6 May 2009

# 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\$0.75	
Price A\$0.465	
Short term (0-60 days) n/a	

#### CXS90506

#### Price performance

	(1M)	(3M)	(12M)
Price (A\$)	0.52	0.36	0.92
Absolute %	-10.6	29.2	-49.5
Rel market %	-14.1	13.8	-25.6
Rel sector %	-11.0	50.6	-33.0

#### Market capitalisation

A\$130.27m (US\$96.35m)

Average (12M) daily turnover A\$0.08m (US\$0.06m)

RIC: CXS.AX, CXS AU

Priced at close of business 5 May 2009. Source: Bloomberg



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# ChemGenex

# The need for speed

CXS has clearly defined its strategy to progress lead oncology compound omacetaxine to market. The company plans to independently market the drug in the US and partner in EU. We have re-modelled our forecasts to reflect this.

#### Key forecasts

	FY07A	FY08A	FY09F	FY10F	FY11F
EBITDA (A\$m)	-12.0	-18.3	-22.7 🔻	-5.06 🔻	59.5 🔺
Reported net profit (A\$m)	-11.7	-6.42	-23.9 🔻	-3.99 🔻	60.30 🔺
Normalised net profit (A\$m) <sup>1</sup>	-11.7	-17.4	-23.9 🔻	-3.99 🔻	60.30 🔺
Normalised EPS (c) <sup>1</sup>	-6.33	-7.74	-8.52	-1.43 🔻	21.50 🔺
Normalised EPS growth (%)	-8.87	22.20	10.10	-83.3	41.20
Dividend per share (c)	n/a	n/a	n/a	n/a	n/a
Dividend yield (%)	n/a	n/a	n/a	n/a	n/a
Normalised PE (x)	n/m	n/m	n/m	n/m	2.16
EV/EBITDA (x)	n/m	n/m	n/m	n/m	1.00
Price/net oper. CF (x)	-9.84	-6.53	-6.12	-32.7 🔻	2.33 🔻
ROIC (%)	-55.6	-89.1	-110	-26.4	303.8

Use of  $\blacktriangle$  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, ABN AMRO Morgans forecasts

# Commercialisation strategy defined. Focus on speed to market

CXS's lead drug, omacetaxine, is for the treatment of chronic myeloid leukaemia, initially for patients who have developed resistance to standard treatment as a result of a genetic mutation. CXS has now defined a clear strategy to commercialise omacetaxine. The company will seek to retain the rights for the distribution and marketing of omacetaxine in the US, with launch targeted in 1QCY10. In order to fund the US launch, CXS intends to seek a partner for the marketing and distribution of omacetaxine outside of the US before end CY09.

#### To fund its speed to market strategy, CXS has addressed its cash position

CXS has announced a 1:14 non-renounceable rights issue, at an issue price of A\$0.43 per share, to raise up to A\$7.4m. The rights issue follows the successful completion of a A\$10m placement to institutional and sophisticated investors also at A\$0.43.

### Confirms omacetaxine timeline - US launch targeted 1QCY10 and EU launch 3QCY10

In the US, we expect the final section of the 'rolling' NDA submission will be filed with the FDA in mid CY09. In EU, omacetaxine will be submitted for marketing approval to the EMEA, through the centralised procedure, in 4QCY09, with launch anticipated in 3QCY10.

#### Buy maintained. New valuation reflects changes to underlying assumptions

Following a revision of a number of key assumptions, detailed overleaf, our new DCF valuation is A\$1.33 (was A\$1.07). Our price target is unchanged at A\$0.75, reflecting where we believe the stock will trade upon successful achievement of near-term milestones. Risks include failure to achieve a partnering deal on a timely basis and commercialisation risks.

ABN AMRO Morgans Corporate Limited is the Underwriter and Lead Manager to the ChemGenex Pharmaceuticals Limited rights issue and may receive fees in this regard. ABN AMRO Morgans Corporate Limited was the Lead Manager to the ChemGenex Pharmaceuticals Limited share placement in April 2009 and received fees in this regard.

