

## Full Company Report

28 June 2018

### Buy

from

**Share price: EUR 2.20**

closing price as of 27/06/2018

**Target price: EUR 3.10**

**Upside/Downside Potential 40.9%**

Reuters/Bloomberg

ADLB.MC/ADL SM

**Market capitalisation (EURm) 75**

Current N° of shares (m) 34

**Free float 9%**

Daily avg. no. trad. sh. 12 mth 9

Daily avg. trad. vol. 12 mth (m) 7.78

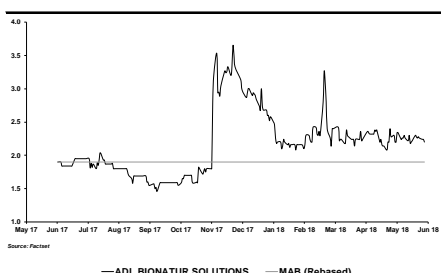
Price high/low 12 months 1.46 / 3.65

Abs Perfs 1/3/12 mths (%) -3.51/2.80/15.79

Key financials (EUR)	12/17	12/18e	12/19e
Sales (m)	15	29	57
EBITDA (m)	(10)	(1)	10
EBITDA margin	nm	nm	17.6%
EBIT (m)	(12)	(5)	6
EBIT margin	nm	nm	11.2%
Net Profit (adj.)(m)	(13)	(6)	4
ROCE	-18.8%	-5.3%	6.6%
Net debt/(cash) (m)	32	41	43
Net Debt Equity	1.2	1.2	1.1
Net Debt/EBITDA	-3.2	-30.7	4.3
Int. cover(EBITDA/Fin.int)	(9.9)	(1.1)	6.9
EV/Sales	8.6	3.8	2.2
EV/EBITDA	nm	nm	12.6
EV/EBITDA (adj.)	nm	nm	12.6
EV/EBIT	nm	nm	19.8
P/E (adj.)	nm	nm	24.5
P/BV	3.9	2.1	2.3
OpFCF yield	-19.0%	-32.1%	-2.3%
Dividend yield	0.0%	0.0%	0.0%
EPS (adj.)	(0.38)	(0.17)	0.09
BVPS	0.77	1.03	0.95
DPS	0.00	0.00	0.00

### Shareholders

Black Toro Capital 85%; Victor Infantes 6%;



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## The resurgence of the Phoenix bird

ADL is focused on the manufacturing of products derived from fermentation and APIs (Active Principle Ingredients) for third parties and in-house development of animal health products. Fair value EUR3.1/share and Buy recommendation.

- ✓ ADL Bionatur Solutions was born from the inverse acquisition (April 2018) of ADL Biopharma (previously Antibióticos S.A.) focused on chemical-pharmaceutical biotechnology and Bionaturis (BNT) a biotechnology group focused on the veterinary sector and trading on the MAB since 2012. The reason behind the integration is to obtain relevant synergies in costs and revenues, based on the two companies' highly complementary grade. The operation was structured via a capital increase of 28.8m Bionaturis shares, with contributions in kind and ADL's commitment to acquire the shares (Black Toro Capital or BTC). The exchange rate valued shares at EUR2.64/share, of which 15% was kept by BNT's partners and 85% by ADL. Among the shareholders we highlight BTC and Victor Infante – founder of Bionaturis.
- ✓ The resulting company seeks finance to increase production capacity and complete the renovation of the plant. The capital increase will be for a maximum EUR15m (~20% over the current capital) and 6.85m shares will be issued (20% of the total) at a minimum price of EUR2.2/share (EUR0.05/share face value and EUR2.15/share issuance premium). In addition, it would increase the currently low free float.
- ✓ Once the integration between the two companies takes place, the resulting entity, ADL Bionatur Solutions, will be focused mainly on elaborating higher added value products for human wellbeing obtained via fermentation and to a lesser extent it will also focus on the production of active principles derived from penicillin and the development of in-house animal health products. The mentioned markets all present positive growth forecasts of high single digits for coming years.
- ✓ We estimate strong operating growth during the period 2018-23e with positive EBITDA as from 2019e and debt under control for which we estimate ND/EBITDA 2x 2020e; much of the gross debt being soft loans with public entities related with the reindustrialisation of the plant. We estimate accumulated FCF (ex-dividends) of EUR23m for the period 2018-23e that will be used in various projects for organic growth and to reduce leverage.
- ✓ We value the company via the DCF method and offer three scenarios: **1) base:** including 50% risk factor on Bionaturis' activities (WACC 10.2%; g 2%) EUR3.1/share; **2) optimistic:** not including a risk factor, EUR4.2/share; and **3) pessimistic:** including 100% risk factor on Bionaturis' activities, fair value EUR2.0/share.



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## Investment Case

### Recurrent activity well positioned with in-house product

ADL Bionatur Solutions is a reference in third party services of products derived from fermentation and well positioned in the area of animal health, both for the livestock sector and pets.

A differentiating factor is the GMP-credited plant (Good Manufacturing Practices) by the main agencies around the world (EMA, FDA) located in Leon, with high capacity for fermentation-derived products.

The majority of the investments are earmarked to update the plant with the intention of increasing capacity, with which we expect investments reaching up to 60% sales in 2018e (reducing by 2% from then on, maintenance capex) although some of these investments will go to the ongoing development of R+D projects to increase the product portfolio.

The imbalance between offer and demand, in terms of capacity in the fermentation sector will trigger contracts to outsource industrial process. In addition, the arrival of smaller players, lacking the industrial capacity would allow relevant recurrent revenues. Meanwhile, the Company's target is to reach an important in-house product portfolio.

### Growth and potential value creation

The fact ADL Bionatur Solutions is well positioned in the sector, with differentiating elements such as: 1) low utilization levels of installations; 2) growth due to the large unused portion of plants and moderate investments that to increase capacity; 2) in-house product manufacturing; 4) prestigious team; and 5) solvent shareholder structure, increasing growth probabilities and value creation. Our base scenario points to EUR3.1/share fair value and positive EBITDA as from 2019e.

### Agreement with Wacker Biosolutions: Future M&A in sight?

In 2016, an agreement was signed with the Wacker group for the use of various assets, under a 10 year rental agreement, with 3 year renewals with a maximum of 20 years, and sold the industrial equipment for the treatment of fermented products (EUR9.5m). Until 31<sup>st</sup> of January 2018 ADL continued to use the installations, abandoned on said date.

In addition the agreement establishes that Wacker will carry-out the services that ADL required at the time (according to the conditions agreed) and ADL had a commitment to realise certain services so that Wacker could carry out its activity (maintenance, Administration, etc) resulting in EUR0.5m recurrent revenues per year as from 2018e.

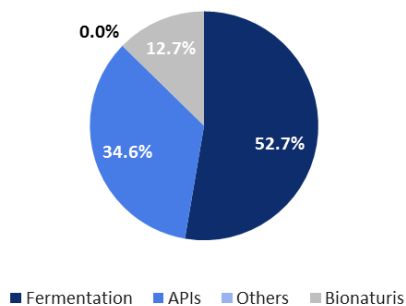
The aforementioned forms part of the strategic agreement with an important partner (EUR5.8bn market cap), who is leader in the fermentation segment with the intention to implement its biotech affiliate in Spain.

In our conversations, the Company stated that the construction of a new plant with similar characteristics to the one in Leon would require an investment of EUR300-400m. Therefore, in our opinion, it is quite likely that a large sector player with capacity requirements could put the Company within its sights.

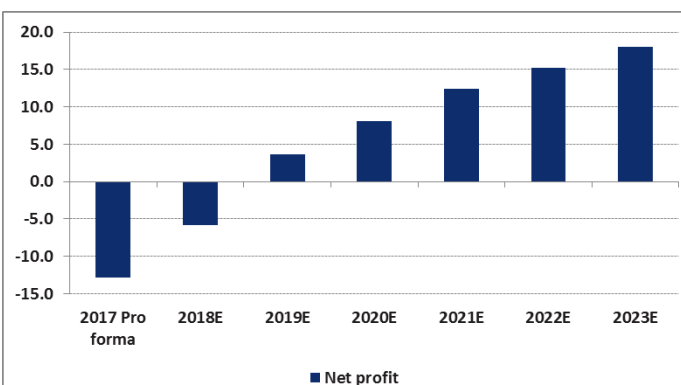
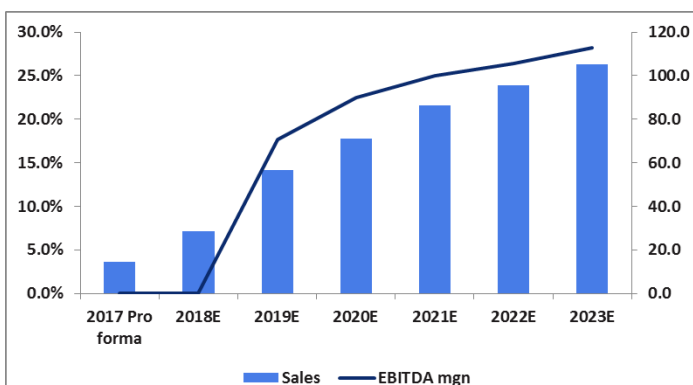
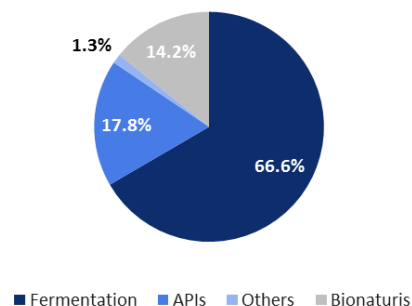
In addition, throughout Wacker's history, it seems the company is more inclined to make acquisitions rather than increase installed capacity.

## ADL Bionatur Solutions at a glance

### Revenues breakdown



### Revenues breakdown 2023E



\*GVC Gaesco Beka & Company data

## Inverse integration. ADL Bionatur Solutions is born



ADL Bionatur Solutions, is an industrial company rising from the inverse acquisition of two companies in April 2018.

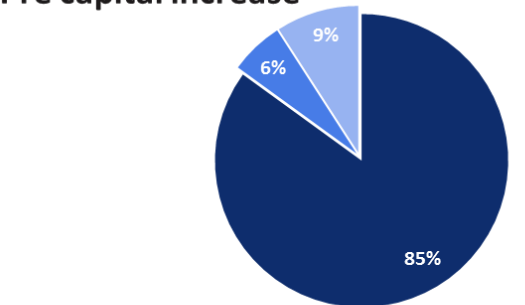
On one hand, Antibióticos de León (ADL, henceforth) is an industrial company focused on biotechnology and chemical-pharmaceutical with two main business lines: 1) manufacturing of APIs; and 2) manufacturing of higher added value products for human wellbeing obtained via fermentation under CMO (Contract Manufacturing Organisation) contracts. ADL rises from the assets held by Antibióticos SA, pharmaceutical company created in 1949 that following a number of changes in management teams, in May 2013 declared bankruptcy. In November 2014, Black Toro Capital (BTC) acquired the mentioned assets (excluding liabilities) for EUR9m and the new company was named "Antibióticos de León S.L.U".

