Research report prepared by DNB Markets, a division of DNB Bank ASA

Health Care

Q3 results review

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TARGOVAX

Q3 report a non-event

Overall the Q3 results were a non-event, with a slightly smaller loss than we had expected and as a result a slightly higher end-quarter cash position than we had forecast. We reiterate our BUY recommendation and NOK31 target price.

Slightly smaller Q3 loss than expected. The Q3 operating loss of cNOK27m compared with our forecast of a cNOK34m loss. The deviation came mainly from 'external R&D' and 'Other external' costs, which were smaller than forecast. As the company outsources a significant part of its development work to CROs, these costs can be very volatile on a quarterly basis; hence we see no drama in the deviations in Q3.

End-Q3 cash position slightly better than expected. The proceeds from the NOK200m private placement in Q3 clearly improved Targovax's cash position. Onbalance sheet cash and cash equivalents amounted to cNOK286m at quarter-end, slightly more than the cNOK280m we had forecast.

Making progress. During Q3 the company announced the initiation of the phase I/II trial for ONCOS-102 (in combination with Imfinzi from AstraZeneca) for patients with ovarian and colorectal cancer. This trial is to a large extent being paid for by CRI/Ludwig Cancer Research. In addition, Targovax secured a US patent for the use of the TG platform in combination with chemotherapy, and was awarded a US composition of matter patent for TG02 (in October 2017). The company also announced that it plans to continue with a registration trial for the TG01 in the resected pancreatic indication, even if no partner has been announced. This underscores management's increased confidence in the TG platform on the back of the positive 2-year survival data presented earlier this year. A final decision on the structure of the registration programme is likely in Q1 2018.

Lots of events in the coming years. Over the coming years we expect numerous events relating to Targovax's development portfolio. In total we estimate the company will present data (either interim data or clinical/immune/safety data) at least eight times between now and the end of 2018.

We reiterate our BUY recommendation and NOK31 target price and have made only minor changes to our estimates on the back of the Q3 report.

Year-end Dec	2013	2014	2015	2016	2017e	2018e	2019e
Revenue (NOKm)	0	0	0	0	0	294	20
EBITDA adj (NOKm)	-7	-18	-90	-120	-126	117	-160
EBIT adj (NOKm)	-7	-18	-90	-120	-126	117	-161
PTP (NOKm)	-8	-18	-90	-123	-127	117	-161
EPS rep (NOK)	-1.81	-1.87	-3.42	-2.90	-2.41	2.23	-3.05
Revenue growth (%)	nm	-80.1	101.4	-74.7	8.1	735837.5	-93.3
EBITDA margin adj (%)	nm	nm	nm	nm	nm	39.9	nm
EV/Sales adj (x)		nm	nm	nm	nm	2.05	38.99
EV/EBITDA adj (x)		nm	nm	nm	nm	5.2	nm
EV/EBIT adj (x)		nm	nm	nm	nm	5.2	nm
ROE (%)	nm	nm	nm	nm	nm	22.2	nm

Source: Company (historical figures), DNB Markets (estimates)

BUY TP: NOK31.0

TRVX versus OSEBX (12m)



Source: Factset

SUMMARY

Recommendation (prev.)	BUY (BUY)
Share price (NOK)	17.5
Target price (previous) (NOK)	31.0 (31.0)
Upside/downside potential (%) 77
Tickers TR'	VX NO TRVX OI

CAPITAL STRUCTURE

No. of shares (m)	52.6
Market cap. (NOKm)	921
NIBD adj end-2017e (NOKm)	-198
Enterprise value adj (NOKm)	722
Net debt/EBITDA adj (x)	1.58

SHARE PRICE PERFORMANCE

OTHER TRIBET EIG OTHER TOP	
Abs. 1/3/12m (%)	4/-15/86
Rel. 1/3/12m (%)	0/-26/59
High/Low 12m (NOK)	33/9

Source: Company , DNB Markets (estimates)

NEXT EVENT

Q4 2017 report	15/02/2018

ESTIMATE CHANGES (NOK)

Year-end Dec	2017e	2018e	2019e
Change (%)	nm	nm	nm
Sales (old)	0.00	294.4	19.63
Sales (new)	0.04	294.4	19.63
Change (%)	nm	0.0	0.0

