

24 December 2009

Produced and issued by: RBS Morgans Limited

## Buy

**Important:** The above recommendation has been made on a 12 month view and may not suit your investment needs or timeframe. The basis it is prepared on is summarised on the last page of this report. **PLEASE CONTACT YOUR ADVISER TO DISCUSS THIS GENERAL RECOMMENDATION BEFORE ACTING ON IT.**

### High Volatility

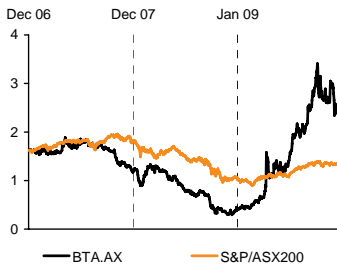
**Target price**  
A\$3.48 (from A\$3.22)

**Price**  
A\$2.44

**Short term (0-60 days)**  
n/a

### Price performance

	(1M)	(3M)	(12M)
Price (A\$)	2.65	2.48	0.29
Absolute (%)	-7.9	-1.6	727.1
Rel market (%)	-8.4	-1.7	516.3
Rel sector (%)	-10.6	0.8	767.9



**Market capitalisation**  
A\$417.24m (US\$365.40m)

**Average (12M) daily turnover**  
A\$2.05m (US\$1.71m)

RIC: BTA.AX, BTA AU  
Priced at close of business 23 Dec 2009.  
Source: Bloomberg

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# Biota Holdings

## A wild ride - are you game?

**BTA's share price has fallen significantly over the past few weeks, down 20% (vs up 1.3% for the ASX). The company has confirmed the underlying business continues to grow. We recommend using this weakness to add to positions. We upgrade our valuation from higher royalties post pandemic.**

### Key forecasts

	FY08A	FY09A	FY10F	FY11F	FY12F
EBITDA (A\$m)	-9.78	44.30	98.30	128.0	52.40
Reported net profit (A\$m)	-6.49	38.20	76.10	87.70	40.20
Normalised net profit (A\$m) <sup>1</sup>	-6.49	38.20	76.10	87.70	40.20
Normalised EPS (c) <sup>1</sup>	-3.79	22.40	43.40	50.00	22.90
Normalised EPS growth (%)	n/a	n/a	94.20	15.20	-54.1
Dividend per share (c)	0.00	0.00	0.00	0.00	0.00
Dividend yield (%)	0.00	0.00	0.00	0.00	0.00
Normalised PE (x)	n/m	10.90	5.62	4.88	10.60
EV/EBITDA (x)	n/m	7.45	2.83	1.49	2.70
Price/net oper. CF (x)	86.70	12.40	5.79	4.80	8.43
ROIC (%)	-93.4	869.1	625.2	622.8	249.6

Use of %& indicates that the line item has changed by at least 5%.

year to Jun, fully diluted

1. Pre non-recurring items and post preference dividends

Accounting standard: IFRS

Source: Company data, RBS Morgans forecasts

### Acquisitions to fill the pipeline

BTA has recently made two acquisitions of early-stage programmes in the antibacterial space. Discussions with management suggest assets have been bought at attractive prices and, given their track record, we are prepared to back their judgement. At this stage we have not attempted to value the acquisitions given their early stage of development, although we have expensed the cost of the acquisitions and forecast clinical costs. BTA maintains its strategy of having two or three royalty-generating products in the market as soon as possible. Following these acquisitions, the earlier stage pipeline has been filled.

### The next milestone to watch for – GSK quarterly results

The next milestone to watch for will be GSK's quarterly results due 4 February 2010 (UK time). We expect continued strong growth in Relenza royalties. We forecast royalties of A\$133m for FY10, which will be driven by major government orders, particularly from the UK and the US. Although we forecast no quarterly royalties in any detail, we estimate royalties of between A\$30m and A\$35m could be achieved.

### Investment view – valuation upgraded

As a result of our assumption changes, our DCF valuation has increased to A\$3.48 (up from A\$3.22). The key assumptions in deriving the valuation include a risk-free rate of 5.25%, WACC of 13.7% and a terminal growth rate of 3.5%. We have set our target price at the same level as the valuation of A\$3.48. The main downside risk is a delay in GSK receiving regulatory approval for the alternative disk inhaler (known as Rotahaler), therefore, limiting its ability to achieve full production.