On the other hand, Bionaturis (BNT, henceforth) is a biotechnology group focused on the development of biological drugs for the veterinary sector, specialized in the prevention, diagnosis and treatment of illnesses and positioned as the reference partner for higher added value products. Currently, BNT carries out its activity via three companies: 1) Biorganic Research and Services; 2) Biobide; y 3) ZIP Solutions.

ADL Bionatur Solutions is born with the objective of complementing each of the various parts. On one hand, Bionaturis is the leader in animal health contributing its bioprocess technology as well as R+D development capacity, in-house product and third party license agreements. On the other, ADL contributes its high industrial capacity and know-how to the sector, as well as important fermentation and API production capacities, carried out for international companies.

The operation was structured as an inverse acquisition, with a 28.8m capital increase realised by Bionaturis, contributions in kind and with the ADL's sole shareholder's (Black Toro Capital) commitment to acquire said shares. The exchange rate valued the shares at EUR2.64/sh, leaving 15% for BNT's partners and 85% for ADL's partner.

**Pre capital increase**



\*GVC Gaesco Beka

■ BTC ■ Víctor Infante ■ Free float

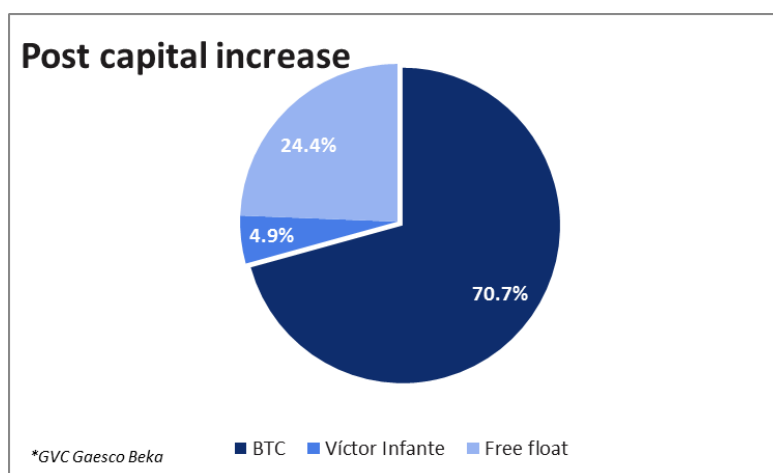
## Capital increase

On 13th July, ADL Bionatur Solution, will celebrate an extraordinary general meeting with the intention of approving a capital increase of 6.85m shares at EUR0.05/share face value and a minimum issuance premium of EUR2.15/share. Therefore, with an issuance price of EUR2.2/share minimum (0% discount vs. last closing price) to capture EUR15m, although the final issuance price is yet to be set.

The amount the Company intends to obtain through the capital increase will be used to:

- Increase capacity of the plant located in Leon. The intention is to update 4 fermenters that are currently obsolete together with the adjoining technology needed for the correct working of the fermentation. Although the requirements amount to EUR18m, EUR13m from the capital increase will be used and the rest via other financial processes (bank loan, shareholders, sales & lease back, etc).
- Financing working capital ~EUR 1m
- Cushion of ~EUR 1m for possible technological acquisitions arising.

Beyond the capital requirements, the intention behind the capital increase is to improve free-float, giving entrance to new investors. In light of the current context of the stock market and lack of floating capital, it would improve liquidity volumes and reduce volatility in the stock to some extent. To this regard, we do not rule out more operations with the same target in the future (progressive divestment of BTC, more capital increases, etc).



## Market scenario

Once the integration of the two companies takes place, the resulting company, ADL Bionatur Solutions, will maintain and boost the current business lines, focusing mainly on elaborating higher added value products for human wellbeing and fine chemical obtained via fermentation, and to a lesser extent will focus on producing principle active ingredients derived from penicillin and in the development of in-house products for animal health.

### Fermentation market

Fermentation is a process used since ancient times for the production of food and drinks (bread, cheese, alcohol, etc) although also used to manufacture pharmaceuticals, plastics, fibres, fuels as well as detergents, cosmetics and animal feed. This process has accelerated in recent times thanks to the genetic manipulation from which we could say that “any” element could be obtained via fermentation.

Currently commercial fermentation processes							
<b>Alcohols &amp; Ketones</b>	<ul style="list-style-type: none"> <li>Ethanol</li> <li>Butanol</li> <li>BDO</li> <li>Acetone</li> </ul>	<b>Organic acids</b>	<ul style="list-style-type: none"> <li>Citric</li> <li>Lactic</li> <li>Succinic</li> </ul>	<b>Polymers</b>	<ul style="list-style-type: none"> <li>Xanthan</li> <li>PHA</li> </ul>	<b>Anti-biotics</b>	<ul style="list-style-type: none"> <li>Beta-lactam</li> <li>Tetracycline</li> <li>Clavulic acid</li> </ul>
<b>Amino acids</b>	<ul style="list-style-type: none"> <li>MSG</li> <li>Lysine</li> <li>Threonine</li> <li>Tryptophan</li> </ul>	<b>Biogas</b>	<ul style="list-style-type: none"> <li>Methane</li> </ul>	<b>Vitamins</b>	<ul style="list-style-type: none"> <li>Vitamin C</li> <li>Vitamin B2</li> <li>Vitamin B12</li> </ul>	<b>Industrial enzymes</b>	<ul style="list-style-type: none"> <li>Amylase</li> <li>Cellulase</li> <li>Lipase</li> <li>Protease</li> </ul>

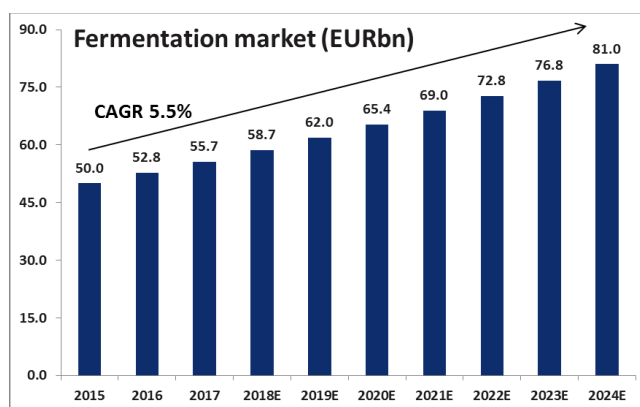
  

Selection of future developments based on current research (ranging from theoretical research to testing plant phase)*							
<b>Alkanes</b>	<ul style="list-style-type: none"> <li>Nonane</li> <li>Tetra-decane</li> </ul>	<b>Olefins</b>	<ul style="list-style-type: none"> <li>Butadiene</li> <li>Isoprene</li> <li>Propene</li> <li>Farnesene</li> </ul>	<b>Amines</b>	<ul style="list-style-type: none"> <li>Histamine</li> <li>Tyramine</li> </ul>	<b>Esters</b>	<ul style="list-style-type: none"> <li>Malonyl-ACP</li> </ul>
<b>Dyes</b>	<ul style="list-style-type: none"> <li>Various dyes (e.g. Indigo)</li> </ul>	<b>Microbial oils</b>	<ul style="list-style-type: none"> <li>Biodiesel</li> </ul>				

\*Selection based on interviews and in-depth research that showed these products are currently produced on a very small scale, e.g. farnesene is produced on laboratory scale of appr. 0.04 million tons per year  
 Note: Yeasts and other microorganisms excluded from the scope of this study  
 Source: BCC Research, FO Licht Renewable Chemicals Database, Deloitte Analysis

*\*Opportunities for the fermentation-based chemical industry. Deloitte, September 2014*

In 2015, the fermentation market reached EUR50bn and is expected to reach cumulative annual growth rate (CAGR) of +5.5% to EUR81bn in 2024e, leaning on cost and time savings as well as the ongoing development in the use of ecologic technologies on behalf of both consumers and administrations.



*\*Gran View Research 2017*

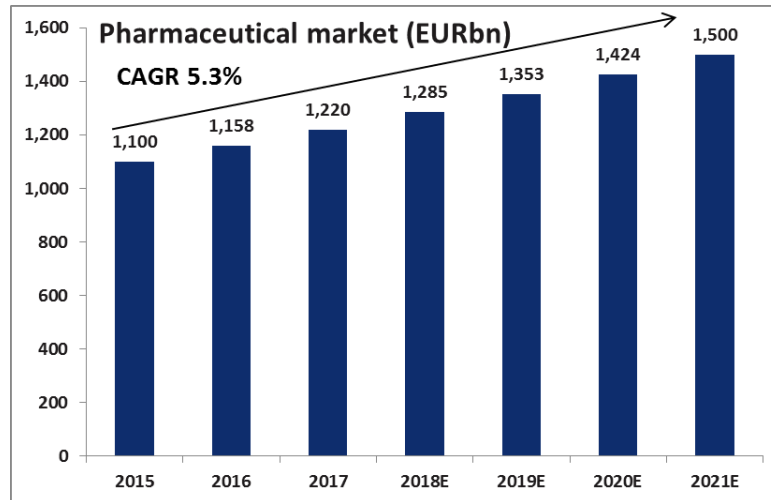
Industry and fuels, are the main segments using fermentation representing around 45% of the market. Food and beverages is the second and implies 22% of the market. The highest growth segment is estimated to be plastics and fibres, from current 8.5% to 9.2% in 2024e, boosted by the rise in demand for bioplastics and the use of PTT in the textile industry. In addition, pharmaceuticals and nutrition are expected to be the second group in terms of highest growth (current 16.6% vs. 17% 2024e) leaning on the increasing use of biological processes in the pharmaceutical industry.

## Pharmaceutical market

According to industrial sources, the global pharmaceutical market surpassed USD 1,100tn at 2015 year-end and is estimated to reach USD 1.500tn, reflecting CAGR +5.3% leaning on the improving economic scenario, aging population as well as new product launchings. Although the focus is on biological or biosimilar products, small molecules will continue to dominate the market with 76% market share. Low growth is expected in these as these are products that are exposed to patent maturities during the period 2017-21 (USD 147,000m).



Worth mentioning, generic pharmaceuticals will reach CAGR of +6% during the period, leaning on the opportunities from patent maturities. We must bear in mind that although generics is a relatively smaller market (mainly due to price) it represents 88% of the total volume of medication dispensed.



*\*Results healthcare. Pharma & Biotech 2017*

As mentioned, the growth focus is on biological and biosimilar products (those that proceed from live organisms and not chemical compounds) and is expected to growth +10% per year until becoming the second ranking segment in 2021e.