Source: DNB Markets

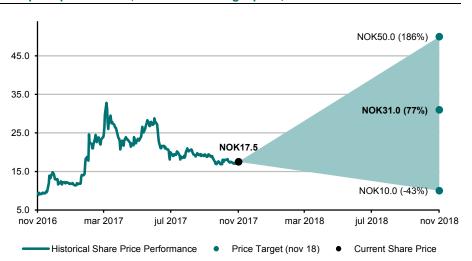
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Investment case overview

Share price performance, DNB Markets' target price, bear- and bull-case scenarios



Source: FactSet, DNB Markets

Downside risks to our investment case

- The main risk at this stage is a delay in the clinical development plan.
- Unexpected results from ongoing/ planned clinical trials (mainly related to lack of expected product efficacy or worse side effects) are also a risk, in our view.
- We believe Targovax will need additional financing from its owners, and there is always a risk that capital will not be available when needed or on acceptable terms, we believe.

Source: DNB Markets

DNB Markets investment case and how we differ from consensus

- We expect Targovax to out-license its products (around phase II) and not to take any of its products or indications to the market on its own.
- We believe a deal with a large pharma company is possible in 2018.
- In our base-case scenario we have a c5–10% LOA for the products, as they are still at a very early stage.

Source: DNB Markets

Target price methodology

- We continue to base our target price on a SOTP NPV model, as we usually do for this type of company. Our model includes our forecasts for launch dates, drug pricing, probability of reaching the market etc. The NPV is calculated using a WACC of 10%.
- Our bull-case fair value is based on a higher peak penetration for the company's cancer vaccines.
- Our bear-case fair value is based on lower peak market penetration assumptions for the cancer vaccines.

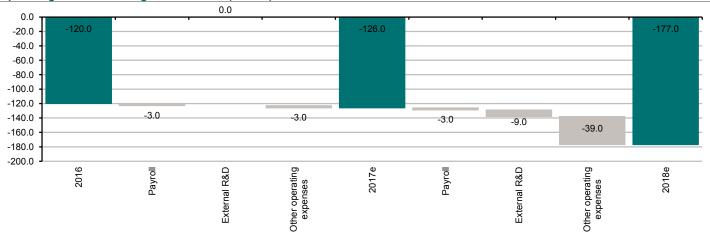
Source: DNB Markets

Upside risks to our investment case

- Our base-case scenario includes a 'standard' regulatory process. If clinical efficacy in some trials is higher than we expect, Targovax could well get an expedited review and hence its drugs could reach the market sooner than we expect.
- Targovax could strike an out-licensing deal sooner and on better terms than we expect. This would be positive and leave it financially stronger than we assume in our forecasts.

Source: DNB Markets

Operating cost base bridge 2016-2018e (NOKm)



Forecast changes - P&L

		New			Old			Change	
(NOKm)	2017e	2018e	2019e	2017e	2018e	2019e	2017e	2018e	2019e
Revenues	0	294	20	0	294	20	0	0	0
Cost of sales	0	0	0	0	0	0	0	0	0
Gross profit	0	294	20	0	294	20	0	0	0
Operating expenses	-126	-177	-180	-129	-177	-180	3	0	0
EBITDA	-126	117	-160	-129	117	-160	3	0	0
EBITDA adj	-126	117	-160	-129	117	-160	3	0	0
EBITDA margin (%)	nm	39.9	nm	high	39.9	-817.2	nm	0.0	nm
Depreciation	0	0	0	0	0	0	0	0	0
EBITA	-126	117	-161	-129	117	-161	3	0	0
EBIT	-126	117	-161	-129	117	-161	3	0	0
EBIT adj	-126	117	-161	-129	117	-161	3	0	0
Net interest	-1	0	0	-1	0	0	0	0	0
Net financial items	-1	0	0	-1	0	0	0	0	0
PBT	-127	117	-161	-130	117	-161	3	0	0
Taxes	0	0	0	0	0	0	0	0	0
Net profit	-127	117	-161	-130	117	-161	3	0	0
Adjustments to net profit	0	0	0	0	0	0	0	0	0
Net profit adj	-127	117	-161	-130	117	-161	3	0	0
Per share data (NOK)									
EPS	-2.41	2.23	-3.05	-3.08	2.78	-3.80	0.67	-0.55	0.75
Other key metrics (%)									
Revenue growth	8.1	735837.5	-93.3	-100.0	high	-93.3	108.1	nm	0.0
EBIT adj growth	nm	nm	nm	7.9	-190.6	-237.2	nm	nm	nm
EPS adj growth	nm	nm	nm	nm	nm	nm	nm	nm	nm
Capex	-2	-2	-3	-2	-2	-3	0	0	0
OpFCF	-127	115	-163	-131	115	-163	3	0	0
Working capital	-15	-15	-15	-15	-15	-15	0	0	0
NIBD adj	-198	-316	-155	-1	-369	-208	-197	53	53

