**EQUITY RESEARCH**
**Research report prepared by DNB Markets, a division of DNB Bank ASA**
Health Care
Company update
This report was completed and disseminated at 6:59 CET on 11 March 2025

**11 March 2025**

DNB Markets

# GENMAB

## HexaBody-CD38 overhang gone

JNJ has decided not to opt in for HexaBody-CD38 in multiple myeloma, prompting us to remove HexaBody-CD38 from our SOTP. We note Hexabody-CD38 showed better data than Darzalex in the head-to-head trial (ORR 55% for HexaBody-CD38 versus 52% for Darzalex). With the overhang gone, we expect share-price sentiment to improve and see significant value potential. We reiterate our BUY, but have cut our target price to DKK2,400 (2,500), based on our SOTP NPV.

**JNJ has decided not to opt in for HexaBody-CD38.** Despite showing better data than Darzalex in the head-to-head trial, JNJ has decided not to opt in for HexaBody-CD38. In the preliminary data (including 84 evaluable patients), HexaBody-CD38 demonstrated an overall response rate of 55% (Darzalex 52%), a very good partial response rate of 29% (Darzalex 17%) and a complete response rate of 7% (Darzalex 2%). Genmab will not pursue further clinical development of HexaBody-CD38.

**Removing HexaBody-CD38 from our valuation.** Ahead of JNJ's decision, we had included HexaBody-CD38 at a NPV/share of DKK108 in our SOTP, reflecting a 60% probability of opt-in and a 50% probability of approval. However, with JNJ choosing not to opt in, we have removed HexaBody-CD38 from our valuation. We are positive on Genmab's decision not to pursue further clinical development of HexaBody-CD38 and focus on progressing its existing pipeline, and potentially expanding through M&A.

**HexaBody-CD38 a clearing event; share-price sentiment set to improve.** Despite the negative outcome, we see JNJ's opt-in decision as a clearing event, improving sentiment and renewing investor interest. We focus on Rina-S, with phase II data in 2L+ endometrial cancer due in H1, and we expect it to advance to phase III by end-2025e. We note Tecvayli and Talvey show strong momentum, with JNJ guiding for USD5bn+ peak sales, well above pre-Q4 consensus (USD3,565m and USD2,894m, respectively).

**BUY reiterated but target price cut to DKK2,400,** based on our SOTP NPV. We remain positive on Genmab's products and pipeline, and expect significant value potential to be realised in the coming weeks. We also expect greater investor interest and focus on the pipeline, given the overhang from JNJ's HexaBody-CD38 decision has been removed.

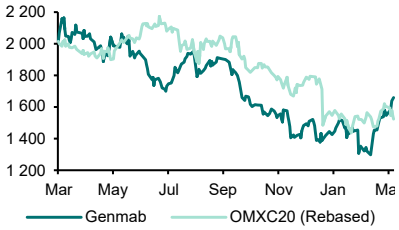
| Year-end Dec | 2024 | 2025e | 2026e | 2027e |
|---|---|---|---|---|
| Revenue (USDm) | 3,124 | 3,529 | 4,213 | 4,906 |
| EBITDA adj (USDm) | 1,000 | 1,156 | 1,414 | 1,594 |
| EBIT adj (USDm) | 973 | 1,133 | 1,353 | 1,556 |
| PTP (USDm) | 1,330 | 1,145 | 1,477 | 1,669 |
| EPS rep (USD) | 17.73 | 13.82 | 17.70 | 19.87 |
| EPS adj (USD) | 17.61 | 13.73 | 17.58 | 19.74 |
| Revenue growth (%) | nm | 13.0 | 19.4 | 16.4 |
| EBITDA growth adj (%) | nm | 15.6 | 22.4 | 12.7 |
| EPS growth adj (%) | nm | -22.1 | 28.0 | 12.3 |
| EBITDA margin adj (%) | 32.0 | 32.7 | 33.6 | 32.5 |
| EV/Sales adj (x) | 3.29 | 3.48 | 2.64 | 2.02 |
| EV/EBITDA adj (x) | 10.3 | 10.6 | 7.9 | 6.2 |
| EV/EBIT adj (x) | 10.6 | 10.8 | 8.2 | 6.4 |
| P/E adj (x) | 11.8 | 17.6 | 13.8 | 12.3 |
| P/Book (x) | 2.50 | 2.78 | 2.31 | 1.95 |
| ROE (%) | nm | 16.3 | 18.5 | 17.4 |
| ROCE (%) | nm | 18.1 | 19.1 | 18.6 |
| FCF yield (%) | 25.0 | 5.7 | 7.9 | 8.2 |

Source: Company (historical figures), DNB Markets (estimates)

# BUY

## TP: DKK2,400

**GMAB versus OMXC20 (12m)**




Source: FactSet

**SUMMARY**

| | |
|---|---|
| Recommendation (prev.) | BUY (BUY) |
| Share price (DKK) | 1,660 |
| Target price (previous) (DKK) | 2,400 (2,500) |
| Upside/downside potential (%) | 45 |
| Tickers | GMAB DC |

**CAPITAL STRUCTURE**

| | |
|---|---|
| No. of shares (m) | 64.6 |
| No. of shares fully dil. (m) | 65.1 |
| Market cap. (DKKm) | 107,255 |
| NIBD adj end-2025e (USDm) | -3,362 |
| Enterprise value adj (USDm) | 12,269 |
| Net debt/EBITDA adj (x) | -2.91 |

Source: Company, DNB Markets (estimates)

Note: Unless otherwise stated, the share prices in this note are the last closing price.

**NEXT EVENT**

| | |
|---|---|
| Q1 2025 | 08/05/2025 |

**ESTIMATE CHANGES (USDm), (USD)**

| Year-end Dec | 2025e | 2026e | 2027e |
|---|---|---|---|
| Sales (old) | 3,529 | 4,213 | 4,902 |
| Sales (new) | 3,529 | 4,213 | 4,906 |
| Change (%) | 0.0 | 0.0 | 0.1 |
| EPS adj (old) | 13.73 | 17.58 | 19.69 |
| EPS adj (new) | 13.73 | 17.58 | 19.74 |
| Change (%) | 0.0 | 0.0 | 0.2 |

Source: DNB Markets, Company consensus

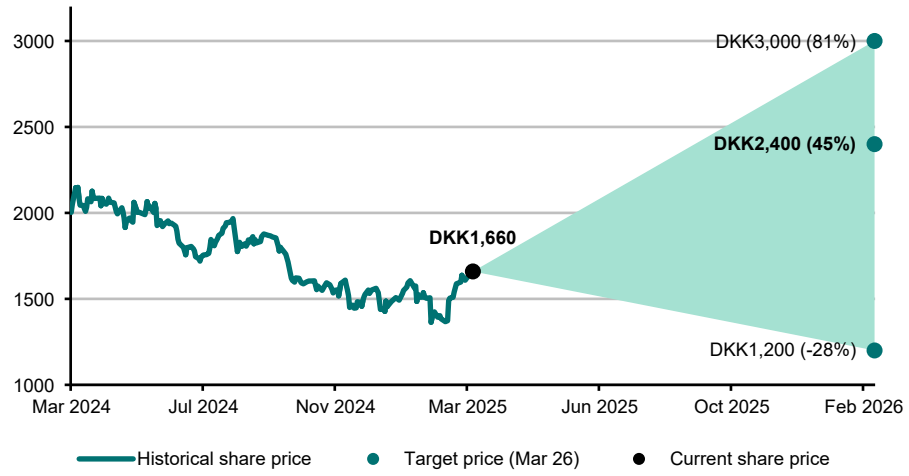
**ANALYSTS**
Rune Majlund Dahl
rune.dahl@dnb.no
+45 25550122

Oliver Røst Benneballe
oliver.rost.benneballe@dnb.dk
+45 25550117

Please see the last two pages for important information. This research report was not produced in the US. Analysts employed by non-US affiliates are not registered/ qualified research analysts with FINRA in the United States.