The main industrial trends are:

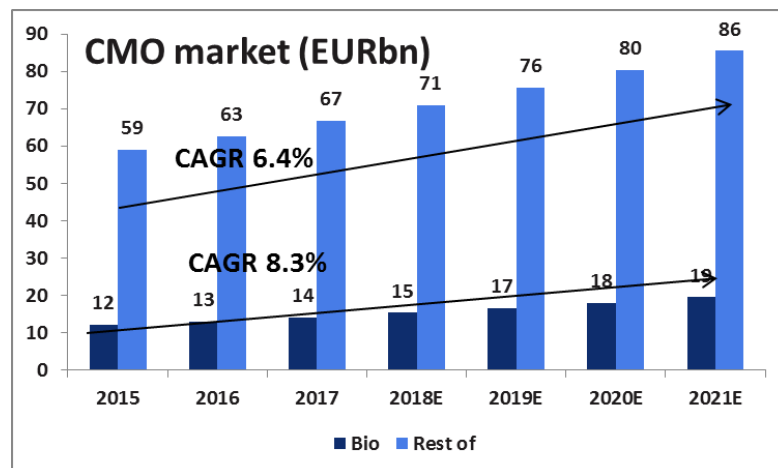
- Sustainability of the health system (payers desire more proof on the efficacy of products and at lower prices), with the consequent drop in the returns on development.
- Financial restriction
- Emphasis on safety and efficiency.

### **CMO market (Contract Manufacturing Outsourcing): third party manufacturing services.**

This trend arises from the long-term capacity reduction carried out by pharmaceutical companies (due to the loss of patents), lower import barriers, R+D growth and the success of CROs (Contract Research Outsourcing) which had already set a precedent in outsourcing within the pharmaceutical industry. In 2015, this outsourcing market represented 25%, reaching USD71bn and is expected to grow at CAGR +6.6% up to USD105bn in 2021e. The mentioned will lean on sales from product manufacturers exposed to patent maturities for the period 2017-21 (USD 147,000m) and as third party manufacturing trends end.

Within this market, biotechnology and biosimilar products represented 17%, up to USD 12bn. However, growth is expected to surpass the market, up to 8.3% until 2021e.





\*Results healthcare. Pharma & Biotech 2017

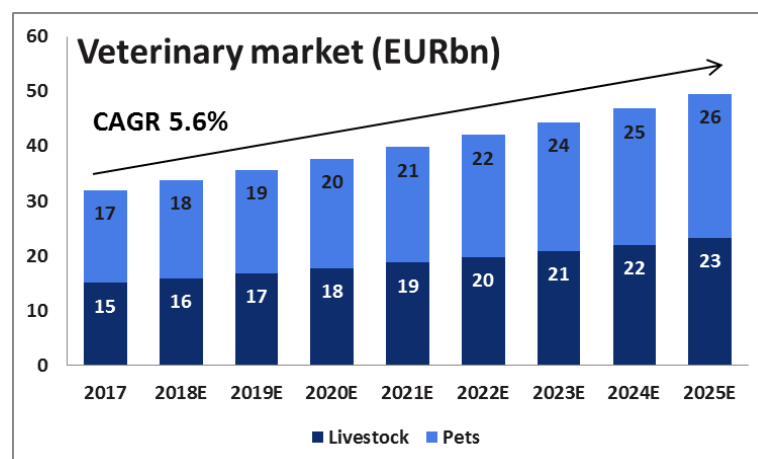
In addition, the new genetic manipulation processes, permitted in practically all types of fermentation products, encourages SMEs to investigate the manner to produce higher added value products. These companies require third parties to develop the scaling productions.

## Veterinary market

The industry for animal health is divided in two segments:

- Livestock sector (47% of the industry): market characterised by the high business volumes and encouraged by economic interest (profitability on livestock, in a market with growing demand).
- Pets (remaining 53%): characterised by the strong growth in mature markets, due to the added value.

The animal health market had an estimated size of USD 100bn in the year 2013. Within this market, the drugs and vaccine segments reached USD 32bn and growth is expected to continue at CAGR 2017-25e +5.6% leaning on the popularization of protein-rich diets for animals, the rise in pets, compulsory vaccination programs, etc. In addition, animal illnesses that are contagious to humans will boost the creation of medications and vaccines.



\* Zoetis, based on a Vetnosis report. Reasearch and Markets, enero 2018

## Business lines and estimated operating performance

We have carried out our estimates on the two companies separately: 1) ADL; and 2) Bionaturis.

Revenues summary	2017	2018E	2019E	2020E	2021E	2022E	2023E	CAGR 17-23E
<b>Total sales</b>	<b>14.8</b>	<b>28.6</b>	<b>56.7</b>	<b>71.0</b>	<b>86.5</b>	<b>95.5</b>	<b>105.4</b>	<b>38.7%</b>
<b>ADL</b>	<b>12.9</b>	<b>25.7</b>	<b>50.4</b>	<b>61.6</b>	<b>75.3</b>	<b>82.0</b>	<b>90.3</b>	<b>38.3%</b>
Fermentation	7.8	18.9	40.6	47.9	56.8	62.2	70.2	44.2%
APIs	5.1	6.0	8.8	12.5	17.1	18.4	18.8	24.2%
Others	0.0	0.9	1.0	1.2	1.3	1.4	1.4	n.a.
<b>Bionaturis</b>	<b>1.9</b>	<b>2.9</b>	<b>6.3</b>	<b>9.4</b>	<b>11.2</b>	<b>13.5</b>	<b>15.0</b>	<b>41.4%</b>
Biobide	1.3	0.7	0.8	0.8	0.8	0.9	0.9	-5.9%
ZIP	0.5	0.4	0.3	0.6	0.7	0.7	0.7	7.7%
Bionaturis	0.1	1.8	5.2	8.0	9.7	11.9	13.4	131.9%

\*GVC Gaesco Beka

### ADL Biopharma

- **Fermentation:** dedicated to the manufacturing of products for third parties under CMOs as from the fermentation, thus becoming the Company's main activity. The Company has a total capacity of 2,400m<sup>3</sup> with fermenters of various sizes (50, 100 and 225m<sup>3</sup>) and the plant is located in Leon. In addition the human team and know-how acquired through time has permitted ADL to become a necessary player for its client base with the intention of optimizing the process and scaling the product.

This business line will be the recurrent revenues base for the company, representing up to 70% of the Group's total revenues. These revenues are relatively highly visible with long term contracts and recurrently renewed, the complex matter is entering the virtual circle, but once in the normal trend is for a long term relationship due to the entrance barriers/synergies generated. Currently, there is certain sales concentration risks on few and/or one client (40-50% sales in the division) that we expect the Company to solve in the short-medium term with the signature of new contracts diluting said concentration. The validation of the plant as GMP by the US Food and Drug Administration (FDA) as well as the European Medicines Agency (EMA) and the contracts held with leading companies in their respective sectors will serve as a call effect, as well as placing barriers for newcomers.

Fermentation summary	2017	2018E	2019E	2020E	2021E	2022E	2023E	CAGR 17-23E
<b>Total sales</b>	<b>7.8</b>	<b>18.9</b>	<b>40.6</b>	<b>47.9</b>	<b>56.8</b>	<b>62.2</b>	<b>70.2</b>	<b>44.2%</b>
Contract I	4.3	3.9	4.1	4.3	4.5	4.6	4.7	1.4%
Contract II	2.1	7.4	20.6	22.3	25.3	29.7	36.4	60.9%
Contract III	0.0	5.9	10.3	13.1	15.8	16.2	16.5	n.a
Others	1.4	1.7	5.7	8.4	11.2	11.8	12.6	44.0%

\*GVC Gaesco Beka

- **APIs** (active ingredients refer to all components that have a pharmacological effect in the drug): ADL has had one of the largest plants specialised in the production of active ingredients derived from penicillin for injects and oral, pointing out the beta-lactam APIs. The Company intends to reach a strong position in sterile products sector, where the competition from China is complicated as it lacks the necessary FDA and EMA certificates.

Revenues visibility in this business line is more complicated as long term contracts to supply clients is not the usual standard. Despite it, ADL has signed a contract with Boehringer (pharmaceutical company) to supply up to 15-18tns of sterile APIs per year (high quality) thus secures minimum revenues of some EUR2.8-3.4m/year. As from 2019e we estimate a small rise in revenues from sales to markets, ranging between 4t to 11t in coming years.

APIs summary	2017	2018E	2019E	2020E	2021E	2022E	2023E	CAGR 17-23e
<b>Total sales</b>	<b>5.1</b>	<b>6.0</b>	<b>8.8</b>	<b>12.5</b>	<b>17.1</b>	<b>18.4</b>	<b>18.8</b>	<b>24.2%</b>
Traditional orals	1.6	2.0	4.3	5.0	5.5	5.6	5.7	23.1%
Oral high added value	0.0	0.0	0.0	1.5	2.0	3.0	3.1	n.a.
Sterile	3.5	4.0	4.5	6.0	9.7	9.8	10.0	19.3%

\*GVC Gaesco Beka

- **Others:** Based on the Spanish and European regulation on waste treatments as well as the high cost of outsourcing said processes, the Company has a waste treatment plant with which the company expects to reduce costs in outsourcing while monetising said plant via adjacent industrial contracts. These imply low revenues but recurrent proceeding from the agreement with the group Wacker Chemie (see page 3 of this report). In addition, we have included some revenues proceeding from wastewater cleansing from adjacent industries although not especially relevant.

Others summary	2017	2018E	2019E	2020E	2021E	2022E	2023E	CAGR 17-23e
<b>Total sales</b>	<b>0.0</b>	<b>0.9</b>	<b>1.0</b>	<b>1.2</b>	<b>1.3</b>	<b>1.4</b>	<b>1.4</b>	<b>n.a.</b>
Wacker	0.0	0.5	0.5	0.5	0.5	0.5	0.6	n.a.
Water treatment	0.0	0.4	0.5	0.7	0.8	0.8	0.8	n.a.

\*GVC Gaesco Beka



## Bionaturis

Bionaturis exercises its CRO, CMDO and animal health activities through three companies.

- **Biorganic Research and Services:** develops products and higher added value prescription and non-prescription drugs for livestock and pets. In addition, it has the latest vaccines, probiotics and additives.
- **Biobide:** acquired by the Group in May 2014. It is a Contract Research Organisation (CRO) which backs the pharmaceutical industry via outsourcing services. Biobide is a global leader in the use of the zebra fish model to carry out tests, which is useful because this fish is transparent and permits to observe the effects in both efficacy and toxicity on certain organs.
- **ZIP Solutions:** acquired by BNT in May 2016 and born from a spin-off from CSIC. Focused on the technological development for the optimization of bioprocesses in the health (human and animal) and industrial sector. The Company's product portfolio includes two patents (Splittera and Zera) based on its business model in licensing its systems to companies. Splittera has an exclusive license with a global leader.