Important disclosures regarding companies that are the subject of this report and an explanation of recommendations and volatility can be found at the end of this document.

## Strategy defined

Following a review of the potential corporate opportunities for omacetaxine, CXS has, for the first time, sought to clearly annunciate a clear commercial strategy to take the business forward.

This strategy review commenced in June 2008, when CXS negotiated to acquire the intellectual property and commercial rights of omacetaxine held by Stragen Pharma SA. This acquisition removed the need for an IP royalty on manufacturing and significantly reduced the cost of producing omacetaxine. In our view, the re-negotiation of the Stragen Pharma alliance shortly after the demerger of CXS' metabolic disease assets made CXS a focused oncology company with a clean structure, thus strengthening the company's ability to freely pursue multiple commercialisation opportunities.

In the past, we have had the view that these actions positioned CXS as an attractive M&A target (see our report "Let the games begin", published 10 June 2008), while disappointing that this has not played out as hoped, we acknowledge that CXS is not passively waiting for an exit via M&A. Instead, we believe the company is actively focused on progressing omacetaxine to market, retaining the maximum value of the drug, yet at the same time, noting the resources required to successfully commercialise a product like omacetaxine, seeking partners where appropriate.

Therefore, as we understand it, the strategy to be employed by CXS is to seek to retain the rights for the distribution and marketing of omacetaxine in the US, the launch of which is targeted for 1QCY10. In order to fund the US launch of omacetaxine, CXS intends to seek partnering agreements for the marketing and distribution of omacetaxine outside of the US before the end of 2009.

In our view, by defining a strategy to commercialise its lead product omacetaxine, CXS is now able to get on with the job of advancing its lead product to market. Although, we comment that we would expect CXS to be a very attractive target once FDA approval has been received for its lead compound, and that at this point CXS may then consider an M&A opportunity if one were to arise, at the right price; in our view.

#### In this note we:

- List the key milestones that may provide a catalyst for the share price;
- Analyse the strategy to be employed by CXS to commercialise omacetaxine;
- Highlight the recent clinical data supporting the development of omacetaxine;
- Review the market potential of omacetaxine; and
- Reiterate our Buy recommendation and new A\$1.33 valuation (was A\$1.07).

#### Details of placement and rights issue

To fund its speed to market strategy, CXS recently announced a 1:14 non-renounceable rights issue, at an issue price of A\$0.43 per share to raise up to A\$7.4m. The rights issue follows the successful completion of a A\$10m placement to institutional and sophisticated investors at the same price as the rights issue (A\$0.43 per share), supported by existing shareholders Merck Serono, GBS Venture Partners and Orbis Investment Management.

The rights issue is underwritten up to A\$5m by ABN AMRO Morgans Corporate Limited and is supported by the commitment of two of CXS' largest shareholders, Alta Partners and GBS Venture Partners, to subscribe for 1.6 million New Shares and 1.1 million New Shares respectively via the Entitlement Issue. Key dates are listed below.

# Table 1 : Timetable of rights issue

Action	Date
Lodgement of Rights Issue Information Booklet	Tuesday 21 April 2009
Shares trade ex-entitlement	Thursday 23 April 2009
Record Date to determine eligible shareholders	7.00pm Wednesday 29 April 2009
Despatch Information Booklet and Entitlement Forms	Monday 4 May 2009
Closing Date	5.00pm Friday 22 May 2009
Allotment	Thursday 28 May 2009
Despatch Holding Statements	Friday 29 May 2009
Rights Issue Shares trade on ASX	Friday 29 May 2009

Source: Company data

## Use of funds

It is expected that the funds raised by the placement and rights issue will fund CXS through to the US launch of omacetaxine for its initial T315I indication in 1QCY10, with funds being applied to:

- complete clinical development and regulatory filings in the US and Europe for omacetaxine in respect of the T315I indication;
- further progress discussions with pharmaceutical companies to secure a distribution partner for omacetaxine outside of the US;
- prepare for the commercial launch of omacetaxine in the US; and
- fund general and administrative costs of CXS.

