

EQUITY RESEARCH

PAT
NEWS

BUY, TP of 27.7€
Up/Downside: +66%

Visit to the Greenhouses in Nancy

A controlled process for the selection, cultivation, concentration and extraction of plant-based molecules of interest. Buy rating reiterated, TP of €27.7.

During yesterday's site visit to the greenhouses in Nancy, management emphasised the uniqueness of their positioning, which includes plant selection, multiplication, cultivation based on patented technologies (aeroponic cultivation in greenhouses and Plantes à traire® technology: control of the cultivation medium, direct access to the root system, recovery and reuse of water, etc.), molecules of interest harvesting, extraction and formulation on the basis of specifications drawn up with customers. The end-to-end control not only enables the discovery of new molecules, but also the improvement of the quality and concentration of certain molecules produced naturally by plants (overexpression of molecules of interest), the exploitation of new capacities (access to plant roots) and the concentration of active principles, and thus significantly increases molecule yields.

For the record, the group addresses several markets:

- cosmetics, which generates product sales (€1.4m in 2021, +39%). Since 2019, three products have been launched in co-development with Clariant (objective of one new product per year with this partner, of the order of 18 months between launch and integration into a finished product). Additionally, since 2018, the group's partnership with Seppic for a molecule integrated into Dermophil brand products has been marketed since early 2022.
- In nutraceuticals, the group is continuing its studies, particularly in the field of cognitive abilities, within its subsidiary Cellengo, with an active ingredient of plant origin which has already proved its effects in terms of protecting neurons and short- and long-term memory on animal models.
- In pharma, the Temisis subsidiary is continuing the preclinical phase and toxicity studies of a molecule with remarkable anti-inflammatory properties, initially aimed at treating psoriasis.
- In agrochemistry and phytoprotection, the research programmes conducted in partnership with BASF Agro and INRAe are continuing, and aim in particular to develop new bio-herbicides (long-term, 10 year project).

In the short and medium-term, the group's sales should be driven by the cosmetics division, and in the long-term, by the other application areas. The sales take-off initiated in 2021 (+34%) should materialise in the coming years. Our outlook calling for business to ramp-up is reiterated.

Key data

Price (€)	16.7
Industry	Healthcare
Ticker	ALPAT-FR
Shares Out (m)	1.091
Market Cap (m €)	18.2
Average trading volumes (k shares / day)	0.210
Next event	RN S1 2022 : 30/10/2022

Ownership (%)

Famille Fèvre	28.4
Famille Bourgaud	6.3
Clariant	10.1
Vetoquinol	2.1
Free float	52.1

EPS (€)	12/22e	12/23e	12/24e
Estimates	-0.18	0.72	1.28
Change vs previous estimates (%)	na	0.00	0.00

Performance (%)	1D	1M	YTD
Price Perf	-1.5	-9.3	-10.5
Rel CAC Mid&Small	0.7	5.7	10.4



TP ICAP Midcap Estimates	12/21	12/22e	12/23e	12/24e	Valuation Ratio	12/22e	12/23e	12/24e
Sales (m €)	2.3	3.0	4.0	5.4	EV/Sales	7.5	5.6	4.0
Current Op Inc (m €)	na	na	na	na	EV/EBITDA	na	37.5	16.2
Current op. Margin (%)	-123.1	-90.0	-45.0	-21.8	PE	na	23.1	13.0
EPS (€)	-1.01	-0.18	0.72	1.28				
DPS (€)	0.00	0.00	0.00	0.00				
Yield (%)	0.0	0.0	0.0	0.0				
FCF (m €)	-1.6	-0.9	0.1	1.0				

