

Anatara Lifesciences (ANR)

Restore human gut health with GaRP

6 August 2018

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KEY POINTS

- There are yawning gaps in treatment of gut disorders such as Inflammatory Bowel Disease (IBD – 5m sufferers), and Irritable Bowel Syndrome (IBS – 840m sufferers).
- Over the last 30 years ANR's founders have led the development of a novel natural treatment for gut wall health with bromelain (patented extract from pineapple).
- In May'18 Zoetis signed a global exclusive agreement to develop non-antibiotic control of diarrhoea in livestock.
- ANR has an 18 month programme to allow over the counter sales of human treatment ("GaRP") for IBD/IBS, and is well positioned to sign a global partner in CY'19.

RECOMMEN	DATION	Buy
Previous Reco	ommendation	Buy
Risk Rating		Very High
Current Share	Price	\$0.68
12 Month Pric	e Target	\$1.40
Price Target N	1ethodology	50% of DCF
Total Return (Capital + Yield)	106%
DCF Valuation	١	\$2.80
Market capital	isation	\$35m
Liquidity – Dai	ly Value	\$0.1m

Controlling its destiny

Zoetis global deal validates 30 years of focus

ANR's founder (Dr Tracey Mynott) was part of Victorian University team that isolated enzyme BromelainRx from "throw away" pineapple base 30 years ago. BromelainRx was proven to improve pig gut health and reduce diarrhoea (called scour). Ciba-Geigy/Novartis bought the rights and started selling to Australian pig farmers in 1990. They lost momentum in late 1990's when Novartis closed parts of animal health and sold division. ANR's founders bought back the rights and used technical experience gained from Tracey's US university research and Chairman's emerging biotech commercial skills to improve targeting of gut health.

In May'18 Zoetis signed a global exclusive agreement to develop non-antibiotic control of diarrhoea in livestock and horses with A\$9m of milestone payments and ~3.5% royalty. We forecast this delivers \$14m of EBITDA in long term from 20% market of intensively farmed piglets & chickens. Note: Zoetis, the #1 global animal healthcare company, does not enter a market unless they can achieve 40% market share.

Human Irritable Bowel option can be partnered in CY19

There are yawning gaps in treatment of human gut disorders such as Inflammatory Bowel Disease (IBD – 5m sufferers), and Irritable Bowel Syndrome (IBS – 840m sufferers). Natural herbal treatments are being hunted down with Dr Google (450bn hits for "gut health"). Herbal "iberogast" was developed for constipation treatment in 1961, and shot to prominence in 2013 when Bayer bought it for a multiple of its Euro60m sales/annum. We suggest this is not a one-off.

INVESTMENT VIEW -Buy & PT \$1.40/share

We believe ANR is in a stronger position than iberogast with Zoetis deal and human application that builds on 30 years of safety and efficacy data with pigs, and 18 months on human application (with ANR's Dr Tracey Brown). ANR released its next 18 month plan to be ready for Over The Counter sales for IBD/IBS market last month. We estimate that exclusive partner discussion is likely to start in 2HCY'19 with global distribution agreement by mid CY20.

EPS Changes and PAC Partners vs. Consensus

Y/E Jun (\$m)	FY'19F	FY'19F	FY'20F
Previous EPS (cps)	-5.0	-2.0	3.0
Change in EPS (%)	0%	0%	-33%
Consensus EPS (cps)	-6.0	2.0	4.0
PAC vs Consensus (%)			-33%

Financial Forecasts & Valuation Metrics												
Y/e Jun (\$m)	FY'18F	FY'19F	FY'20F	FY'21F								
Revenue	0.7	1.6	3.4	6.0								
NPAT	-2.1	-2.6	-1.2	1.1								
EPS (cps)	-4.2	-5.0	-2.3	2.1								
EPS Growth												
DPS (c)	0.0	0.0	0.0	0.0								
EV / EBITDA (x)	-9.5	-9.9	-21.7	27.9								
PER (x)	-16.0	-13.4	-28.1	33.8								
Dividend Yield	0.0%	0.0%	0.0%	0.0%								
Gearing	-85%	-76%	-69%	-75%								
Cash	7.6	5.0	3.9	5.2								

