



# Biotech Daily

Friday February 18, 2022

*Daily news on ASX-listed biotechnology companies*

- \* **ASX, BIOTECH DOWN: KAZIA UP 9%; RESONANCE DOWN 7%**
- \* **DR BOREHAM'S CRUCIBLE: CSL**
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- \* **GENETIC SIGS H1 REVENUE UP 16% TO \$22m; PROFIT UP 5% TO \$5m**
- \* **AVITA: FDA APPROVES RECELL SPRAY-ON-SKIN SUPPLEMENT**
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## MARKET REPORT

The Australian stock market fell 1.02 percent on Friday February 18, 2022, with the ASX200 down 74.5 points to 7,221.7 points. Ten of the Biotech Daily Top 40 stocks were up, 20 fell, eight traded unchanged and two were untraded. All three Big Caps fell.

Kazia was the best, up 8.5 cents or 8.6 percent to \$1.075, with 27,478 shares traded. Avita climbed 5.2 percent; Amplia improved three percent; Nova Eye and Proteomics rose two percent or more; Opthea and Starpharma were up one percent or more; with Genetic Signatures, Next Science and Volpara up by less than one percent.

Resonance led the falls, retreating one cent or 6.7 percent to 14 cents, with 284,035 shares traded. Prescient lost five percent; CSL fell 4.1 percent; Cynata, Imugene, Patrys and Telix were down more than three percent; Clinuvel, Mesoblast, Micro-X, Oncosil, Orthocell, Paradigm, Pharmaxis, Polynovo, Pro Medicus and Uscom shed more than two percent; Emvision, Medical Developments, Nanosonics and Neuren were down one percent or more, with Cochlear and Resmed down by less than one percent.

## [DR BOREHAM'S CRUCIBLE: CSL](#)

**By TIM BOREHAM**

**ASX code:** CSL; US (over-the-counter): CSLLY

**Share price:** \$265.57; **Shares on issue:** 481,706,266; **Market cap:** \$127.9 billion

**Financials (first half to December 2021):** revenue \$US6.04 billion (\$A8.5 billion) (up 5%), earnings before interest tax depreciation and amortization \$US2.48 billion (down 8%), net profit \$US1.76 billion (down 2.8%), diluted earnings per share \$US3.84 (down 3%), dividend per share \$US1.04 (steady)

**Chief executive officer:** Paul Perreault

**Board:** Dr Brian McNamee (chair), Mr Perreault, Prof Andrew Cuthbertson, Prof Duncan Maskell, Dr Megan Clark, Bruce Brook, Caroline Hewson, Marie McDonald, Alison Watkins

**Identifiable major shareholders:** Blackrock Group 6%, Australian Foundation Investment Company 0.45%, Argo Investments 0.24%.

We mean this in a nice way, but there's been a strong element of sameness about CSL's results for some years: steady growth in plasma-derived revenues, sensible product iterations, a solid Seqirus 'flu vaccine arm and a few bits and bobs elsewhere.

In the words of Led Zeppelin: The Song Remains the Same: or it has remained the same. After years of kicking tyres, the cash-rich CSL last year moved on the Swiss based Vifor Pharmaceuticals with a friendly \$US12 billion (\$A17 billion) offer.

Vifor specializes in the renal (kidney) market, notably dialysis and iron deficiency. The business is pretty distinct from CSL's core activities, so it's quite a diversification and as far as investors go the jury's still out.

In the meantime, CSL's half year results this week were better than expected despite a margin squeeze for the core Behring plasma arm.

This contraction resulted from the increased cost of blood (plasma) collections, as folk preferred to stay at home rather than get (another) needle jabbed in their arm.

The numbers would have been worse had it not been for better-than-expected influenza vaccine sales in the lead up to the Northern Hemisphere winter.

"We are a still a growth company," says CEO Paul Perreault.

"The fundamentals of our business are strong and the diversity of our [product] pipeline is robust."

## **About CSL**

CSL's powerhouse Behring arm makes plasma protein-based medicines to treat rare and serious diseases pertaining to immunology, haematology, cardiovascular, neurology, respiratory and transplant therapies. That covers a world of woes!

Just over half of our blood consists of plasma, which is collected across 300 centres, mainly in the US, where donors can be paid for their claret (here, it's collected by the Red Cross from cheery volunteers such as Mrs Crucible).

CSL is the biggest plasma-derived therapeutics house, vying with Takeda, Grifols, Octapharma and Baxter.