Source: DNB Markets

Quarterly numbers

(NOKm)	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017e (21 2018e	Q2 2018e	Q3 2018e	Q4 2018e
Revenues	0	0	0	0	0	0	0	0	0	0	0
Cost of sales	0	0	0	0	0	0	0	0	0	0	0
Gross profit	0	0	0	0	0	0	0	0	0	0	0
Operating expenses	-32	-25	-31	-27	-34	-27	-38	-44	-44	-44	-44
EBITDA	-32	-25	-31	-27	-34	-27	-38	-44	-44	-44	-44
Depreciation	0	0	0	0	0	0	0	0	0	0	0
EBITA	-32	-25	-31	-27	-34	-26	-38	-44	-44	-44	-44
EBIT	-32	-25	-31	-27	-34	-26	-38	-44	-44	-44	-44
Net interest	-1	-1	-1	0	0	-2	0	0	0	0	0
Net financial items	-1	-1	-1	0	0	-2	0	0	0	0	0
PBT	-33	-26	-32	-27	-34	-28	-39	-44	-44	-44	-44
Taxes	0	0	0	0	0	0	0	0	0	0	0
Net profit	-33	-26	-32	-27	-34	-28	-39	-44	-44	-44	-44
Adjustments to net profit	0	0	0	0	0	0	0	0	0	0	0
Net profit adj	-33	-26	-32	-27	-34	-28	-39	-44	-44	-44	-44
Per share data (NOK)											
EPS	-1.25	-0.61	-0.76	-0.65	-0.80	-0.54	-0.74	-0.84	-0.84	-0.84	-0.84
Growth and margins (%)											
Revenues, QOQ growth	nm	nm	-87.9	50.0	0.0	250.0	-66.7	nm	nm	nm	nm
Revenues, YOY growth	nm	-77.1	nm	nm	nm	-36.4	75.0	nm	nm	nm	nm
EPS adj, YOY growth	nm	nm	nm	nm	nm						
Gross margin	nm	100.0	100.0	100.0	100.0	100.0	100.0	nm	nm	nm	nm
EBITDA adj margin	nm	nm	nm	nm	nm						
Depreciation/revenues	nm	221.2	1775.0	1183.3	1166.7	357.1	1071.4	nm	nm	nm	nm
EBIT adj margin	nm	nm	nm	nm	nm						
Net profit margin	nm	nm	nm	nm	nm						

Source: Company (historical figures), DNB Markets (estimates)

Adjustments to quarterly numbers

(NOKm)	Q2 2016	Q3 2016	Q4 2016	Q1 2017	Q2 2017	Q3 2017	Q4 2017e	Q1 2018e	Q2 2018e	Q3 2018e	Q4 2018e
EBITDA	-32	-25	-31	-27	-34	-27	-38	-44	-44	-44	-44
EBITDA adj	-32	-25	-31	-27	-34	-27	-38	-44	-44	-44	-44
EBITA	-32	-25	-31	-27	-34	-26	-38	-44	-44	-44	-44
EBITA adj	-32	-25	-31	-27	-34	-26	-38	-44	-44	-44	-44
EBIT	-32	-25	-31	-27	-34	-26	-38	-44	-44	-44	-44
EBIT adj	-32	-25	-31	-27	-34	-26	-38	-44	-44	-44	-44
Net profit	-33	-26	-32	-27	-34	-28	-39	-44	-44	-44	-44
Net profit adj	-33	-26	-32	-27	-34	-28	-39	-44	-44	-44	-44