Source: PAC Partners estimates

RISKS

- Small scale at start and earnings may be volatile.
- Zoetis will not be giving out regular news updates, so ANR will be reliant on its own news flow.
- Regulatory approval of Animal Detach® is not guaranteed although an earlier version was approved in 1990's. Australian APVMA approval is pending.
- Outside of Europe, and possibly China, there is little regulatory push for removal of antibiotics. China may ban antibiotics, USA Australia may follow.

SUMMARY SWOT

STRENGTHS

- 30 years of focused development, led mainly by founder Dr Tracey Mynott and now Dr Tracey Brown (Chief Development Officer)
- **Proven performance at commercial scale** in Australia in 1990's with piglet, and now Zoetis global agreement
- Partners & Cash: Strong industry partners (Zoetis #1 animal health, and human gut health advising companies).
 \$8.4m cash and plans to partner human application with these funds.

WEAKNESSES

- Small scale at start and earnings may be volatile.
 ANR is dependent on lumpy milestones to grow cash reserves
- **Dynamic Executive Chairman had to retire** a little early for personal reasons, and ANR is recruiting NEDs with human health partnering experience
- Zoetis will not be given out regular news updates, so ANR will be reliant on its own news flow from human application

OPPORTUNITIES

Intensively farmed piglet and chicken opportunities are significant and consumers/regulators are pushing for a non-antibiotic solution like Zoetis/ANR's Detach®.

- Yawning gaps in treatment of gut disorders such as Inflammatory Bowel Disease (IBD – 5m sufferers), and Irritable Bowel Syndrome (IBS – 840m sufferers).
- Other human applications will be targeted after OTC is granted for IBD/IBS. ANR will also develop additional products in future to augment pipeline.

THREATS

- Regulatory approval of Animal Detach® is not guaranteed although an earlier version was approved in 1990's. Australian APVMA approval is pending.
- Outside of Europe, and possibly China, there is little regulatory push for removal of antibiotics. China may ban antibiotics, USA Australia may follow.
- Partners ANR is reliant on Zoetis to fast track commercial applications, but has other partners already speaking to them re: Human application.

ANR's human application "GaRP" - timetable to partnering (and OTC sales)

	2017 H1	2017 H2	2018 H1	2018 H2	2019 H1	2019 H2	2020 H1	2020 H2
Confirmed GRAS status for components with FDA	✓							
Established collaboration with University of Liverpool (UK)		✓						
Completed product development plan		✓						
Patent Application filed		✓		✓				
Commercial feasibility			✓					
Manufacturing – sourced suppliers		✓						
Proof of concept			_	—				
Efficacy studies								
Partnering discussions								*

Source: ANR strategy update - 18 July 2018



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Price \$ 0.680 Number of shares 49 m Market Cap \$34 m

PROFIT	&	LOSS	(A\$m))

Y/end June	FY2015A	FY2016A	FY2017A	FY2018F	FY2019F	FY2020F	FY2021F	FY2022F	FY2023F	FY2024F	FY2025F
Revenue	0.0	2.3	0.3	0.7	1.6	3.4	6.0	11.5	24.7	35.9	42.4
EBITDA	-1.9	0.3	-2.0	-2.8	-2.9	-1.4	1.0	6.2	19.2	30.2	36.4
Depreciation & Amortisation	0.0	0.0	0.0	0.0	-0.2	-0.2	-0.2	-0.2	-0.2	-0.2	-0.2
EBIT	-1.9	0.3	-2.0	-2.8	-3.1	-1.6	0.8	6.0	19.0	30.0	36.2
Net Interest	0.1	0.4	0.3	0.6	0.5	0.3	0.2	0.2	0.4	1.1	2.4
Income tax expense	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
NPAT underlying	-1.8	0.7	-1.7	-2.1	-2.6	-1.3	1.0	6.3	19.4	31.1	38.6
Equity Accounting Profits	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Less non-controlling Interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
NPAT underlying - attributed to sha	-1.8	0.7	-1.7	-2.1	-2.6	-1.3	1.0	6.3	19.4	31.1	38.6
Abnormal items	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
NPAT Reported.	-1.8	0.7	-1.7	-2.1	-2.6	-1.3	1.0	6.3	19.4	31.1	38.6

