

# Nice uplift in site openings

- Opex on track in Q2, ~7 quarters of cash on hand
- We fear continued slow enrolment
- Plenty of value, maintain BUY and TP NOK 85

#### Q2 in numbers

In Q2 NNV had opex spend of NOK -84.5m (ABGSCe NOK -77.4m, no consensus), taking net profit to NOK -82.9m (ABGSCe NOK -72.9m) and leaving the cash position at end-Q2 at NOK 570m (Q1: NOK 641m). Headcount increased by one, to 40. We see NNV having about seven quarters worth of cash, which we believe means it will require additional cash within the next 12 months. Given NNV's promising technology, we would optimally look for NNV to expand its R&D further.

#### So how many dosed patients do you have, NNV?

Since the Q1 report on 30 May NNV has managed to increase the number of open sites for the PARADIGME trial to 41 (23) and increase the number of new countries participating by 5, bringing the total to 13. This bodes well for NNV to reach the targeted 80-85 sites across 20 countries. We are also encouraged by the company's statement that key US and Canadian sites will come onstream shortly. As expected, but not as we had hoped, NNV did not provide an update on the number of dosed patients, therefore, we only know of the single dosed patient announced on 21 June. Without more visibility on the speed of enrolment, we maintain our cautious view and suspect the full data set may ultimately be delayed vs. the guidance of first data readout in H1'20. Outside PARADIGME we saw new CEO Mr. Bravo present confidently, leaving a solid impression at his first NNV investor presentation.

#### We continue to BUY the case

We continue to see substantial unpriced value in Betalutin, which looks more efficacious and safer while also being easier to use than competition. This value offsets other issues in the stock, e.g. possible delay to PARADIGME. We maintain BUY and SOTP-driven TP NOK 85.

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NOKm	2016	2017	2018e	2019e	2020e
Sales	0	0	0	0	0
EBITDA	-218	-318	-343	-326	-320
EBITDA margin (%)	-69,274.5	#########	#########	#########	########
EBIT adj	-216	-317	-340	-324	-318
EBIT adj margin (%)	-68,905.1	#########	#########	#########	########
Pretax profit	-235	-293	-340	-318	-315
EPS rep	-5.04	-6.00	-6.96	-6.50	-6.43
EPS adj	-5.04	-6.00	-6.96	-6.50	-6.43
Sales growth (%)	-28.1	-3.8	-33.8	0	0
EPS growth (%)	-12.2	-19.1	-16.1	6.6	1.1

Source: ABG Sundal Collier, Company data

#### **Reason: Post-results comment**

BUY	HOLD	SELL
Estimate changes	s (%)	

	2018e	2019e	2020e
Sales	0.0%	-60.0%	-60.0%
EBIT (rep)	-6.4%	-6.8%	-6.9%
EPS (rep)	-7.8%	-8.7%	-8.8%
Source: ABG Sundal Co	llier		
Share price (NOK)	22/08/20	018	63.0

(85.0) 85.0

Biotechnology, Norway NANOV.OL/NANO NO

Target price

MCap (NOKm)	3,085
MCap (EURm)	317.7
Net debt (EURm)	-35
No. of shares (m)	49.0
Free float (%)	100.0
Av. daily volume (k)	na

#### Performance



	2018e	2019e	2020e
P/E (x)	-9.0	-9.7	-9.8
P/E adj (x)	-9.0	-9.7	-9.8
P/BVPS (x)	9.11	153.76	-10.46
EV/EBITDA (x)	-8.0	-9.4	-10.6
EV/EBIT adj (x)	-8.1	-9.5	-10.7
EV/sales (x)	13,763.46	15,367.71	16,955.21
ROE adj (%)	-67.0	-177.6	229.2
Dividend yield (%)	0	0	0
FCF yield (%)	-11.4	-10.4	-10.3
Net IB debt/EBITDA	1.0	0.0	-1.0

#### Please refer to important disclosures at the end of this report

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## Opportunities

We see a number of under-appreciated items in NNV including: 1) the early stage pipeline and the value of NNV's core technology, 2) BetalutinTM as a combination drug with its unique CD37 antibody providing differentiation versus CD20 based treatments, and 3) NNV's platform mindset with both a unique CD37 antibody and knowledge of radionuclides. Each of these can be the basis for new drugs.

