

Buy (old: Buy)

ESG Rating: n/a

12-April-24

Price target: EUR 16.00 (old: EUR 15.00)

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Analyst

Price: EUR 7.90 Next result: Q1 08.05.24
Bloomberg: APPH GR Market cap: EUR 67.2 m
Reuters: APPHG.DE Enterprise Value: EUR 57.6 m

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Underpromise, overdeliver; chg est. & PT

APONTIS raised its FY'24E guidance to € 51m sales and € 3.3m EBITDA (old: € 42m sales; € 1.8m EBITDA) on the back of the signed 5-year agreement with Novartis (see *first-take*).

We understand this was a “competitive win” where Novartis selected APONTIS among several interested parties, which is a **strong testament to APONTIS' revamped marketing and distribution clout** acknowledged by the industry heavyweight. Due to small sales volumes, Novartis de-prioritized the drugs by discontinuing all marketing activities in 2022 even though the patent protection reaches into 2030E.

The agreement entails APONTIS procuring two asthma drugs from Novartis at a prespecified discount to the fixed selling price (that APONTIS receives from wholesalers), which defines its “base margin”. Depending on the commercial success, **APONTIS may participate in further upside**.

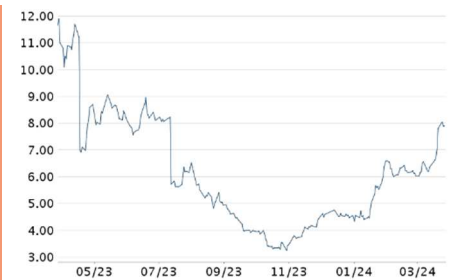
While the annualized contribution for FY'24E (start: mid-April) amounts to c. € 13m sales and € 2.1m gross profit, corresponding to 16.7% margin, a **success-based “incentive” could drive the EBITDA contribution to € 4m already in 2025E**. This significantly improves the visibility on a substantial EBITDA step up in 2025E. In order to account for the risk, **we model an EBITDA contribution of € 2.9m, € 3.3m and € 3.5m** in 2025, 2026 and 2027 respectively.

More importantly, APONTIS can leverage this potential without hiring additional reps, which should translate into a **high incremental EBITDA margin**. Indeed, in large metropolitan areas cardiologists (Single Pill prescribers) and pulmonologists (the relevant target audience for asthma products) often reside in close proximity to each other, which could be easily leveraged by APONTIS' sales reps.

Action: We raise our estimates (again) to account for the newly signed contract with Novartis. **BUY** with a **new PT of € 16.0** (old: € 15.0) based on DCF.

Y/E 31.12 (EUR m)	2021	2022	2023	2024E	2025E	2026E	2027E
Sales	51.2	55.7	37.0	51.0	58.6	67.2	75.9
Sales growth	30 %	9 %	-34 %	38 %	15 %	15 %	13 %
EBITDA	5.9	5.6	-13.2	3.3	8.9	12.9	16.9
EBIT (inc revaluation net)	4.1	3.8	-15.1	1.4	6.1	9.4	12.4
Net income	2.7	2.7	-11.3	1.2	4.8	7.3	9.6
Net debt	-29.8	-36.3	-20.8	-12.4	-14.8	-21.3	-30.6
Net gearing	-72.1 %	-87.0 %	-67.5 %	-38.7 %	-40.3 %	-48.2 %	-56.8 %
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS pro forma	0.32	0.32	-1.33	0.14	0.56	0.86	1.13
CPS	0.20	1.09	-1.70	-0.74	0.49	0.93	1.10
DPS	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Dividend yield	n/a	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Gross profit margin	66.0 %	62.8 %	62.7 %	55.4 %	60.5 %	61.5 %	62.3 %
EBITDA margin	11.5 %	10.1 %	-35.8 %	6.4 %	15.1 %	19.3 %	22.2 %
EBIT margin	8.1 %	6.8 %	-40.9 %	2.6 %	10.3 %	14.0 %	16.4 %
ROCE	16.8 %	7.4 %	-28.7 %	2.9 %	13.7 %	18.7 %	21.2 %
EV/sales	-0.5	1.2	1.2	1.1	0.9	0.7	0.5
EV/EBITDA	-4.7	11.6	-3.3	17.6	6.2	3.8	2.3
EV/EBIT	-6.6	17.1	-2.8	42.6	9.1	5.2	3.2
PER	0.0	36.7	-5.4	55.2	14.0	9.2	7.0
Adjusted FCF yield	-11.2 %	4.2 %	-27.3 %	1.7 %	8.4 %	14.8 %	24.3 %