BALANCE SHEET (A\$m)

Y/end June	FY2015A	FY2016A	FY2017A	FY2018F	FY2019F	FY2020F	FY2021F	FY2022F	FY2023F	FY2024F	FY2025F
Cash	5.6	13.8	10.9	7.6	5.0	3.9	5.2	12.0	32.8	65.0	104.3
PP&E	0.0	0.0	0.0	0.1	0.3	0.5	0.7	0.9	1.1	1.3	1.5
Debtors & Inventory	0.1	0.1	1.3	1.3	1.3	1.3	1.3	1.3	1.3	1.3	1.3
Intangibles	-	-	-	-	-	-	-	-	-	-	-
Other assets	-	0.0	0.1	0.2	0.3	0.4	0.5	0.6	0.7	8.0	0.9
Total Assets	5.6	13.9	12.3	9.1	6.9	6.1	7.7	14.8	35.9	68.4	108.0
Borrowings	-	-	-	-	-	-		-	-	-	-
Trade Creditors	0.1	0.4	0.2	0.1	0.2	0.3	0.6	1.1	2.5	3.6	4.2
Other Liabilities	0.0	0.0	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Total Liabilities	0.1	0.4	0.3	0.2	0.3	0.4	0.7	1.2	2.6	3.7	4.3
NETASSETS	5.5	13.5	12.0	8.9	6.6	5.7	7.0	13.6	33.3	64.7	103.6
OEI and Pref Shares	-	=	-	-	-	-	-	-	-	-	-
Shareholder Equity	5.5	13.5	12.0	8.9	6.6	5.7	7.0	13.6	33.3	64.7	103.6

Cash Flow (\$Am)

Cash Flow (\$Am)											
Y/end June	FY2015A	FY2016A	FY2017A	FY2018F	FY2019F	FY2020F	FY2021F	FY2022F	FY2023F	FY2024F	FY2025F
Operating EBITDA	(1.9)	0.3	(2.0)	(2.8)	(2.9)	(1.4)	1.0	6.2	19.2	30.2	36.4
Interest & Tax Paid	0.1	0.4	1.6	0.6	0.5	0.3	0.2	0.2	0.4	1.1	2.4
Working Cap.	(0.1)	(1.0)	(1.5)	(0.1)	0.1	0.2	0.3	0.5	1.3	1.1	0.7
Operating CF	(2.0)	(0.3)	(1.9)	(2.2)	(2.4)	(0.9)	1.5	7.0	20.9	32.4	39.5
Maintenance Capex	0.0	0.0	(0.0)	(0.2)	(0.2)	(0.2)	(0.2)	(0.2)	(0.2)	(0.2)	(0.2)
Expansion Capex	(0.0)	(0.0)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Acquistions	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Free Cashflow (FCF)	(2.0)	(0.3)	(1.9)	(2.4)	(2.6)	(1.1)	1.3	6.8	20.7	32.2	39.3
Ord & Pref Dividends	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Equity raised	6.4	8.5	0.0	0.9	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net Other	0.1	0.0	0.0	(1.8)	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net Cashflow	4.5	8.2	(1.9)	(3.3)	(2.6)	(1.1)	1.3	6.8	20.7	32.2	39.3