# Investment case overview

### Share-price performance, DNB Markets' target price, bear- and bull-case scenarios




Source: FactSet, DNB Markets

### Target price methodology

- We continue to base our target price on our SOTP NPV, including 20 years of forecasts, a combined WACC of 9.0%, and 3.0% growth in the terminal period for the pre-clinical pipeline.
- Our bull-case fair value reflects 10% higher Darzalex sales and a de-risked late-stage pipeline (Acasunlimab and Epcoritamab in follicular lymphoma).
- Our bear-case fair value reflects 10% lower Darzalex sales and a pipeline failure (see above).

Source: DNB Markets

### Downside risks to our investment case

- Lower-than-expected Darzalex sales could have a major effect on the share price.
- Delays in clinical development or the discontinuation of pipeline products could also affect the share price.
- Multiple myeloma (MM) is considered an attractive treatment area, making it a focus area for other companies as well.

Source: DNB Markets

### DNB Markets investment case and how we differ from consensus

- We estimate peak Darzalex sales of cUSD16bn (2028), including the subcutaneous version of the drug.
- We see potential in the pipeline and await the publication of further data.
- We still see upside potential to consensus peak sales for Tecvayli and Talvey, which we believe do not yet reflect the potential communicated by partner JNJ.

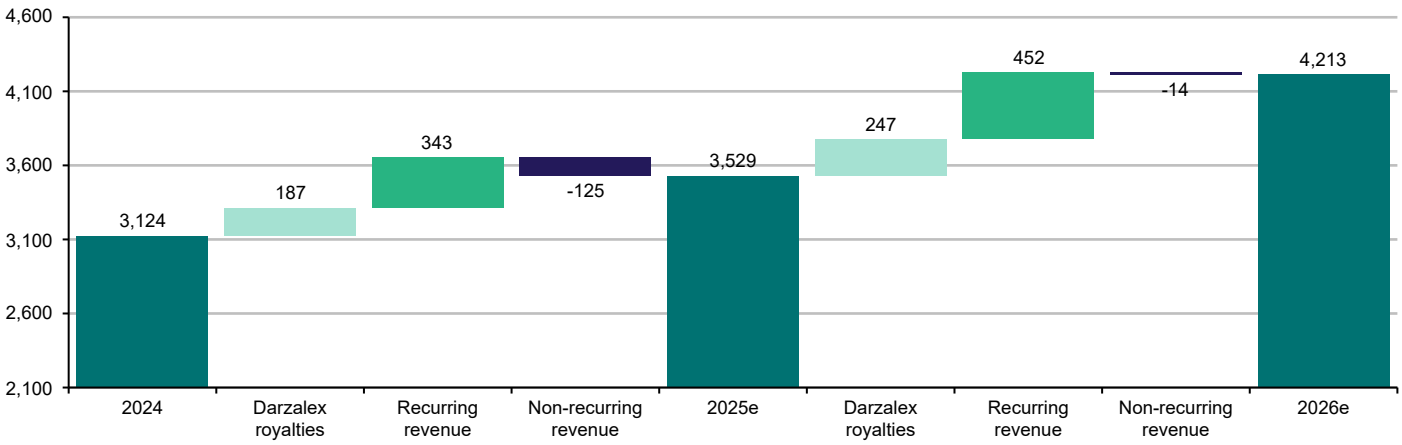
Source: DNB Markets

### Upside risks to our investment case

- Higher-than-expected Darzalex sales due to better pricing, treatment duration, or market share gains.
- Positive pipeline news and market penetration/uptake of new products could boost sales and earnings.
- Setbacks in competitors' pipelines could be a positive.
- Effects of the war in Ukraine on the global economy are neutralised and the business climate normalises faster than expected.

Source: DNB Markets

### Revenue bridge 2024–2026e (USDm)




Source: Company (historical figures), DNB Markets (estimates)

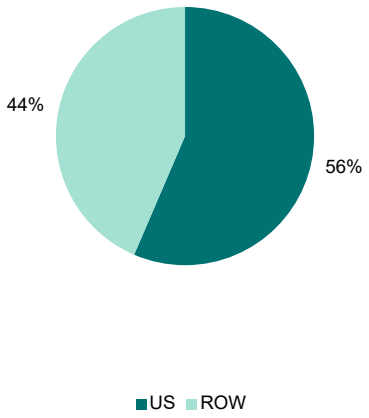
# Company overview and SWOT analysis

## Company description

- Genmab is a biotechnology company specialising in antibody therapeutics for the treatment of cancer, with four proprietary antibody platforms: DuoBody, HexaBody, DuoHexaBody, and HexElect.
- With its partner, Johnson & Johnson, Genmab has developed Darzalex, which is regarded as the standard of care for multiple myeloma and is Genmab's leading product.

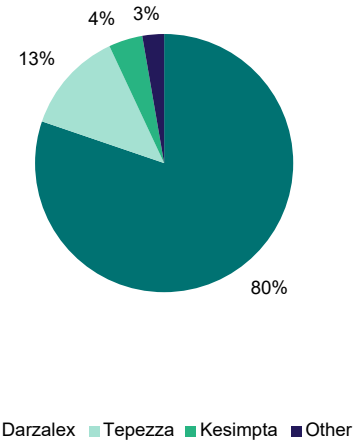
Source: DNB Markets

## Darzalex sales by region (2024)




Source: Company

## Royalty income by product (2024)




Source: Company

## Financial targets

- 2025 revenue of USD3,340m–3,660m.
- 2025 operating profit of USD895m–1,365m.

Source: Company

## Key management

- Jan van de Winkel – CEO.
- Anthony Pagano – CFO.

Source: Company

## Largest shareholders

- BlackRock – 6.8% (January 2024).

Source: Company

## SWOT analysis

### Strengths

- **Royalty powerhouse.** Genmab receives significant royalties from its strategic partners (Darzalex c80% of 2024 revenue).
- **Broad market access.** Genmab's strategic collaborations with global pharmaceutical companies enable access to resources and a broader market reach.
- **R&D.** Genmab invests significantly in R&D, focusing on the discovery and development of antibody therapies.

### Weaknesses

- **High dependency on partnerships.** Genmab relies heavily on collaborative partnerships to market its products.
- **Competitive pressure.** The industry is competitive and Genmab sees competition from companies with similar expertise and biosimilars.
- **Ethical considerations.** Increased focus on ethical considerations regarding animal testing can affect the public perception and regulatory requirements.

### Opportunities

- **Growing oncology market.** Genmab can capitalise on the growing oncology market by developing and commercialising more oncology therapies.
- **Expansion of product portfolio.** Genmab can expand its product portfolio by advancing its pipeline candidates, enhancing the company's market presence.
- **Acquisitions.** Genmab's strong balance sheet enables acquisitions to expand into new disease areas.