Following the integration of both companies, Bionaturis will reduce its contribution to around 20% of the new Group's activity. The Company's strategy is to back this division via the earnings generated by ADL's recurrent activity and contributing financial muscle with the intention of attaining its own product and not depend only on third party manufacturing. On the contrary, ADL will help Bionaturis in its industrial activity, which to date was outsourced by the latter, as well as reduce high costs involved and thus be present throughout the value chain.

Our estimates are based on a target market, market share and price/royalty, but bearing in mind the risk of success as well as other risks (for example contract with Iran) due to the prudent criteria, we apply a 50% discount on the division within our estimates.

BNT summary	2017	2018E	2019E	2020E	2021E	2022E	2023E	CAGR 17-23e
<b>Total sales</b>	<b>1.9</b>	<b>2.9</b>	<b>6.3</b>	<b>9.4</b>	<b>11.2</b>	<b>13.5</b>	<b>15.0</b>	<b>41.4%</b>
Biobide	1.3	0.7	0.8	0.8	0.8	0.9	0.9	-5.9%
ZIP	0.5	0.4	0.3	0.6	0.7	0.7	0.7	7.7%
Bionaturis	0.1	1.8	5.2	8.0	9.7	11.9	13.4	131.9%
Project 1	0.0	1.6	3.2	4.1	5.1	5.2	5.3	n.a.
Project 2	0.0	0.1	1.8	2.2	2.7	3.8	4.4	n.a.
Project 3	0.0	0.1	0.1	0.8	0.5	0.6	0.7	n.a.
Project 4	0.0	0.0	0.0	0.2	0.1	0.1	0.1	n.a.
Project 5	0.0	0.0	0.0	0.3	0.5	0.8	1.1	n.a.
Project 6	0.1	0.0	0.0	0.2	0.5	1.1	1.3	56.8%
Project 7	0.0	0.0	0.1	0.2	0.2	0.3	0.5	n.a.

\*GVC Gaesco Beka



## Margins

Our 2018 estimates point to the Company reaching around breakeven (EUR-1.2m, including revenues from capitalising on R+D investments). Beyond 2018, we expect margins to improve progressively to reach just less than 30% sales, and EBITDA EUR30m in 2023e.

Our estimate leans on: 1) a more adequate revenues mix with increasing weight in the third party manufacturing (CMO), retaining better margins (over 40%) and approx.. 70% weight; 2) high operating leverage with high fixed costs.

Operating summary	2017	2018E	2019E	2020E	2021E	2022E	2023E
Sales	14.6	28.6	56.7	71.0	86.5	95.5	105.4
Gross profit	9.4	13.1	25.1	31.7	38.1	42.4	47.4
Gross mgn.	64.2%	45.8%	44.3%	44.6%	44.1%	44.4%	45.0%
EBITDA	-10.0	-1.3	10.0	16.0	21.6	25.2	29.7
EBITDA mgn.	-68.5%	-4.7%	17.6%	22.5%	25.0%	26.4%	28.2%

\*GVC Gaesco Beka

ADL's exposure to raw materials is low. In many of the contracts it is the client whose directly supports the costs and risk arising from raw materials; thus the high and visible gross margin.

Our estimates do not include possible synergies arising from the integration process.

In line with that mentioned regarding the lack of visibility in Bionaturis, we apply a 50% discount on our estimates.

## Beyond EBITDA

Beyond EBITDA we highlight two accounts:

- **The financial result:** both ADL and Bionaturis closed 2017 with a very competitive average cost of debt, 3.2% and 4.5%, respectively. This is because the financial debt only represents 26% of the total. For upcoming years, we estimate an average cost of debt at 3.2% and financial costs dropping from EUR-1.3m to EUR-0.4m in 2022e, considering that our model earmarks all free cash flow generated to debt reduction.
- **Tax rate:** our P&L account assumes 25% tax rate despite the deferred tax assets from 2017 valued at EUR4.8m that will increase slightly due to the estimated losses this year.

Regarding net profit, for 2018e we estimate losses proceeding from the oversized structure that as contracts reach maturity and the surplus capacity drops, earnings will return to positive terrain. We expect positive earnings in 2019e, reaching EUR4.8m and CAGR 2023e above +40%.

## Cash flow and leverage

At 2017 (pro-forma), ADL had a gross debt of EUR35.3m of which less than 35% of the total was debt with financial entities. The rest mainly comes from a loan with the Ministry of Industry for the reindustrialisation of the plant in Leon. It refers to a loan with 10 years amortization and 2 years in kind at a 3.25% interest rate.

This financial structure grants flexibility to continue reinvesting much of the cash flows generated.

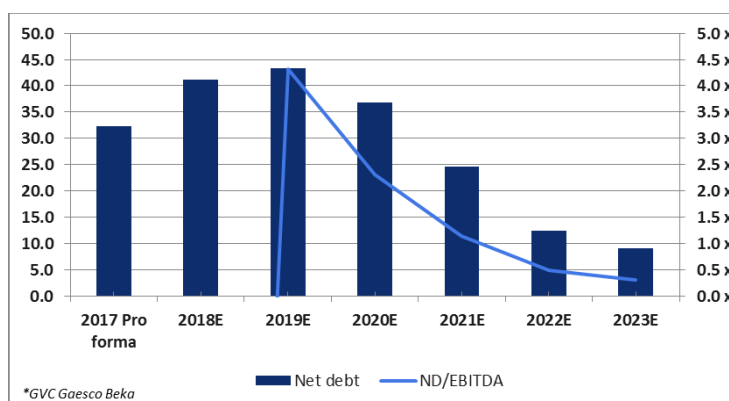
Bearing in mind the EUR3m cash position, net debt is EUR32.2m. This debt will increase in 2018e and 2019e with the estimated investments during the year (EUR18m in 2018e and EUR6.4m 2019e).

In addition to the mentioned investments, CF would have to cover a substantial impact from working capital estimated at EUR-0.9m; EUR-1.4m and EUR-2m for upcoming years, due to the strong sales growth expected and long average payment period, estimated at 150 days in average mainly due to Bionaturis' activity considering that ADL's has a 60 day period included per contract.

<b>Cash flow summary</b>	<b>2017</b>	<b>2018E</b>	<b>2019E</b>	<b>2020E</b>	<b>2021E</b>	<b>2022E</b>	<b>2023E</b>
Operating cash flow	-10.8	-4.2	5.7	10.2	14.7	17.7	21.5
NWC	1.4	-0.9	-1.4	-2.1	-0.8	-1.8	-2.4
Net capex	-9.9	-18.9	-6.4	-1.7	-1.7	-3.7	-15.7
FCF	-19.2	-23.9	-2.1	6.4	12.2	12.2	3.4
Others	-6.1	15	0	0	0	0	0
<b>Reduction/Increase debt</b>	<b>-25.3</b>	<b>-8.9</b>	<b>-2.1</b>	<b>6.4</b>	<b>12.2</b>	<b>12.2</b>	<b>3.4</b>

\*GVC Gaesco Beka

Post 2019e, we include just EUR1.7m maintenance capex. For 2023, when the company should have reached maximum capacity and assuming a still favourable market outlook, we include investments of another EUR1m to increase capacity beginning in 2022 and for 2023 EUR13m for installations to rump-up in 2024e. The mentioned investments include 6 new fermenters and the utilities required for its perfect functioning. With the above, the accumulated FCF (ex-dividend) during the period 2018-23e would reach EUR28m, that we earmark to reduce debt. In this scenario, the Company would reach net cash in 2024e.



## Valuation, sensitivity analysis and valuation scenarios

The nature, market variety, specialisation in niche segments, etc. targeted by the business lines and products portfolio, makes it difficult to find peers. We could mention: Aratana Therapeutics, Inc., Kindred Biosciences, Inc., Phibro Animal Health Corporation, Anantara Lifesciences Ltd, Catalent Inc, Royal DSM NV and Wacker Chemie AG

Due to this reason, we value the Company via the discounted cash flow method.

### DCF

We value ADL Bionatur Solutions based on the discounted cash flow method, leaning on the aforementioned estimates. Our valuation includes a WACC of 10.2%; 13.5% cost of capital (70%) and 2.4% cost of debt (30%), and «g» 2%. In addition our extraordinary adjustments includes the capital increase of EUR15m in 2018e as well as deferred tax assets valued at EUR4.8m.

CASH FLOW (EUR m)	2017 pro forma	2018e	2019e	2020e	2021e	2022e	2023e	2024e	2025e	2026e	2027e	Norm. Year
Net sales	14.6	28.6	56.7	71.0	86.5	95.5	105.4	110.2	114.4	118.5	124.1	126.6
% change	138.4%	96.0%	98.0%	25.2%	21.8%	10.4%	10.3%	4.6%	3.8%	3.6%	4.7%	2.0%
EBIT	-12.1	-4.6	6.3	12.1	17.6	20.9	24.4	24.7	24.6	24.2	25.5	26.0
% margin	N.A.	N.A.	11.2%	17.1%	20.4%	21.9%	23.2%	22.4%	21.5%	20.4%	20.5%	20.5%
% change	269.1%	-61.9%	-237.7%	91.6%	45.1%	18.6%	16.7%	1.3%	-0.6%	-1.7%	5.5%	2.0%
Taxes (normative)	0.4	0.0	-1.2	-2.7	-4.1	-5.1	-6.0	-6.1	-6.1	-6.0	-6.4	-6.5
Normative Tax Rate	N.A.	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25%
NOPLAT	-11.7	-4.6	5.1	9.5	13.5	15.9	18.4	18.6	18.4	18.1	19.1	19.5
Depreciation & other provisions	-2.1	-3.3	-3.7	-3.8	-4.0	-4.3	-5.3	-5.5	-5.8	-6.0	-6.3	-4.0
Gross Operating Cash Flow	-9.6	-1.3	8.8	13.3	17.5	20.1	23.7	24.1	24.2	24.2	25.4	23.5
Capex	9.9	-18.9	-6.4	-1.7	-1.7	-3.7	-15.7	-2.7	-2.7	-2.7	-2.7	-2.7
Change in Net Working Capital	1.7	-0.9	-1.4	-2.1	-0.8	-1.8	-2.4	-0.5	-0.3	-0.2	-0.9	-0.9
Other adjustments		15.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash Flow to be discounted	2.0	-6.1	1.0	9.5	15.0	14.6	5.6	20.9	21.2	21.3	21.8	19.9
DCF VALUATION (EUR m)	2017	2018e	2019e	2020e	2021e	2022e	2023e	2024e	2025e	2026e	2027e	Norm. Year
WACC	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%
Discount Rate factor	0.00	0.95	0.86	0.78	0.71	0.65	0.59	0.53	0.48	0.44	0.40	0.36
Discounted Cash Flow	0.0	-5.8	0.9	7.4	10.7	9.4	3.3	11.1	10.2	9.3	8.7	7.2
Cumulated DCF	0.0	-5.8	-4.9	2.5	13.2	22.6	25.9	37.0	47.3	56.6	65.3	

#### WACC & DCF ANALYSIS

Free Risk Rate	3.5%	Cumulated DCF	65.3	- Net Financial Debt	32.2
Company Risk Factor or Beta	2.0			- Minorities	0.0
Mkt Risk Premium	5.0%	Perpetual Growth Rate	2.0%	+ Associates	0.0
Cost of Equity	13.5%	Normalised Annual CF	19.9	- Pension underfunding	0.0
Cost of Debt (gross)	3.2%	Terminal Value at Nominal Year	248.2	- Off-balance sheet	0.0
Debt Tax Rate	25%	Disc. Rate of Terminal Value	0.36		0.0
Cost of Debt net	2.4%	Discounted Terminal Value	89.6	Equity Market Value	127.4
Target Gearing	30%			Number of shares	40.8
% Ke	70%	Financial assets	4.8	Fair Value per Share	3.1
Normative Tax Rate	25%	Enterprise Value (EUR m)	159.7		

WACC	10.2%
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\*GVC Gaesco Beka



## Sensitivity analysis

Below we have included three variables in our sensitivity analysis, that from our point of view, are the most important in our valuation: 1) «g» or perpetual growth; 2) EBIT margin; and 3) subscription grade of the capital increase.