Source: Company data, Hauck Aufhäuser Investment Banking Close price as of: 11.04.2024



Source: Company data, HAIB

High/low 52 weeks:	11.90 / 3.24
Price/Book Ratio:	2.1
Relative performance (SDAX):	
3 months	64.9 %
6 months	89.0 %
12 months	-43.1 %

Changes in estimates

		Sales	EBIT	EPS
2024	old:	42.0	-0.1	0.01
	☒	21.4%	n/a	n/a
2025	old:	45.3	3.3	0.32
	☒	29.5%	83.4%	77.5%
2026	old:	53.2	6.0	0.56
	☒	26.3%	55.9%	53.7%

Key share data:

Number of shares: (in m pcs)	8.5
Authorised capital: (in € m)	-
Book value per share: (in €)	3.8
∅ trading volume: (12 months)	-

Major shareholders:

Free Float	63.7 %
Paragon Partners	36.3 %

Company description:

Pharma company with a rich heritage and own-IP products in the field of Single Pills for cardiovascular diseases

Company guidance 2024E:

Sales: € 50.7m; EBITDA: €3.3m

Company in a Nutshell

APONTIS is the category leader for Single Pills in Germany with a focus on cardiovascular diseases. Combining in one tablet or capsule two to three off-patent pharmaceuticals that are typically prescribed together, single pills materially boost drug regimen compliance compared to loose combinations, thus improving the life expectancy of patients while lowering the cost burden on the healthcare system.

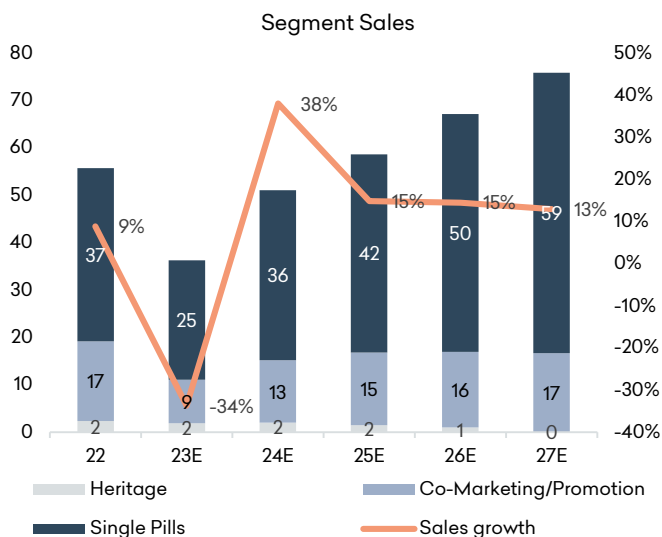
Upcoming Catalysts

- Faster ramp up of individual Single Pill brands, helped by the enhanced go-to-market strategy
- Potential FY 2024E guidance beat

Investment Case

- After the “perfect storm” of tender- and supply-related headwinds, the new leadership re-sized the cost base and enhanced the go-to-market strategy.
- The recent Q4 results indicate a return to top-line growth and EBITDA profitability in 2024E with a number of upside catalysts outside of the guidance.
- Thanks to the new go-to-market strategy, rapidly growing Single Pill portfolio and reduced break-even sales level, EBITDA is set to grow dynamically into FY27E to € 14m (eHAIB).
- Trading on 6x EV/EBITDA'25E against the expected 46% EBITDA CAGR 2025-27E, the ongoing turnaround is nowhere closed to be priced in.