Disclosure - ABN AMRO Morgans Corporate Limited is the Underwriter and Lead Manager to the ChemGenex Pharmaceuticals Limited rights issue and may receive fees in this regard. ABN AMRO Morgans Corporate Limited was the Lead Manager to the ChemGenex Pharmaceuticals Limited share placement in April 2009 and received fees in this regard. ABN AMRO Morgans Corporate Limited was the Lead Manager to the ChemGenex Pharmaceuticals Limited placement and SPP in September 2008 and received fees in this regard.

# Near-term catalysts to watch

We have identified a number of upcoming catalysts, which, if achieved should drive CXS' share price closer to our target price.

# Table 2 : Key catalysts

Estimated Date	Milestone	Impact
Achieved	Initiation of a rolling NDA submission to the US FDA	Positive
Achieved	Presentation of new or updated clinical data at the ASH conference	Positive
Achieved	Completion of enrolment of registration directed trials	Neutral
Achieved	Pre NDA Clinical meeting with US FDA	Neutral
2QCY09	Submission of the CMC (Chemistry and Manufacturing Controls) section of the rolling NDA for omacetaxine	Positive
May-09	Updated data from phase 2/3 clinical trial of omacetaxine in Chronic Myeloid Leukaemia patients with the T315I mutation submitted to be presented at the ASCO 45th Annual Meeting in Orlando, Florida	Positive
May-09	Data from the phase 2/3 clinical trial of omacetaxine in Chronic Myeloid Leukaemia patients who are resistant to multiple tyrosine kinase inhibitors (TKIs) submitted to be presented at ASCO 45th Annual Meeting in Orlando, Florida	Positive
Mid CY09	Complete submission of rolling NDA for omacetaxine to the FDA	Positive
2HCY09	Complete non-US partnering discussions concerning omacetaxine	Major Positive
4QCY09	Initiate European regulatory filing for omacetaxine	Positive
1QCY10	Anticipated commercial launch of omacetaxine in the USA	Major Positive

Source: Company data, ABN AMRO Morgans

#### Speed to market strategy

As mentioned above, CXS seeks to retain the rights for the distribution and marketing of omacetaxine in the US, the launch of which is targeted for 1QCY10. In order to fund the US launch of omacetaxine, CXS intends to seek partnering agreements for the marketing and distribution of omacetaxine outside of the US before end CY09.

To recap, CXS is currently conducting registration-directed clinical trials in CML patients who have failed therapy with the tyrosine kinase inhibitor, imatinib, and who have the T315I point mutation. Approval in this niche indication, which will initially target only chronic phase patients, should allow CXS to receive its first US FDA approval in 1QCY10 and approval in EU in 3QCY10.

In 2HCY09, CXS plans to appoint a senior sales and marketing executive to lead the US commercialisation efforts. Given the size of the initial T315I market subset targeted initially, CXS plans to launch the drug in a phased manner, with a small and focused marketing team.

In addition to this registration-directed clinical trial, CXS has a phase 2 trial in Chronic Myeloid Leukaemia patients who have failed multiple TKI therapies (study 203), and a phase 2 trial in Acute Myeloid Leukaemia patients underway. While the company is primarily focused on getting omacetaxine registered for its initial niche application described above, these trials may well demonstrate that there are additional applications and revenue generating opportunities available.

See our Special Bulletin "An insight into ChemGenex" published 21 April 2009 for a summary of our recent discussions with Don Joseph, Head of Corporate Development at CXS, on the potential of omacetaxine and the company's plans to secure a marketing partner ex-US before year-end.

#### **Regulatory pathway**

In the US, omacetaxine has a fast-track designation that enables the filing of a new drug application (NDA) in sections to the FDA, leading to faster approval. CXS has submitted the first of three components of its 'rolling' NDA submission with the filing of non-clinical data. This will be followed by the chemistry and manufacturing controls section (due 2QCY09) and finally the clinical section (due mid 2009). We then expect US FDA approval in 1QCY10.