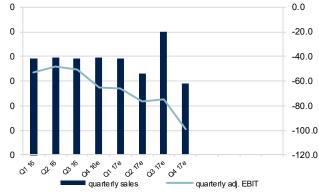
### Risks

Our main worries are: 1) the clinical development risks for BetalutinTM in the important pivotal trial, e.g., risks related to the quality of patients recruited into the trials, the speed to patient enrolment and whether the drug can actually be proven to work, 2) competitive drugs in development - the data they show and how they may impact treatment regimens, 3) NNV's ability to operationally execute on its R&D strategy within its fiscal boundaries, and 4) pricing. Forex as well as the interest rate environment.

-5.8 -6.0 -6.2 -6.4 -6.6 -6.8 -7.0 -7.2 -7.4 -7.6 -7.8 1 Febrilo APTIL May 18 Mar 18 Junile AUBILI ABGSC FactSet Consensus Mean

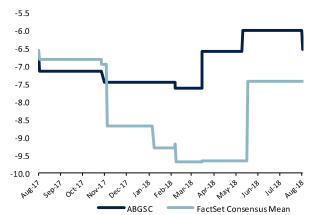
## EPS estimate changes, 2018e, NOK

#### Quarterly sales and adj. EBIT, NOKm



Source: ABG Sundal Collier, Company data

EPS estimate changes, 2019e, NOK



Source: ABG Sundal Collier, FactSet

### **Company description**

NNV, is a biotechnology company based in Oslo, focused on treating haematological cancers through the development of Antibody Radionuclide Conjugate drugs (ARCs). NNV's lead project is BetalutinTM which is in clinical development against Follicular Lymphoma. BetalutinTM is a conjugate of NNV's proprietary CD37 specific antibody, lilotomab, and a lutetium-177 radionuclide. NNV is actively engaged in R&D to test BetalutinTM in other cancers and to develop other drugs based on ARCs.

Source: ABG Sundal Collier, FactSet

### NNV Q2'18 report, actual vs. expected

	Q2 17a	Q3 17a	Q4 17a	2017a	Q1 18a	Actual Q2 18a	ABGSC Q2 18e	% diff
Revenues	0.1	0.1	0.1	0.3	0.0	0.0	0.1	nm
Opex	-76.3	-75.3	-99.4	-316.8	-82.3	-84.5	-77.4	-8%
Operating profit	-76.3	-75.2	-99.4	-316.5	-82.3	-84.5	-77.3	-9%
Net profit	-66.4	-75.2	-96.5	-293.8	-90.7	-82.9	-72.9	-12%

Source: ABG Sundal Collier, company data

### NNV, change to ABGSC estimates

(NOKm)	Old	2018e New	% diff	Old	2019e New	% diff	Old	2020e New	% diff
Revenues	0.5	0.2	60%	0.5	0.2	60%	0.5	0.2	60%
EBIT	-320	-340	-6%	-303	-324	-7%	-297	-318	-7%
Net profit	-316	-341	-8%	-293	-319	-9%	-290	-315	-9%

Source: ABG Sundal Collier, company data

#### NNV key news flow

Time Project		Indication	Event
H2'18	Betalutin / rituximab combo	2nd line Follicular Lymphoma	ARCHER-1: first patient dosed
H2'18	Betalutin	R/R i NHL	LYMRIT 37-01: First data readout
H1'20	Betalutin	3rd line Follicular Lymphoma	PARADIGME study , preliminary data readout
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Source: ABG Sundal Collier, company data