### Threats

- **Rising R&D costs.** Rising R&D costs could put pressure on Genmab's profitability.
- **Delays or failures of pipeline candidates.** Delays of clinical trials or failures of pipeline candidates could lead to additional costs and product failures.
- **Regulatory changes.** Changes in regulatory standards could affect the development and approval of Genmab's products, leading to delays or additional costs.

Source: DNB Markets

# ESG overview

## Sustainability assessment

| | Positive | Negative |
|---|---|---|
| Conclusions | ■ We see scope for a positive effect from ESG trends. The group has identified ESG targets, addresses a key health care need with the development of antibodies, and has initiated staff well-being, gender equality, compliance, sustainability, and ethics policies. | ■ With an R&D focus, Genmab's strategy for getting products to market centres on collaborating with biotech and pharma companies, which have ESG policies beyond Genmab's control.<br>■ With increasing competition for efficacious therapies to treat late-stage disease, there is a potential patient safety-related risk with regard to the drugs in the pipeline. |
| Actions being taken by company | ■ We see scope for a positive effect from ESG trends. The group has identified ESG targets, addresses a key health care need with the development of antibodies, and has initiated staff well-being, gender equality, compliance, sustainability, and ethics policies. | ■ With an R&D focus, Genmab's strategy for getting products to market centres on collaborating with biotech and pharma companies, which have ESG policies beyond Genmab's control.<br>■ With increasing competition for efficacious therapies to treat late-stage disease, there is a potential patient safety-related risk with regard to the drugs in the pipeline. |
| **Key ESG drivers** | | |
| Short-term | ■ Staff development, knowledge and internal communication initiatives.<br>■ Controlled waste management of toxic chemicals, and recycling of waste products.<br>■ 76.8% of Genmab's electricity consumption was from renewables in 2024. | ■ The focus on reducing the environmental effect at Genmab B.V in the Netherlands should be replicated at other sites.<br>■ Genmab has yet to adopt any environmental indicators.<br>■ Given the regulatory backdrop, Genmab has not initiated its own human rights policy. |
| Long-term | ■ Genmab has policies in place to limit its environmental effect, but aims to continue to cut waste and switch to more green energy through various initiatives.<br>■ Genmab has introduced employee satisfaction surveys and strives to ensure it can attract and retain qualified staff.<br>■ Limited use of natural resources in its research, given the focus on developing compounds. | ■ No structural changes made to reduce the risk of a potential takeover by a pharma company less focused on ESG.<br>■ The use of hazardous/toxic compounds in research that cannot be replaced by less-toxic alternatives, posing an environmental threat. |

Source: DNB Markets

# HexaBody-CD38 overhang gone

Despite showing better data than Darzalex in the head-to-head trial, JNJ has decided not to opt-in for HexaBody-CD38. In the preliminary data (including 84 evaluable patients), HexaBody-CD38 demonstrated an overall response rate of 55% (Darzalex 52%), a very good partial response rate of 29% (Darzalex 17%) and a complete response rate of 7% (Darzalex 2%). Genmab will not pursue further clinical development of HexaBody-CD38.

Due to the short-follow up period, secondary efficacy endpoints such as the duration of response, progression-free survival, and overall survival remain immature. We see in the HexaBody-CD38 arm, treatment-emergent events (TEAs) occurring in more than 20% of patients, including neutropenia, infusion-related reactions, anaemia, and thrombocytopenia. We note one death in the HexaBody-CD38 arm and two in the Darzalex arm due to TEAs; however, these were not related to treatment.

Ahead of JNJ's decision, we had included HexaBody-CD38 at an NPV/share of DKK108 in our SOTP, reflecting a 60% probability of opt-in and a 50% probability of approval. However, with JNJ choosing not to opt in, we have removed HexaBody-CD38 from our valuation. We are positive on Genmab's decision not to pursue further clinical development of HexaBody-CD38 and focus on progressing its existing pipeline, and potentially strengthening itself through M&A.

**Figure 1: HexaBody-CD38 Efficacy Data**

| Response Type | HexaBody-CD38 IV arm | Darzalex arm |
|---|---|---|
| Overall Response Rate (ORR) | 55% (95% CI: 39%, 70%) | 52% (95% CI: 36%, 68%) |
| Very Good Partial Response (VGPR) | 29% | 17% |
| Complete Response (CR) or Better | 7% | 2% |

["Source: Genmab

## R&D expectations

We expect phase II data for Rina-S 2L+ in endometrial cancer in H1 and the phase III trial to start by end-2025 (discussions with the FDA already ongoing). Also, we await an update on the phase II data for Acasunlimab 2L+ in small cell lung cancer and phase II data and a decision on the next steps for Rina-S 2L+ in endometrial cancer in 2025.

**Figure 2: Pipeline news flow in 2025e**

| Programme | Indication | Event | Expected timing |
|---|---|---|---|
| Epcoritamab | 3L + R/R FL | JP regulatory decision & launch | Q1 2025 |
| Tivdak | 2L R/M cervical cancer | EU regulatory decision | 2025 |
| Tivdak | 2L R/M cervical cancer | JP regulatory decision & launch | 2025 |
| Acasunlimab | 2L + NSCLC | Phase II data update | 2025 |
| Rina-S | 2L + endometrial cancer | Phase II data and next steps | H1 2025 |
| DuoBody-CD40x4-1BB | 1L HNSCC | Decision on next steps | 2025 |
| Epcoritamab | 2L DLBCL monotherapy (EPCORE DLBCL-1) | Phase III primary completion | 2025 |

Source: Company (underlying data)

# Pipeline overview

**Figure 3: Products in development**

| Priorities | Platform | Product | Target | Disease indications | Development | Partner |
|---|---|---|---|---|---|---|
| Products created | UltiMAb | Daratumumab | CD38 | Outside MM | Phase III | JNJ |
| by Genmab | UltiMAb | Teprotumumab | IGF-1R | Diffused cutaneous systemic sclerosis | Phase III | Horizon |
| Genmab's | ADC | Tisotumab vedotin | TF | Solid tumours including cervical cancer | Phase II/III | Seagen |
| proprietary | ADC | Rina-S | Frα | Ovarian cancer and Frα-expressing tumours | Phase II/III | - |
| products | DuoBody | Epcoritamab | CD3, CD20 | Haematological malignancies | Phase I/II/III | AbbVie |
| | DuoBody | Acasunlimab | PD-L1X4-1BB | Solid tumours and non-small lung cancer | Phase II/III | - |
| | DuoBody | GEN1042 | CD40x4-1BB | Solid tumours | Phase I/II | BioNTech |
| | HexaBody | GEN3014 | CD38 | Haematological malignancies | Phase I/II | JNJ[1] |
| Partner-owned | DuoBody | Amivantamab | cMET | Advanced or metastatic gastric cancer | Phase II | JNJ |
| product | DuoBody | Mim8 | FIXa, FX | Haemophilia A | Phase III | Novo Nordisk |
| candidates | ADC | Camidanlumab tesirine | CD25 | Lymphoma, AML, and solid tumours | Phase II | ADCT |
| | mAb | PRV-015 | IL-15 | Celiac disease | Phase II | Provention Bio |
| | DuoBody | Talquetamab | CD3, GPRC5D | Relapsed or refractory MM | Phase III | JNJ |
| | mAb | Lu AF82422 | α-synuclein | Parkinson's disease | Phase II | Lundbeck |
| | DuoBody | JNJ-63709178 | CD3, CD123 | Acute myeloid leukaemia (AML) | Phase I | JNJ |
| | DuoBody | JNJ-63898081 | CD3, PSMA | Solid tumours | Phase I | JNJ |
| | DuoBody | JNJ-67571244 | CD33, CD3 | AML or MDS | Phase I | JNJ |
| | DuoBody | JNJ-70218902 | Undisclosed | Solid tumours | Phase I | JNJ |
| | UltiMAb | HuMax-IL8 | IL8 | Advanced cancers | Phase I | BMS |
| | All platforms | | | c20 active pre-clinical programmes[2] | Pre-clinical | Various |