In EU, omacetaxine will be submitted for marketing approval to the EMEA, through the centralized procedure. A letter of intent was filed in March 2009, and a pre-market authorisation application (MAA) meeting will be held in 2QCY09. Submission is expected to occur in 4QCY09, with approval and launch anticipated in 3QCY10.

See Figure 1 for a complete summary.

#### **ABN AMRO Morgans view**

While it is disappointing that CXS has failed to secure a marketing partner to date (or for that matter been acquired), creating the need for additional capital to be raised, we believe the reviewed strategy places the company in a sound position to progress its lead compound to market. Indeed, the retention of the US rights will ultimately provide a greater return to shareholders than out-licensing this jurisdiction, albeit at higher risk, in our view. We would also comment that this strategy is contingent on CXS securing an ex-US marketing partner. If a partner is not secured in the targeted time-frame, further capital may be required.



Source: Company data

# Updated clinical data

The latest interim data from its ongoing registration-directed clinical trial (study 202) of omacetaxine in chronic myeloid leukaemia (CML) patients who have developed resistance to the current treatment (imatinib) and have the T315I point mutation is detailed below. Importantly, the data shows that omacetaxine is well tolerated and demonstrates durable complete hematological and cytogenetic responses. The key points are as follows:

- The latest data looks at 44 patients who have been on the drug for more than three months (25 chronic phase, 11 accelerated phase and 8 in blast phase).
- Overall, hematologic response (less cancer cells in blood) has been seen in 80% of chronicphase patients and 45% of accelerated-phase patients. Complete hematologic response has been seen in 80% of chronic phase patients.
- Cytogenetic response (disease reduces from bone marrow) in 28% of chronic-phase patients and 9% of accelerated-phase patients.
- Median complete hematologic response duration of 11.5 months (ranging from 3.5 months to 25.4 months) and complete cytogenetic response duration of 4.8 months (ranging from 0.3 months to 9.7 months) has been demonstrated.
- The safety profile is in-line with other therapies. The drug is associated with hematologic (blood) toxicity that is not unusual and is manageable and reversible.

Additional data from the 202 study and the 203 study will be presented at the American Society of Clinical Oncology (ASCO) annual meeting in Orlando to be held from 29 May 09 to 2 June 09.

## Defining the market

We have used the following assumptions to define the market opportunity for omacetaxine.

#### Table 3 : Key assumptions

Item	Assumption
CML prevalence in each of the US and EU in 2009	70,000
NB: Annual CML incidence in the US is 1.5 cases per 100,000 people	
CML Patients resistant to existing treatment (imatinib) annually	4%
CML Patients resistant to existing treatments due to genetic mutations	45%
Target Group - Patients with genetic mutations who have the T315I mutation	20%
Expected market penetration (presuming omacetaxine is the only therapy approved for patients with this mutation)	70%
Number of patients in target market in FY10 – our estimate	1,080
Assumed sale price	US\$50,000
Market launch date - US	1QCY10
Market launch date - EU	3QCY10
EU upfront and milestone payments	US\$15m in FY10 upon agreement US\$15m in FY11 at market launch
EU royalty on sales (%)	20%
Probability of success (%)	85%
Probability weighted DCF valuation	A\$1.33

Source: ABN AMRO Morgans; American Cancer Society; Jabour. E, et al (2008) Targeted Therapy in Chronic Myeloid Leukemia, Expert Review of Anticancer Therapy.