Income Statement (NOKm)	2011	2012	2013	2014	2015	2016	2017	2018e	2019e	2020e
Sales	0	0	0	0	0	0	0	0	0	0
COGS	0	0	0	0	0	0	0	0	0	0
Gross profit	0	0	0	0	0	0	0	0	0	0
Other operating items	-8	-15	-19	-69	-185	-218	-318	-343	-327	-320
EBITDA	-8	-15	-18	-69	-184	-218	-318	-343	-326	-320
Depreciation on tangibles	1	1	0	0	1	1	1	2	2	2
Depreciation on intangibles	0	0	0	0	0	0	0	0	0	0
EBITA	-7	-14	-18	-69	-183	-216	-317	-340	-324	-318
Goodwill impairment charges	0	0	0	0	0	0	0	0	0	0
Other impairment and amortisation	0	0	0	0	0	0	0	0	0	0
EBIT	-7	-14	-18	-69	-183	-216	-317	-340	-324	-318
Interest Net	0	0	1	5	10	-19	23	0	6	3
Other financial items	0	0	0	0	0	0	0	0	0	0
Associated income	0	0	0	0	0	0	0	-	0	ů 0
Other EO items	0	0	0	0	0	0	0	0	0	0
Pretax profit	-7	-13	-17	-64	-173	-235	-293	-340	-318	-315
Tax	0	-10	0	- <b>0</b> -	-0	-200	-0	-0-10	-010	-010
Net profit	-7	-13	-17	-64	-173	-236	-0 -294	-341	-319	-315
•	-7 0	-13	-17	- <b>64</b> 0	-173	- <b>236</b> 0	- <b>294</b> 0	-341	-319	-315
Minority interest										0
Net profit discontinued	0	0	0	0	0	0	0	0	0	-
Net profit to shareholders	-7	-13	-17	-64	-173	-236	-294	-341	-319	-315
EPS	0	-4.01	-1.92	-3.54	-4.49	-5.04	-6.00	-6.96	-6.50	-6.43
EPS Adj	0	-4.01	-1.92	-3.54	-4.49	-5.04	-6.00	-6.96	-6.50	-6.43
Total extraordinary items after tax	0	0	0	0	0	0	0	0	0	0
Tax rate (%)	0	0	0	0.1	0.2	0.1	0.1	0.2	0.2	0.2
Gross margin (%)	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
EBITDA margin (%)	-12,141.3	-9,804.5	-5,994.9	-15,704.7	,	-69,274.5	#########	#########	#########	########
EBITA margin (%)	-11,242.4	-9,278.3	,	-15,626.1	-41,898.2	-68,905.1	#########	#########	#########	########
EBIT margin (%)	-11,242.4	-9,278.3	-5,917.5	-15,626.1	-41,898.2	-68,905.1	#########	#########	#########	########
Pretax margin (%)	-10,820.8	-9,078.8	-5,558.0	-14,479.1		-74,895.2		#########	########	########
Net margin (%)	-10,820.8	-9,078.8	-5,558.0	-14,489.1	-39,605.3	-75,003.2	-97,289.4	#########	########	########
Growth rates Y/Y	2011	2012	2013	2014	2015	2016	2017	2018e	2019e	2020e
Sales growth (%)	na	135.1	106.6	43.6	-0.6	-28.1	-3.8	-33.8	0	0
EBITDA growth (%)	na	-89.9	-26.3	-276.1	-166.7	-18.2	-46.2	-7.7	4.7	1.9
EBIT growth (%)	na	-94.0	-31.8	-279.2	-166.6	-18.2	-46.3	-7.5	4.8	2.0
Net profit growth (%)	na	-97.3	-26.5	-274.3	-171.8	-36.1	-24.8	-16.1	6.6	1.1
EPS growth (%)	na	high	52.0	-84.2	-26.7	-12.2	-19.1	-16.1	6.6	1.1
Profitability	2011	2012	2013	2014	2015	2016	2017	2018e	2019e	2020e
ROE (%)	na	-95.5	-39.3	-31.1	-33.2	-28.3	-36.1	-67.0	-177.6	229.2
ROE Adj (%)	na	-95.5	-39.3	-31.1	-33.2	-28.3	-36.1	-67.0	-177.6	229.2
ROCE (%)	na	-658.3	-14,861.8	1,676.3	912.9	414.1	402.4	930.0	-4,492.7	-3,333.7
ROCE Adj(%)	na		-14,861.8	1,676.3	912.9	414.1	402.4	930.0	-4,492.7	-3,333.7
ROIC (%)	na	-465.0	-877.0	-3,175.3	49,768.8	1,454.5	1,977.4	-71,263.9	-4,313.7	-3,221.6
ROIC Adj (%)	na	-465.0	-877.0	-3,175.3	49,768.8	1,454.5	1,977.4	-71,263.9	-4,313.7	-3,221.6
Adj earnings numbers	2011	2012	2013	2014	2015	2016	2017	2018e	2019e	2020e
EBITDA Adj	-8	-15	-18	-69	-184	-218	-318	-343	-326	-320
EBITDA Adj margin (%)	-12,141.3	-9,804.5	-5,994.9	-15,704.7				#########		#########
EBITA Adj	-7	-14	-18	-69	-183	-216	-317	-340	-324	-318
EBITA Adj margin (%)	-11,242.4	-9,278.3		-15,626.1		-68,905.1		-040 #########		-010 ############
EBITA Adj margin (%)	-11,242.4 -7	-9,270.3 -14	-5,977.5	-15,020.1	-47,090.2	-00,905.7 -216	-317	-340	-324	-318
EBIT Adj EBIT Adj margin (%)		-14 -9,278.3		-09 -15,626.1			-317 ####################################	-340 #########		-310 ########
	-11,242.4									
Pretax profit Adj	-7	-13	-17	-64	-173	-235	-293	-340	-318	-315
Net profit Adj	-7	-13	-17	-64	-173	-236	-294	-341	-319	-315
Net profit to shareholders Adj	-7	-13	-17	-64	-173	-236	-294	-341	-319	-315
Net Adj margin (%)	-10,820.8	-9,078.8	-5,558.0	-14,489.1	-39,605.3	-75,003.2	-97,289.4	#######################################	#########	#########