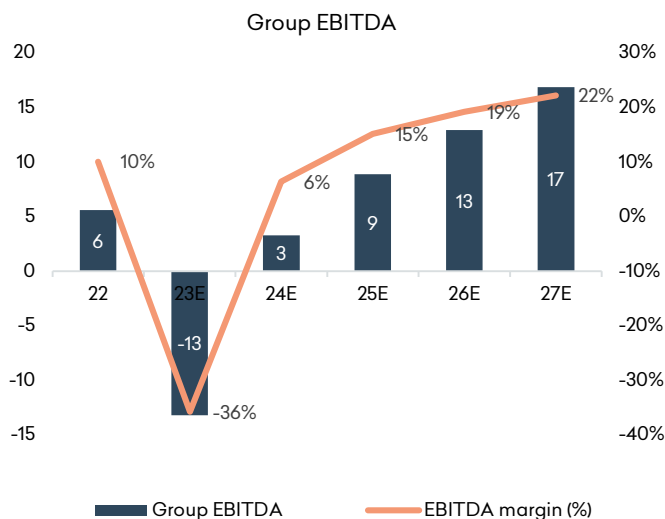
Key Performance Indicators



Source: Company data, Hauck Aufhäuser Investment Banking

Cash flow summary	2023	2024E	2025E	2026E	2027E
Operating cash flow	-12.6	-4.4	7.0	11.5	13.8
Capex	3.3	4.0	4.5	5.0	4.5
FCF	-15.9	-8.4	2.4	6.4	9.3
FCF per share	neg.	neg.	0.3	0.8	1.1
FCF yield	-27.3 %	1.7 %	8.4 %	14.8 %	24.3 %
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0

Source: Company data, Hauck Aufhäuser Investment Banking



Source: Company data, Hauck Aufhäuser Investment Banking

Key ratios summary	2023	2024E	2025E	2026E	2027E
EPS growth	-520.4 %	-110.8 %	294.0 %	53.0 %	31.4 %
Capital Turnover	0.7	1.2	1.3	1.2	1.2
Avg. working capital / sales	6.4 %	8.4 %	8.4 %	6.5 %	6.1 %
Cash conversion cycle (days)	48.8	50.5	55.1	37.5	33.9
FCF / Net profit	neg.	neg.	50.9 %	87.7 %	96.4 %
Interest cover	0.0	0.0	0.0	0.0	0.0

Source: Company data, Hauck Aufhäuser Investment Banking

Financials

Profit and loss (EUR m)	2021	2022	2023	2024E	2025E	2026E	2027E
Net sales	51.2	55.7	37.0	51.0	58.6	67.2	75.9
Sales growth	30.4 %	8.9 %	-33.7 %	38.1 %	14.9 %	14.5 %	13.0 %
Increase/decrease in finished goods and work-in-process	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total sales	51.2	55.7	37.0	51.0	58.6	67.2	75.9
Other operating income	7.1	2.6	1.7	1.0	0.0	0.0	0.0
Material expenses	17.4	20.7	13.8	22.8	23.2	25.9	28.6
Personnel expenses	19.7	17.7	24.6	14.4	14.5	15.8	16.6
Other operating expenses	15.3	14.4	13.5	11.6	12.1	12.6	13.8
Total operating expenses	45.3	50.1	50.2	47.8	49.8	54.2	59.0
EBITDA	5.9	5.6	-13.2	3.3	8.9	12.9	16.9
Depreciation	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBITA	5.9	5.6	-13.3	3.3	8.9	12.9	16.8
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	1.7	1.8	1.9	1.9	2.8	3.5	4.4
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT (inc revaluation net)	4.1	3.8	-15.1	1.4	6.1	9.4	12.4
Interest income	0.0	0.1	0.3	0.3	0.3	0.3	0.3
Interest expenses	0.4	0.0	0.1	0.0	0.0	0.0	0.0
Other financial result	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial result	-0.4	0.0	0.3	0.3	0.3	0.3	0.3
Recurring pretax income from continuing operations	3.7	3.8	-14.8	1.6	6.3	9.7	12.7
Extraordinary income/loss	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	3.7	3.8	-14.8	1.6	6.3	9.7	12.7
Taxes	1.0	1.1	-3.5	0.4	1.5	2.3	3.0
Net income from continuing operations	2.7	2.7	-11.3	1.2	4.8	7.3	9.6
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net income	2.7	2.7	-11.3	1.2	4.8	7.3	9.6
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	2.7	2.7	-11.3	1.2	4.8	7.3	9.6
Average number of shares	8.5	8.5	8.5	8.5	8.5	8.5	8.5
EPS reported	0.32	0.32	-1.33	0.14	0.56	0.86	1.13