Source: Company
Notes: [1] Genmab entered an exclusive worldwide licence and option agreement with JNJ Biotech Inc. to develop and commercialise HexaBody-CD38. [2] Pre-clinical pipeline includes partnered products and in-house programmes based on Genmab's proprietary technologies (HuMab, DuoBody, DuoHexaBody, and HexaBody)

# 2025 guidance

The 2025 guidance is for revenue of USD3,340m–3,660m (we forecast USD3,529m, consensus USD3,594m), including Darzalex royalties of USD2,200m at the midpoint of the guidance (we forecast USD2,207m, consensus USD2,213m), opex of USD2,055m–3,420m (we forecast USD2,203m, consensus USD2,358m), and operating profit of USD895m–1,365m (we forecast USD1,133m, consensus USD1,025m).

**Figure 4: 2025 guidance (USDm)**

| | 2025 guidance | DNB Markets forecasts | Consensus* |
|---|---|---|---|
| **Revenue** | **3,340–3,660** | **3,529** | **3,594** |
| Royalties | 2,785–3,015 | 2,903 | 2,879 |
| Darzalex royalties | 2,200 | 2,207 | 2,213 |
| - Darzalex global sales | 12,600–13,400 | 13,063 | 1,861 |
| Net product sales/collaboration revenue | 415–460 | 460 | 520 |
| Milestone/reimbursement revenue | 140–185 | 165 | 166 |
| **Gross profit** | **3,120–3,420** | **3,336** | **3,383** |
| Operating expenses | 2,055–2,225 | 2,203 | 2,358 |
| **Operating profit** | **895–1,365** | **1,133** | **1,025** |

Source: Company (consensus and guidance), DNB Markets (estimates)
Note: *the company-compiled consensus is reported in DKK, but we have converted it to USD using consensus' USD/DKK7.0 for 2025

# Valuation

Our target price is based on a risk-adjusted SOTP NPV for each product, including 20 years of forecasts (as for the other Nordic pharmaceutical companies we cover). Our c9% group WACC is based on the WACCs we have assigned to each product. We have assigned 8.5–9.0% WACCs for approved products and 11% for pipeline products, risk-adjusted for the probability of success. Based on these assumptions, our SOTP NPV is DKK2,400/share (2,500), which is also our target price.

## Figure 5: NPV analysis

| Product | Indication | Phase | Launch year | Peak sales (USDm) | Probability | WACC | Risk-adj. NPV (DKKm) | NPV/share (DKK) | % total |
|---|---|---|---|---|---|---|---|---|---|
| Darzalex | MM and AL | Marketed | 2015–2021 | 15,730 | 100% | 8.5% | 53,017 | 790 | 33% |
| Tepezza | Thyroid eye disease | Marketed | 2020 | 3,035 | 100% | 8.5% | 4,906 | 75 | 3% |
| Kesimpta | MS | Marketed | 2020 | 5,164 | 100% | 8.5% | 13,274 | 204 | 8% |
| Rybrevant | NSCLC | Marketed/III | 2021 | 4,350 | 100%/80% | 8.5% | 8,153 | 125 | 5% |
| TivDak | Cervical cancer | Marketed | 2021 | 542 | 100% | 8.5% | 3,523 | 54 | 2% |
| Tecvayli | MM | Marketed/I/III | 2023 | 5,758 | 100%/80% | 9.0% | 4,993 | 77 | 3% |
| Talvey | MM | Marketed/I/III | 2023 | 5,637 | 100%/80% | 9.0% | 3,850 | 59 | 2% |
| Epkinly | B-cell lymphoma | Phase I/II | 2023 | 3,249 | 100%/80% | 9.0% | 17,566 | 270 | 11% |
| **Total approved products/indications NPV** | | | | | | | **109,281** | **1,655** | **69%** |
| Acasunlimab | Solid tumours | Phase I/II | 2026e | 1,925 | 50%/20% | 11.0% | 7,231 | 111 | 5% |
| GEN1042 | Solid tumours | Phase I/II | 2028e | 3,566 | 20% | 11.0% | 2,426 | 37 | 2% |
| Rina-S | Solid tumours | Phase I/II | 2027e | 2,006 | 50% | 11.0% | 7,580 | 116 | 5% |
| Mim8 | Haemophilia A | Phase III | 2025e | 3,361 | 100% | 11.0% | 4,520 | 69 | 3% |
| Platform/other pipeline | Various | | | | | 11.0% | 7,225 | 111 | 5% |
| **Total pipeline NPV** | | | | | | | **28,981** | **445** | **19%** |
| Net cash (debt), end-2025e | | | | | | | 20,093 | 309 | 13% |
| Warrant programme, end-2025e | | | | | | | (593) | (9) | 0% |
| **SOTP** | | | | | | **9.1%** | **157,762** | **2,400** | **100%** |

Source: DNB Markets (estimates)