Source: ABG Sundal Collier, Company data

Cash Flow Statement (NOKm)	2011	2012	2013	2014	2015	2016	2017	2018e	2019e	2020e
EBITDA	-8	-15	-18	-69	-184	-218	-318	-343	-326	-320
Net financial items	0	0	1	5	10	-19	23	0	6	3
Paid tax	0	0 3	0 3	-0	-0	-0	-0	-1	-1	-1
Non-cash items	10 3	-12	-15	5 -59	17 -157	0 227	0	0	0	0
Cash flow before change in WC Change in WC	na s	-12	-15	-59	-157 7	-237 24	-295 -20	-343 -10	-321 0	-318- 0
Operating cash flow	11a 0	-11	-14	-58	-150	-204	-20 -249	-353	-321	-318
CAPEX tangible fixed assets	0	-11-0	-14	-58	-150	-204	- <b>24</b> 9 0	-555	-321	-318
CAPEX intangible fixed assets	0	0	0	0	2	0	0	0	0	0
Acquisitions and disposals	0	0	0	0	0	0	0	0	0	0
Free cash flow	Ő	-11	-14	-57	-148	-202	-249	-353	-321	-318
Dividend paid	0	0	-14	-01	0+1-	-202	-2-45	-000	-021	-010
Share issues and buybacks	Õ	0	87	313	546	0	ů 0	0 0	0	0
Other non cash items	na	-0	-1	1	8	477	-12	-71	0	0
Decrease in net IB debt	na	-11	73	257	406	275	-262	-424	-321	-318
Balance Sheet (NOKm)	2011	2012	2013	2014	2015	2016	2017	2018e	2019e	2020e
Goodwill	0	0	0	0	0	0	0	0	0	0
Indefinite intangible assets	0	0	0	0	0	0	0	0	0	0
Definite intangible assets	0	0	0	0	0	0	0	0	0	0
Tangible fixed assets	1	0	0	2	3	3	4	6	9	11
Other fixed assets	0	0	0	0	0	0	0	0	0	0
Fixed assets	1	0	0	2	3	3	4	6	9	11
Inventories	0	0	0	0	0	0	0	0	0	0
Receivables	4	4	6	7	14	23	20	0	0	0
Other current assets	0	0	0	0	0	0	0	0	0	0
Cash and liquid assets	17	7	80	337	743	1,018	757	333	12	-306
Total assets	22	11	86	346	760	1,045	780	339	21	-295
Shareholders equity	20 0	8 0	79 0	330 0	713 0	949 0	680 0	339	20 0	-295 0
Minority	<b>20</b>	8	79	<b>330</b>	713	949	680	0 <b>339</b>	<b>20</b>	-295
Total equity Long-term debt	<b>20</b>	<b>o</b> 0	79 0	<b>330</b>	0	<b>949</b> 0	000	<b>339</b> 0	20	- <b>295</b> 0
Pension debt	0	0	0	0	0	0	0	0	0	0
Convertible debt	0	0	0	0	0	0	0	0	0	0
Deferred tax	0	0	0	0	0	0	0	0	0	0
Other long-term liabilities	0	0	0	0	0	0	4	0	0	0
Short-term debt	0	0	0	0	0	0	0	0	0	0
Accounts payable	1	2	4	6	20	53	29	0	0	0
Other current liabilities	1	1	3	9	27	42	67	Õ	0	0
