BRYAN, GARNIER & CO

DAILY EQUITY RESEARCH UPDATE

Wake-up Call

Dow Jones: 25,983.94 (11.39% ytd) | CAC40: 5364.05 (13.39% ytd) | Stoxx 600: 377.48(11.80% ytd)

11th June 2019

Please find our Research on Bloomberg BRYG <GO>)

NOVO NORDISK | NEUTRAL | DKK358 vs. DKK350

Without any new data, Novo-Nordisk leaves ADA 2019 stronger

Oral semaglutide increasingly looks like new SoC

ROCHE | BUY - Top Picks | CHF331 vs. CHF329

Polatuzumab approved; Gazyva positive in lupus; new CEO for Roche Diagnostics

Polatuzumab vedotin approved two months ahead of schedule
Gazyva positive in phase II for lupus nephritis
Thomas Schinecker, 44, is Roche Diagnostics' new CEO

GALAPAGOS | BUY | EUR140

Fast recruitment provides GLPG with a major readout to look forward to in 2020

Fast recruitment: readout in H2 2020
ROCCELLA phase II trial builds on encouraging early signals
High unmet medical need in KOA …
… Supports EUR3bn peak sales (PoS of 30%)

UNILEVER | BUY - TOP PICKS | EUR57

Tatcha joining the group's portfolio

Acquisition announced yesterday
Repositioning towards prestige
Surfing on the J-Beauty

BG CHART INSURANCE #28

Falling rates: not as dramatic as it used to be

Headlines:

GENMAB (BUY, FV DKK1300) | New collaboration with Janssen to develop a 2nd generation Darzalex
ZEALAND (BUY, FV DKK180) | Competition to dasiglucagon is facing delays

Upcoming BG events :

Date	
12th-Jun	BASILEA | Paris roadshow with CEO/CFO
13th-Jun	BIOCARTIS | Paris roadshow with CEO and IR
14th-Jun	IMERYS | Paris Roadshowh with CEO/CFO
17th-Jun	Annual Oncology Day
18th-Jun	Jean-Pierre Petit, Président des Cahiers Verts de l'Economie.
21st-Jun	NOVARTIS | Paris roadshow with IR

Recent reports :

Date	
4th-Jun	BUREAU VERITAS | A Less Cyclical Growth Model
6th-May	Pharmacie | Novartis and Roche to transform SMA
26th-Apr	EKINOPS | Empowering next generation networks
26th-Apr	EKINOPS | Au cœur des réseaux de nouvelle génération
24th-Apr	BONE THERAPEUTICS | Late stage asset overlooked!
18th-Apr	CASINO GUICHARD | Conquering Digital with Monoprix
18th-Apr	Distribution | E-commerce: the Necessary Evil of Food
18th-Apr	CARREFOUR | Conquering Digital with Drive Services
18th-Apr	Distribution | E-commerce: le mal nécessaire de l'alimentaire

2Q 2019 Top Picks

BOUYGUES (Buy, FV EUR41)
EIFFAGE (Buy, FV EUR108)
SOITEC (Buy, FV EUR90)
ALLIANZ (Buy, FV EUR235)
WIRECARD (Buy, FV EUR240)
AB INBEV (Buy, FV EUR100)
SAP (Buy, FV EUR143)
UNILEVER (Buy, FV EUR57)
ROCHE HOLDING (Buy, FV CHF331)
KORIAN (Buy, FV EUR40)
INNATE PHARMA (Buy, FV EUR16.5)
IPSEN (Buy, FV EUR147)
EDENRED (Buy, FV EUR47)
FNAC DARTY (Buy, FV EUR94)

Last rating Change:

ê 04/06/19, ONCIMMUNE

ê 23/05/19, SAFECHARGE

é 21/05/19, TEMENOS GROUP

é 20/05/19, BURBERRY

é 14/05/19, IMERYS

Last FV Change:

é 11/06/19, ROCHE HOLDING

é 11/06/19, ROCHE HOLDING

é 11/06/19, ROCHE HOLDING

é 04/06/19, DIAGEO

é 27/05/19, NOVARTIS

RESEARCH AS A SERVICE

BRYAN, GARNIER & CO

NOVO NORDISK

Healthcare
Pharmaceuticals

11th June 2019
NEUTRAL

Fair Value	DKK358 vs. DKK350 (+11%)
Share price	DKK323.75
EPS 3Y Cagr	7.0%

Without any new data, Novo-Nordisk leaves ADA 2019 stronger

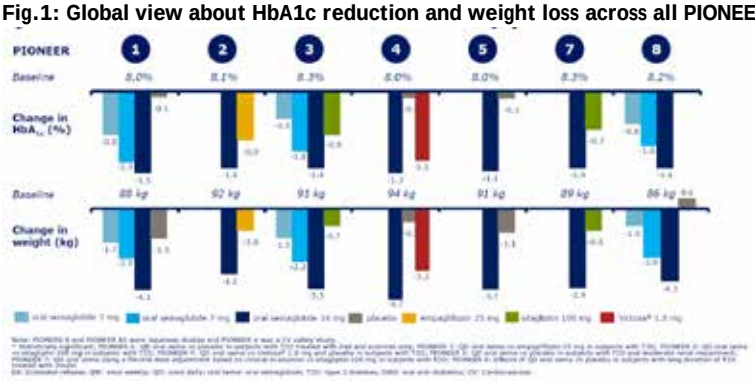
Oral semaglutide increasingly looks like new SoC

Novo-Nordisk did not have new data to disclose this year at ADA about its future superstar oral semaglutide, but nevertheless presented the detailed results from phase III trials namely PIONEER 2 (vs Jardiance 25mg) and PIONEER 4 (vs Victoza 1.8mg), two current standards in the two most popular and fast growing categories.

In PIONEER 2, oral semaglutide was compared to one ambassador of the rising SGLT2 inhibitor class. While the two drugs did about the same in terms of weight loss, the benefit on HbA1c was much more pronounced with oral semaglutide, both after 26 weeks (-1.3% vs -0.9%) and 52 weeks. It has to be noted, however, that 20% had nausea in the oral semaglutide arm and 11% discontinued due to adverse events (vs 4% with Jardiance), which will require attention while in the real life setting.

In PIONEER 4, oral semaglutide was compared to most popular daily GLP1 agonist Victoza and not only did the first show non-inferiority, but it actually reduced HbA1c compared to Victoza in patients uncontrolled on MET and with an SGLT2 or not (although Victoza behaved relatively poorly). Oral semaglutide did also much better than Victoza on body weight loss at weeks 26 and 52 (-4.3/4.4kg vs -3.0/3.1kg). The same incidence of side effects as PIONEER 2 was noticed.

Fig.1: Global view about HbA1c reduction and weight loss across all PIONEER



Assuming Novo prices oral semaglutide adequately, meaning more or less in line with SGLT2 inhibitors, we see no reason why it should not become a new standard among OADs. Managing nausea will be its biggest challenge, which may reserve it for those who need significant HbA1c drops and those who are already very advanced in their disease. Fixed-dose combinations might also play a significant role.

Market Data

Bloomberg / Reuters	NOVOB DC/NOVOB.CO
Market Cap.	DKK603,005m
E.V.	DKK587,678m
Free Float	69.7%
Avg. Daily volume (6m)	2,470
12m high / low	DKK348.4 / DKK267.3
Ytd Perf.	8.7%

dkkM	12/18	12/19e	12/20e	12/21e
Sales	111,831	119,332	124,922	128,793
% Change		*6.7%*	*4.7%*	*3.1%*
EBITDA	51,173	56,115	59,056	61,244
% Change		*9.7%*	*5.2%*	*3.7%*
EBIT	47,248	52,315	55,256	57,444
% Change		*10.7%*	*5.6%*	*4.0%*
Net Income	38,628	38,722	43,936	45,997
% Change		*0.2%*	*13.5%*	*4.7%*
ROE	0.75	0.70	0.56	0.46

	12/18	12/19e	12/20e	12/21e
EV/Sales	5.3x	4.9x	4.5x	4.3x
EV/EBITDA	11.5x	10.5x	9.6x	8.9x
EV/EBIT	12.4x	11.2x	10.3x	9.5x
EPS	15.93	16.42	18.63	19.51
% change		*3.1%*	*13.5%*	*4.7%*
P/E	20.3x	19.7x	17.4x	16.6x
Div Yield	2.5%	2.5%	2.8%	2.8%