## Forecast changes – P&L

| | New | | | Old | | | Change | | |
|---|---|---|---|---|---|---|---|---|---|
| (USDm) | 2025e | 2026e | 2027e | 2025e | 2026e | 2027e | 2025e | 2026e | 2027e |
| Revenues | 3,529 | 4,213 | 4,906 | 3,529 | 4,213 | 4,902 | 0 | 0 | 4 |
| Cost of sales | -192 | -326 | -690 | -192 | -326 | -690 | 0 | 0 | 0 |
| Gross profit | 3,336 | 3,887 | 4,217 | 3,336 | 3,887 | 4,213 | 0 | 0 | 4 |
| | | | | | | | | | |
| Operating expenses | -2,203 | -2,534 | -2,661 | -2,203 | -2,534 | -2,661 | 0 | 0 | 0 |
| EBITDA | 1,156 | 1,414 | 1,594 | 1,156 | 1,414 | 1,590 | 0 | 0 | 4 |
| EBITDA adj | 1,156 | 1,414 | 1,594 | 1,156 | 1,414 | 1,590 | 0 | 0 | 4 |
| EBITDA margin (%) | 32.7 | 33.6 | 32.5 | 32.7 | 33.6 | 32.4 | 0.0 | 0.0 | 0.1 |
| | | | | | | | | | |
| Depreciation | -20 | -5 | -35 | -20 | -5 | -35 | 0 | 0 | 0 |
| EBITA | 1,135 | 1,409 | 1,558 | 1,135 | 1,409 | 1,554 | 0 | 0 | 4 |
| | | | | | | | | | |
| Amortisation | -2 | -56 | -2 | -2 | -56 | -2 | 0 | 0 | 0 |
| EBIT | 1,133 | 1,353 | 1,556 | 1,133 | 1,353 | 1,552 | 0 | 0 | 4 |
| EBIT adj | 1,133 | 1,353 | 1,556 | 1,133 | 1,353 | 1,552 | 0 | 0 | 4 |
| | | | | | | | | | |
| Net interest | 13 | 124 | 113 | 13 | 124 | 113 | 0 | 0 | 0 |
| Net financial items | 13 | 124 | 113 | 13 | 124 | 113 | 0 | 0 | 0 |
| PBT | 1,145 | 1,477 | 1,669 | 1,145 | 1,477 | 1,665 | 0 | 0 | 4 |
| | | | | | | | | | |
| Taxes | -252 | -325 | -367 | -252 | -325 | -366 | 0 | 0 | -1 |
| Net profit | 893 | 1,152 | 1,302 | 893 | 1,152 | 1,299 | 0 | 0 | 3 |
| Adjustments to net profit | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net profit adj | 893 | 1,152 | 1,302 | 893 | 1,152 | 1,299 | 0 | 0 | 3 |
| | | | | | | | | | |
| *Per share data (USD)* | | | | | | | | | |
| EPS | 13.82 | 17.70 | 19.87 | 13.82 | 17.70 | 19.82 | 0.00 | 0.00 | 0.05 |
| EPS adj | 13.73 | 17.58 | 19.74 | 13.73 | 17.58 | 19.69 | 0.00 | 0.00 | 0.05 |
| | | | | | | | | | |
| *Other key metrics (%)* | | | | | | | | | |
| Revenue growth | 13.0 | 19.4 | 16.4 | 13.0 | 19.4 | 16.4 | 0.0 | 0.0 | 0.1 |
| EBIT adj growth | 16.5 | 19.4 | 15.0 | 16.5 | 19.4 | 14.7 | 0.0 | 0.0 | 0.3 |
| EPS adj growth | -22.1 | 28.0 | 12.3 | -22.1 | 28.0 | 12.0 | 0.0 | 0.0 | 0.3 |
| | | | | | | | | | |
| Avg. number of shares (m) | 65 | 66 | 66 | 65 | 66 | 66 | 0 | 0 | 0 |
| Capex | -59 | -70 | -82 | -59 | -70 | -82 | 0 | 0 | 0 |
| OpFCF | 1,097 | 1,344 | 1,512 | 1,097 | 1,344 | 1,508 | 0 | 0 | 4 |
| Working capital | 444 | 473 | 427 | 444 | 473 | 427 | 0 | 0 | 0 |
| NIBD adj | -3,362 | -4,627 | -5,950 | -3,362 | -4,627 | -5,947 | 0 | 0 | -3 |

Source: DNB Markets

## Annual P&L

| (USDm) | 2024 | 2025e | 2026e | 2027e |
|---|---|---|---|---|
| **Revenues** | **3,124** | **3,529** | **4,213** | **4,906** |
| Cost of sales | -143 | -192 | -326 | -690 |
| **Gross profit** | **2,981** | **3,336** | **3,887** | **4,217** |
| | | | | |
| Operating expenses | -2,008 | -2,203 | -2,534 | -2,661 |
| **EBITDA** | **1,000** | **1,156** | **1,414** | **1,594** |
| | | | | |
| Depreciation | -27 | -20 | -5 | -35 |
| **EBITA** | **973** | **1,135** | **1,409** | **1,558** |
| | | | | |
| Amortisation | -1 | -2 | -56 | -2 |
| **EBIT** | **973** | **1,133** | **1,353** | **1,556** |
| | | | | |
| Net interest | 180 | 13 | 124 | 113 |
| FX gains | 177 | 0 | 0 | 0 |
| Net financial items | 357 | 13 | 124 | 113 |
| **PBT** | **1,330** | **1,145** | **1,477** | **1,669** |
| | | | | |
| Taxes | -192 | -252 | -325 | -367 |
| Effective tax rate (%) | 14 | 22 | 22 | 22 |
| **Net profit** | **1,138** | **893** | **1,152** | **1,302** |
| Net profit adj | 1,138 | 893 | 1,152 | 1,302 |
| | | | | |
| Avg. number of shares | 65 | 65 | 66 | 66 |
| | | | | |
| *Per share data (USD)* | | | | |
| EPS | 17.73 | 13.82 | 17.70 | 19.87 |
| **EPS adj** | **17.61** | **13.73** | **17.58** | **19.74** |
| | | | | |
| *Growth and margins (%)* | | | | |
| Revenue growth | nm | 13.0 | 19.4 | 16.4 |
| EPS adj growth | nm | -22.1 | 28.0 | 12.3 |
| | | | | |
| Gross margin | 95.4 | 94.5 | 92.3 | 85.9 |
| EBITDA margin | 32.0 | 32.7 | 33.6 | 32.5 |
| EBITDA adj margin | 32.0 | 32.7 | 33.6 | 32.5 |
| Depreciation/revenues | -0.9 | -0.6 | -0.1 | -0.7 |
| EBIT margin | 31.1 | 32.1 | 32.1 | 31.7 |
| EBIT adj margin | 31.1 | 32.1 | 32.1 | 31.7 |
| PBT margin | 42.6 | 32.5 | 35.0 | 34.0 |
| Net profit margin | 36.4 | 25.3 | 27.3 | 26.5 |

Source: Company (historical figures), DNB Markets (estimates)

## Cash flow

| (USDm) | 2024 | 2025e | 2026e | 2027e |
|---|---|---|---|---|
| Net profit | 1,138 | 893 | 1,152 | 1,302 |
| Depreciation and amortisation | 27 | 23 | 61 | 38 |
| Other non-cash adjustments | 3 | 0 | 132 | 0 |
| Change in net working capital | 2,222 | 30 | -29 | 46 |
| **Cash flow from operations (CFO)** | **3,391** | **947** | **1,316** | **1,386** |
| | | | | |
| Capital expenditure | -52 | -59 | -70 | -82 |
| Acquisitions/Investments | -3,023 | -1,986 | -2,209 | -2,180 |
| Divestments | 1,637 | 1,788 | 1,988 | 1,963 |
| **Cash flow from investing (CFI)** | **-1,438** | **-257** | **-291** | **-299** |
| | | | | |
| **Free cash flow (FCF)** | **1,953** | **689** | **1,025** | **1,086** |
| | | | | |
| Share issue (repurchase) | -563 | -607 | 0 | 0 |
| Other | 171 | 19 | 19 | 19 |
| **Cash flow from financing (CFF)** | **-392** | **-588** | **19** | **19** |
| | | | | |
| **Total cash flow (CFO+CFI+CFF)** | **1,560** | **102** | **1,044** | **1,106** |
| | | | | |
| *FCFF calculation* | | | | |
| Free cash flow | 1,953 | 689 | 1,025 | 1,086 |
| Less: net interest | -180 | -13 | -124 | -113 |
| Less: acquisitions | 3,023 | 1,986 | 2,209 | 2,180 |
| Less: divestments | -1,637 | -1,788 | -1,988 | -1,963 |
| **Free cash flow to the firm** | **3,159** | **875** | **1,122** | **1,191** |
| | | | | |
| ***Growth (%)*** | | | | |
| CFO | nm | -72.1 | 39.0 | 5.3 |
| CFI | nm | 82.1 | -13.1 | -3.0 |
| FCF | nm | -64.7 | 48.7 | 6.0 |
| CFF | nm | -49.8 | 103.2 | 1.0 |
| FCFF | nm | -72.3 | 28.2 | 6.1 |

Source: Company (historical figures), DNB Markets (estimates)