Total liabilities and equity	22	11	86	346	760	1,045	780	339	21	-295
Net IB debt	-17	-7	-80	-337	-743	-1,018	-757	-333	-12	306
Net IB debt excl. pension debt	-17	-7	-80	-337	-743	-1,018	-757	-333	-12	306
Capital invested	4	2	2	2	-3	-27	-5	6	9	11
Working capital	3	2	2	1	-6	-30	-10	0	0	0
EV breakdown	2011	2012	2013	2014	2015	2016	2017	2018e	2019e	2020e
Market cap. diluted (m)	na	na	na	743	628	4,738	3,967	3,085	3,085	3,085
Net IB debt Adj	-17	-7	-80	-337	-743	-1,018	-757	-333	-12	306
Market value of minority	0	0	0	0	0	0	0	0	0	0
Reversal of shares and participations	0	0	0	0	0	0	0	0	0	0
Reversal of conv. debt assumed equity	0	0	0	0	0	0	0	0	0	0
EV	na	na	na	406	-116	3,720	3,210	2,753	3,074	3,391
Capital efficiency (%)	2011	2012	2013	2014	2015	2016	2017	2018e	2019e	2020e
Total assets turnover (%)	na	0.9	0.6	0.2	0.1	0.0	0.0	0.0	0.1	-0.1
Capital invested turnover (%)	na	5.0	14.8	20.3	-118.5	-2.1	-1.9	41.8	2.7	2.0
Capital employed turnover (%)	na	7.3	269.1	-11.6	-2.3	-0.6	-0.4	-0.6	2.8	2.1
Inventories/sales (%)	na	0	0	0	0	0	0	0	0	0
Customer advances/sales (%)	na	0	0	0	0	0	0	0	0	0
Payables/sales (%)	na	984.3	1,075.7	1,220.8	3,019.0	11,674.5	13,655.1	7,329.3	0	0
Working capital/sales (%)	na	1,572.1	574.7	275.3	-585.5	-5,692.0	-6,518.9	-2,397.8	0	0
Financial risk and debt service	2011	2012	2013	2014	2015	2016	2017	2018e	2019e	2020e
Net debt/equity (%)	-85.0	-86.8	-101.0	-102.1	-104.3	-107.3	-111.3	-98.3	-59.1	-103.6
Net debt/market cap (%)	na	na	na	-41.9	-62.4	-54.3	-18.2	-10.8	-0.4	9.9
Equity ratio (%)	93.4	70.0	91.6	95.5	93.7	90.9	87.1	99.9	97.7	100.2
Net IB debt adj./equity (%)	-85.0	-86.8	-101.0	-102.1	-104.3	-107.3	-111.3	-98.3	-59.1	-103.6
Current ratio (%)	1,447.5	324.8	1,183.3	2,226.2	1,604.2	1,095.6	802.2	nm	nm	nm
EBITDA/net interest (%)	-2,880.1	-4,913.4	-1,667.7	-1,369.2	-1,767.0	-1,156.5	-1,377.3	high		-10,666.7
Net IB debt/EBITDA (%)	227.6	45.9	433.7	488.3	403.8	468.1	237.9	97.1	3.6	-95.5
Interest cover (%)	#########	<u>+++++++++++++++++++++++++++++++++++++</u>	-15,841.1	<del></del>	-9,514.5	700 0	282,247.1	-3,304.0	-31,705.0	21 260 0

