paid	-582	-1,031	-946	-918	-2,193	-3,099
Net operating cash flow	-8,352	557	-2,763	10,776	-79	12,717
CapEx	4,805	-1,134	-1,029	-849	-1,089	-1,219
Income from investments	631	7,326	320	0	145	144
Interest income	2	16	8	5	0	0
Cash flow from investing	5,438	6,208	-701	-844	-944	-1,075
Free cash flow (FCF)	-2,914	6,765	-3,465	9,932	-1,023	11,642
Equity inflow , net	7,447	5,198	0	0	14,485	0
Debt inflow , net	701	-5,165	3,583	-3,164	-3,307	0
Financing expenses paid	-1,959	-1,074	-714	-777	-683	-675
Dividend paid to shareholders	-6,594	-6,594	-2,285	0	-2,388	-6,138
Other adjustments	0	0	-536	-550	0	0
Cash flow from financing	-406	-7,635	48	-4,491	8,107	-6,813
Net cash flows	-3,320	-870	-3,499	5,441	7,085	4,829
Cash, start of the year	9,789	6,469	5,599	2,100	7,541	14,626
Cash, end of the year	6,469	5,599	2,100	7,541	14,626	19,455
EBITDA/share (in €)	5.22	4.36	0.83	1.45	2.33	3.06
Y-Y Growth						
Operating cash flow	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
Free cash flow	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
EBITDA/share	611.8%	-16.6%	-81.0%	74.7%	60.6%	31.6%

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PRICE TARGET DATES

Unless otherwise indicated, current prices refer to the closing prices of the previous trading day.

AGREEMENT WITH THE ANALYSED COMPANY AND MAINTENANCE OF OBJECTIVITY

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ASSET VALUATION SYSTEM

First Berlin's system for asset valuation is divided into an asset recommendation and a risk assessment.

ASSET RECOMMENDATION

The recommendations determined in accordance with the share price trend anticipated by First Berlin in the respectively indicated investment period are as follows:

Category		1	2
Current market capitalisation (in €)		0 - 2 billion	> 2 billion
Strong Buy ¹	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%

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

Our recommendation system places each company into one of two market capitalisation categories. Category 1 companies have a market capitalisation of €0 – €2 billion, and Category 2 companies have a market capitalisation of > €2 billion. The expected return thresholds underlying our recommendation system are lower for Category 2 companies than for Category 1 companies. This reflects the generally lower level of risk associated with higher market capitalisation companies.

RISK ASSESSMENT

The First Berlin categories for risk assessment are low, average, high and speculative. They are determined by ten factors: Corporate governance, quality of earnings, management strength, balance sheet and financial risk, competitive position, standard of financial disclosure, regulatory and political uncertainty, strength of brandname, market capitalisation and free float. These risk factors are incorporated into the First Berlin valuation models and are thus included in the target prices. First Berlin customers may request the models.

RECOMMENDATION & PRICE TARGET HISTORY

Report No.:	Date of publication	Previous day closing price	Recommendation	Price target
Initial Report	27 August 2013	€30.00	Buy	€57.00
2...19	↓	↓	↓	↓
20	13 September 2018	€53.66	Buy	€76.00
21	17 May 2019	€49.99	Add	€58.00
22	9 September 2019	€31.11	Buy	€48.00
23	15 June 2020	€21.70	Buy	€48.00
24	7 September 2020	€25.02	Buy	€48.00
25	22 April 2021	€27.70	Buy	€48.00
26	4 June 2021	€28.50	Buy	€49.00
27	8 September 2021	€25.30	Buy	€50.00
28	Today	€25.30	Buy	€50.00

INVESTMENT HORIZON

Unless otherwise stated in the financial analysis, the ratings refer to an investment period of twelve months.

UPDATES

At the time of publication of this financial analysis it is not certain whether, when and on what occasion an update will be provided. In general First Berlin strives to review the financial analysis for its topicality and, if required, to update it in a very timely manner in connection with the reporting obligations of the analysed company or on the occasion of ad hoc notifications.

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Legally required information regarding

- key sources of information in the preparation of this research report
- valuation methods and principles
- sensitivity of valuation parameters

can be accessed through the following internet link: <https://firstberlin.com/disclaimer-english-link/>

SUPERVISORY AUTHORITY: Bundesanstalt für Finanzdienstleistungsaufsicht (German Federal Financial Supervisory Authority) [BaFin], Graurheindorferstraße 108, 53117 Bonn and Marie-Curie-Straße 24-28, 60439 Frankfurt am Main

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