## Balance sheet

| (USDm) | 2024 | 2025e | 2026e | 2027e |
|---|---|---|---|---|
| **Assets** | **6,648** | **7,003** | **8,257** | **9,610** |
| | | | | |
| Trade receivables | 980 | 999 | 1,111 | 1,096 |
| Cash and cash equivalents | 3,062 | 3,362 | 4,627 | 5,950 |
| **Current assets** | **4,042** | **4,361** | **5,738** | **7,047** |
| | | | | |
| Property, plant and equipment | 142 | 180 | 245 | 292 |
| Other intangible assets | 2,292 | 2,289 | 2,234 | 2,231 |
| Deferred tax assets | 132 | 132 | 0 | 0 |
| Non-current financial assets | 41 | 41 | 41 | 41 |
| **Non-current assets** | **2,606** | **2,642** | **2,519** | **2,564** |
| | | | | |
| **Total assets** | **6,648** | **7,003** | **8,257** | **9,610** |
| | | | | |
| **Equity and liabilities** | **6,648** | **7,003** | **8,257** | **9,610** |
| | | | | |
| Total equity to the parent | 5,326 | 5,631 | 6,802 | 8,124 |
| | | | | |
| **Total equity** | **5,326** | **5,631** | **6,802** | **8,124** |
| | | | | |
| Trade payables | 505 | 554 | 638 | 670 |
| Other payables and accruals | 265 | 265 | 265 | 265 |
| **Total current liabilities** | **770** | **819** | **903** | **935** |
| | | | | |
| Other non-current liabilities | 552 | 552 | 552 | 552 |
| **Total non-current liabilities** | **552** | **552** | **552** | **552** |
| | | | | |
| **Total liabilities** | **1,323** | **1,372** | **1,455** | **1,487** |
| | | | | |
| **Total equity and liabilities** | **6,648** | **7,003** | **8,257** | **9,610** |
| | | | | |
| *Key metrics* | | | | |
| Net interest bearing debt | -3,062 | -3,362 | -4,627 | -5,950 |
| Invested capital | 617 | 625 | 718 | 719 |

Source: Company (historical figures), DNB Markets (estimates)

## Valuation ratios

| (USDm) | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025e | 2026e | 2027e |
|---|---|---|---|---|---|---|---|---|---|---|
| *Enterprise value* | | | | | | | | | | |
| Share price (USD) | 163.46 | 222.18 | 407.27 | 400.74 | 422.08 | 319.34 | 207.73 | 241.86 | 241.86 | 241.86 |
| Number of shares (m) | | | | | | | 64.18 | 64.63 | 65.08 | 65.52 |
| Market capitalisation | | | | | | | 13,333 | 15,632 | 15,739 | 15,847 |
| Net interest bearing debt | | | | | | | -3,062 | -3,362 | -4,627 | -5,950 |
| Net interest bearing debt adj | | | | | | | -3,062 | -3,362 | -4,627 | -5,950 |
| EV | | | | | | | 10,271 | 12,269 | 11,112 | 9,897 |
| EV adj | | | | | | | 10,271 | 12,269 | 11,112 | 9,897 |
| | | | | | | | | | | |
| *Valuation* | | | | | | | | | | |
| EPS | | | | | | | 17.73 | 13.82 | 17.70 | 19.87 |
| **EPS adj** | | | | | | | **17.61** | **13.73** | **17.58** | **19.74** |
| P/E | | | | | | | 11.7 | 17.5 | 13.7 | 12.2 |
| P/E adj | | | | | | | 11.8 | 17.6 | 13.8 | 12.3 |
| P/B | | | | | | | 2.50 | 2.78 | 2.31 | 1.95 |
| Average ROE | | | | | | | | 16.3% | 18.5% | 17.4% |
| Earnings yield adj | | | | | | | 8.5% | 5.7% | 7.3% | 8.2% |
| | | | | | | | | | | |
| EV/SALES | | | | | | | 3.29 | 3.48 | 2.64 | 2.02 |
| EV/SALES adj | | | | | | | 3.29 | 3.48 | 2.64 | 2.02 |
| EV/EBITDA | | | | | | | 10.3 | 10.6 | 7.9 | 6.2 |
| EV/EBITDA adj | | | | | | | 10.3 | 10.6 | 7.9 | 6.2 |
| EV/EBIT | | | | | | | 10.6 | 10.8 | 8.2 | 6.4 |
| EV/EBIT adj | | | | | | | 10.6 | 10.8 | 8.2 | 6.4 |
| EV/capital employed | | | | | | | 1.7 | 1.9 | 1.4 | 1.1 |
| EV/NOPLAT | | | | | | | 13.5 | 13.9 | 10.5 | 8.2 |
| EV/OpFCF (taxed) | | | | | | | 14.0 | 14.5 | 10.6 | 8.5 |

Source: Company (historical figures), DNB Markets (estimates)

## Key accounting ratios

| | 2024 | 2025e | 2026e | 2027e |
|---|---|---|---|---|
| *Profitability (%)* | | | | |
| ROA | | 13.1 | 15.1 | 14.6 |
| ROCE | | 18.1 | 19.1 | 18.6 |
| ROCE after tax | | 14.1 | 14.9 | 14.5 |
| | | | | |
| *Return on invested capital (%)* | | | | |
| Net PPE/revenues | 4.5 | 5.1 | 5.8 | 5.9 |
| Working capital/revenues | 15.2 | 12.6 | 11.2 | 8.7 |
| Revenues/invested capital (pre-GW) | 506.6 | 564.8 | 586.7 | 682.8 |
| Pre-tax ROIC (incl. goodwill) | | 182.9 | 209.8 | 216.9 |
| After-tax ROIC (incl. goodwill) | | 142.3 | 157.2 | 168.9 |
| | | | | |
| *Cash flow ratios (%)* | | | | |
| FCF/revenues | 62.5 | 19.5 | 24.3 | 22.1 |
| FCF yield (%) | 25.0 | 5.7 | 7.9 | 8.2 |
| CFO/revenues | 108.5 | 26.8 | 31.2 | 28.2 |
| CFO/market capitalisation | 25.4 | 6.1 | 8.4 | 8.7 |
| CFO/capex | 6507.9 | 1608.3 | 1872.7 | 1693.7 |
| CFO/current liabilities | 440.2 | 115.5 | 145.8 | 148.3 |
| Cash conversion ratio | 171.6 | 77.2 | 89.0 | 83.4 |
| Capex/revenues | 1.7 | 1.7 | 1.7 | 1.7 |
| Capex/depreciation | 196.1 | 288.1 | 1290.4 | 231.9 |
| OpFCF margin | 30.3 | 31.1 | 31.9 | 30.8 |
| | | | | |
| *Leverage and solvency (x)* | | | | |
| Interest cover | 67.18 | 48.72 | 62.52 | high |
| EBIT/interest payable | 55.85 | 47.20 | 56.37 | nm |
| EBITA adj/interest payable | 55.88 | 47.30 | 58.69 | nm |
| Cash coverage | -5.56 | -91.72 | -11.44 | -14.05 |
| Net debt/EBITDA | -3.06 | -2.91 | -3.27 | -3.73 |
| | | | | |
| *Cash conversion cycle* | | | | |
| Receivables turnover days | 114.5 | 103.3 | 96.2 | 81.6 |
| Credit period | 1290.3 | 1051.6 | 712.9 | 354.4 |

Source: Company (historical figures), DNB Markets (estimates)

# Important Information

Company: Genmab
Coverage by Analyst: Rune Majlund Dahl
Date: 10/3/2025

This report has been prepared by DNB Markets, a division of DNB Bank ASA. DNB Bank ASA is a part of the DNB Group. This report is based on information obtained from public sources that DNB Markets believes to be reliable but which DNB Markets has not independently verified, and DNB Markets makes no guarantee, representation or warranty as to its accuracy or completeness. This report does not, and does not attempt to, contain everything material which there is to be said about the Company. Any opinions expressed herein reflect DNB Markets' judgement at the time the report was prepared and are subject to change without notice. The report is planned updated minimum every quarter.