Annual P&L

(NOKm)	2013	2014	2015	2016	2017e	2018e	2019e
Revenues	0	0	0	0	0	294	20
Cost of sales	-4	0	0	0	0	0	0
Gross profit	-3	0	0	0	0	294	20
Operating expenses	-4	-18	-90	-120	-126	-177	-180
EBITDA	-7	-18	-90	-120	-126	117	-160
Depreciation	0	0	0	0	0	0	0
EBITA	-7	-18	-90	-120	-126	117	-161
EBIT	-7	-18	-90	-120	-126	117	-161
Net interest	0	0	0	-3	-1	0	0
Net financial items	0	0	0	-3	-1	0	0
РВТ	-8	-18	-90	-123	-127	117	-161
Taxes	0	0	0	0	0	0	0
Effective tax rate (%)	0	0	0	0	0	0	0
Net profit	-8	-18	-90	-123	-127	117	-161
Adjustments to net profit	0	0	0	0	0	0	0
Net profit adj	-8	-18	-90	-123	-127	117	-161
Day allows date (NOV)							
Per share data (NOK) EPS	-1.81	-1.87	-3.42	-2.90	-2.41	2.23	-3.05
	-1.01	-1.07	-0.42	-2.50	-2.41	2.20	-0.00
Growth and margins (%)		-80.1	101.4	-74.7	8.1	735837.5	-93.3
Revenue growth	nm						
EPS adj growth	nm	nm	nm	nm	nm	nm	nm
Gross margin	nm	100.0	100.0	100.0	100.0	100.0	100.0
EBITDA margin	nm	nm	nm	nm	nm	39.9	nm
EBITDA adj margin	nm	nm	nm	nm	nm	39.9	nm
Depreciation/revenues	0.0	-15.2	-101.4	-756.8	-700.0	-0.1	-1.4
EBIT margin	nm	nm	nm	nm	nm	39.8	nm
EBIT adj margin	nm	nm	nm	nm	nm	39.8	nm
PBT margin	nm	nm	nm	nm	nm	39.8	nm
Net profit margin	nm	nm	nm	nm	nm	nm	nm

Source: Company (historical figures), DNB Markets (estimates)

Adjustments to annual P&L

(NOKm)	2013	2014	2015	2016	2017e	2018e	2019e
EBITDA	-7	-18	-90	-120	-126	117	-160
EBITDA adj	-7	-18	-90	-120	-126	117	-160
EBITA	-7	-18	-90	-120	-126	117	-161
EBITA adj	-7	-18	-90	-120	-126	117	-161
EBIT	-7	-18	-90	-120	-126	117	-161
EBIT adj	-7	-18	-90	-120	-126	117	-161
Net profit	-8	-18	-90	-123	-127	117	-161
Net profit adj	-8	-18	-90	-123	-127	117	-161
Per share data (NOK)							
EPS	-1.81	-1.87	-3.42	-2.90	-2.41	2.23	-3.05

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Cash flow

(NOKm)	2013	2014	2015	2016	2017e	2018e	2019e
Net profit	-8	-18	-90	-123	-127	117	-161
Change in net working capital	0	0	0	0	0	0	0
Cash flow from operations (CFO)	-8	-18	-90	-123	-127	117	-160
Capital expenditure	0	0	1	0	-2	-2	-3
Acquisitions/Investments	0	0	0	0	0	0	0
Cash flow from investing (CFI)	0	0	1	0	-2	-2	-3
Free cash flow (FCF)	-8	-18	-89	-123	-128	115	-163
Net change in debt	0	0	0	1	0	0	0
Other	16	4	9	13	5	2	3
Cash flow from financing (CFF)	16	72	200	120	200	2	3
Total cash flow (CFO+CFI+CFF)	8	54	111	-2	71	117	-160
FCFF calculation							
Free cash flow	-8	-18	-89	-123	-128	115	-163
Less: net interest	0	0	0	3	1	0	0
Less: acquisitions	0	0	0	0	0	0	0
Growth (%)							
CFO	nm	-132.1	-409.4	-36.5	-3.5	192.5	-236.6
CFI	nm	46.0	821.9	-103.2	-3954.1	-33.3	-25.0
FCF	nm	-125.4	-398.3	-38.3	-4.7	189.8	-241.2
CFF	nm	342.4	177.9	-39.8	65.6	-99.0	25.0
FCFF	nm	nm	nm	nm	nm	nm	nm