## **Biota opens its wallet**

BTA has recently made two acquisitions of early stage programmes in the antibacterial space. Discussions with management suggest assets have been bought at attractive prices and, given their track record, we are prepared to back their judgement. At this stage we have not attempted to value the acquisitions given their early stage of development, although we have expensed the cost of the acquisitions and forecast clinical costs. Details of the acquisitions are as follows:

MaxThera, a privately held Boston-based company, with two programmes targeted at drug resistant bacterial infections including that known as 'golden staph'. BTA aims to advance the programmes to at least the 'proof of concept' stage before looking to license them out. The purchase price is US\$1.2m and \$300k in new BTA shares, and a deferred consideration of up to 12% of upfronts and milestones. BTA will spend US\$15m over the next 3-5 years.

Prolysis, a privately held UK-based business, has two primary projects focused on novel antibiotics. One programme is known as a Gyrase (GYR) programme that targets the bacteria's DNA super-coiling mechanism. The other programme identified as cell division inhibitor (CDI) is targeted specifically against staphylococci, blocking the assembly of the septum wall components that allows the staph to divide and multiply. The purchase price is A\$10.8m in new BTA shares and deferred consideration up to 15% of milestone and royalty payments. BTA will spend A\$25m over the next 3-5 years.

BTA maintains its strategy of having two or three royalty-generating products in the market as soon as possible. Following today's acquisitions, the earlier stage pipeline has been filled.

### **Update on financials. Expecting continued growth in Relenza royalties**

BTA provided an update for 1QFY10, noting revenue of A\$27.7m and before tax profit of A\$18.1m. Cash as of 30 September 2009 was A\$77.4m. We expect continuing growth in Relenza royalties over the coming quarters and we forecast royalties of A\$133m for FY10 (1QFY10 Relenza royalties were A\$24.1m). GSK provides quarterly royalty results and the next release is due 4 February 2010 (UK time).

Our confidence in Relenza's growth is underpinned by commentary from GSK who intends to have production capacity of 190m courses of Relenza available by December 2009. For this capacity to be turned into sales, additional regulatory approvals will be required. In particular, the rotahaler delivery disk is approved for sale in Europe but not yet in the US. In our model, we have assumed 50% and 60% (was 70%) of this theoretical capacity in FY10 and FY11, respectively, is sold. From 2012 and onwards we assume normal season flu patterns return, however, we believe the resistance that has developed to Tamiflu (the competing product to Relenza) will mean that restocking is more likely to be more equally weighted between Relenza and Tamiflu (currently 80% Tamiflu and 20% Relenza). Therefore, in our modelling, we assume 36m (was 24m) courses of Relenza will be sold.

Recent commentary from the Centers for Disease Control (CDC) indicated that the rate of spread of H1N1 virus is starting to slow, however, it is too early to say whether or not another wave may occur with the flu season not expected to finish until May 2010. According to the CDC, 15% of the US population has been infected with the H1N1.

## Changes to forecasts and key assumptions

Table 1 sets out the changes to our forecasts.

**Table 1 : Changes to our forecasts**

	FY10F			FY11F			FY12F		
	Old	New	Change	Old	New	Change	Old	New	Change
Revenue	148.8	148.8	0.0%	192.5	165.9	-13.8%	46.5	70.3	51.1%
EBITDA	114.7	98.3	-14.3%	163.8	128.0	-21.8%	38.7	52.4	35.4%
NPAT	88.6	76.1	-14.1%	112.9	87.7	-22.3%	31.3	40.2	28.5%
EPS	51.8	43.4	-16.2%	64.4	50.0	-22.3%	17.9	22.9	28.2%

Source: RBS Morgans forecasts

The key changes to our assumptions include:

- In FY10, we assume the cost of the two acquisitions (A\$10.8m) is expensed and an additional A\$4.1m of development expenditure is incurred. This reduces the EBITDA by A\$16.4m to A\$98.3m.
- In FY11, we have reduced our Relenza revenue forecast from A\$186.2m to A\$159.6m, which assumes 60% of theoretical capacity, rather than 70%, and smoothed the sales into 2012 and onwards. We have also increased expenditure related to the two acquisitions to A\$9.2m, which is in line with company estimates. As a result, the EBITDA has reduced from A\$163.8m to A\$128.0m.
- In FY12, we have increased expenditure for the two acquisitions by A\$12.2m. This has been offset by an increase in Relenza royalties of A\$16.8m, in line with our view that post the pandemic rebalancing the stockpile will result in additional Relenza to be ordered. In addition, BTA has commented that LANI (long acting version of Relenza and co-owned by Daiichi Sankyo) is anticipating production capacity of 10m courses in Japan by 2011. This increases our royalty revenue from A\$2m to A\$11.0m. This has resulted in the EBITDA increasing from A\$38.7m to A\$52.4m.