Any use of non-DNB logos in this report is solely for the purpose of assisting in identifying the relevant issuer. DNB is not affiliated with any such issuer.

This report is for clients only, and not for publication, and has been prepared for information purposes only by DNB Markets, a division of DNB Bank ASA.



**Risk warning – generally high risk**

The risk of investing in financial instruments is generally high. Past performance is not a reliable indicator of future performance, and estimates of future performance are based on assumptions that may not be realised. When investing in financial instruments, the value of the investment may increase or decrease, and the investor may lose all or part of their investment. Careful consideration of possible financial distress should be made before investing in any financial instrument.

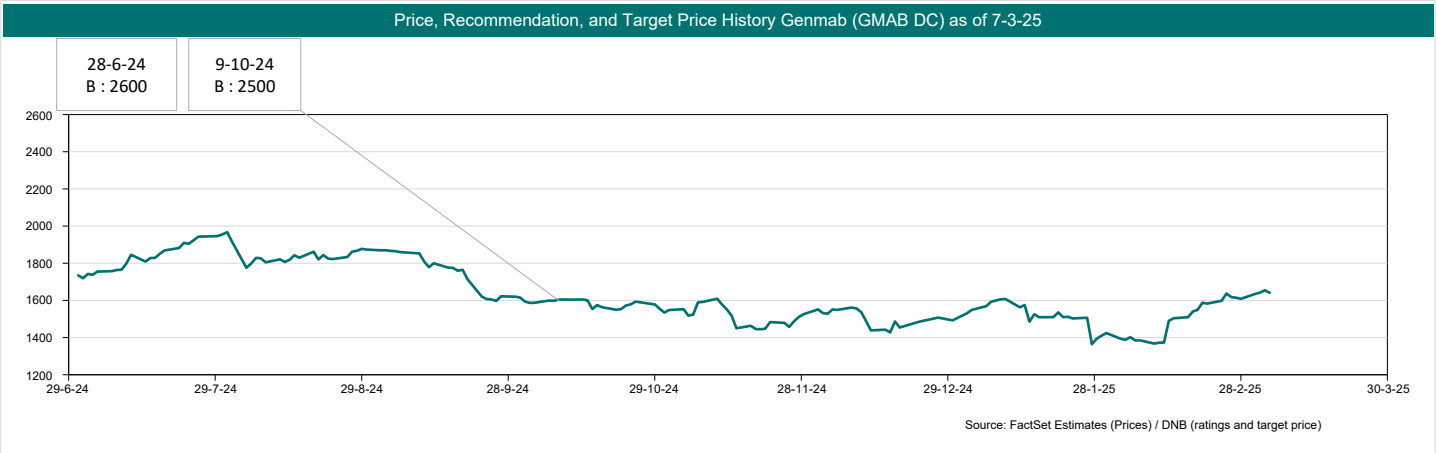
**Recommendation structure**

DNB Markets recommendations are based on absolute performance:

| | |
|---|---|
| Buy | - indicates an expected return greater than 10% within 12 months |
| Hold | - indicates an expected return between 0 and 10% within 12 months |
| Sell | - indicates an expected negative return within 12 months |

Price targets are based on a combination of several valuation methods such as discounted cash flow, pricing based on earnings multiples, multiple on book value, net asset value and peer comparison. Substantial material sources for coverage of this company include historical financial figures and communication with the company, and relevant third party information. If you would like further information on the valuation, methodology or underlying assumptions used in this note, please contact the analyst (contact details on front page).

Recommendations and historical target prices below do not include all recommendations published by DNB Markets. Please see DNB Markets' website (dnb.no/disclaimer/MAR) for an overview of all recommendations from DNB Markets over the past 12 months, as per Market Abuse Regulations (MAR).




**Conflict of interest**

Readers should assume that DNB Markets may currently or may in the coming three months and beyond be providing or seeking to provide confidential investment banking services or other services to the company, and may receive compensation for these services.

| Share positions in the company: | Analyst* | Employees** | DNB*** |
|---|---|---|---|
| Number of shares | 0 | 0 | 0 |

*The analyst or any close associates. **Share positions include people involved in the production of credit and equity research, including people that could reasonably be expected to have access to it before distribution.
***Share positions as part of DNB Group. Holdings as part of DNB Markets investment services activity are not included.

Recommendation distribution and corporate clients for the last 12 months

| | Buy | Hold | Sell | No_rec | Total |
|---|---|---|---|---|---|
| Number | 213 | 87 | 21 | 30 | 351 |
| % of total | 61% | 25% | 6% | 9% | |
| DNB Markets client | 26% | 10% | 4% | 3% | 149 |

**Legal statement**

This Report is a research report within the meaning of Regulation (EU) NO 596/2014 on market abuse (Market Abuse Regulation), and has been prepared in accordance with rules set out in relevant industry standards issued by The Norwegian Securities Dealers Association. This Report has been prepared as general information and is therefore not intended as a personal recommendation of particular financial instruments or strategies, and does not constitute personal investment advice as defined the Norwegian securities trading act (Norwegian verdipapirhandelloven).

The analyst hereby certifies that (i) the views expressed in this report accurately reflect that research analyst's personal views about the company and the securities that are the subject of this report, and (ii) no part of the research analyst's compensation was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed by that research analyst in this report. DNB Markets employees, including research analysts, may receive compensation that is generated by overall firm profitability. Confidentiality rules and internal rules restricting the exchange of information between different parts of DNB Markets/DNB Bank ASA or the DNB Group are in place to prevent employees of DNB Markets who are preparing this report from utilizing or being aware of information available in the DNB Group that may be relevant to the recipients' decisions. DNB Markets and the DNB Group have incorporated internal rules and regulations in order to avoid any potential conflicts of interest.

The Report has been prepared by DNB Markets, a division of DNB Bank ASA, a Norwegian bank organized under the laws of the Kingdom of Norway and under supervision by the Norwegian Financial Supervisory Authority, The Monetary Authority of Singapore, and on a limited basis by the Financial Conduct Authority and the Prudential Regulation Authority of the UK, and the Financial Supervisory Authority of Sweden. Details about the extent of our regulation by local authorities outside Norway are available from us on request.

It is issued subject to the General Business Terms for DNB Markets and information about the terms is available at www.dnb.no. For requests regarding the General Business Terms of the Singapore Branch of DNB Bank ASA, please contact +65 6212 6144. Information about the DNB Group can be found at www.dnb.no. DNB Markets is a member of The Norwegian Securities Dealers Association, which has issued recommendations and market standards for securities companies. The Association's Internet address where the recommendations and market standards can be found is: www.vpff.no. This report is not an offer to buy or sell any security or other financial instrument or to participate in any investment strategy. No liability whatsoever is accepted for any direct or indirect (including consequential) loss or expense arising from the use of this report. Distribution of research reports is in certain jurisdictions restricted by law. Persons in possession of this report should seek further guidance regarding such restrictions before distributing this report. Please contact the DNB Markets analyst named on the front page of this report for further information and enquiries about this report.