WACC	Perpetual growth rate (g)						
	0.5%	1.0%	1.5%	2.0%	2.5%	3.0%	3.5%
14.0%	1.5	1.6	1.6	1.7	1.7	1.8	1.8
13.5%	1.6	1.7	1.7	1.8	1.9	1.9	2.0
13.0%	1.8	1.8	1.9	1.9	2.0	2.1	2.2
10.2%	2.7	2.8	3.0	3.1	3.3	3.5	3.7
12.0%	2.0	2.1	2.2	2.3	2.4	2.5	2.6
11.5%	2.2	2.3	2.4	2.5	2.6	2.7	2.8
11.0%	2.4	2.5	2.6	2.7	2.8	3.0	3.1

\*GVC Gaesco Beka

WACC	EBIT mgn						
	23.0%	24.0%	25.0%	20.1%	26.0%	27.0%	28.0%
14.0%	1.8	1.8	1.9	1.6	1.9	2.0	2.0
13.5%	1.9	2.0	2.0	1.8	2.1	2.1	2.2
13.0%	2.1	2.1	2.2	1.9	2.3	2.3	2.4
10.2%	3.4	3.5	3.6	3.1	3.7	3.8	3.9
12.0%	2.5	2.5	2.6	2.3	2.7	2.7	2.8
11.5%	2.7	2.8	2.8	2.4	2.9	3.0	3.1
11.0%	2.9	3.0	3.1	2.7	3.2	3.3	3.4

\*GVC Gaesco Beka

WACC	Capital increase						
	0.0	5.0	10.0	15.0	20.0	25.0	30.0
14.0%	1.3	1.4	1.5	1.7	1.8	1.9	2.0
13.5%	1.4	1.6	1.7	1.8	1.9	2.0	2.1
13.0%	1.6	1.7	1.8	1.9	2.1	2.2	2.3
10.2%	2.8	2.9	3.0	3.1	3.2	3.4	3.5
12.0%	1.9	2.0	2.2	2.3	2.4	2.5	2.6
11.5%	2.1	2.2	2.4	2.5	2.6	2.7	2.8
11.0%	2.4	2.5	2.6	2.7	2.8	2.9	3.0

\*GVC Gaesco Beka

## Implied multiples in our valuation

DCF Multiples	Norm. Year	2018e	2019e	2020e	2021e	2022e	2023e	2024e	2025e	2026e	2027e
EV/Sales	1.3	5.6	2.8	2.3	1.8	1.7	1.5	1.5	1.4	1.3	1.3
EV/EBITDA	5.3	n.a.	16.0	10.0	7.4	6.3	5.4	5.3	5.3	5.3	5.0
P/E	6.5	n.a.	34.8	15.8	10.3	8.4	7.1	6.9	6.9	7.0	6.7

\*GVC Gaesco Beka estimates

## Alternate valuation scenarios

Below we have included two additional valuation scenarios: 1) pessimistic and 2) optimistic.

### Pessimistic Scenario

In this scenario, we assume BNT's biotechnology activity no longer contributes to revenues but we continue to include the structural costs involved. In addition, our scenario does not change our valuation perimeter. With the mentioned we reach a fair value of ERU2/share, which is 9% below the current trading price.

CASH FLOW (EUR m)	2017 pro forma	2018e	2019e	2020e	2021e	2022e	2023e	2024e	2025e	2026e	2027e	Norm. Year
Net sales	14.6	25.7	50.4	61.6	75.3	82.0	90.3	93.6	96.9	100.2	105.1	107.2
% change	138.4%	76.0%	95.9%	22.1%	22.3%	8.9%	10.2%	3.6%	3.5%	3.4%	4.8%	2.0%
EBIT	-12.1	-5.5	4.7	8.5	13.5	15.8	18.5	17.9	17.3	16.5	17.5	17.9
% margin	N.A.	N.A.	9.3%	13.8%	18.0%	19.2%	20.4%	19.2%	17.8%	16.5%	16.7%	16.7%
% change	269.1%	-54.2%	-184.8%	81.0%	59.5%	16.5%	17.2%	-2.9%	-3.6%	-4.4%	6.0%	2.0%
Taxes (normative)	0.4	0.0	-0.8	-1.8	-3.1	-3.7	-4.4	-4.3	-4.3	-4.1	-4.4	-4.5
Normative Tax Rate	N.A.	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25%
NOPLAT	-11.7	-5.5	3.9	6.7	10.4	12.1	14.1	13.6	13.0	12.4	13.1	13.4
Depreciation & other provisions	-2.1	-3.3	-3.7	-3.8	-4.0	-4.3	-5.3	-5.5	-5.8	-6.0	-6.3	-4.0
Gross Operating Cash Flow	-9.6	-2.3	7.5	10.6	14.4	16.3	19.3	19.1	18.8	18.4	19.4	17.4
Capex	9.9	-18.9	-6.4	-1.7	-1.7	-3.7	-15.7	-2.7	-2.7	-2.7	-2.7	-2.7
Change in Net Working Capital	1.7	0.4	-1.6	-1.1	-0.9	-1.3	-2.0	0.0	0.0	0.0	-0.7	-0.7
Other adjustments		15.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash Flow to be discounted	2.0	-5.7	-0.4	7.8	11.8	11.3	1.6	16.4	16.1	15.7	16.0	14.0
DCF VALUATION (EUR m)	2017	2018e	2019e	2020e	2021e	2022e	2023e	2024e	2025e	2026e	2027e	Norm. Year
WACC	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%
Discount Rate factor	0.00	0.95	0.86	0.78	0.71	0.65	0.59	0.53	0.48	0.44	0.40	0.36
Discounted Cash Flow	0.0	-5.4	-0.4	6.1	8.4	7.3	1.0	8.7	7.8	6.9	6.4	5.0
Cumulated DCF	0.0	-5.4	-5.8	0.3	8.7	16.0	17.0	25.7	33.5	40.4	46.7	

#### WACC & DCF ANALYSIS

Free Risk Rate	3.5%	Cumulated DCF	46.7	- Net Financial Debt	32.2
Company Risk Factor or Beta	2.0			- Minorities	0.0
Mkt Risk Premium	5.0%	Perpetual Growth Rate	2.0%	+ Associates	0.0
Cost of Equity	13.5%	Normalised Annual CF	14.0	- Pension underfunding	0.0
Cost of Debt (gross)	3.2%	Terminal Value at Nominal Year	174.1	- Off-balance sheet	0.0
Debt Tax Rate	25%	Disc. Rate of Terminal Value	0.36		0.0
Cost of Debt net	2.4%	Discounted Terminal Value	62.9	Equity Market Value	82.1
Target Gearing	30%			Number of shares	40.8
% Ke	70%	Financial assets	4.8	Fair Value per Share	2.0
Normative Tax Rate	25%	Enterprise Value (EUR m)	114.4		

WACC	10.2%
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\*GVC Gaesco Beka

### Optimistic scenario

On the contrary to the pessimistic scenario, here we assume that the aforementioned risks disappear and that the activities are developed completely. Our fair value would be EUR4.2/share.

CASH FLOW (EUR m)	2017 pro forma	2018e	2019e	2020e	2021e	2022e	2023e	2024e	2025e	2026e	2027e	Norm. Year
Net sales	14.6	31.6	63.0	80.5	97.7	109.0	120.4	126.8	131.9	136.8	143.2	146.0
% change	138.4%	115.9%	99.7%	27.6%	21.4%	11.6%	10.4%	5.4%	4.0%	3.7%	4.7%	2.0%
EBIT	-12.1	-3.7	7.9	15.7	21.5	25.8	30.0	31.0	31.3	31.3	32.9	33.5
% margin	N.A.	N.A.	12.6%	19.5%	22.1%	23.7%	24.9%	24.5%	23.7%	22.9%	23.0%	23.0%
% change	269.1%	-69.4%	-314.6%	97.8%	37.5%	19.7%	16.2%	3.5%	1.0%	-0.2%	5.2%	2.0%
Taxes (normative)	0.4	0.0	-1.6	-3.6	-5.1	-6.3	-7.5	-7.8	-7.8	-7.8	-8.2	-8.4
Normative Tax Rate	N.A.	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25.0%	25%
NOPLAT	-11.7	-3.7	6.3	12.1	16.4	19.5	22.5	23.3	23.5	23.4	24.7	25.2
Depreciation & other provisions	-2.1	-3.3	-3.7	-3.8	-4.0	-4.3	-5.3	-5.5	-5.8	-6.0	-6.3	-4.0
Gross Operating Cash Flow	-9.6	-0.4	10.0	15.9	20.4	23.7	27.8	28.8	29.3	29.5	31.0	29.2
Capex	9.9	-18.9	-6.4	-1.7	-1.7	-3.7	-15.7	-2.7	-2.7	-2.7	-2.7	-2.7
Change in Net Working Capital	1.7	-2.1	-1.2	-3.1	-0.7	-2.3	-2.8	-0.9	-0.5	-0.4	-1.1	-1.1
Other adjustments		15.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash Flow to be discounted	2.0	-6.4	2.4	11.1	18.0	17.7	9.3	25.2	26.0	26.4	27.2	25.4

DCF VALUATION (EUR m)	2017	2018e	2019e	2020e	2021e	2022e	2023e	2024e	2025e	2026e	2027e	Norm. Year
WACC	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%	10.2%
Discount Rate factor	0.00	0.95	0.86	0.78	0.71	0.65	0.59	0.53	0.48	0.44	0.40	0.36
Discounted Cash Flow	0.0	-6.1	2.1	8.7	12.8	11.4	5.5	13.4	12.6	11.6	10.8	9.2
Cumulated DCF	0.0	-6.1	-4.0	4.7	17.5	28.9	34.4	47.8	60.4	72.0	82.8	

#### WACC & DCF ANALYSIS

Free Risk Rate	3.5%	Cumulated DCF	82.8	- Net Financial Debt	32.2
Company Risk Factor or Beta	2.0			- Minorities	0.0
Mkt Risk Premium	5.0%	Perpetual Growth Rate	2.0%	+ Associates	0.0
Cost of Equity	13.5%	Normalised Annual CF	25.4	- Pension underfunding	0.0
Cost of Debt (gross)	3.2%	Terminal Value at Nominal Year	316.9	- Off-balance sheet	0.0
Debt Tax Rate	25%	Disc. Rate of Terminal Value	0.36		0.0
Cost of Debt net	2.4%	Discounted Terminal Value	114.4	Equity Market Value	169.7
Target Gearing	30%			Number of shares	40.8
% Ke	70%	Financial assets	4.8	Fair Value per Share	4.2
Normative Tax Rate	25%	Enterprise Value (EUR m)	202.0		

WACC	10.2%
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\*GVC Gaesco Beka

## Peers

Due to the varied business units, strategies, markets etc it is very complicated to compare multiples. Either way, we have chosen a list of quoting companies that based on their activity could be a reference.

