

Bioton – what's next for analogs?

The 2023 results were under pressure from declining revenues, mainly from insulin export sales. The company's management is taking initiatives to increase sales in diabetes beyond insulin. With each passing quarter and year, the effect of these measures will become more and more apparent in our view. This is also one direction that, in the long term, could replace the analog project, which is currently fraught with increasing uncertainty, and which we have decided to exclude from the company's valuation. As a result of updating our forecasts and assumptions, we are adjusting the valuation from PLN 5.41 to PLN 4.46 per share. over a 9-month horizon.

Results 2023 – pressured by falling revenues

For the full year 2023, insulin sales amounted to PLN 122.3 million (-34% y/y), of which PLN 67.2 million (-14% y/y) is attributable to the Polish market, and PLN 55.1 million (49% y/y) to exports. Declines in China, Vietnam, Ukraine, Sudan were offset by the company's less profitable sales growth in Lebanon and an increase in sales of goods and materials, which amounted to PLN 40.2 million (+46% y/y) in 2023. EBITDA in 2023 was PLN 50.3 million (-10% y/y), and adjusted for the balance of other operating income and expenses was PLN 30.9 million (-48% y/y).

What's next for analogs?

In its annual report, Bioton announced a possible change in the model of cooperation with Yifan for the production and commercialization of the active ingredients of insulin analogs and the final drug product. This could lead to the transfer of the API and final drug technology to the company, or Yifan supplying the API and the company manufacturing the final drug using Yifan's technology. Although Bioton's management indicates that this does not unequivocally derail the project, we have decided to exclude revenue from the analog project from our forecasts.

Instead of analogs – development of non-insulin offerings

The company's management is working to make the best use of the company's resources and market position. One of the directions is to increase sales outside of insulin (drugs, medical devices, services). In 2023, domestic sales outside of insulin already accounted for approx. 1/3 of turnover, and a year earlier it was about 22%. The company's efforts to introduce new products and devices for measuring blood glucose, and ultimately also contract manufacturing for other pharmaceutical companies (CDMOs), are the main directions for increasing the revenue base in the coming years.

Risks for our forecasts and valuation

The main risk factor we see for our forecasts and valuation is the risk of slower-than-expected growth in sales of goods and materials and lower sales of insulins.

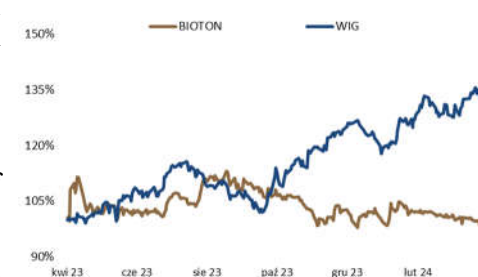
Our valuation is equally based on DCF (PLN 4.42/share) and peers valuation (PLN 3.59/share) and indicates fair price at a 9-month horizon at PLN 4.46/share.

PLN m	2021	2022	2023	2024F	2025F
Revenues	163	233	182	208	222
EBITDA	46	56	50	48	52
EBIT	14	21	15	11	16
Net profit	3	1	2	3	7
P/E (x)	104	211	132	108	43
EV/EBITDA (x)*	8.9	6.2	11.7	6.9	6.0

Source: Bioton (results 2021-23), Noble Securities (forecasts 2024-2025), * EBITDA adjusted for one-offs

**NOBLE
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Current price	3.50 zł
Valuation (9M)	4.46 zł
Upside/downside	27%
Market cap.	PLN 301m
Free float	44.15%
Avg. Vol. 6M	30 694



Source: Bloomberg, Noble Securities

COMPANY PROFILE

Bioton is a recombinant human insulin (RHI) manufacturer and is in a process of development of his own analogue insulin. Main business area of Bioton is diabetology. Capital Group includes feed additives manufacturer (Biolek). At the end of 2023 Company was employing 359 people.