**Additional information for clients in Singapore**

The report has been distributed by the Singapore Branch of DNB Bank ASA. It is intended for general circulation and does not take into account the specific investment objectives, financial situation or particular needs of any particular person. You should seek advice from a financial adviser regarding the suitability of any product referred to in the report, taking into account your specific financial objectives, financial situation or particular needs before making a commitment to purchase any such product. You have received a copy of the report because you have been classified either as an accredited investor, an expert investor or as an institutional investor, as these terms have been defined under Singapore's Financial Advisers Act (Cap. 110) ("FAA") and/or the Financial Advisers Regulations ("FAR"). The Singapore Branch of DNB Bank ASA is a financial adviser exempt from licensing under the FAA but is otherwise subject to the legal requirements of the FAA and of the FAR. By virtue of your status as an accredited investor or as an expert investor, the Singapore Branch of DNB Bank ASA is, in respect of certain of its dealings with you or services rendered to you, exempt from having to comply with certain regulatory requirements of the FAA and FAR, including without limitation, sections 25, 27 and 36 of the FAA. Section 25 of the FAA requires a financial adviser to disclose material information concerning designated investment products which are recommended by the financial adviser to you as the client. Section 27 of the FAA requires a financial adviser to have a reasonable basis for making investment recommendations to you as the client. Section 36 of the FAA requires a financial adviser to include, within any circular or written communications in which he makes recommendations concerning securities, a statement of the nature of any interest which the financial adviser (and any person connected or associated with the financial adviser) might have in the securities. Please contact the Singapore branch of DNB Bank ASA at +65 6212 6144 in respect of any matters arising from, or in connection with, the report. The report is intended for and is to be circulated only to persons who are classified as an accredited investor, an expert investor or an institutional investor. If you are not an accredited investor, an expert investor or an institutional investor, please contact the Singapore Branch of DNB Bank ASA at +65 6212 6144. We, the DNB group, our associates, officers and/or employees may have interests in any products referred to in the report by acting in various roles including as distributor, holder of principal positions, adviser or lender. We, the DNB group, our associates, officers and/or employees may receive fees, brokerage or commissions for acting in those capacities. In addition, we, the DNB group, our associates, officers and/or employees may buy or sell products as principal or agent and may effect transactions which are not consistent with the information set out in the report.

**In the United States**

Each research analyst named on the front page of this research report, or at the beginning of any subsection hereof, hereby certifies that (i) the views expressed in this report accurately reflect that research analyst's personal views about the company and the securities that are the subject of this report; and (ii) no part of the research analyst's compensation was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed by that research analyst in this report.

The research analyst(s) named on this report are foreign research analysts as defined by FINRA Rule 1050. The only affiliate contributing to this research report is DNB Bank through its DNB Markets division ("DNB Markets/DNB Bank"); the foreign research analysts employed by DNB Markets/DNB Bank are named on the first page; the foreign research analysts are not registered/qualified as research analysts with FINRA; foreign research analysts are not associated persons of DNB Markets, Inc. and therefore are not subject to the restrictions set forth in FINRA Rules 2241 and 2242 regarding restrictions on communications with a subject company, public appearances and trading securities held by a research analyst account.

This is a Third Party Research Report as defined by FINRA Rules 2241 and 2242. Any material conflict of interest that can reasonably be expected to have influenced the choice of DNB Markets/DNB Bank as a research provider or the subject company of a DNB Markets/DNB Bank research report, including the disclosures required by FINRA Rules 2241 and 2242 can be found above.

This report is being furnished solely to Major U.S. Institutional Investors within the meaning of Rule 15a-6 under the U.S. Securities Exchange Act of 1934 and to such other U.S. Institutional Investors as DNB Markets, Inc. may determine. Distribution to non-Major U.S. Institutional Investors will be made only by DNB Markets, Inc., a separately incorporated subsidiary of DNB Bank that is a U.S. broker-dealer and a member of the Financial Industry Regulatory Authority ("FINRA") and the Securities Investor Protection Corporation ("SIPC").

Any U.S. recipient of this report seeking to obtain additional information or to effect any transaction in any security discussed herein or any related instrument or investment should contact DNB Markets, Inc., 30 Hudson Yards, 81st Floor, New York, NY 10001, telephone number +1 212-551-9800.

**In Canada**

The Information has been distributed in reliance on the International Dealer Exemption pursuant to NI 31-103 section 8.18. Please be advised that: 1) DNB Bank ASA (DNB Markets) and DNB Markets, Inc. are not registered as a dealer in the local jurisdiction to make the trade. We provide our services in Canada as an exempt international dealer. 2) The jurisdiction of DNB Bank ASA (DNB Markets) and DNB Markets, Inc.'s head office is Norway. 3) There may be difficulty enforcing legal rights against DNB Bank ASA (DNB Markets) and DNB Markets, Inc. because all or substantially all of their assets may be situated outside of Canada. 4) The name and address of the agent for service of process for DNB Bank ASA (DNB Markets) and DNB Markets, Inc. in the local jurisdiction is: Alberta: Blake, Cassels & Graydon LLP, 855 - 2nd Street S.W., Suite 3500, Bankers Hall East Tower, Calgary, AB T2P 4J8. British Columbia: Blakes Vancouver Services Inc., 595 Burrard Street, P.O. Box 49314, Suite 2600, Three Bentall Centre, Vancouver, BC V7X 1L3. Manitoba: MLT Aikins, 30th Floor, Commodity Exchange Tower, 360 Main Street, Winnipeg, MB R3C 4G1. New Brunswick: Stewart McKelvey, Suite 1000, Brunswick House, 44 Chipman Hill, PO Box 7289, Station A, Saint John, NB E2L 2A9. Newfoundland and Labrador: Stewart McKelvey, Suite 1100, Cabot Place, 100 New Gower Street, P.O. Box 5038, St. John's, NL A1C 5V3. Nova Scotia: Stewart McKelvey, Purdy's Wharf Tower One, 1959 Upper Water Street, Suite 900, P.O. Box 997, Halifax, NS B3J 2X2. Northwest Territories: Field LLP, 601, 4920 52nd Street, Yellowknife, NT X1A 3T1. Nunavut: Field LLP, P.O. Box 1734, House 2436, Iqaluit, NU X0A 0H0. Ontario: Blakes Extra-Provincial Services Inc., Suite 4000, 199 Bay Street, Toronto, ON M5L 1A9. Prince Edward Island: Stewart McKelvey, 65 Grafton Street, Charlottetown, PE C1A 1K8. Québec: Services Blakes Québec Inc., 1 Place Ville Marie, Suite 3000, Montréal, QC H3B 4N8. Saskatchewan: MLT Aikins, 1500 Hill Centre I, 1874 Scarth Street, Regina, SK S4P 4E9. Yukon: Macdonald & Company, Suite 200, Financial Plaza, 204 Lambert Street, Whitehorse, YK Y1A 3T2.

**In Brazil**

The analyst or any close associates do not hold nor do they have any direct/indirect involvement in the acquisition, sale, or intermediation of the securities discussed herein. Any financial interests, not disclosed above, that the analyst or any close associates holds in the issuer discussed in the report is limited to investment funds that do not mainly invest in the issuer or industry discussed in the report and the management of which these persons cannot influence.