- We have initially focused on omacetaxine for use in patients who have demonstrated resistance to existing tyrosine kinase inhibitors and who have the T315I mutation. According to Jabour E et al. (2008), the incidence of new T315I mutation cases is around 200-500 annually in the US (CML prevalence: 70,000 cases; annual resistance rate: 4%; resistance due to mutations: 35-45%; T315I: 15-21% of mutations). We estimate the number of patients in our target market in FY10 to be 1,080 patients. Given the likelihood, that CXS will ultimately seek approval for a wider patient population, including patients demonstrating resistance without the T315I mutation and the possibility of combination therapies with existing drugs, we consider our estimates on the number of patients to be conservative.
- Table 4 below lists the products on the market to treat CML and their average price range. We note that the tyrosine kinase inhibitors listed are ineffective against the T315I mutation. We further draw attention to the special access scheme available in France, where patients with no alternative are accessing omacetaxine priced at approximately US\$70,000 per patient, per annum. We assume a sale price of omacetaxine of US\$50,000 per patient, per annum, at the bottom end of this range, to be conservative. We would expect CXS will look to secure a higher price, toward the top-end of those listed below. If we assume a US\$85,000 per patient, per annum price range, our valuation increases to A\$2.76 per share.

#### Table 4 : Approved therapies to treat CML

Brand Name	Generic Name	Company	Year approved	Patent expiration	Estimated annual cost per patient (US\$) #
Gleevec	imatinib	Novartis	2001	Jul-15	42,768 - 85,524
Sprycel	dasatinib	BMS	Jun-06	Apr-20	63,072
Tasigna	nilotinib	Novartis	Oct-07	Jul-23	85,524

Source: Company data, RegenceRx Pharamcy Benefit Management # Based on the average wholesale price as listed in First Data Bank as of January 2008 for 1 month of therapy

From a cost perspective, we assume CXS will spend US\$7.5m in FY10, increasing to US\$10m per annum in FY11 on marketing activities; for example, investigator sponsored clinical studies, conferences, medical education, reimbursement activities etc. A further US\$3.0m per annum of a sales force in FY10 (12 reps), increasing to US\$9.0m per annum by FY12 (36 reps).

Figure 2 lists the competing drugs under development to treat CML patients with the T315I mutation. We highlight how much further advanced omacetaxine and we further believe the number of companies developing future treatments for CML further supports the potential interest in CXS' compound.

## Figure 2 : Omacetaxine is the most advanced candidate for T315I

Cancer	Discovery	Pre-clinical	Phase 1	Phase 2	Phase 2/3
ChemGenex - Omacetaxine					<b>→</b>
Merck-Vertex – MK0457					
Nerviano - PHA-739358				►	
Astex Therapeutics – AT9283			<b>→</b>		
Exelixis – XL228		_	<b>→</b>		
Piramal – NPB-001-05			<b>→</b>		
Kyowa Hakko – KW2449					
MedImmune/Infinity – IPI504			<b>→</b>		
Novartis/SGX		➡			

Source: Company data

#### Changes to forecasts

We have made the following changes to our assumptions:

- Re-modelled to reflect CXS' strategy to retain the sales and marketing rights of omacetaxine in the US, while seeking a partner for EU and rest-of-world. We had previously assumed a global marketing partner.
- Increased our assumed selling price for omacetaxine to US\$50,000 (from US\$30,000).
- Adjusted our assumed upfront and milestone payments for the forecast EU partnering deal to 2 x US\$15m, one occurring in FY10 and one occurring in FY11 (was previously one US\$35m payment in FY10).
- Included sales and marketing costs for the US market into our model (we had previously assumed this would be covered by a US marketing partner). We assume CXS will spend US\$7.5m in FY10, increasing to US\$10m per annum in FY11 on marketing and a further US\$3.0m per annum of a sales force in FY10 (12 reps), increasing to US\$9.0m per annum by FY12 (36 reps).
- Diluted the number of shares on issue to reflect the 23.3m shares (A\$10.0m) issued for the placement and the 17.1m shares (A\$7.4m) to be issued if the rights issue is fully subscribed. Total shares on issue will be 280.1m. The rights issue is underwritten up to A\$5m by ABN AMRO Morgans Corporate Limited who will receive fees in this regard.
- Update our USD/AUD FOREX assumptions in line with the house view.

The effect on our forecasts is detailed in the following table.