Profit and loss (common size)	2021	2022	2023	2024E	2025E	2026E	2027E
Net sales	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Increase/decrease in finished goods and work-in-process	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Total sales	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
Other operating income	13.9 %	4.7 %	4.6 %	2.0 %	0.0 %	0.0 %	0.0 %
Material expenses	34.0 %	37.2 %	37.3 %	44.6 %	39.5 %	38.5 %	37.7 %
Personnel expenses	38.4 %	31.7 %	66.5 %	28.2 %	24.7 %	23.5 %	21.9 %
Other operating expenses	30.0 %	25.8 %	36.6 %	22.7 %	20.6 %	18.7 %	18.2 %
Total operating expenses	88.5 %	89.9 %	135.8 %	93.6 %	84.9 %	80.7 %	77.8 %
EBITDA	11.5 %	10.1 %	neg.	6.4 %	15.1 %	19.3 %	22.2 %
Depreciation	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBITA	11.4 %	10.0 %	neg.	6.4 %	15.1 %	19.2 %	22.2 %
Amortisation of goodwill	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Amortisation of intangible assets	3.4 %	3.2 %	5.1 %	3.7 %	4.8 %	5.2 %	5.8 %
Impairment charges	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
EBIT (inc revaluation net)	8.1 %	6.8 %	neg.	2.6 %	10.3 %	14.0 %	16.4 %
Interest income	0.0 %	0.1 %	0.9 %	0.5 %	0.4 %	0.4 %	0.3 %
Interest expenses	0.8 %	0.1 %	0.2 %	0.0 %	0.0 %	0.0 %	0.0 %
Other financial result	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Financial result	neg.	0.0 %	0.7 %	0.5 %	0.4 %	0.4 %	0.3 %
Recurring pretax income from continuing operations	7.3 %	6.9 %	neg.	3.1 %	10.8 %	14.4 %	16.7 %
Extraordinary income/loss	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Earnings before taxes	7.3 %	6.9 %	neg.	3.1 %	10.8 %	14.4 %	16.7 %
Tax rate	26.6 %	29.8 %	23.9 %	24.0 %	24.0 %	24.0 %	24.0 %
Net income from continuing operations	5.3 %	4.8 %	neg.	2.4 %	8.2 %	10.9 %	12.7 %
Income from discontinued operations (net of tax)	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net income	5.3 %	4.8 %	neg.	2.4 %	8.2 %	10.9 %	12.7 %
Minority interest	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Net profit (reported)	5.3 %	4.8 %	neg.	2.4 %	8.2 %	10.9 %	12.7 %