Then known as Commonwealth Serum Laboratories, CSL was founded in 1916 to supply vaccines to a country stranded during the war, later moving into penicillin and insulin production.

In 1994 - yep, we're fast forwarding somewhat - the then Keating government privatized the sleepy company at a bargain-basement \$2.30 a share. This means each of those shares is now worth circa \$750 when a three-for-one share split (carried out in 2007) is taken into account.

CSL was steered by CEO Dr Brian McNamee, who ceded to Paul Perreault in August 2013. Dr McNamee then returned as chair.

In 2004, CSL acquired German plasma rival Aventis Behring, which shaped the company we know today. In 2009, CSL also tried to take over another plasma outfit, Talecris Biotherapeutics, but was stymied by US competition rules.

## **Life-saving products**

CSL's key products include the sub-cutaneously-delivered Hizentra and the intravenously dispensed Privigen, for primary immune-deficiencies (PIDs) and the rare neurological disorder chronic inflammatory demyelinating polyneuropathy (CIDP).

Idelvion is an albumin fusion protein cited as the new standard of care for haemophilia B. Also albumin-derived, Alburx and Albuminar are used to replace blood loss after trauma and surgery. Albumin is a protein derived from blood (and also found in egg whites).

Specialty products include Haegarda, an esterase inhibitor for hereditary angioedema (severe swelling of the face and throat) and Kcentra for urgent warfarin reversal (that is, when a patient on the blood thinning medication is bleeding to death).

Formerly known as CSL Bio, the UK-based Seqirus plays in the \$US4 billion a year seasonal flu vaccine market.

The Seqirus business was engorged by the 2015 purchase of Novartis's influenza drug business.

## **Vifor? Vi not?**

After weeks of speculation, in mid-December, CSL announced it would buy the Swiss-based, publicly-listed Vifor Pharma Group for \$US12.3 billion (\$A17.2 billion), after Vifor's largest shareholder agreed to sell its holdings.

With a presence in 22 countries and 2,200 employees, Vifor is a leader in nephrology and has treatments for iron deficiency. Via a tie-up with Fresenius Health Care, Vifor is the world's biggest dialysis provider, with 54 million treatments annually across 4,000 clinics.

In 2020, Vifor chalked up 1.7 billion Swiss francs of revenue (\$A2.58 billion), with 55 percent derived from the US and 33 percent from Europe. In US dollar terms, Vifor contributed 16 percent of the combined Vifor/CSL's theoretical revenue of \$US12 billion

Product-wise in 2020, Vifor gleaned 39 percent of revenue from dialysis, 36 percent from iron treatments and the remainder from nephrology. Vifor has four advanced stage drugs in the pipeline, mainly for chronic kidney disease and related ailments such as anaemia.

## **About the results**

CSL's reported first (December 2021) half earnings declined three percent to \$US1.76 billion despite revenue increasing five percent to \$US6.04 billion.

The key culprit was the Behring arm's gross margin decline, to 54 percent from 58.8 percent previously. While immunoglobulin product revenue dived nine percent, Idelvion and Kcentra acquitted themselves with gains of 17 percent and 15 percent, respectively.

While Behring's underlying earnings fell 22 percent to \$US1.33 billion, those of Seqirus perked up 24 percent to \$US884 million. This is mainly because of strong seasonal influenza vaccines sales in the US and Europe: up 20 percent to 110 million doses.

We thought Covid had drastically curtailed 'flu numbers, but Mr Perreault has a different explanation: "Covid has bought a reawakening of the benefit of vaccines and the reduction of disease and death and hospitalizations if you are vaccinated."

He adds that citizens are starting to heed what Mother told them to do: wash their hands, stay home if unwell and wear a mask to cover coughing and sneezing.

## **Bloody Mexican standoff**

CSL's collection centres are mainly in the US, but also in Germany, Hungary and China.

The good news is that CSL's plasma collections rose by 18 percent, compared with the December 2020 half year. The bad news is that they're still below 2019 pre-pandemic levels, although the gap is narrowing.

Management has pulled a few levers by increasing donor fees and opening 18 new collection centres, including near the Mexico border.

Why do we mention Mexico? That's because CSL and rival Grifols are challenging a US Customs ban on blood from Mexicans, who used to cross the Rio Grande on visitor visas to supplement their incomes. CSL and Grifols have launched a court appeal, which looks like grinding on for some time.

With the blood of America's southern neighbors accounting for five to 10 percent of CSL's collections, it's a Mexican standoff the company would like to see resolved rapidly.