Table	5	:	Changes	to	forecasts
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	FY09				FY10			FY11			FY12	
A\$m	Old	New 9	% Change	Old	New 9	% Change	Old	New %	6 Change	Old	New	% Change
Revenue	1.7	1.7	-0.1%	41.7	36.2	-13.1%	69.3	110.2	59.0%	78.2	107.2	37.1%
EBITDA	-20.1	-22.7	-13.0%	28.0	-5.1	-118.1%	55.3	59.5	7.5%	63.8	45.9	-28.0%
NPAT	-21.8	-23.9	-9.5%	28.2	-4.0	-114.2%	39.8	60.3	51.5%	47.4	51.1	7.7%
EPS (c)	-8.9	-8.5	4.2%	11.8	-1.4	-112.1%	16.6	21.5	29.6%	18.9	17.5	-7.2%

Source: ABN AMRO Morgans

#### Sensitivity analysis:

- Every US\$10,000 change to selling price, impacts our valuation by 42cps.
- Every 1% change to the probability of success, impacts our valuation by 3cps.
- Each 1Q delay in US market launch, reduces our valuation by 5cps.

#### Investment view and recommendation

Following the changes to our forecasts, our DCF valuation has increased to A\$1.33 (from A\$1.07). We have set our price target at A\$0.75, to reflect where we believe the share price will trade on successful achievement of near-term milestones. It is important to note that at this stage we have conservatively assigned no value, incorporating only the R&D-related costs of CXS' pipeline, including its Phase 2 Quinamed program. This provides further upside potential to our forecasts.

- Upside risks to our target price include securing a partner sooner than expected. We do not rule out corporate activity.
- Downside risks include any delays in the progress of clinical trials, regulatory review time, or securing a marketing partner. Other risks include competition, resistance developing to omacetaxine, market acceptance, manufacturing risk and intellectual property risk.

## Additional detail on ChemGenex Pharmaceuticals Limited

ChemGenex's lead compound is omacetaxine (formerly known as Ceflatonin), which is a structurally unique, well-tolerated inducer of programmed cell death, and was originally identified from the National Cancer Institute natural product screening program. CXS is developing omacetaxine to treat three types of blood cancer: chronic myeloid leukaemia (CML), myelodysplastic syndrome (MDS) and acute myeloid leukaemia (AML). The lead program that omacetaxine is being tested in is registration-directed Phase 2/3 clinical trials in CML for patients who have developed resistance to current treatment Gleevec (imatinib mesylate). See Figure 3 below.

A second product candidate, Quinamed (amonafide dihydrochloride), follows a personalised medicine approach. It is in a Phase 2 trial for the treatment of hormone refractory prostate cancer. In a Phase 1 study to determine the best dose based on a patient's genotype, Quinamed generated responses in patients with refractory prostate, ovarian and gastric tumours. In Phase 2, patients are genotyped prior to therapy to determine how quickly they metabolize the drug and are then assigned a specific dose based on their metabolic profile, or genotype. The goal is to maximize Quinamed's therapeutic potential while minimizing drug side-effects.