Source: Company data, Hauck Aufhäuser Investment Banking

Balance sheet (EUR m)	2021	2022	2023	2024E	2025E	2026E	2027E
Intangible assets	14.7	16.1	17.5	19.6	21.3	22.8	22.9
Property, plant and equipment	0.0	0.0	0.0	0.0	0.1	0.1	0.1
Financial assets	0.8	0.8	0.8	0.8	0.8	0.8	0.8
FIXED ASSETS	15.5	17.0	18.4	20.5	22.2	23.7	23.8
Inventories	4.6	3.2	6.6	8.5	9.8	9.9	10.8
Accounts receivable	2.9	2.4	0.8	2.1	2.4	2.8	3.1
Other current assets	1.1	1.0	1.3	1.3	1.3	1.3	1.3
Liquid assets	29.8	36.3	26.8	12.4	14.8	21.3	30.6
Deferred taxes	0.2	0.0	3.5	3.5	3.5	3.5	3.5
Deferred charges and prepaid expenses	0.0	0.0	0.0	0.0	0.0	0.0	0.0
CURRENT ASSETS	38.6	42.9	39.1	27.8	31.8	38.7	49.3
TOTAL ASSETS	54.1	59.9	57.5	48.3	54.0	62.4	73.1
SHAREHOLDERS EQUITY	41.4	41.8	30.8	32.0	36.8	44.2	53.8
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Long-term debt	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Provisions for pensions and similar obligations	2.4	2.7	2.9	2.9	2.9	2.9	2.9
Other provisions	6.6	8.8	12.4	6.8	6.8	6.8	6.8
Non-current liabilities	9.0	11.5	15.2	9.7	9.7	9.7	9.7
short-term liabilities to banks	0.0	0.0	6.0	0.0	0.0	0.0	0.0
Accounts payable	3.0	5.4	5.1	6.3	7.2	8.3	9.4
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	0.7	1.3	0.3	0.3	0.3	0.3	0.3
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Deferred income	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Current liabilities	3.7	6.6	11.4	6.6	7.5	8.6	9.6
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	54.1	59.9	57.5	48.3	54.0	62.4	73.1

Balance sheet (common size)	2021	2022	2023	2024E	2025E	2026E	2027E
Intangible assets	27.1 %	27.0 %	30.5 %	40.7 %	39.5 %	36.6 %	31.4 %
Property, plant and equipment	0.0 %	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %	0.1 %
Financial assets	1.4 %	1.3 %	1.4 %	1.7 %	1.5 %	1.3 %	1.1 %
FIXED ASSETS	28.6 %	28.4 %	32.0 %	42.4 %	41.1 %	38.0 %	32.5 %
Inventories	8.5 %	5.3 %	11.5 %	17.6 %	18.1 %	15.8 %	14.8 %
Accounts receivable	5.4 %	3.9 %	1.5 %	4.3 %	4.5 %	4.4 %	4.3 %
Other current assets	2.0 %	1.7 %	2.3 %	2.8 %	2.5 %	2.2 %	1.8 %
Liquid assets	55.1 %	60.7 %	46.7 %	25.7 %	27.5 %	34.1 %	41.8 %
Deferred taxes	0.3 %	0.0 %	6.0 %	7.2 %	6.4 %	5.5 %	4.7 %
Deferred charges and prepaid expenses	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
CURRENT ASSETS	71.4 %	71.6 %	68.0 %	57.6 %	58.9 %	62.0 %	67.5 %
TOTAL ASSETS	100.0 %	99.9 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %
SHAREHOLDERS EQUITY	76.5 %	69.8 %	53.6 %	66.3 %	68.2 %	70.8 %	73.6 %
MINORITY INTEREST	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Long-term debt	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Provisions for pensions and similar obligations	4.5 %	4.5 %	5.0 %	5.9 %	5.3 %	4.6 %	3.9 %
Other provisions	12.1 %	14.7 %	21.6 %	14.1 %	12.6 %	10.9 %	9.3 %
Non-current liabilities	16.6 %	19.2 %	26.5 %	20.0 %	17.9 %	15.5 %	13.2 %
short-term liabilities to banks	0.0 %	0.0 %	10.5 %	0.0 %	0.0 %	0.0 %	0.0 %
Accounts payable	5.5 %	8.9 %	8.9 %	13.0 %	13.4 %	13.3 %	12.8 %
Advance payments received on orders	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Other liabilities (incl. from lease and rental contracts)	1.3 %	2.1 %	0.5 %	0.6 %	0.5 %	0.4 %	0.4 %
Deferred taxes	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Deferred income	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Current liabilities	6.9 %	11.1 %	19.8 %	13.6 %	13.9 %	13.7 %	13.2 %
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %	100.0 %