Resumen comparables	Market cap	EV/EBITDA'18e	EV/EBITDA'19e	P/E'18e	P/E'19e	Dividend yield'18e	Dividend yield'19e	EBITDA mgn.'18e	EBITDA mgn.'19e
Aratana Therapeutics, Inc.	198.5	--	--	--	--	0.0	0.0	-58.8	-7.9
Kindred Biosciences, Inc.	352.9	--	--	--	--	--	--	-1803.5	-101.8
Phibro Animal Health	901.3	16.1	14.8	26.6	24.2	1.0	1.0	15.7	15.9
Anatara Lifesciences Ltd	31.6	--	--	--	28.0	0.0	0.0	-388.2	29.9
Catalent Inc	5,480.1	14.0	12.3	24.4	21.6	0.0	0.0	22.2	23.3
Royal DSM NV	15,638.8	10.9	11.9	14.9	17.3	2.4	2.5	19.5	17.5
Wacker Chemie AG	5,851.5	6.3	6.0	16.6	14.6	3.5	3.9	21.4	21.3
Evonik Industries AG	13,793.6	6.9	6.6	12.8	12.3	4.0	4.1	16.8	16.9
Lonza Group AG	19,600.2	14.6	13.0	22.6	19.7	1.2	1.3	26.0	26.8
Novozymes A/S Class B	78,839.4	19.3	18.2	30.1	27.7	1.5	1.7	35.7	35.8
<b>Average</b>		<b>12.6</b>	<b>11.8</b>	<b>21.1</b>	<b>20.7</b>	<b>1.5</b>	<b>1.6</b>	<b>22.5</b>	<b>22.5</b>
<b>Median</b>		<b>14.0</b>	<b>12.3</b>	<b>22.6</b>	<b>20.7</b>	<b>1.2</b>	<b>1.3</b>	<b>21.4</b>	<b>21.3</b>
<b>ADL Bionatur Solutions</b>	<b>74.7</b>	<b>n.a.</b>	<b>12.6</b>	<b>n.a.</b>	<b>24.5</b>	<b>0</b>	<b>0</b>	<b>n.a.</b>	<b>17.6</b>

\*GVC Gaesco Beka & FactSet

## SWOT Analysis

### Strengths

- Biggest production facility in south Europe
- Know-how scaling products
- Client base

### Opportunities

- Sector trends
- Bionaturis revenue start up and pipeline
- Financial muscle to market in-house products
- M&A

### Weaknesses

- R&D

### Threats

- R&D
- Know-how replacement

**ADL Bionatur Solutions : Summary tables**

<b>PROFIT &amp; LOSS (EURm)</b>	<b>12/2017</b>	<b>12/2018e</b>	<b>12/2019e</b>
<b>Sales</b>	<b>14.6</b>	<b>28.6</b>	<b>56.7</b>
Cost of Sales & Operating Costs	-24.6	-30.0	-46.7
Non Recurrent Expenses/Income	0.0	0.0	0.0
<b>EBITDA</b>	<b>-10.0</b>	<b>-1.3</b>	<b>10.0</b>
<b>EBITDA (adj.)*</b>	<b>-10.0</b>	<b>-1.3</b>	<b>10.0</b>
Depreciation	-2.1	-3.3	-3.7
<b>EBITA</b>	<b>-12.1</b>	<b>-4.6</b>	<b>6.3</b>
<b>EBITA (adj)*</b>	<b>-12.1</b>	<b>-4.6</b>	<b>6.3</b>
Amortisations and Write Downs	0.0	0.0	0.0
<b>EBIT</b>	<b>-12.1</b>	<b>-4.6</b>	<b>6.3</b>
<b>EBIT (adj.)*</b>	<b>-12.1</b>	<b>-4.6</b>	<b>6.3</b>
Net Financial Interest	-1.0	-1.3	-1.5
Other Financials	0.0	0.0	0.0
Associates	0.0	0.0	0.0
Other Non Recurrent Items	0.0	0.0	0.0
<b>Earnings Before Tax (EBT)</b>	<b>-13.1</b>	<b>-5.9</b>	<b>4.9</b>
Tax	0.4	0.0	-1.2
<i>Tax rate</i>	<i>2.9%</i>	<i>0.0%</i>	<i>25.0%</i>
Discontinued Operations	0.0	0.0	0.0
Minorities	0.0	0.0	0.0
<b>Net Profit (reported)</b>	<b>-12.7</b>	<b>-5.9</b>	<b>3.7</b>
<b>Net Profit (adj.)</b>	<b>-12.7</b>	<b>-5.9</b>	<b>3.7</b>
<b>CASH FLOW (EURm)</b>	<b>12/2017</b>	<b>12/2018e</b>	<b>12/2019e</b>
Cash Flow from Operations before change in NWC	-10.8	-4.2	5.7
Change in Net Working Capital	1.4	-0.9	-1.4
<b>Cash Flow from Operations</b>	<b>-9.3</b>	<b>-5.1</b>	<b>4.3</b>
Capex	-9.9	-18.9	-6.4
Net Financial Investments	0.0	0.0	0.0
<b>Free Cash Flow</b>	<b>-19.2</b>	<b>-23.9</b>	<b>-2.1</b>
Dividends	0.0	0.0	0.0
Other (incl. Capital Increase & share buy backs)	-6.1	15.0	0.0
<b>Change in Net Debt</b>	<b>-25.3</b>	<b>-8.9</b>	<b>-2.1</b>
NOPLAT	-9.1	-3.5	4.8
<b>BALANCE SHEET &amp; OTHER ITEMS (EURm)</b>	<b>12/2017</b>	<b>12/2018e</b>	<b>12/2019e</b>
Net Tangible Assets	29.1	39.9	44.0
Net Intangible Assets (incl. Goodwill)	13.0	17.9	19.7
Net Financial Assets & Other	7.2	7.2	7.2
<b>Total Fixed Assets</b>	<b>49.3</b>	<b>64.9</b>	<b>70.9</b>
Inventories	7.2	12.6	14.0
Trade receivables	5.8	11.6	23.0
Other current assets	3.4	5.0	3.3
Cash (-)	-3.0	-3.0	-3.0
<b>Total Current Assets</b>	<b>19.4</b>	<b>32.1</b>	<b>43.3</b>
<b>Total Assets</b>	<b>68.7</b>	<b>97.1</b>	<b>114</b>
Shareholders Equity	26.0	35.1	38.8
Minority	0.0	0.0	0.0
Total Equity	26.0	35.1	38.8
Long term interest bearing debt	28.7	36.0	37.7
Provisions	0.1	0.1	0.1
Other long term liabilities	0.4	0.4	0.4
<b>Total Long Term Liabilities</b>	<b>29.2</b>	<b>36.4</b>	<b>38.1</b>
Short term interest bearing debt	6.6	8.2	8.6
Trade payables	7.1	17.3	28.7
Other current liabilities	0.0	0.0	0.0
<b>Total Current Liabilities</b>	<b>13.6</b>	<b>25.5</b>	<b>37.4</b>
<b>Total Liabilities and Shareholders' Equity</b>	<b>68.7</b>	<b>97.1</b>	<b>114</b>
<b>Net Capital Employed</b>	<b>58.7</b>	<b>76.7</b>	<b>82.5</b>
<b>Net Working Capital</b>	<b>6.0</b>	<b>6.9</b>	<b>8.3</b>
<b>GROWTH &amp; MARGINS</b>	<b>12/2017</b>	<b>12/2018e</b>	<b>12/2019e</b>
<i>Sales growth</i>		<i>96.0%</i>	<i>98.0%</i>
<b>EBITDA (adj.)* growth</b>		<i>n.m.</i>	<i>n.m.</i>
<i>EBITA (adj.)* growth</i>		<i>n.m.</i>	<i>n.m.</i>
<i>EBIT (adj.)* growth</i>		<i>n.m.</i>	<i>n.m.</i>