#### Figure 3: CXS pipeline

Source: Company data

# **ABN AMRO Morgans**

# CXS – financial summary

CAS – Intancial Sumi	oxo – mancial summary										
Year to 30 Jun (A\$m)	AIFRS	AIFRS	AIFRS	AIFRS	AIFRS	_					
Income statement	2007A	2008A	2009F	2010F	2011F						
Divisional sales	0.5	1.6	1.7	36.2	110.2						
Total revenue	0.5	1.6	1.7	36.2	110.2						
EBITDA	-12.0	-18.3	-22.7	-5.1	59.5						
Associate income Depreciation	0.0 -0.3	0.0 -0.1	0.0 -0.1	0.0 -0.1	0.0 -0.1						
EBITA	-0.3 -12.3	-0.1	-0.1	-0.1	-0.1 59.4						
Amortisation/impairment	-12.3	0.0	-22.8	-5.1	0.0						
EBIT	-12.3	-18.5	-22.8	-5.1	59.4						
EBIT(incl associate profit)	-12.3	-18.5	-22.8	-5.1	59.4						
Net interest expense	0.9	1.1	0.6	1.1	0.9						
Pre-tax profit	-11.4	-17.4	-23.9	-4.0	60.3						
Income tax expense	-0.3	0.0	0.0	0.0	0.0						
After-tax profit	-11.7	-17.4	-23.9	-4.0	60.3						
Minority interests	0.0	0.0	0.0	0.0	0.0						
NPAT	-11.7	-17.4	-23.9	-4.0	60.3						
Significant items	0.0	10.9	0.0	0.0	0.0						
NPAT post abnormals	-11.7	-6.4	-23.9	-4.0	60.3						
Cash flow statement	2007A	2008A	2009F	2010F	2011F						
EBITDA	-12.0	-18.3	-22.7	-5.1	59.5						
Change in working capital	2.7	1.3	0.8	-0.1	-4.5						
Net interest (pd)/rec	0.9	1.1	0.6	1.1	0.9						
Taxes paid	-0.3	0.0	0.0	0.0	0.0						
Other oper cash items	0.0	0.0	0.0	0.0	0.0						
Cash flow from ops (1)	-8.7	-16.0	-21.3	-4.0	55.8						
Capex (2)	-0.3	-0.4	-0.1	-0.1	-0.1						
Disposals/(acquisitions) Other investing cash flow	0.0 0.0	0.0 -0.2	0.0 0.0	0.0 0.0	0.0 0.0						
Cash flow from invest (3)	-0.3	-0.2	-0.1	-0.1	-0.1						
Incr/(decr) in equity	20.9	-0.3	30.3	0.0	0.0						
Incr/(decr) in debt	0.0	0.0	0.0	0.0	0.0						
Ordinary dividend paid	0.0	0.0	0.0	0.0	0.0						
Preferred dividends (4)	0.0	0.0	0.0	0.0	0.0						
Other financing cash flow	0.0	0.0	0.0	0.0	0.0						
Cash flow from fin (5)	20.9	0.7	30.3	0.0	0.0						
Forex and disc ops (6)	0.0	0.0	0.0	0.0	0.0						
Inc/(decr) cash (1+3+5+6)	11.9	-15.8	8.9	-4.1	55.8						
Equity FCF (1+2+4)	-9.0	-16.4	-21.4	-4.1	55.8						
Balance sheet	2007A	2008A	2009F	2010F	2011F						
Cash & deposits	25.4	10.1	19.0	14.9	70.7						
Trade debtors	0.0	0.0	0.1	3.0	9.1						
Inventory	0.0	0.0	0.0	0.0	0.0						
Investments	0.0	0.0	0.0	0.0	0.0						
Goodwill	16.9	16.9	16.9	16.9	16.9						
Other intangible assets	0.0	0.0	0.0	0.0	0.0						
Fixed assets	0.1	0.4	0.4	0.4	0.4						
Other assets Total assets	0.4 42.8	0.6 27.9	0.6 37.0	0.6 35.8	0.6 97.6						
Short-term borrowings	42.0	27.9	0.0	35.8 0.0	97.6						
Trade payables	2.4	3.1	4.0	6.8	8.3						
Long-term borrowings	0.0	0.0	0.0	0.0	0.0						
Provisions	0.0	0.0	0.0	0.0	0.0						
Other liabilities	0.4	0.4	0.4	0.4	0.4						
Total liabilities	2.9	3.4	4.4	7.2	8.7						
Preference shares											
Hybrid equity											
Share capital	120.8	109.0	115.4	111.4	171.7						
Other reserves	12.6	15.5	15.5	15.5	15.5						
FCTR											
Unrealised gains/losses											
Retained earnings	-93.5	-99.9	-98.2	-98.2	-98.2						
Other equity	0.0	0.0	0.0	0.0 28.6	0.0						
Total equity Minority interest	39.9 0.0	24.5 0.0	32.6 0.0	28.6	88.9 0.0						
Total shareholders' equity	0.0 39.9	24.5	32.6	28.6	88.9						
Total liabilities & SE	42.8	24.5	37.0	35.8	97.6						
	.2.5	21.0	01.0	00.0	00						