Balance sheet

(NOKm)	2013	2014	2015	2016	2017e	2018e	2019e
Assets	14	67	545	525	596	714	553
Inventories	0	0	0	0	0	0	0
Trade receivables	6	5	12	14	14	14	14
Other receivables	0	0	0	0	0	0	0
Current financial assets	0	0	0	0	0	0	0
Cash and cash equivalents	8	63	174	172	243	360	200
Current assets	14	67	185	186	257	374	214
Property, plant and equipment	0	0	2	1	1	1	1
Goodwill	0	0	358	338	338	338	338
Other intangible assets	0	0	0	0	0	0	0
Defferred tax assets	0	0	0	0	0	0	0
Non-current financial assets	0	0	0	0	0	0	0
Non-current assets	0	0	360	340	340	340	340
Total assets	14	67	545	525	596	714	553
Equity and liabilities	14	67	545	525	596	714	553
Total equity to the parent	0	61	423	401	468	586	425
Total equity	0	61	423	401	468	586	425
Trade payables	3	3	6	5	5	5	5
Other payables and accruals	11	4	19	25	25	25	25
Short-term debt	0	0	0	0	0	0	0
Total current liabilities	14	7	25	29	29	29	29
Long-term debt	0	0	38	40	44	44	44
Deferred tax liabilities	0	0	59	55	55	55	55
Pension liabilities	0	0	0	0	0	0	0
Other non-current liabilities	0	0	0	0	0	0	0
Total non-current liabilities	0	0	97	95	99	99	99
Total liabilities	14	7	122	124	128	128	128
Total equity and liabilities	14	67	545	525	596	714	553
Key metrics							
Net interest bearing debt	-8	-63	-136	-132	-198	-316	-155

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Valuation ratios

(NOKm)	2013	2014	2015	2016	2017e	2018e	2019e
Enterprise value							
Share price (NOK)		24.62	16.74	11.75	17.50	17.50	17.50
Number of shares (m)	4.20	9.43	26.86	42.19	52.61	52.61	52.61
Market capitalisation		232	450	496	921	921	921
Net interest bearing debt	-8	-63	-136	-132	-198	-316	-155
Adjustments to NIBD	0	0	0	0	0	0	0
Net interest bearing debt adj	-8	-63	-136	-132	-198	-316	-155
EV		170	314	364	722	605	765
EV adj		170	314	364	722	605	765
Valuation							
EPS	-1.81	-1.87	-3.42	-2.90	-2.41	2.23	-3.05
P/E		-13.2	-4.9	-4.0	-7.3	7.8	-5.7
Average ROE	-5510.0%	-57.9%	-37.2%	-29.9%	-29.3%	22.2%	-31.8%
EV/SALES		2339.27	2149.79	9833.16	18054.76	2.05	38.99
EV/SALES adj		2339.27	2149.79	9833.16	18054.76	2.05	38.99
EV/EBITDA		-9.7	-3.5	-3.0	-5.7	5.2	-4.8
EV/EBITDA adj		-9.7	-3.5	-3.0	-5.7	5.2	-4.8
EV/EBIT		-9.6	-3.5	-3.0	-5.7	5.2	-4.8
EV/EBIT adj		-9.6	-3.5	-3.0	-5.7	5.2	-4.8
EV/NOPLAT		-9.6	-3.5	-3.0	-5.7	5.2	-4.8
EV/OpFCF (taxed)		-9.6	-3.5	-3.0	-5.7	5.2	-4.7