Source: Company data, Hauck Aufhäuser Investment Banking

Cash flow statement (EUR m)	2021	2022	2023	2024E	2025E	2026E	2027E
Net profit/loss	-0.7	2.7	-11.3	1.2	4.8	7.3	9.6
Depreciation of fixed assets (incl. leases)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	1.7	1.8	1.9	1.9	2.8	3.5	4.4
Others	6.1	2.1	-1.0	-5.6	0.0	0.0	0.0
Cash flow from operations before changes in w/c	7.1	6.7	-10.4	-2.4	7.6	10.9	14.1
Increase/decrease in inventory	-1.7	1.4	-3.5	-1.9	-1.3	-0.1	-1.0
Increase/decrease in accounts receivable	-1.7	0.6	1.5	-1.3	-0.3	-0.4	-0.4
Increase/decrease in accounts payable	-0.3	2.4	-0.3	1.2	0.9	1.1	1.1
Increase/decrease in other working capital positions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Increase/decrease in working capital	-3.6	4.4	-2.2	-1.9	-0.6	0.6	-0.2
Cash flow from operating activities	3.4	11.0	-12.6	-4.4	7.0	11.5	13.8
CAPEX	1.7	3.3	3.3	4.0	4.5	5.0	4.5
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	0.1	0.1	0.1	0.0	0.0	0.0	0.0
Income from asset disposals	0.0	0.7	0.4	0.0	0.0	0.0	0.0
Cash flow from investing activities	-1.8	-2.7	-2.9	-4.0	-4.5	-5.0	-4.5
Cash flow before financing	1.7	8.3	-15.5	-8.4	2.4	6.4	9.3
Increase/decrease in debt position	-12.3	0.0	6.0	-6.0	0.0	0.0	0.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	38.0	-1.8	0.0	0.0	0.0	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Others	-5.6	0.0	0.0	0.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from financing activities	20.1	-1.8	6.0	-6.0	0.0	0.0	0.0
Increase/decrease in liquid assets	21.8	6.5	-9.5	-14.4	2.4	6.4	9.3
Liquid assets at end of period	29.8	36.3	26.8	12.4	14.8	21.3	30.6

Quarterly results (EUR m)	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024E	FY 2024E
Sales	14.3	13.8	15.0	12.6	10.0	9.1	8.0	9.9	10.5	51.0
Sales growth	31 %	6 %	18 %	-13 %	-30 %	-34 %	-46 %	-22 %	5 %	38 %
Gross profit	9.0	8.2	9.3	8.5	6.5	5.6	6.1	5.0	6.0	28.3
Gross profit margin	62.7 %	59.8 %	61.9 %	67.3 %	65.0 %	62.0 %	75.6 %	50.5 %	57.1 %	55.4 %
EBITDA	2.4	0.8	1.7	0.7	-1.5	-2.5	-3.0	-6.2	-0.1	3.3
EBITDA margin	16.8 %	5.8 %	11.3 %	5.5 %	-15.0 %	-27.4 %	-37.3 %	-62.8 %	-0.5 %	6.4 %
EBIT (inc revaluation net)	2.4	0.8	1.7	0.7	-2.0	-2.9	-2.3	-7.9	-0.5	1.4
EBIT margin	16.8 %	5.8 %	11.3 %	5.5 %	-20.0 %	-32.3 %	-28.3 %	-79.8 %	-5.0 %	2.6 %