Closing price (A\$)	0.465	Prie	ce target (A\$)		0.75
Valuation metrics Preferred methodology	DCF	,	/al'n (A\$)	\$	1.33
DCF valuation inputs	DCF	v	ann (Aφ)	φ	1.55
Rf	5.25%	1	0-year rate		5.25%
Rm-Rf	6.50%	Ν	Margin		2.0%
Beta	1.80		٢d		7.25%
CAPM (Rf+Beta(Rm-Rf))	16.9%		Ke		16.9%
E/EV*Ke+D/EV*Kd(1-t)		NPV cash flow			355.0
Equity (E/EV)		Minority interes			0.0 -19.0
Debt (D/EV) Interest rate		Net debt (A\$m Investments (A			-19.0
Tax rate (t)		Equity market			374.0
Franking credit	na				
WACC	16.9%	Diluted no. of s	shares (m)		280.1
		DCF valuation	ı (A\$)		1.33
Multiplas	20084	2009F	20405		20145
Multiples Enterprise value (A\$m)	2008A 120.2	111.3	2010F 115.3		2011F 59.6
EV/Sales (x)	72.9	65.5	3.2		0.5
EV/EBITDA (x)	-6.6	-4.9	-22.8		1.0
EV/EBIT (x)	-6.5	-4.9	-22.5		1.0
PE (pre-goodwill) (x)	-6.0	-5.5	-32.6		2.2
At target price	2008A	2009F	2010F		2011F
At target price EV/EBITDA (x)	-10.9	-8.4	-38.6		2011
PE (pre-goodwill) (x)	-9.7	-8.8	-52.6		3.5
Comparable company data (x) Avexa	EV/EBITDA	-0.9	2010F -9.4		2011F 0.1
Year to 30 Jun	EV/EBITDA EV/EBIT	-0.9	-9.4		0.1
	PE	-2.9	-67.7		1.9
Acrux	EV/EBITDA	-11.6	11.9		2.3
Year to 30 Jun	EV/EBIT	-10.6	13.1		2.4
	PE	-17.5	14.3		3.9
Per share data	2008A	2009F	2010F		2011F
No. shares	224.4	280.1	280.1		280.1
EPS (cps)	-2.9	-8.5	-1.4		21.5
EPS (normalised) (c) Dividend per share (c)	-7.7 0.0	-8.5 0.0	-1.4		21.5 0.0
Dividend payout ratio (%)	0.0	0.0	0.0		0.0
Dividend yield (%)	na	na	na		na
Growth ratios	2008A	2009F	2010F		2011F
Sales growth	207.6%	3.0%	2033.9%		204.1%
Operating cost growth EBITDA growth	59.5% nm	22.1%	69.2% -77.7%		22.9% 97.3%
EBITA growth	nm	nm	-77.5%		97.5%
22177 giona			11.070		01.070
Operating performance	2008A	2009F	2010F		2011F
Asset turnover (%)	1.2	1.3	24.9		41.3
EBITDA margin (%)	nm	-1337.2	-14.0		54.0
EBIT margin (%)	nm nm	-1341.9 -1406.4	-14.2 -11.0		53.9 54.7
Net profit margin (%) Return on net assets (%)	-75.3	-1406.4	-17.9		54.7 66.8
Net debt (A\$m)	-10.1	-09.8	-17.9		-70.7
Net debt/equity (%)	-41.1	-58.3	-52.2		-79.5
Net interest/EBIT cover (x)	17.5	37.7	4.5		-66.2
ROIC (%)	-89.1	-110.6	-26.4		303.8
Internel liquidity		0000F	00407		20445
Internal liquidity Current ratio (x)	2008A 3.2	2009F 4.6	2010F 2.6		2011F 9.3
Receivables turnover (x)	3.2 183.2	4.0 24.3	2.0		9.3 18.3
Payables turnover (x)	7.3	6.9	7.6		6.7

Source: Company data, ABN AMRO Morgans forecasts

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