## ADL Bionatur Solutions : Summary tables

<b>GROWTH &amp; MARGINS</b>	<b>12/2017</b>	<b>12/2018e</b>	<b>12/2019e</b>
Net Profit growth		n.m.	n.m.
EPS adj. growth		n.m.	n.m.
DPS adj. growth			
EBITDA (adj)* margin	n.m.	n.m.	17.6%
EBITA (adj)* margin	-82.6%	-16.1%	11.2%
EBIT (adj)* margin	n.m.	n.m.	11.2%
<b>RATIOS</b>	<b>12/2017</b>	<b>12/2018e</b>	<b>12/2019e</b>
Net Debt/Equity	1.2	1.2	1.1
Net Debt/EBITDA	-3.2	-30.7	4.3
Interest cover (EBITDA/Fin.interest)	n.m.	n.m.	6.9
Capex/D&A	480.1%	578.1%	174.3%
Capex/Sales	67.6%	65.8%	11.3%
NWC/Sales	40.9%	23.9%	14.5%
ROE (average)		-19.2%	9.9%
ROCE (adj.)	-18.8%	-5.3%	6.6%
WACC	10.2%	10.2%	10.2%
ROCE (adj.)/WACC	-1.8	-0.5	0.6
<b>PER SHARE DATA (EUR)***</b>	<b>12/2017</b>	<b>12/2018e</b>	<b>12/2019e</b>
Average diluted number of shares	33.9	33.9	40.8
EPS (reported)	-0.38	-0.17	0.09
EPS (adj.)	-0.38	-0.17	0.09
BVPS	0.77	1.03	0.95
DPS	0.00	0.00	0.00
<b>VALUATION</b>	<b>12/2017</b>	<b>12/2018e</b>	<b>12/2019e</b>
EV/Sales	8.6	3.8	2.2
EV/EBITDA	n.m.	n.m.	12.6
<b>EV/EBITDA (adj.)*</b>	<b>n.m.</b>	<b>n.m.</b>	<b>12.6</b>
EV/EBITA	-10.5	-23.6	19.8
<b>EV/EBITA (adj.)*</b>	<b>-10.5</b>	<b>-23.6</b>	<b>19.8</b>
EV/EBIT	n.m.	n.m.	19.8
<b>EV/EBIT (adj.)*</b>	<b>n.m.</b>	<b>n.m.</b>	<b>19.8</b>
<b>P/E (adj.)</b>	<b>n.m.</b>	<b>n.m.</b>	<b>24.5</b>
P/BV	3.9	2.1	2.3
Total Yield Ratio	0.0%	0.0%	0.0%
EV/CE	2.6	1.7	1.7
OpFCF yield	-19.0%	-32.1%	-2.3%
OpFCF/EV	-15.2%	-22.0%	-1.7%
Payout ratio	0.0%	0.0%	0.0%
Dividend yield (gross)	0.0%	0.0%	0.0%
<b>EV AND MKT CAP (EURm)</b>	<b>12/2017</b>	<b>12/2018e</b>	<b>12/2019e</b>
Price** (EUR)	2.98	2.20	2.20
Outstanding number of shares for main stock	33.9	33.9	40.8
<b>Total Market Cap</b>	<b>101</b>	<b>75</b>	<b>90</b>
<b>Net Debt</b>	<b>32</b>	<b>41</b>	<b>43</b>
<i>o/w Cash &amp; Marketable Securities (-)</i>	<i>-3</i>	<i>-3</i>	<i>-3</i>
<i>o/w Gross Debt (+)</i>	<i>35</i>	<i>44</i>	<i>46</i>
<b>Other EV components</b>	<b>-7</b>	<b>-7</b>	<b>-7</b>
<b>Enterprise Value (EV adj.)</b>	<b>126</b>	<b>109</b>	<b>126</b>

Source: Company, GVC Gaesco Beka estimates.

### Notes

\* Where EBITDA (adj.) or EBITA (adj.) = EBITDA (or EBITA) -/+ Non Recurrent Expenses/Income and where EBIT (adj.) = EBIT -/+ Non Recurrent Expenses/Income - PPA amortisation

\*\*Price (in local currency): Fiscal year end price for Historical Years and Current Price for current and forecasted years

Sector: Healthcare/Healthcare

Company Description: ADL Bionatur Solutions is an industrial company born in 2018 from the reverse merger of ADL Biopharma and Bionaturis, aiming to become the new European leader in the development, research and creation of high added value biotechnological solutions.

## European Coverage of the Members of ESN

<b>Aerospace &amp; Defense</b>	<b>Mem(*)</b>	Bper	BAK	Kws Saat	EQB	Coca Cola Hbc Ag	IBG
Airbus Se	CIC	Bpi	CBI	Lanxess	EQB	Corbion	NIBC
Dassault Aviation	CIC	Caixabank	GVC	Linde	EQB	Danone	CIC
Latecoere	CIC	Commerzbank	EQB	Siegfried Holding Ag	EQB	Ebro Foods	GVC
Leonardo	BAK	Credem	BAK	Symrise Ag	EQB	Enervit	BAK
Lisi	CIC	Credit Agricole Sa	CIC	Tikkurila	OPG	Fleury Michon	CIC
Mtu Aero Engines	EQB	Creval	BAK	<b>Electronic &amp; Electrical Equipment</b>	<b>Mem(*)</b>	Forfarmers	NIBC
Ohb Se	EQB	Deutsche Bank	EQB	Euromicron Ag	EQB	Heineken	NIBC
Rheinmetall	EQB	Deutsche Pfandbriefbank	EQB	Neways Electronics	NIBC	Hkscan	OPG
Safran	CIC	Eurobank	IBG	Rexel	CIC	La Doria	BAK
Thales	CIC	Intesa Sanpaolo	BAK	Vaisala	OPG	Lanson-Bcc	CIC
<b>Alternative Energy</b>	<b>Mem(*)</b>	Liberbank	GVC	Viscom	EQB	Laurent Perrier	CIC
Daldrup & Soehne	EQB	Mediobanca	BAK	<b>Financial Services</b>	<b>Mem(*)</b>	Ldc	CIC
Siemens Gamesa Re	GVC	Merkur Bank	EQB	Amundi	CIC	Lucas Bols	NIBC
Sif Group	NIBC	National Bank Of Greece	IBG	Anima	BAK	Massimo Zanetti	BAK
Solaria	GVC	Natixis	CIC	Athex Group	IBG	Naturex	CIC
<b>Automobiles &amp; Parts</b>	<b>Mem(*)</b>	Nordea	OPG	Azimut	BAK	Olvi	OPG
Bitium Corporation	OPG	Piraeus Bank	IBG	Banca Farmafactoring	BAK	Orsero	BAK
Bmw	EQB	Poste Italiane	BAK	Banca Generali	BAK	Pernod Ricard	CIC
Brembo	BAK	Procredit Holding	EQB	Banca Ifis	BAK	Raisio	OPG
Continental	EQB	Rothschild & Co	CIC	Banca Sistema	BAK	Refresco Group	NIBC
Daimler Ag	EQB	Societe Generale	CIC	Bb Biotech	EQB	Remy Co intreau	CIC
Elringklinger	EQB	Ubi Banca	BAK	Bolsas Y Mercados Espanoles Sa	GVC	Suedzucker	EQB
Ferrari	BAK	Unicredit	BAK	Capman	OPG	Takeaway.Com	NIBC
Fiat Chrysler Automobiles	BAK	<b>Basic Resources</b>	<b>Mem(*)</b>	Cir	BAK	Telepizza	GVC
Hella Gmbh & Co. Kgaa	EQB	Acerinox	GVC	Comdirect	EQB	Vapiano	EQB
Indelb	BAK	Altri	CBI	Corestate Capital Holding S.A.	EQB	Vidrala	GVC
Kamux	OPG	Arcelomittal	GVC	Corp. Financiera Alba	GVC	Vilmorin	CIC
Landi Renzo	BAK	Corticeira Amorim	CBI	Digital Magics	BAK	Viscofan	GVC
Leoni	EQB	Ence	GVC	Dobank	BAK	Vranken Pommery Monopole	CIC
Nokian Tyres	OPG	Europac	GVC	Eq	OPG	Wessanen	NIBC
Norma Group	EQB	Metka	IBG	Eurazeo	CIC	<b>Food &amp; Drug Retailers</b>	<b>Mem(*)</b>
Piaggio	BAK	Metsä Board	OPG	Eyemaxx Real Estate	EQB	Ahold Delhaize	NIBC
Pwo	EQB	Mytilineos	IBG	Ferratum	EQB	Carrefour	CIC
Schaeffler	EQB	Outokumpu	OPG	Ffp	CIC	Casino Guichard-Perrachon	CIC
Sogefi	BAK	Semapa	CBI	Finco bank	BAK	Ceconomy Ag	EQB
Stabilus	EQB	Ssab	OPG	Grenke	EQB	Dia	GVC
Stern Groep	NIBC	Stora Enso	OPG	Hypoport Ag	EQB	Jeronimo Martins	CBI
Volkswagen	EQB	Surteco	EQB	Mip	EQB	Kesko	OPG
<b>Banks</b>	<b>Mem(*)</b>	The Navigator Company	CBI	Ovb Holding Ag	EQB	Marr	BAK
Aareal Bank	EQB	Tubacex	GVC	Patrizia	EQB	Metro Ag	EQB
Aktia	OPG	Upm-Kymmene	OPG	Rallye	CIC	Sligro	NIBC
Alpha Bank	IBG	<b>Chemicals</b>	<b>Mem(*)</b>	Tip Tamburi Investment Partners	BAK	Sonae	CBI
Banca Carige	BAK	Air Liquide	CIC	Unipol Gruppo Finanziario	BAK		
Banca Mps	BAK	Arkema	CIC	Wendel	CIC		
Banco Sabadell	GVC	Avantium	NIBC	<b>Food &amp; Beverage</b>	<b>Mem(*)</b>		
Banco Santander	GVC	Brenntag	EQB	Acomo	NIBC		
Bankia	GVC	Fuchs Petrolub	EQB	Altia	OPG		
Bankinter	GVC	Holland Colours	NIBC	Atria	OPG		
Bbva	GVC	Imcd	NIBC	Baywa	EQB		
Bcp	CBI	K+S Ag	EQB	Bonduelle	CIC		
Bnp Paribas	CIC	Kemira	OPG	Campari	BAK		