## Milestones to watch

**Table 2 : Milestone table**

Milestone	Timing	Impact
Capital Return decision	Achieved	Neutral
GSK Qly results	1QCY10	Positive
LANI licensing deal	mid CY10	Positive
HRV license	3QCY10	Positive

Source: RBS Morgans

## BTA overview

BTA is a leading anti-infective drug development company with expertise in respiratory diseases, particularly influenza. Biota developed the flu drug known as Relenza™, which is marketed by GlaxoSmithKline (GSK). Relenza is used to treat seasonal influenza and is currently being stockpiled by various governments for defence against possible pandemic outbreaks of avian (bird) and swine (pig) influenza. BTA receives a 7% royalty on the sale of each course of Relenza.

## BTA – financial summaries

Year to 30 Jun (A\$m)	AIFRS 2008A	AIFRS 2009A	AIFRS 2010F	AIFRS 2011F	AIFRS 2012F	Closing price (A\$)	2.44	Price target (A\$)	3.48		
<b>Income statement</b>						<b>Valuation metrics</b>					
Divisional sales	41.7	80.4	148.8	165.9	70.3	Preferred methodology	DCF	Val'n (A\$)	\$ 3.48		
Total revenue	41.7	80.4	148.8	165.9	70.3	<b>DCF valuation inputs</b>					
<b>EBITDA</b>	<b>-9.8</b>	<b>44.3</b>	<b>98.3</b>	<b>128.0</b>	<b>52.4</b>	Rf	5.25%	10-year rate	5.25%		
Associate income	0.0	0.0	0.0	0.0	0.0	Rm-Rf	6.00%	Margin	2.0%		
Depreciation	-2.7	-5.4	-6.0	-5.4	-1.7	Beta	1.40	Kd	7.25%		
EBITA	-12.5	38.9	92.2	122.6	50.7	CAPM (Rf+Beta(Rm-Rf))	13.6%	Ke	13.7%		
Amortisation/impairment	0.0	0.0	0.0	0.0	0.0	Equity (E/EV)	100.0%	NPV cash flow (A\$m)	471.1		
EBIT	-12.5	38.9	92.2	122.6	50.7	Debt (D/EV)	0.0%	Minority interest (A\$m)	0.0		
EBIT(incl associate profit)	-12.5	38.9	92.2	122.6	50.7	Interest rate	7.25%	Net debt (A\$m)	-139.4		
Net interest expense	3.2	2.9	2.6	4.2	6.8	Tax rate (t)	30.0%	Investments (A\$m)	0.0		
Pre-tax profit	-9.3	41.9	94.8	126.8	57.5	Franking credit	100.0%	Equity market value (A\$m)	610.4		
Income tax expense	2.8	-3.6	-18.7	-39.1	-17.2	<b>WACC</b>	13.7%	Diluted no. of shares (m)	175.3		
After-tax profit	-6.5	38.2	76.1	87.7	40.2			<b>DCF valuation (A\$)</b>	<b>3.48</b>		
Minority interests						<b>Multiples</b>		<b>2009A</b>	<b>2010F</b>	<b>2011F</b>	<b>2012F</b>
<b>NPAT</b>	<b>-6.5</b>	<b>38.2</b>	<b>76.1</b>	<b>87.7</b>	<b>40.2</b>	Enterprise value (A\$m)	330.5	277.9	190.6	141.6	
Significant items	0.0	0.0	0.0	0.0	0.0	EV/Sales (x)	4.1	1.9	1.1	2.0	
NPAT post abnormal	-6.5	38.2	76.1	87.7	40.2	EV/EBITDA (x)	7.5	2.8	1.5	2.7	
						EV/EBIT (x)	8.5	3.0	1.6	2.8	
<b>Cash flow statement</b>	<b>2008A</b>	<b>2009A</b>	<b>2010F</b>	<b>2011F</b>	<b>2012F</b>	PE (pre-goodwill) (x)	10.9	5.6	4.9	10.6	
EBITDA	-9.8	44.3	98.3	128.0	52.4	<b>At target price</b>		<b>2009A</b>	<b>2010F</b>	<b>2011F</b>	<b>2012F</b>
Change in working capital	8.6	-9.9	-8.3	-4.0	8.8	EV/EBITDA (x)	11.5	4.6	2.9	6.1	
Net interest (pd)/rec	3.2	2.9	2.6	4.2	6.8	PE (pre-goodwill) (x)	15.6	8.0	7.0	15.2	
Taxes paid	2.8	-3.6	-18.7	-39.1	-17.2	<b>Comparable company data (x)</b>		<b>2010F</b>	<b>2011F</b>	<b>2012F</b>	
Other oper cash items	0.0	0.0	0.0	0.0	0.0	Avexa	EV/EBITDA	-6.1	-18.5	0.5	
Cash flow from ops (1)	4.8	33.7	73.8	89.0	50.7	Year to 30 Jun	EV/EBIT	-6.0	-17.1	0.5	