Key accounting ratios

	2013	2014	2015	2016	2017e	2018e	2019e
Profitability (%)							
ROA	-107.1	-43.3	-29.4	-23.0	-22.7	17.9	-25.4
Return on invested capital (%)							
Net PPE/revenues	0.0	206.9	1089.0	3510.8	3247.5	0.4	6.6
Working capital/revenues	-2220.7	-2798.6	-9495.2	-40489.2	-37452.5	-5.1	-76.3
Cash flow ratios (%)							
FCF/revenues	-2167.6	-24560.7	-60774.0	-331756.8	-321150.0	39.2	-829.9
FCF/market capitalisation		-7.7	-19.7	-24.8	-14.0	12.5	-17.7
CFO/revenues	-2086.3	-24340.0	-61565.1	-331656.8	-317400.0	39.9	-817.2
CFO/market capitalisation		-7.6	-20.0	-24.8	-13.8	12.7	-17.4
CFO/capex	-2566.6	-11029.1	7782.3	-331656.8	-8464.0	5868.8	-6415.0
CFO/current liabilities	-54.6	-263.8	-353.6	-420.5	-435.0	402.2	-549.5
Cash conversion ratio	103.9	100.8	98.6	99.8	101.0	98.5	101.4
Capex/revenues	81.3	220.7	-791.1	100.0	3750.0	0.7	12.7
Capex/depreciation		1454.5	-780.4	13.2	535.7	714.3	892.9
OpFCF margin	-2128.2	-24454.5	-60589.7	-323100.0	-318650.0	39.2	-829.9
Leverage and solvency (x)							
Interest cover	-37.84	-41.04	-33.52	-26.68	-62.62	nm	nm
EBIT/interest payable	-38.11	-41.86	-34.42	-26.96	-63.12		
EBITA adj/interest payable	-38.11	-41.86	-34.42	-26.96	-63.12		
Cash coverage	-51.97	-228.18	-333.14	-37.31	-125.96		
Net debt/EBITDA	1.12	3.56	1.52	1.10	1.58	-2.69	0.97
Total debt/total capital (BV)	0.00	0.00	0.07	0.08	0.07	0.06	0.08
LTD / (LTD + equity (MV))		0.00	0.08	0.07	0.05	0.05	0.05
Cash conversion cycle							
Inventory turnover days	0.0						
Receivables turnover days	5834.7	23460.7	28892.5	140110.7	129602.4	17.6	264.2
Credit period	260.8	nm	nm	nm	nm	nm	nm
Cash conversion cycle	5573.9						

Important Information

Company: Targovax
Coverage by Analyst: Patrik Ling
Date: 02-11-2017

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The reader may contact the analyst(s) listed on the front page for further information on the models used in the report.

Recommendation structure and risk classification

DNB Markets recommendations are based on absolute performance:

Buy - indicates an expected return greater than 10% within 12 months
Hold - indicates an expected return between 0 and 10% within 12 months
Sell - indicates an expected negative return within 12 months

The return-requirement bands above may be applied with some degree of flexibility depending on the liquidity and volatility characteristics of the individual share.

High risk - Volatility over 40 percent.

Medium risk - Volatility from 25 percent to 40 percent.

Low risk - Volatility under 25 percent.

Current 6 months volatility rates this security as HIGH risk.

Investing in any security is subject to substantial risk. Return on investment may vary greatly.

Careful consideration for possible financial distress should be accounted for before investing in any security.

Price targets are based on a combination of several valuation methods such as discounted cash flow, pricing based on earnings multiples, multiple on book value, net asset value and peer comparison. Substantial material sources for coverage of this company include historical financial figures and communication with the company, and relevant third party information. Recommendations and historical target prices below may not compile all recommendations by DNB Markets, for further information please contact DNB Markets.



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Share positions in the company:	Analyst*	Employees**	DNB***	Update
Number of shares	0	2411	0	02/11/2017

^{*}The analyst or any close associates. **Share positions include people involved in the production of credit and equity research, including people that could reasonably be expected to have access to it before distribution.

Recommendation distribution and corporate clients for the last 12 months

	Buy	Hold	Sell	No_rec	Total
Number	102	74	33	11	220
% of total	46%	34%	15%	5%	
DNB Markets client	16%	5%	2%	2%	56

^{***}Share positions as part of DNB Group. Holdings as part of DNB Markets investment services activity are not included.

DNB Markets | Targovax

2 November 2017

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