Source: ABG Sundal Collier, Company data

Valuation and Ratios (NOKm)	2011	2012	2013	2014	2015	2016	2017	2018e	2019e	2020e
Shares outstanding adj.	0	6	11	27	45	49	49	49	49	49
Fully diluted shares Adj	0	6	11	27	45	49	49	49	49	49
EPS	0	-4.01	-1.92	-3.54	-4.49	-5.04	-6.00	-6.96	-6.50	-6.43
Dividend per share Adj	0	0	0	0	0	0	0	0	0	0
EPS Adj	0	-4.01	-1.92	-3.54	-4.49	-5.04	-6.00	-6.96	-6.50	-6.43
BVPS	64.36	1.20	7.11	12.44	16.01	19.38	13.88	6.91	0.41	-6.02
BVPS Adj	64.36	1.20	7.11	12.44	16.01	19.38	13.88	6.91	0.41	-6.02
Net IB debt / share	-54.7	-1.0	-7.2	-12.7	-16.7	-20.8	-15.4	-6.8	-0.2	6.2
Share price	na	na	na	28.00	14.10	96.75	81.00	63.00	63.00	63.00
Market cap. (m)	na	na	na	743	628	4,738	3,967	3,085	3,085	3,085
Valuation	2011	2012	2013	2014	2015	2016	2017	2018e	2019e	2020e
P/E	na	na	na	-7.9	-3.1	-19.2	-13.5	-9.0	-9.7	-9.8
EV/sales	na	na	na	924.76	-264.64	11,847.38	10,630.37	13,763.46	15,367.71	16,955.21
EV/EBITDA	na	na	na	-5.9	0.6	-17.1	-10.1	-8.0	-9.4	-10.6
EV/EBITA	na	na	na	-5.9	0.6	-17.2	-10.1	-8.1	-9.5	-10.7
EV/EBIT	na	na	na	-5.9	0.6	-17.2	-10.1	-8.1	-9.5	-10.7
Dividend yield (%)	na	na	na	0	0	0	0	0	0	0
FCF yield (%)	na	na	na	-11.3	-27.2	-4.5	-6.3	-11.4	-10.4	-10.3
P/BVPS	na	na	na	2.25	0.88	4.99	5.84	9.11	153.76	-10.46
P/BVPS Adj	na	na	na	2.25	0.88	4.99	5.84	9.11	153.76	-10.46
P/E Adj	na	na	na	-7.9	-3.1	-19.2	-13.5	-9.0	-9.7	-9.8
EV/EBITDA Adj	na	na	na	-5.9	0.6	-17.1	-10.1	-8.0	-9.4	-10.6
EV/EBITA Adj	na	na	na	-5.9	0.6	-17.2	-10.1	-8.1	-9.5	-10.7
EV/EBIT Adj	na	na	na	-5.9	0.6	-17.2	-10.1	-8.1	-9.5	-10.7
EV/cap. employed	na	na	na	-59.7	3.8	-54.0	-41.7	466.0	374.5	319.7
Investment ratios	2011	2012	2013	2014	2015	2016	2017	2018e	2019e	2020e
Capex/sales	0	-52.7	-96.8	-360.1	-509.8	-477.7	0	0	0	0
Capex/depreciation	0	10.0	125.1	458.2	224.1	129.3	0	0	0	0
Capex tangibles/tangible fixed assets	0	-28.2	-88.2	-100.6	-79.4	-47.7	0	0	0	0
Capex intangibles/definite intangibles	nm	nm	nm	nm	nm	nm	nm	nm	nm	nm
Depreciation on intangibles/definite inta	nm	nm	nm	nm	nm	nm	nm	nm	nm	nm
Depreciation on tangibles/tangibles	-57.9	-281.9	-70.5	-22.0	-35.4	-36.9	-35.5	-34.5	-26.5	-21.7

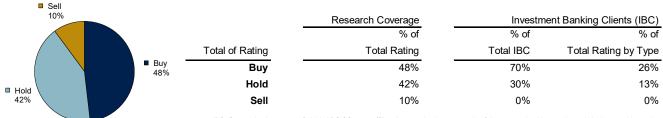
Source: ABG Sundal Collier, Company data

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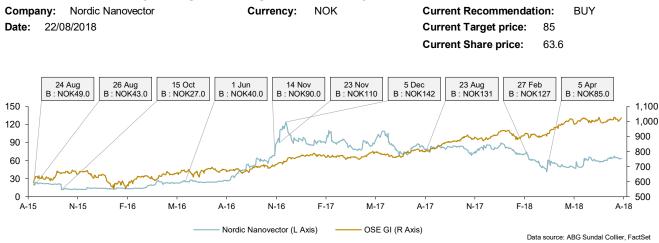
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