Segment Analysis (\$Am)

Segment Analysis (\$Am)											
Y/end June	FY2015A	FY2016A	FY2017A	FY2018F	FY2019F	FY2020F	FY2021F	FY2022F	FY2023F	FY2024F	FY2025F
Revenue											
Pig, Poultry and Cows	0.0	0.0	0.0	0.0	0.4	0.9	1.9	4.1	7.6	11.6	14.1
Human	0.0	0.0	0.0	0.0	0.0	0.0	1.6	4.8	14.5	21.8	26.2
Licensing revenue	0.0	2.3	0.3	0.7	1.3	2.5	2.5	2.5	2.5	2.5	2.2
Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total	0.0	2.3	0.3	0.7	1.6	3.4	6.0	11.5	24.7	35.9	42.4
Gross Margin - all licence revenue											
Pig, Poultry and Cows					100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Human							100.0%	100.0%	100.0%	100.0%	100.0%
Licensing revenue				100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Total				100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Gross Profit											
Pig, Poultry and Cows	0.0	0.0	0.0	0.0	0.4	0.9	1.9	4.1	7.6	11.6	14.1
Human	0.0	0.0	0.0	0.0	0.0	0.0	1.6	4.8	14.5	21.8	26.2
Licensing revenue	0.0	2.3	0.3	0.7	1.3	2.5	2.5	2.5	2.5	2.5	2.2
Total	0.0	2.3	0.3	0.7	1.6	3.4	6.0	11.5	24.7	35.9	42.4
SG&A	-1.9	-2.0	-2.3	-3.4	-4.5	-4.7	-5.0	-5.2	-5.5	-5.8	-6.1



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Date: 6-Aug-18 **Model Updated:** 6-Aug-18

										K	EY RATIOS
Y/end June	FY2015A	FY2016A	FY2017A	FY2018F	FY2019F	FY2020F	FY2021F	FY2022F	FY2023F	FY2024F	FY2025F
EBITDA Margin (%)		13.7%	-617.4%	-412.7%	-177.1%	-40.5%	17.0%	54.4%	77.8%	84.0%	85.7%
NPAT Margin (%)		28.5%	-529.5%	-322.4%	-161.1%	-37.1%	17.4%	54.7%	78.7%	86.5%	91.0%
ROE (%) y/e			-14.2%	-24.0%	-39.6%	-22.1%	14.9%	46.2%	58.3%	48.0%	37.3%
ROI (%) y/e			-488.5%	-216.9%							
ROIC (%) Av.			-15.7%	-26.4%	-39.6%	-25.5%	12.9%	58.7%	81.0%	61.1%	43.0%
NTA per share (cps)		0.27	0.24	0.18	0.13	0.11	0.14	0.27	0.67	1.31	2.10
NTA per share (cps)		0.27	0.24	0.18	0.13	0.11	0.14	0.27	0.67	1.31	2.10
Eff Tax Rate (%)		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Interest Cover (x)		(8.0)	6.7	4.5	6.7	5.0	(3.7)	(26.4)	(44.0)	(26.7)	(14.8)
Net Gearing (%)		-102.6%	-90.3%	-84.6%	-75.5%	-69.2%	-74.6%	-88.7%	-98.5%	-100.5%	-100.6%