Meanwhile, broker RBC (Royal Bank of Canada) estimates CSL's donor fee rose 20 percent during the December half-year - and believes they will surge a further 33 percent in the current half.

## **Finances and performance**

The bottom line is that management has affirmed previously stated full-year guidance of \$US2.15 billion to \$US2.25 billion, which at the midpoint would be seven percent lower than previously.

(Analysts point out that given the guidance includes \$US90 million to \$US110 million of Vifor acquisition costs, in effect, it's an upgrade).

Geographically, the US accounted for just under half of total revenues, with Australia, Germany, the UK and China each contributing six to eight percent of the top line.

RBC expects Vifor to contribute 16 percent for the 2022-'23 year - the same as Seqirus - with Vifor contributing underlying earnings around \$US1.5 billion (38 percent of the total).

Hitherto famed for its share buy-backs to soak up excess capital, CSL funded the Vifor purchase with an underwritten \$6.3 billion institutional placement, a \$750 million share purchase plan and \$8.4 billion of debt.

Both the placement and the share plan were struck at \$273 a share, although share plan participants were offered the shares at the lower of that price or a two percent discount to the weighted average price over a crucial five-day pricing period.

That's just as well, because the shares drifted during the offer period and the price ended up at \$253.57. Despite the lack of a premium between the market price and the share plan price, the raising was oversubscribed. CSL shares bounced 8.5 percent after Wednesday's results release, as investors took succor at the normalizing plasma collection numbers, the influenza vaccine boost and the strength of core product sales.

## **In the pipeline**

CSL spends a hefty 10.5 percent of its revenue on research and development and it has some interesting potions bubbling away in the labs at its Bio21 research hub at company HQ in Melbourne's leafy Parkville.

Perhaps the most important is CSL112, a short-term plasma derived infusion therapy for patients who have suffered a recent heart attack and are at risk of another. About one in 10 heart attack victims have a second attack within 90 days of the first - often fatally.

Costing \$800 million, a phase III trial has enrolled 80 percent of the expected 17,000 patients across 90 hospitals in 46 countries.

Etranadez is a gene therapy for haemophilia B. Trials to date have hit primary endpoints and the drug may well be approved this year.

Garadacimab is a monoclonal antibody for hereditary angioedema (as well as interstitial lung disease and idiopathic pulmonary fibrosis). Phase III trial enrolment is complete and the compound has US Food and Drug Administration fast-track approval.

The stakes are high. Broker RBC estimates getting CSL112 to market would add \$24 billion to CSL's valuation, or \$53 a share. Etranadez would be worth \$11.2 billion, or \$25 a share.

### **Dr Boreham's diagnosis:**

To borrow again from the aforementioned ageing rockers, there hasn't been a Whole Lotta Love for CSL given the 13 percent share price decline over the last six months. Of course, we acknowledge the company completed a chunky capital raising which typically subdues share valuations.

As the pandemic recedes - hopefully - there are grounds for optimism that CSL will resume its impressive long-term growth trajectory. Indeed, Behring's flat revenue is at least partly due to the plasma shortage which is in the throes of being rectified.

As Mr Perreault notes, there's no shortage of patients to be treated if more plasma becomes available. However, the recovery in plasma volumes may take longer than expected.

There's also the execution risk of bedding down a big acquisition, bearing in mind that big companies tend to make a big hash of it.

With Vifor's patents rolling off from 2028, management won't have the luxury of time to bury any mistakes (or patients), but we're confident they're up for the task.

Otherwise, the coast looks clear for CSL's in terms of new competing products in its core product areas.

"I remain optimistic that once Covid recedes we will emerge stronger than ever," Mr Perreault says.

***Disclosure: Dr Boreham is not a qualified medical practitioner and does not possess a doctorate of any sort. But hopefully the Stairway to Investor Heaven remains open as he winds on down the ASX road.***

## REDHILL BIOPHARMA

Redhill says it expects that revenue up-to \$US24 million (\$A33.3 million) for the three months to December 31, 2021, will provide “its first commercial operations breakeven”. Redhill said it expected revenue to be in the range of \$US22 million to \$US24 million, compared to \$US21.6 million for the three months to September 30, 2021 and \$US21.5 million for the three months to December 31, 2020.

The company said its cash balance at December 31, 2021 was \$US54.2 million, compared to \$US45.9 million at December 31, 2020.

Redhill said it had had a “substantial decrease in operational and development expenses following [the] implementation of a cost-efficiency plan” and had increased its salesforce to 120 staff.

Redhill said it had “record Talicia quarterly new prescriptions” up 78.4 percent compared to the three months to December 31, 2020.