Source: Company data, Hauck Aufhäuser Investment Banking

Key ratios (EUR m)	2021	2022	2023	2024E	2025E	2026E	2027E
P&L growth analysis							
Sales growth	30.4 %	8.9 %	-33.7 %	38.1 %	14.9 %	14.5 %	13.0 %
EBITDA growth	465.3 %	-4.6 %	-336.0 %	-124.7 %	171.4 %	45.7 %	30.4 %
EBIT growth	-773.0 %	-7.8 %	-496.6 %	-108.9 %	348.4 %	55.2 %	32.2 %
EPS growth	n/a	-1.8 %	-520.4 %	-110.8 %	294.0 %	53.0 %	31.4 %
Efficiency							
Total operating costs / sales	88.5 %	89.9 %	135.8 %	93.6 %	84.9 %	80.7 %	77.8 %
Sales per employee	n/a	n/a	n/a	n/a	n/a	n/a	n/a
EBITDA per employee	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Balance sheet analysis							
Avg. working capital / sales	n/a	4.2 %	3.4 %	6.6 %	7.9 %	6.9 %	5.9 %
Inventory turnover (sales/inventory)	11.1	17.6	5.6	6.0	6.0	6.8	7.0
Trade debtors in days of sales	20.8	15.4	8.4	15.0	15.0	15.0	15.0
A/P turnover [(A/P*365)/sales]	21.4	35.1	50.3	45.0	45.0	45.0	45.0
Cash conversion cycle (days)	54.3	-23.2	48.8	50.5	55.1	37.5	33.9
Cash flow analysis							
Free cash flow	1.8	7.7	-15.9	-8.4	2.4	6.4	9.3
Free cash flow/sales	3.5 %	13.9 %	-42.9 %	-16.4 %	4.2 %	9.6 %	12.2 %
FCF / net profit	64.8 %	287.9 %	neg.	neg.	50.9 %	87.7 %	96.4 %
Capex / deprn	102.0 %	185.5 %	176.2 %	209.9 %	160.6 %	142.5 %	102.3 %
Capex / maintenance capex	0.6 %	4.7 %	0.3 %	1.6 %	1.1 %	0.8 %	0.7 %
Capex / sales	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Security							
Net debt	-29.8	-36.3	-20.8	-12.4	-14.8	-21.3	-30.6
Net Debt/EBITDA	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net debt / equity	neg.	neg.	neg.	neg.	neg.	neg.	neg.
Interest cover	10.2	79.5	0.0	999.0	999.0	999.0	999.0
Dividend payout ratio	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Asset utilisation							
Capital employed turnover	1.0	1.0	0.7	1.2	1.3	1.2	1.2
Operating assets turnover	11.3	276.4	15.4	11.7	11.7	15.2	16.3
Plant turnover	2,740.5	1,250.7	1,141.2	1,204.1	1,119.3	1,282.1	1,448.9
Inventory turnover (sales/inventory)	11.1	17.6	5.6	6.0	6.0	6.8	7.0
Returns							
ROCE	16.8 %	7.4 %	-28.7 %	2.9 %	13.7 %	18.7 %	21.2 %
ROE	6.6 %	6.4 %	-36.7 %	3.8 %	13.0 %	16.6 %	17.9 %
Other							
Interest paid / avg. debt	n/a	n/a	1.2 %	0.0 %	n/a	n/a	n/a
No. employees (average)	0	0	0	0	0	0	0
Number of shares	8.5	8.5	8.5	8.5	8.5	8.5	8.5
DPS	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EPS reported	0.32	0.32	-1.33	0.14	0.56	0.86	1.13
Valuation ratios							
P/BV	0.0	2.4	2.0	2.1	1.8	1.5	1.2
EV/sales	-0.5	1.2	1.2	1.1	0.9	0.7	0.5
EV/EBITDA	-4.7	11.6	-3.3	17.6	6.2	3.8	2.3
EV/EBITA	-4.7	11.6	-3.3	17.7	6.2	3.8	2.3
EV/EBIT	-6.6	17.1	-2.8	42.6	9.1	5.2	3.2
EV/FCF	-15.5	8.4	-2.7	-6.9	22.6	7.6	4.2
Adjusted FCF yield	-11.2 %	4.2 %	-27.3 %	1.7 %	8.4 %	14.8 %	24.3 %
Dividend yield	n/a	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %

Source: Company data, Hauck Aufhäuser Investment Banking

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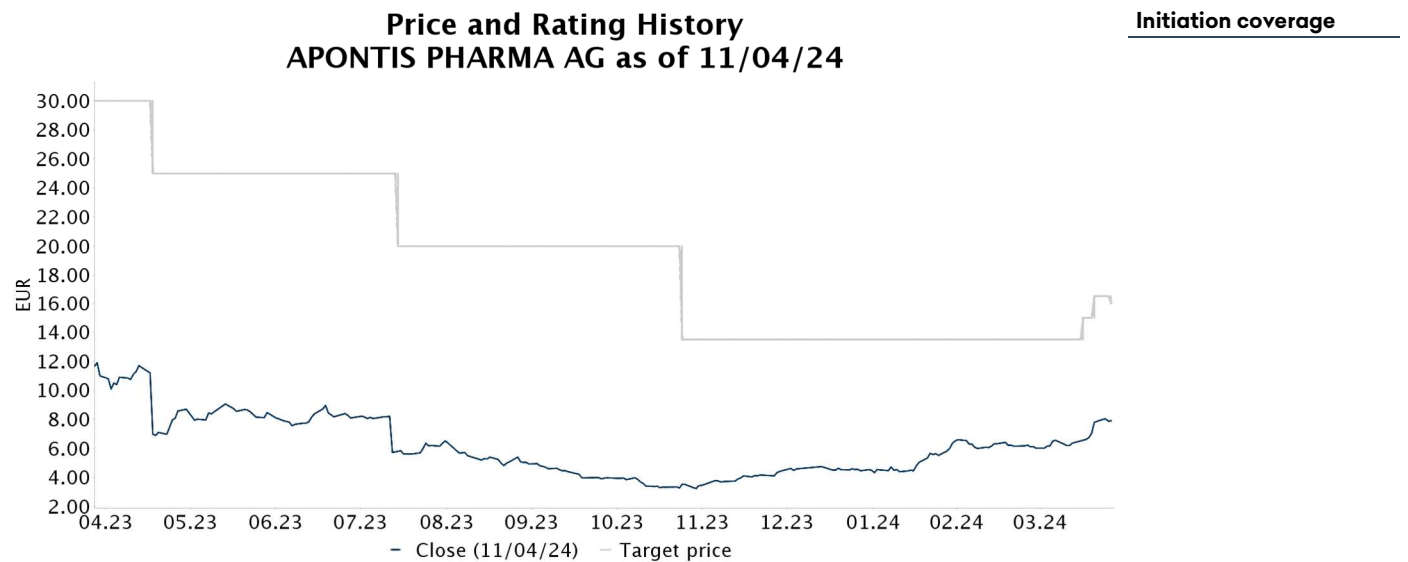
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Company	Disclosure
APONTIS PHARMA AG	3, 6

Historical target price and rating changes for APONTIS PHARMA AG in the last 12 months



Company	Date	Analyst	Rating	Target price	Close
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APONTIS PHARMA AG

APONTIS PHARMA AG	02.04.2024	Galitsa, Alexander	Buy	EUR 15.00	EUR 6.62
	01.02.2024	Galitsa, Alexander	Buy	EUR 13.50	EUR 4.79
	10.11.2023	Galitsa, Alexander	Buy	EUR 13.50	EUR 3.52
	11.08.2023	Galitsa, Alexander	Buy	EUR 20.00	EUR 6.20
	31.07.2023	Galitsa, Alexander	Buy	EUR 20.00	EUR 5.84
	17.07.2023	Galitsa, Alexander	Buy	EUR 25.00	EUR 8.22
	30.06.2023	Galitsa, Alexander	Buy	EUR 25.00	EUR 8.38
	27.06.2023	Galitsa, Alexander	Buy	EUR 25.00	EUR 7.74
	23.05.2023	Galitsa, Alexander	Buy	EUR 25.00	EUR 8.44
	04.05.2023	Galitsa, Alexander	Buy	EUR 25.00	EUR 6.90

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