									VA	LUATION PAI	RAMETERS
Y/end June	FY2015A	FY2016A	FY2017A	FY2018F	FY2019F	FY2020F	FY2021F	FY2022F	FY2023F	FY2024F	FY2025F
EPS Adj (cps)		1.3	-3.3	-4.2	-5.1	-2.4	2.0	12.1	37.5	60.0	74.6
PE Adj (x)		51.7	-19.7	-16.0	-13.4	-28.1	33.8	5.6	1.8	1.1	0.9
Enterprise Value (m)		19.8	22.7	26.0	28.6	29.7	28.4	21.6	8.0	-31.4	-70.7
EV / EBITDA (x)		63.2	-11.4	-9.5	-9.9	-21.7	27.9	3.5	0.0	-1.0	-1.9
EV / EBIT (x)		66.4	-11.4	-9.4	-9.3	-19.0	34.7	3.6	0.0	-1.0	-2.0
Price / NTA		2.5	2.8	3.8	5.1	5.9	4.8	2.5	1.0	0.5	0.3
DPS (cps)		0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Dividend Yield (%)		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Franking (%)		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Free Cash / Share (cps)		0.0	-0.04	-0.05	-0.05	-0.02	0.03	0.13	0.40	0.62	0.76
Price / FCF PS (x)		-122.8	-18.4	-14.2	-13.8	-32.7	27.0	5.2	1.7	1.1	0.9

		DCF VALUAT	ION & SENSITIVITY
PV of Cashflows 2018 to 2020	(5.7)	Risk Free Rate	4.0%
PV of Cashflows 2021 to 2025	39.6	Equity Risk Premium	8.5%
PV of Term Year Cashflow	100.1	Equity Beta	1.0
Cash from Options & Equity	0.0	Cost of Equity	12.6%
		After Tax WACC	12.6%
Less Net Debt	10.9	Terminal Growth	3.0%
PV of Equity	144.9		
Number of shares (Fully diluted - FY18)	51.8		
PV of Equity per share	\$ 2.80		

DIRE	C1	OR	S

	Shares (m)		Shares (m)
Dr Jay Hetzel	0.0		
Dr Tracie Ramsdale	0.0		
lain Ross	0.0		
Paul Grujic	0.0		
		Total	0.0

MAJOR SHAREHOLDERS % 11.3% Dr Mel Bridges 5.6% Thorney

> Top 20 35%

	14.6%	12.6%	10.6%	8.6%
2.0%	\$ 2.01	\$ 2.60	\$ 3.50	\$ 5.01
2.5%	\$ 2.07	\$ 2.69	\$ 3.67	\$ 5.35
3.0%	\$ 2.13	\$ 2.80	\$ 3.86	\$ 5.76
3.5%	\$ 2.20	\$ 2.91	\$ 4.08	\$ 6.24
4.0%	\$ 2.27	\$ 3.04	\$ 4.33	\$ 6.82

TV WACC

GROWTH PROFILE (YoY)

GROW IIII ROLLE (101)											
Y/end June	FY2015A	FY2016A	FY2017A	FY2018F	FY2019F	FY2020F	FY2021F	FY2022F	FY2023F	FY2024F	FY2025F
Sales (\$m)			-86%	107%	144%	107%	78%	91%	115%	46%	18%
EBITDA inc EAT (\$m)		-116%	-735%	38%	5%	-53%	-175%	513%	207%	57%	21%
EBIT (\$m)		-115%	-772%	38%	12%	-49%	-152%	639%	214%	58%	21%
NPAT (\$m)		-136%	-362%	26%	22%	-52%	-183%	503%	210%	60%	24%
EPS (cps)		-135%	-362%	29%	19%	-52%	-183%	503%	210%	60%	24%
DPS (cps)		0%	0%	0%	0%	0%	0%	0%	0%	0%	0%



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RECOMMENDATION CRITERIA

Investment View

PAC Partners Investment View is based on an absolute 1-year total return equal to capital appreciation plus yield.

A Speculative recommendation is when a company has limited experience from which to derive a fundamental investment view.

Buy	Hold	Sell
>20%	20% – 5%	<5%

Risk Rating

PAC Partners has a four tier Risk Rating System consisting of: Very High, High, Medium and Low. The Risk Rating is a subjective rating based on: Management Track Record, Forecasting Risk, Industry Risk and Financial Risk including cash flow analysis.

Disclosure of Economic Interests

The views expressed in this research report accurately reflect the personal views of Paul Jensz about the subject issuer and its securities.

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