SHAREHOLDERS

Yifan Pharmaceutical Co. Ltd	31.6%
Troqueera Enterprises Ltd	9.9%
Basolma Holding Ltd.	7.2%
AIS Investment 2 sp. z o.o.	6.0%
Pozostali	45.2%

Source: infostrefa.com, Noble Securities

Krzysztof Radojewski
Deputy Head of Research and Advisory
Department
krzysztof.radojewski@noblesecurities.pl
+48 22 213 22 35

VALUATION

We valued Bioton's shares using 2 methods: DCF and peers, assigning them equal weights of 50% (weights unchanged). We set the target price at a 9-month horizon at PLN 4.46 (previously PLN 5.41).

In table below we present valuation summary:

Valuation summary	Weight (x)	Per share (PLN)	Previously (PLN)	Change %
DCF	0.5	4.42	4.58	-3%
Peers	0.5	3.59	4.87	-26%
Average valuation		4.01	4.73	-15%
Target price (9M)		4.46	5.41	-18%
Current price		3.50	3.83	-9%
Upside/downside		27%	41%	

Source: Noble Securities

DCF VALUATION

Assumptions:

- FCF discounted at the beginning of Apr 2024 (previously: at the beginning of Sep 2023),
- Net debt on 31.12.2022 calculated at PLN 62m, effective tax rate at the level of 19% (unchanged),
- Growth rate (g) 2% (unchanged),
- risk free rate 5.45% (avg 10Y Polish Treasuries yield; in last report: 5.64%); beta 1.0 (previously - 1.4, the rationale is described later in the report); market risk premium 5.84% (previously 6.28%).

DCF	2024F	2025F	2026F	2027F	2028F	2029F	2030F	2031F	2032F	2033F
Revenues	208	222	237	255	262	269	277	284	292	301
NOPAT	9	12	17	23	25	27	29	31	34	36
Depreciation and amortization	37	36	35	35	34	33	33	32	31	31
Change in WC	5	-6	-7	-8	-3	-3	-3	-3	-3	-3
CAPEX	-15	-15	-15	-15	-15	-15	-15	-15	-15	-31
FCFF	36	27	30	34	41	42	43	45	47	33
WACC	10,2%	10,2%	10,2%	10,2%	10,2%	10,2%	10,2%	10,2%	10,2%	10,2%
Discount factor	0,91	0,82	0,75	0,68	0,61	0,56	0,51	0,46	0,42	0,38
DFCFF	33	23	23	23	25	23	22	21	19	12
Sum of DFCFF to 2032	224									
Growth rate (g)	2%									
Residual value 2032	577									
Discounted Residual value	217									
Enterprise Value (EV)	441									
Net debt 31/12/2022	62									
Minorities	0									
Equity Value	380									
Shares (m.)	85,9									
Equity Value per share (PLN)	4,42									

Source: Noble Securities

Sensitivity analysis					
Growth rate (g)					
	0%	1%	2%	3%	4%
WACC - 1,0%	4,44	4,76	5,17	5,71	6,46
WACC - 0,5%	4,15	4,42	4,77	5,22	5,83
WACC	3,89	4,13	4,42	4,80	5,30
WACC + 0,5%	3,65	3,86	4,11	4,43	4,85
WACC + 1,0%	3,44	3,62	3,84	4,11	4,46

Below we present Cost of Equity and WACC calculation:

WACC	2024F	2025F	2026F	2027F	2028F	2029F	2030F	2031F	2032F	2033F
Risk free rate	5.45%	5.45%	5.45%	5.45%	5.45%	5.45%	5.45%	5.45%	5.45%	5.45%
Market risk premium	5.84%	5.84%	5.84%	5.84%	5.84%	5.84%	5.84%	5.84%	5.84%	5.84%
Beta	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0	1.0
Cost of equity	11.3%	11.3%	11.3%	11.3%	11.3%	11.3%	11.3%	11.3%	11.3%	11.3%
Effective tax rate	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%	19.0%
Cost of debt	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%	7.50%
Cost of debt after tax bracket	6.08%	6.08%	6.08%	6.08%	6.08%	6.08%	6.08%	6.08%	6.08%	6.08%
Net debt/EV	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
WACC	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%