Capex (2)	-3.8	-0.8	-1.2	-1.8	-1.7		PE	-12.9	-34.1	2.5	
Disposals/(acquisitions)	0.0	0.0	0.0	0.0	0.0	Pharmaxis	EV/EBITDA	-13.5	-15.3	96.8	
Other investing cash flow	0.0	0.0	0.0	0.0	0.0	Year to 30 Jun	EV/EBIT	-12.6	-14.2	192.7	
Cash flow from invest (3)	-3.8	-0.8	-1.2	-1.8	-1.7		PE	-15.4	-15.6	165.1	
Incr/(decr) in equity	-3.0	-5.1	-20.0	0.0	0.0	<b>Per share data</b>		<b>2009A</b>	<b>2010F</b>	<b>2011F</b>	<b>2012F</b>
Incr/(decr) in debt	0.0	0.0	0.0	0.0	0.0	No. shares	171.0	175.3	175.3	175.3	
Ordinary dividend paid	0.0	0.0	0.0	0.0	0.0	EPS (cps)	22.4	43.4	50.0	22.9	
Preferred dividends (4)	0.0	0.0	0.0	0.0	0.0	EPS (normalised) (c)	22.4	43.4	50.0	22.9	
Other financing cash flow	0.0	0.0	0.0	0.0	0.0	Dividend per share (c)	0.0	0.0	0.0	0.0	
Cash flow from fin (5)	-3.0	-5.1	-20.0	0.0	0.0	Dividend payout ratio (%)	0.0	0.0	0.0	0.0	
Forex and disc ops (6)	0.0	0.0	0.0	0.0	0.0	Dividend yield (%)	0.0	0.0	0.0	0.0	
Incr/(decr) cash (1+3+5+6)	-2.0	27.8	52.7	87.3	49.0	<b>Growth ratios</b>		<b>2009A</b>	<b>2010F</b>	<b>2011F</b>	<b>2012F</b>
<b>Equity FCF (1+2+4)</b>	<b>1.0</b>	<b>32.9</b>	<b>72.7</b>	<b>87.3</b>	<b>49.0</b>	Sales growth	92.6%	85.1%	11.5%	-57.6%	
						Operating cost growth	-30.0%	40.2%	-25.1%	-52.8%	
<b>Balance sheet</b>	<b>2008A</b>	<b>2009A</b>	<b>2010F</b>	<b>2011F</b>	<b>2012F</b>	EBITDA growth				-59.1%	
Cash & deposits	60.2	86.7	139.4	226.6	275.6	EBITA growth				-58.7%	
Trade debtors	4.3	8.1	18.3	20.5	8.7	<b>Operating performance</b>		<b>2009A</b>	<b>2010F</b>	<b>2011F</b>	<b>2012F</b>
Inventory	0.0	0.0	0.0	0.0	0.0	Asset turnover (%)	20.0	26.4	19.5	6.4	
Investments	0.0	0.0	0.0	0.0	0.0	EBITDA margin (%)	55.2	66.0	77.2	74.6	
Goodwill						EBIT margin (%)	48.4	62.0	73.9	72.1	
Other intangible assets	12.1	8.4	4.2	0.5	0.5	Net profit margin (%)	47.6	51.2	52.9	57.2	
Fixed assets	7.5	6.9	6.3	6.4	6.4	Return on net assets (%)	40.1	60.2	50.9	18.0	
Other assets	5.2	1.5	1.5	1.5	1.5	Net debt (A\$m)	-86.7	-139.4	-226.6	-275.6	
<b>Total assets</b>	<b>89.3</b>	<b>111.6</b>	<b>169.7</b>	<b>255.5</b>	<b>292.7</b>	Net debt/equity (%)	-89.4	-91.0	-94.1	-98.1	
Short-term borrowings	0.0	0.0	0.0	0.0	0.0	Net interest/EBIT cover (x)	-13.3	-35.5	-29.3	-7.5	
Trade payables	12.0	5.6	7.6	5.7	2.7	ROIC (%)	869.1	625.2	622.8	249.6	
Long-term borrowings	0.0	0.0	0.0	0.0	0.0	<b>Internal liquidity</b>		<b>2009A</b>	<b>2010F</b>	<b>2011F</b>	<b>2012F</b>
Provisions	0.0	0.0	0.0	0.0	0.0	Current ratio (x)	6.5	9.5	16.8	24.4	
Other liabilities	13.9	9.0	9.0	9.0	9.0	Receivables turnover (x)	13.0	11.3	8.6	4.8	
<b>Total liabilities</b>	<b>26.0</b>	<b>14.6</b>	<b>16.6</b>	<b>14.7</b>	<b>11.7</b>	Payables turnover (x)	4.1	7.6	5.7	4.3	
Share capital	159.1	154.6	210.7	298.4	338.6						
Other reserves	1.4	1.5	1.5	1.5	1.5						
Retained earnings	-97.3	-59.1	-59.1	-59.1	-59.1						
Other equity	0.0	0.0	0.0	0.0	0.0						
Total equity	63.3	97.0	153.2	240.8	281.1						
Minority interest											
Total shareholders' equity	63.3	97.0	153.2	240.8	281.1						
<b>Total liabilities &amp; SE</b>	<b>89.3</b>	<b>111.6</b>	<b>169.7</b>	<b>255.5</b>	<b>292.7</b>						