Analyst
Claire Deray - Sponsor Finance for TPICAP Midcap

FINANCIAL DATA

Income Statement	12/19	12/20	12/21	12/22e	12/23e	12/24e
Sales	1.2	1.3	2.3	3.0	4.0	5.4
Changes (%)	2.7	7.1	83.5	30.2	33.3	35.0
Gross profit	1.3	1.4	2.9	3.7	4.9	6.5
% of Sales	110.8	112.7	127.0	123.3	122.5	120.4
EBITDA	-1.0	-1.2	-0.9	-0.3	0.6	1.3
% of Sales	-81.9	-99.5	-39.5	-10.0	15.0	24.5
Current operating profit	-1.5	-1.6	-2.8	-2.7	-1.8	-1.2
% of Sales	-132.1	-127.1	-123.1	-90.0	-45.0	-21.8
Non-recurring items	0.0	0.0	1.2	1.5	1.5	1.5
EBIT	-1.5	-1.6	-2.1	-1.2	-0.3	0.3
Net financial result	-0.1	-0.1	-0.1	-0.1	-0.1	-0.1
Income Tax	0.8	0.8	1.1	1.1	1.2	1.2
Tax rate (%)	59.7	55.2	48.7	85.8	327.7	-451.8
Net profit, group share	-0.5	-0.7	-1.1	-0.2	0.8	1.4
EPS	na	na	na	na	0.72	1.28
Financial Statement	12/19	12/20	12/21	12/22e	12/23e	12/24e
Goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Tangible and intangible assets	5.5	4.4	9.4	9.7	10.0	10.0
Financial assets	2.8	5.2	0.1	0.1	0.1	0.1
Working capital	1.5	1.9	2.1	2.5	2.9	3.2
Other Assets	1.6	2.0	0.0	0.0	0.0	0.0
Shareholders equity group	10.0	9.5	7.7	7.5	8.3	9.7
Minorities	0.0	0.0	0.2	0.0	0.0	0.0
LT & ST provisions and others	0.0	0.0	0.1	0.3	0.4	0.4
Net debt	1.4	4.0	3.7	4.5	4.3	3.3
Other liabilities	4.0	7.0	12.0	13.0	14.0	15.0
Liabilities	11.5	13.6	11.6	12.3	13.0	13.5
Net debt excl. IFRS 16	1.4	4.0	3.7	4.5	4.3	3.3
Gearing net	0.1	0.4	0.5	0.6	0.5	0.3
Leverage	-1.5	-3.2	-4.0	-15.0	7.2	2.5
Cash flow statement	12/19	12/20	12/21	12/22e	12/23e	12/24e
ΔWCR	0.3	-0.2	-0.6	-0.4	-0.4	-0.4
Net capex	-1.1	-2.1	-1.1	-1.2	-1.2	-1.1
FCF	-0.6	-1.3	-1.6	-0.9	0.1	1.0
Acquisitions/Disposals of subsidiaries	-1.5	-2.2	-1.2	-1.2	-1.2	-1.1
Other investments	0.0	0.0	0.4	0.0	0.0	0.0
Change in borrowings	-0.3	1.5	0.4	0.0	-0.5	-0.5
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
Repayment of leasing debt	0.0	0.0	0.0	0.0	0.0	0.0
Others	2.2	0.0	-0.0	0.0	0.0	0.0
Changes in exchange rates	0.0	0.0	0.0	0.0	0.0	0.0
Change in net cash over the year	0.9	-1.3	-0.8	-0.8	-0.3	0.6
ROA (%)	na	na	na	na	6.3%	9.7%
ROE (%)	na	na	na	na	10.0%	15.0%
ROCE (%)	na	na	na	na	31.5%	na

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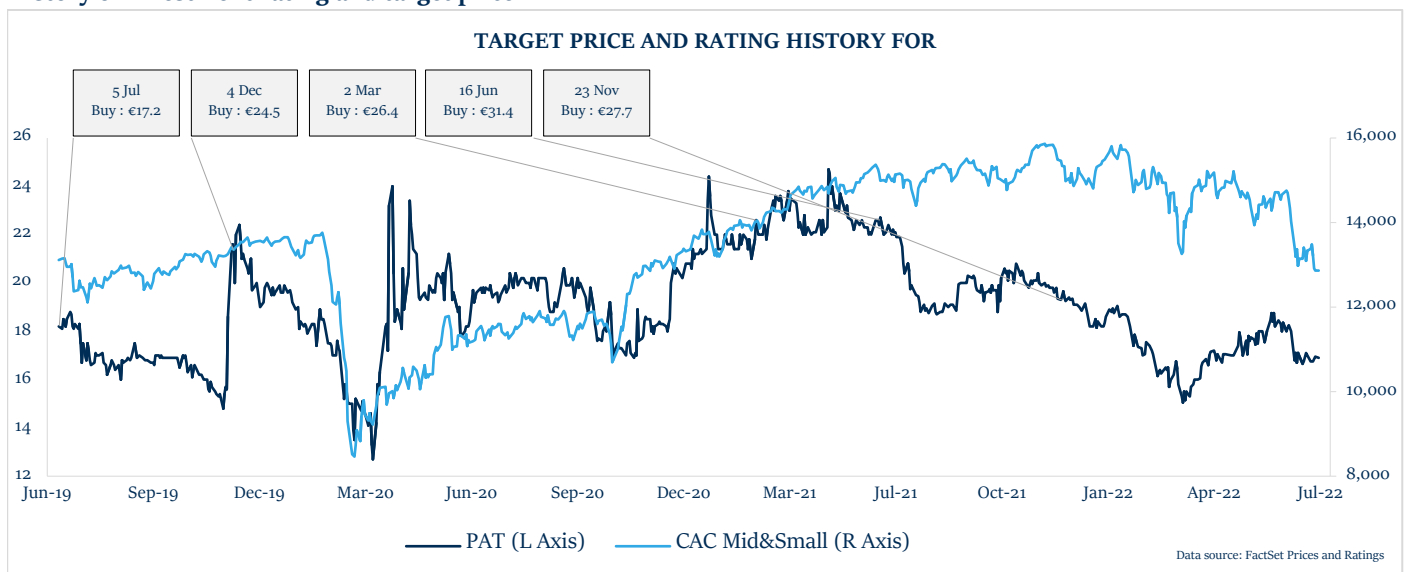
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Buy	86%	93%
Hold	12%	7%
Sell	2%	0%
Under review	0%	0%

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