The company has previously said that Talicia was a further developed form of Giaconda’s Heliconda which had US Food and Drug Administration approval for Helicobacter pylori. In 2010, Israel’s Redhill bought Myoconda (RHB-104), Heliconda (RHB-105) and Picoconda (RHB-106) from Sydney’s Giaconda (BD: Aug 17, 2010).

On the Nasdaq, Redhill fell eight US cents or 3.36 percent to \$US2.30 (\$A3.20) with 587,060 shares traded.

## GENETIC SIGNATURES

Genetic Signatures says revenue for the six months to December 31, 2021 was up 15.8 percent to \$21,910,000 with profit after tax up 4.5 percent to \$4,701,000.

Genetic Signatures said revenue came from sales of its Easyscreen diagnostics for sudden acute respiratory syndrome (SARS), gut microbial infections, sexually transmitted infections and respiratory disease.

The company said diluted profit per share was up 3.6 percent to 3.20 cents compared to last year’s 3.09 cents, net tangible assets per security was up 7.6 percent to 38.2 cents, and it had cash and cash equivalents of \$37,496,000 at December 31, 2021 compared to \$36,273,000 at December 31, 2020.

Genetic Signatures was up one cent or 0.75 percent to \$1.35.

## AVITA MEDICAL

Avita says the US Food and Drug Administration has approved a premarket application supplement for its Recell “autologous cell harvesting” spray-on-skin device.

Avita said the device would provide clinicians “a more efficient user experience and simplified workflow” for the device which takes a sample of the patient’s skin to produce a suspension of spray-on-skin cells for the treatment of acute thermal burns.

The company said that previously, the Recell system consisted of multiple individually packaged sterile components requiring clinicians to rely on multiple people to assist during the process of producing the suspension.

Avita said the new Recell system had been modified to reduce set-up and enable use of the device with reduced support personnel.

Avita chief executive officer Dr Mike Perry said the company was “confident that the new Recell system will be positively received by the burn community”.

“The enhancements will provide a range of benefits to clinicians using the device and in turn, patients will benefit as the procedure becomes more efficient,” Dr Perry said.

Avita was up 13 cents or 5.2 percent to \$2.62 with 646,385 shares traded.

### MEDADVISOR

Medadvisor says that the Auckland-based Green Cross Health will distribute its prescription reminder service in New Zealand under a three-year agreement. Medadvisor said the agreement would provide the company with access to more than 40 percent of the New Zealand pharmacy market.

Medadvisor managing-director Robert Read said the company would work with Green Cross “to support their Unichem and Life Pharmacies offering customers an enhanced digital health and retail experience, especially with the introduction of electronic scripts”. Medadvisor was up one cent or 3.1 percent to 33 cents.

### CLARITY PHARMACEUTICALS

Clarity says it will release 65,796,554 shares from ASX escrow on February 25, 2022. According to its most recent filing Clarity would have 244,355,820 shares available for trading, with a further 11,976,726 shares held in ASX escrow, for a total of 256,332,546 shares on issue.

Clarity fell one cent or 1.4 percent to 71.5 cents.

### MAYNE PHARMA

Lazard says it has ceased its substantial shareholding in Mayne Pharma, selling 3,592,004 shares.

Lazard said that on February 2, 2022 it bought 371,662 shares for \$105,782 or an average price of 28.4 cents a share; and between February 11 and 15, 2022, sold 3,592,004 shares for \$644,725.47 or an average price of 26.3 cents a share.

Mayne was up half a cent or 1.85 percent to 27.5 cents with 3.4 million shares traded.

### MICRO-X

Regal Funds Management says it has reduced its substantial holding in Micro-X from 30,574,027 shares (6.64%) to 25,953,466 shares (5.64%).

The Sydney-based Regal said it sold the shares between November 23, 2021 and February 9, 2022 with the single largest sale 212,444 shares for \$57,360, or 27 cents a share, and was further diluted as a share issue on February 15, 2022.

Micro-X fell half a cent or 2.3 percent to 21 cents.

### RADIOPHARM THERANOSTICS

Radiopharm says it has appointed Antje Wegener as its head of clinical development, effective from March 1, 2022.

Radiopharm said that most recently Ms Wegener was Novartis senior development medical director, working on radiopharmaceutical compounds for imaging and therapies. The company said that previously Ms Wegener was Nanobiotix head of development and at Servier as international project director.

Radiopharm fell 2.5 cents or 7.1 percent to 32.5 cents.