Source: Noble Securities

PEERS VALUATION

We've based comparative analysis on foreign insulin manufacturers. In valuation process we've taken into account P/E, EV/EBITDA and EV/Sales multiples in 2024-2026 (we have assigned 50% each to P/E and EV/EBITDA). We applied a 20% discount to the final valuation to take into account the fact that the comparable companies are larger, have a more established market position and mostly pay dividends. **On the base of peers valuation, we valued Bioton at PLN3.59/share (previously PLN4.87/share).**

Summary of peers valuation:

Company	Market cap. (PLN m)	P/E (x)			EV/EBITDA (x)		
		2024F	2025F	2026F	2024F	2025F	2026F
NOVO NORDISK-B	1 596 121	37,4	30,2	25,0	28,2	22,9	19,3
ELI LILLY & CO	2 381 358	60,0	41,3	30,6	49,2	34,9	27,2
SANOFI	603 794	11,3	10,0	9,2	8,2	7,3	6,8
MERCK & CO	1 188 930	14,6	12,8	11,7	11,9	10,5	9,9
TONGHUA DONGBA-A	12 678	16,2	14,2	12,6	11,3	10,0	9,4
BIOCON LTD	17 318	53,4	31,6	20,2	16,9	13,6	11,0
		0,0	0,0	0,0	0,0	0,0	0,0
Median		26,8	22,2	16,4	14,4	12,1	10,5
Bioton	301	132,1	107,9	42,6	11,7	6,9	6,0
Premium/discount to median (%)		393%	386%	159%	-19%	-42%	-42%
Implied fair value of Bioton		0,9	1,8	2,4	7,6	7,1	7,1
Weight		16,7%	16,7%	16,7%	16,7%	16,7%	16,7%
Premium/discount applied					-20%		
Implied fair value of Bioton					3,59		

Sorce: Bloomberg, Noble Securities, data on 17/04/2024 r. at 2:27 p.m.

Indicator	2020	2021	2022	2023	2024F	2025F	2026F
EPS, Adj+	0,40	0,03	0,02	0,03	0,03	0,08	0,14
Revenue	222	163	233	182	208	222	237
Gross Margin %	47%	48%	41%	40%	41%	41%	42%
Operating Profit	49	14	21	15	11	16	21
EBIT	49	14	21	15	11	16	21
EBITDA	80	46	56	50	48	52	57
Pre-Tax Profit	42	8	5	7	3	9	15
Net Income Adj+	34	3	1	2	3	7	12
Net Debt	88	101	67	62	32	10	-16
BPS	7,2	7,0	7,0	7,0	7,0	7,1	7,2
CPS	0,49	0,06	0,65	0,46	0,56	0,51	0,54
DPS	0	0	0	0	0	0	0
Return on Equity %	5%	0%	0%	0%	0%	1%	2%
Return on Assets %	4%	0%	0%	0%	0%	1%	1%
Depreciation	17	14	14	23	23	23	23
Amortization	15	17	21	12	14	13	13
Free Cash Flow	37	-7	27	-5	33	29	32
CAPEX	5	13	30	44	15	15	15

Source: Bioton, Noble Securities Calculations

Profit and loss account	2020	2021	2022	2023	2024F	2025F	2026F
Net revenues	222	163	233	182	208	222	237
Gross profit from sales	105	78	96	73	84	91	98
Cost of sales	35	32	35	41	37	38	39
SG&A costs	39	28	30	30	31	32	33
R&D costs	4	5	5	6	6	6	6
Other operating revenues and expenses	22	1	-4	19	0	0	0
EBIT	49	14	21	15	11	16	21
Financial income and costs	-7	-6	-16	-8	-8	-7	-6
Profit before tax	42	8	5	7	3	9	15
Income tax	8	5	4	5	1	2	3
Net profit	34	3	1	2	3	7	12
Deprecation and amortization	32	32	34	35	37	36	35
EBITDA	80	46	56	50	48	52	57