Share price as at 23 December 2009

Source: Company data, RBS Morgans forecasts

## RESEARCH TEAM

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### RECOMMENDATION STRUCTURE

**Absolute performance, long-term (fundamental) recommendation:** The recommendation is based on implied upside/downside for the stock from the target price. A Buy/Sell implies upside/downside of 10% or more and a Hold less than 10%. The target price is the level the stock should currently trade at if the market accepted the analyst's view of the stock, provided the necessary catalysts are in place to effect the change in perception. If it is felt that the catalysts are not fully in place to effect a re-rating of the stock to its warranted value the target price will differ from 'fair' value. Given the volatility of share prices and our pre-disposition not to change recommendations frequently, these performance parameters should be interpreted flexibly. Performance in this context only reflects capital appreciation and the horizon is 12 months.

For listed property trusts (LPTs) the recommendation is based upon the target price plus the dividend yield, ie total return. A Buy implies a total return of 10% or more; a Hold 5-10%; and a Sell less than 5%.

**Absolute performance, short-term (trading) recommendation:** The Trading Buy/Sell recommendation implies upside/downside of 3% or more. The trading recommendation time horizon is 0-60 days.

Each stock has been assigned a Volatility Rating to assist in assessing the risk of the security. The rating measures the volatility of the security's daily closing price data over the previous year relative to other stocks included in either the S&P/ASX200 Index (large caps) or the Small Ordinaries Index (small caps) of which it is a member. This rating is a quantitative (objective) measure provided as an additional resource and is independent of the qualitative research process undertaken by our research analysts.

A rating of Low indicates very little movement in price over the previous year (Coefficient of Variation < 4 for small caps or < 5 for large caps). A Moderate rating implies average price movement over the previous year (Coefficient of Variation of 9 - 21 for small caps or 7.25 - 15 for large caps). A High rating implies significant price movement over the past year (Coefficient of Variation greater than 25 for small caps or 35 for large caps).

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