<b>General Industrials</b>	<b>Mem(*)</b>	Orion	OPG	Technotrans	EQB	Srv	OPG
2G Energy	EQB	Orpea	CIC	Valmet	OPG	Tarkett	CIC
Aalberts	NIBC	Pihlajalinna	OPG	Wacker Neuson Se	EQB	Thermador Groupe	CIC
Accell Group	NIBC	Recordati	BAK	Wärtsilä	OPG	Titan Cement	IBG
Arcadis	NIBC	Siemens Healthineers Ag	EQB	Zardoya Otis	GVC	Trevi	BAK
Aspo	OPG	Silmaasema	OPG	<b>Industrial Transportation</b>	<b>Mem(*)</b>	Uponor	OPG
Cembre	BAK	Terveystalo	OPG	Bollore	CIC	Vicat	CIC
Huhtamäki	OPG	<b>Household Goods</b>	<b>Mem(*)</b>	Ctt	CBI	Vinci	CIC
Kendrion	NIBC	De Longhi	BAK	Logwin	EQB	Volkerwessels	NIBC
Nedap	NIBC	Elica	BAK	<b>Insurance</b>	<b>Mem(*)</b>	Yit	OPG
Pöyry	OPG	Fila	BAK	Allianz	EQB	<b>Media</b>	<b>Mem(*)</b>
Saf-Holland	EQB	Maisons Du Monde	CIC	Axa	CIC	Alma Media	OPG
Serge Ferrari Group	CIC	Signify	NIBC	Banca Mediolanum	BAK	Arnoldo Mondadori Editore	BAK
Tkh Group	NIBC	<b>Industrial Engineering</b>	<b>Mem(*)</b>	Cattolica Assicurazioni	BAK	Atresmedia	GVC
<b>General Retailers</b>	<b>Mem(*)</b>	Accsys Technologies	NIBC	Generali	BAK	Axel Springer	EQB
Beter Bed Holding	NIBC	Aixtron	EQB	Hannover Re	EQB	Cairo Communication	BAK
Elumeo Se	EQB	Alstom	CIC	Mapfre Sa	GVC	Cofina	CBI
Fielmann	EQB	Ansaldo Sts	BAK	Munich Re	EQB	Cts Eventim	EQB
Fnac Darty	CIC	Biesse	BAK	Sampo	OPG	Digital Bros	BAK
Folli Follie Group	IBG	Caf	GVC	Talanx Group	EQB	Digitouch	BAK
Fourlis Holdings	IBG	Cargotec Corp	OPG	Unipolsai	BAK	Gedi Gruppo Editoriale	BAK
Grandvision	NIBC	Carraro	BAK	<b>Materials, Construction &amp; Infrastructure</b>	<b>Mem(*)</b>	Gi Events	CIC
Hombach Holding	EQB	Cnh Industrial	BAK	Abertis	GVC	Impresa	CBI
Inditex	GVC	Danieli	BAK	Acs	GVC	lo!l	BAK
Jumbo	IBG	Datalogic	BAK	Aena	GVC	Ipsos	CIC
Ovs	BAK	Duerr	EQB	Aéroports De Paris	CIC	Jcdecoux	CIC
Rapala	OPG	Emak	BAK	Astaldi	BAK	Lagardere	CIC
Stockmann	OPG	Envipco	NIBC	Atlantia	BAK	M6-Metropole Television	CIC
Takkt Ag	EQB	Exel Composites	OPG	Boskalis Westminster	NIBC	Mediaset	BAK
Tokmanni	OPG	Fincantieri	BAK	Buzzi Unicem	BAK	Mediaset Espana	GVC
Unieuro	BAK	Gea Group	EQB	Caverion	OPG	Nrj Group	CIC
Windeln.De	EQB	Gesco	EQB	Cramo	OPG	Publicis	CIC
Yoox Net-A-Porter	BAK	Heidelberger Druck	EQB	Eiffage	CIC	Rcs Mediagroup	BAK
Zalando	EQB	Ima	BAK	Eitel	OPG	Relx	NIBC
<b>Healthcare</b>	<b>Mem(*)</b>	Indus Holding Ag	EQB	Ezentis	GVC	Rtl Group	EQB
4Sc	EQB	Interpump	BAK	Fcc	GVC	Sanoma	OPG
Abivax	NIBC	Koenig & Bauer	EQB	Ferrovial	GVC	Solocal Group	CIC
Advicenne	NIBC	Kone	OPG	Heidelberg Cement Ag	CIC	Spir Communication	CIC
Amplifon	BAK	Konecranes	OPG	Heijmans	NIBC	Syzygy Ag	EQB
Bayer	EQB	Krones Ag	EQB	Imerys	CIC	Teleperformance	CIC
Biocartis	NIBC	Manitou	CIC	Lafargeholcim	CIC	Tf1	CIC
Biotech	EQB	Manz Ag	EQB	Lehto	OPG	Ubisoft	CIC
Diasorin	BAK	Max Automation Ag	EQB	Maire Tecnimont	BAK	Vivendi	CIC
El.En.	BAK	Metso Corporation	OPG	Mota Engil	CBI	Wolters Kluwer	NIBC
Epigenomics Ag	EQB	Outotec	OPG	Obrascon Huarte Lain	GVC	Xing Se	EQB
Genfit	CIC	Pfeiffer Vacuum	EQB	Ramirent	OPG		
Gerresheimer Ag	EQB	Ponsse	OPG	Royal Bam Group	NIBC		
Guerbet	CIC	Prima Industrie	BAK	Sacyr	GVC		
Heidelberg Pharma	EQB	Prysmian	BAK	Saint Gobain	CIC		
Korian	CIC	Schaltbau Holding Ag	EQB	Salini Impregilo	BAK		
Merck	EQB	Smt Scharf Ag	EQB	Sias	BAK		
Oriola-Kd	OPG	Talgo	GVC	Sonae Industria	CBI		

<b>Oil &amp; Gas Producers</b>	<b>Mem(*)</b>	Hispania Activos Inmobiliarios	GVC	Rai Way	BAK	Int. Airlines Group	GVC
Eni	BAK	Igd	BAK	<b>Technology Hardware &amp; Equipment</b>	<b>Mem(*)</b>	Intralot	IBG
Galp Energia	CBI	Lar España	GVC	Asm International	NIBC	Kotipizza	OPG
Gas Plus	BAK	Merlin Properties	GVC	Asml	NIBC	Melia Hotels International	GVC
Hellenic Petroleum	IBG	Realia	GVC	Besi	NIBC	Nh Hotel Group	GVC
Maurel Et Prom	CIC	Technopolis	OPG	Ericsson	OPG	Opap	IBG
Motor Oil	IBG	Wcm Ag	EQB	First Sensor Ag	EQB	Sodexo	CIC
Neste Corporation	OPG	<b>Software &amp; Computer Services</b>	<b>Mem(*)</b>	Gigaset	EQB	Sonae Capital	CBI
Qgep	CBI	Akka Technologies	CIC	Nokia	OPG	Trigano	CIC
Repsol	GVC	Alten	CIC	Roodmicrotec	NIBC	<b>Utilities</b>	<b>Mem(*)</b>
Total	CIC	Altran	CIC	S&T Ag	EQB	Acciona	GVC
<b>Oil Services</b>	<b>Mem(*)</b>	Assystem	CIC	Slm Solutions	EQB	Acea	BAK
Bourbon	CIC	Atos	CIC	Stmicroelectronics	BAK	Albioma	CIC
Cgg	CIC	Axway Software	CIC	Suess Microtec	EQB	Derichebourg	CIC
Fugro	NIBC	Basware	OPG	Teleste	OPG	Direct Energie	CIC
Rubis	CIC	Ctac	NIBC	Va-Q-Tec	EQB	Edp	CBI
Saipem	BAK	Digia Plc	OPG	<b>Telecommunications</b>	<b>Mem(*)</b>	Edp Renováveis	CBI
Sbm Offshore	NIBC	Econocom	CIC	1&1Drillisch Ag	EQB	Enagas	GVC
Technipfmc Plc	CIC	Esi Group	CIC	Acotel	BAK	Endesa	GVC
Tecnicas Reunidas	GVC	Exprivia	BAK	Bouygues	CIC	Enel	BAK
Tenaris	BAK	F-Secure	OPG	Deutsche Telekom	EQB	Erg	BAK
Vallourec	CIC	Gft Technologies	EQB	Dna	OPG	Eydap	IBG
Vopak	NIBC	Ict Group	NIBC	Elisa	OPG	Falck Renewables	BAK
<b>Personal Goods</b>	<b>Mem(*)</b>	Indra Sistemas	GVC	Euskaltel	GVC	Fortum	OPG
Adidas	EQB	Nemetschek Se	EQB	Freenet	EQB	Gas Natural Fenosa	GVC
Adler Modemaerke	EQB	Neurones	CIC	Iliad	CIC	Hera	BAK
Amer Sports	OPG	Nexus Ag	EQB	Kpn Telecom	NIBC	Iberdrola	GVC
Basicnet	BAK	Novabase	CBI	Masmovil	GVC	Iren	BAK
Cie Fin. Richemont	CIC	Ordina	NIBC	Nos	CBI	Italgas	BAK
Geox	BAK	Psi Software Ag	EQB	Orange	CIC	Public Power Corp	IBG
Gerry Weber	EQB	Reply	BAK	Ote	IBG	Red Electrica De Espana	GVC
Hermes Intl.	CIC	Rib Software	EQB	Tele Columbus	EQB	Ren	CBI
Hugo Boss	EQB	Rovio Entertainment	OPG	Telecom Italia	BAK	Snam	BAK
Kering	CIC	Scout24	EQB	Telefonica	GVC	Terna	BAK
Luxottica	BAK	Seven Principles Ag	EQB	Telefonica Deutschland	EQB		
Lvmh	CIC	Sii	CIC	Telia	OPG		
Marimekko	OPG	Software Ag	EQB	Tiscali	BAK		
Moncler	BAK	Sopra Steria Group	CIC	United Internet	EQB		
Puma	EQB	Tieto	OPG	Vodafone	BAK		
Safilo	BAK	Tomtom	NIBC	<b>Travel &amp; Leisure</b>	<b>Mem(*)</b>		
Salvatore Ferragamo	BAK	<b>Support Services</b>	<b>Mem(*)</b>	Accor	CIC		
Sarantis	IBG	Amadeus	GVC	Aegean Airlines	IBG		
Swatch Group	CIC	Asiakastieto Group	OPG	Air France Klm	CIC		
Technogym	BAK	Batenburg	NIBC	Autogrill	BAK		
Tod'S	BAK	Cellnex Telecom	GVC	Beneteau	CIC		
<b>Real Estate</b>	<b>Mem(*)</b>	Dpa	NIBC	Compagnie Des Alpes	CIC		
Adler Real Estate	EQB	Ei Towers	BAK	Elior	CIC		
Beni Stabili	BAK	Enav	BAK	Europcar	CIC		
Citycon	OPG	Fiera Milano	BAK	Finnair	OPG		
Demire	EQB	Inwit	BAK	Gamenet	BAK		
Deutsche Euroshop	EQB	Lassila & Tikanoja	OPG	I Grandi Viaggi	BAK		
Grivalia	IBG	Openjobmetis	BAK	Ibersol	CBI		

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Information regarding Market Abuse and Conflicts of Interests and recommendation history available in our web page: [www.valores.gvcgaesco.es](http://www.valores.gvcgaesco.es) and our offices

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#### Recommendation history for ADL BIONATUR SOLUTIONS

Date	Recommendation	Target price	Price at change date
28-Jun-18	Buy	3.10	2.20

Source: Factset & ESN, price data adjusted for stock splits.

This chart shows GVC Gaesco Beka continuing coverage of this stock; the current analyst may or may not have covered it over the entire period. Current analyst: Rafael Bonardell (since 00/00/0000)



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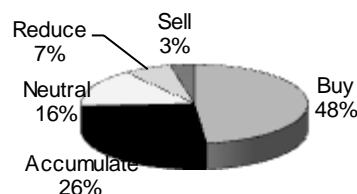
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### Meaning of each recommendation or rating:

- **Buy:** the stock is expected to generate total return of **over 15%** during the next 12 months time horizon
- **Accumulate:** the stock is expected to generate total return of **5% to 15%** during the next 12 months time horizon
- **Neutral:** the stock is expected to generate total return of **-5% to +5%** during the next 12 months time horizon
- **Reduce:** the stock is expected to generate total return of **-5% to -15%** during the next 12 months time horizon
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Certain flexibility on the limits of total return bands is permitted especially during higher phases of volatility on the markets

### GVC Gaesco Ratings Breakdown



For full ESN Recommendation and Target price history (in the last 12 months) please see ESN Website [Link](#)

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