Source: Bioton (2020-23), Noble Securities (2024F-2026F)

Balance Sheet	2020	2021	2022	2023	2024F	2025F	2026F
Assets	867	848	810	822	826	831	841
Non-current Assets	716	673	657	655	634	613	592
Tangible assets	310	286	275	275	264	253	243
Intangible assets	370	362	363	364	353	343	332
Other non-current assets	36	26	19	17	17	17	17
Current Assets	151	175	153	167	193	218	249
Inventories	90	125	111	118	118	125	132
Trade receivables	38	39	31	43	45	48	51
Cash and cash equivalents	22	9	9	4	28	44	63
Other current assets	1	2	1	2	2	2	2
Liabilities	867	848	810	822	826	831	841
Equity	620	605	606	606	609	616	629
Non-current liabilities	90	78	63	50	50	50	50
Loans, borrowings and other financial liabilities	39	29	19	13	13	13	13
Deferred tax liabilities	0	0	0	0	0	0	0
Other	51	48	44	37	37	37	37
Current liabilities	157	166	141	166	167	164	162
Loans, borrowings and other financial liabilities	71	81	58	53	47	41	35
Accounts payable	50	37	36	54	62	65	69
Other	36	49	47	59	59	59	59

Source: Bioton (2020-23), Noble Securities (2024F-2026F)

Cash flow statement	2020	2021	2022	2023	2024F	2025F	2026F
Profit before tax	34	3	1	2	3	7	12
Depreciation and amortization	32	32	34	35	37	36	35
Other	6	18	-26	4	3	7	6
Change in working capital	-29	-47	46	-2	5	-6	-7
	0	0	0	0	0	0	0
CF from operating activities	42	6	56	40	48	44	47
CAPEX	5	13	30	44	15	15	15
Divestments and other	0	9	0	7	0	0	0
CF from investment activities	-5	-4	-29	-37	-15	-15	-15
Increase of share capital	0	0	0	0	0	0	0
Change of financial liabilities	-19	-9	-10	-6	-6	-6	-6
Other	3	-6	-16	-7	-8	-7	-6
Dividends and other proceeds to shareholders	0	0	0	0	0	0	0
CF from financial activities	-22	-15	-26	-3	-14	-13	-12
CF	15	-14	1	-1	19	16	20
Cash at the beginning of the period	7	22	8	9	8	28	44
Cash at the end of the period	22	8	9	8	28	44	63

Source: Bioton (2020-23), Noble Securities (2024F-2026F)

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Analyst preparing the Report: Krzysztof Radojewski

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Recent research concerning Bioton SA

Direction	na	na	na	na	na	na
Date	26/07/2019 8:58	05/05/2020 17:30	24/07/2020 18:09	06/11/2020 10:00	20/04/2021 8:55	07/09/2021 8:35
Stock price at the date of report	5.26	3.89	4.64	4.35	5.56	4,97
Valuation per share	7.48	6.37	6.79	7.29	8.02	7,70
WIG Index at the date of report	60 249.72	45 018.81	51 672.44	48 392.71	59 785.22	70 970.40

Recent research concerning Bioton SA

Direction	na	na	na	na
Date	19.04.2022 10:40	06.09.2022 8:35	20.04.2023 5:10 p.m.	19.09.2023 9:35 a.m.
Stock price at the date of report	4.12	3.75	3.54	3.83
Valuation per share	7.15	4.68	5.34	5.41
WIG Index at the date of report	63 760.06	49 380.47	62 756.88	66 439.42

All recommendations distributed by NS in last 12 months:

Company	Direction	Cena docelowa (4)	Price at publication	Current price	Difference to price target	Date of publication (1)	Validity date (2)	Prepared by (3)
Toya	na	11,5	7,2	7,38	56%	11.04.2024	9M	Dariusz Nawrot
Captor Therapeutics	Buy	131,1	75,0	81,00	62%	11.04.2024	9M	Krzysztof Radojewski
LW Bogdanka	Sell	22,7	33,7	34,80	-35%	10.04.2024	9M	Michał Sztabler
MCI Capital	md	40,7	25,1	26,90	51%	05.04.2024	9M	Krzysztof Radojewski
Torpol	Reduce	35,5	38,0	34,20	4%	19.03.2024	9M	Dariusz Nawrot
Dino Polska	Accumulate	445,1	412,0	365,60	22%	19.03.2024	9M	Dariusz Dadej
Eurocash	Hold	15,7	15,0	13,48	16%	19.03.2024	9M	Dariusz Dadej
CD Projekt	Buy	192,8	106,2	118,50	63%	05.03.2024	9M	Mateusz Chrzanowski
Torpol	Hold	31,5	30,4	34,20	-8%	05.03.2024	9M	Dariusz Nawrot
Celon Pharma	Buy	25,5	14,9	15,00	70%	05.03.2024	9M	Krzysztof Radojewski
Tauron PE	Reduce	3,1	3,6	2,93	5%	01.03.2024	9M	Michał Sztabler
LPP	Buy	19282,0	16000,0	15920,00	21%	16.02.2024	9M	Dariusz Dadej
Forte	Accumulate	25,2	23,8	22,90	10%	12.01.2024	9M	Dariusz Dadej
Torpol	Buy	28,3	23,1			18.12.2023	9M	Dariusz Nawrot
Amica	Buy	109,2	80,7	72,70	50%	12.12.2023	9M	Mateusz Chrzanowski
MCI Capital	na	40,3	23,7			08.12.2023	9M	Krzysztof Radojewski
Answear.com	Hold	31,8	31,2	24,15	32%	07.12.2023	9M	Dariusz Dadej
Sonel	na	12,4	11,7	14,35	-14%	05.12.2023	9M	Michał Sztabler
Ailleron	Accumulate	22,7	19,2	15,06	51%	04.12.2023	9M	Dariusz Dadej
Celon Pharma	Buy	29,1	14,2			01.12.2023	9M	Krzysztof Radojewski
LW Bogdanka	Reduce	28,6	33,8	34,80	-18%	30.11.2023	9M	Michał Sztabler
Captor Therapeutics	Buy	137,1	86,8	81,00	69%	29.11.2023	9M	Krzysztof Radojewski
MO-BRUK	Buy	390,3	290,0	327,00	19%	23.11.2023	9M	Dariusz Dadej
XTB	Buy	67,7	35,0	58,48	16%	23.11.2023	9M	Mateusz Chrzanowski
Selvita	Accumulate	72,6	60,3	71,80	1%	22.11.2023	9M	Krzysztof Radojewski
Apator	Accumulate	16,9	14,9	14,60	16%	21.11.2023	9M	Michał Sztabler
Molecure	Buy	23,5	17,9	16,22	45%	20.11.2023	9M	Krzysztof Radojewski
Aplisens	na	29,3	22,4	23,20	26%	17.11.2023	9M	Michał Sztabler
Pepco Group	Hold	19,0	19,8	19,10	-1%	15.11.2023	9M	Dariusz Dadej
Ryvu Therapeutics	Buy	77,7	56,0	54,60	42%	10.11.2023	9M	Krzysztof Radojewski
TIM	Zakończona	40,6	47,7			06.11.2023	9M	Michał Sztabler
LPP	Buy	16795,0	13000,0			20.10.2023	9M	Dariusz Dadej
Auto Partner	Buy	33,9	22,8	23,85	42%	04.10.2023	9M	Mateusz Chrzanowski
InterCars	Buy	708,0	557,0	527,00	34%	04.10.2023	9M	Mateusz Chrzanowski
Mabion	na	23,6	17,0	16,56	43%	02.10.2023	9M	Krzysztof Radojewski
Wielton	Buy	10,2	8,4	8,44	21%	19.09.2023	9M	Michał Sztabler
Dino Polska	Accumulate	431,8	378,1			19.09.2023	9M	Dariusz Dadej
Eurocash	Hold	15,0	14,8			19.09.2023	9M	Dariusz Dadej
Bioton	na	5,4	3,8	3,50	55%	19.09.2023	9M	Krzysztof Radojewski
Unibep	na	12,5	10,4	10,25	22%	15.09.2023	9M	Dariusz Nawrot
Photon Energy	na	13,9	10,8	7,70	81%	11.09.2023	9M	Michał Sztabler
Toya	na	10,1	6,3			07.09.2023	9M	Dariusz Nawrot
Mabion	na	22,9	18,0			07.09.2023	9M	Krzysztof Radojewski
Pepco Group	Buy	42,1	32,0			30.08.2023	9M	Dariusz Dadej
LW Bogdanka	Accumulate	42,3	38,6			31.07.2023	9M	Michał Sztabler
Torpol	Buy	22,6	18,0			18.07.2023	9M	Dariusz Nawrot
Forte	Accumulate	31,0	28,0			17.07.2023	9M	Dariusz Dadej
Tauron PE	Buy	4,2	2,8			07.07.2023	9M	Michał Sztabler
STS Holding	Sell	16,3	24,3			04.07.2023	9M	Mateusz Chrzanowski
Answear.com	Buy	48,0	34,5			04.07.2023	9M	Dariusz Dadej
Molecure	Accumulate	25,1	21,3			30.06.2023	9M	Krzysztof Radojewski
Celon Pharma	Buy	32,6	15,9			30.06.2023	9M	Krzysztof Radojewski
Captor Therapeutics	Buy	183,6	149,0			30.06.2023	9M	Krzysztof Radojewski
Ryvu Therapeutics	Buy	81,3	60,0			30.06.2023	9M	Krzysztof Radojewski
Apator	Accumulate	19,2	16,2			27.06.2023	9M	Michał Sztabler
Ailleron	na	30,0	23,4			18.05.2023	24M	Dariusz Dadej
Sonel	na	12,9	10,6			17.05.2023	24M	Michał Sztabler
TIM	na	41,6	49,2			16.05.2023	24M	Michał Sztabler
MO-BRUK	Accumulate	337,2	290,0			09.05.2023	9M	Dariusz Dadej
Selvita	Accumulate	83,0	74,6			08.05.2023	9M	Krzysztof Radojewski
XTB	Buy	78,9	35,3			26.04.2023	9M	Mateusz Chrzanowski
Aplisens	na	20,3	17,3			21.04.2023	24M	Michał Sztabler
Bioton	na	5,3	3,5			20.04.2023	24M	Krzysztof Radojewski
MCI Capital	na	36,1	19,5			20.04.2023	24M	Krzysztof Radojewski

(1) Date of publication is simultaneously date of first publication, (2) recommendation is valid for a period of 9 months, unless it is previously updated,

(3) Job position: Krzysztof Radojewski – Deputy Head of Research and Advisory Department, Michał Sztabler – Equity Analyst, Dariusz Dadej - Equity Analyst, Mateusz Chrzanowski - Junior Equity Analyst, Dariusz Nawrot - Senior Equity Analyst

MARKET RESEARCH DEPARTMENT

Sobiesław Kozłowski, MPW

sobieslaw.kozlowski@noblesecurities.pl

tel: +48 22 213 22 39

model portfolios

Krzysztof Radojewski

krzysztof.radojewski@noblesecurities.pl

biotechnology

Michał Sztabler

michal.sztabler@noblesecurities.pl

tel: +48 22 213 22 36

industrials, utilities, mining

Dariusz Dadej

dariusz.dadej@noblesecurities.pl

tel: +48 22 660 24 83

retail, industrials

Krzysztof Ojczyk, MPW

krzysztof.ojczyk@noblesecurities.pl

tel: +48 12 422 31 00

technical analysis

Mateusz Chrzanowski

mateusz.chrzanowski@noblesecurities.pl

industrials, automotive, gaming, XTB

Dariusz Nawrot

dariusz.nawrot@noblesecurities.pl

tel. +48 783 391 515

industrials, construction, developers, chemistry

Jacek Borawski

jacek.borawski@noblesecurities.pl

technical analysis