Next Catalyst : 09/08/2019 - H1 results

Last rating Change:

2017-11-22, Semaglutide more than central for the investment case

Last FV Change:

2018-2-2, Perceived risk of slight margin erosion in 2018 does reflect the reality

Last Reports:

2019-5-3, Positive underlying trends but not as much as first glance suggests

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Our biggest concern remains competition for Ozempic

To some extent, oral semaglutide is somewhat too potent because it casts doubt about the likelihood of Novo-Nordisk succeeding both with this drug and with Ozempic simultaneously, since they can hardly avoid competing for the same patient populations. If the two drugs are not perceived as differentiated enough from each other, then it might be difficult for the injectable one to compete against the oral.

But both of them are key to Novo-Nordisk keeping its GLP1 franchise in growth mode over time and more importantly in the transition phase, profit and margin-wise. When oral semaglutide reaches the US market – which could happen some time in Q4 2019 – Ozempic will have less than two years of presence and should not annualize at more than USD1bn in sales.

So far, we stick to our case which makes Ozempic a best-in-class in the GLP1 weekly injectable category, with PS of DKK25bn in 2026. And simultaneously we are raising our sales estimate for oral semaglutide from DKK18bn to DKK21bn for the same year. However, this is still less than what the consensus is expecting for the two drugs. Indeed Januvia achieved USD5.9bn in sales in 2018. If we consider oral semaglutide as a class one drug, then we might also compare with the total of all SGLT2 inhibitors which were cumulatively achieving USD3bn in sales in 2018 and were still growing. So we are not bullish on oral semaglutide but again, we need to factor in the injectable version of semaglutide at the same time and this is the sum of the two which might be more demanding.

Lilly's tirzepatide less of a threat than initially thought?

At ADA, Lilly presented some sub-analysis of the phase IIb trial with tirzepatide, its dual GLP1-GIP agonist which made a buzz in October last year. This time the objective was to show that it may be possible to reduce the incidence of side effects while using a dose-escalation regimen. This is the case since discontinuation rate was less than 5% (it was 24.5% in the 15mg arm of the original study). However, the efficacy was much less spectacular too with a decline in HbA1c of 2% (was 2.4%) and a reduction in weight loss of up to 5.7kg (was 11.3kg) which no longer represents a major difference vs Ozempic alone.

Fig.2: Headline comparisons between tirzepatide and semaglutide

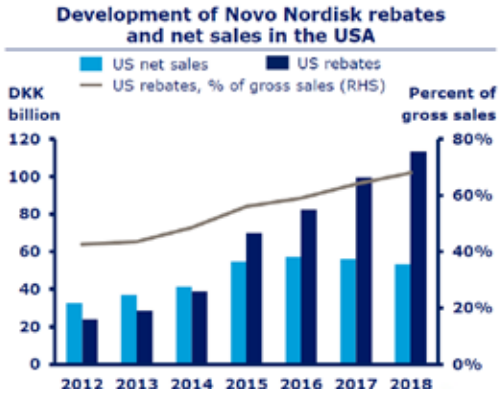
	Tirzepatide (26w)		Trulicit	Tirzepatide	Ozempi
	10mg	*15mg*		*New regimen*	*SUSTAIN*
reduction in HbA1c	-2.0%	-2.4%	-1.1%	-2.0%	-1.6%
weight loss	-8.7kg	-11.3kg	-2.7kg	-5.7kg	-6.1kg
discontinuation rate	5.9%	24.5%	11.1%	<5%	10%

Source: press releases, P.I. Ozempic

A head-to-head trial comparing the two is planned which will tell which approach is likely to take the lead among the super-potent non-insulin injectables.

Conclusion

Novo-Nordisk mainly operates in the field of diabetes where the very lucrative US market is under very significant pressure from payers, as is illustrated in the chart below. Therefore, in order for the group to start a new growth phase, it has to regain momentum in the US where innovation in recent years more or less simply offset headwinds from competition and from payers.



It was a tough objective in the field of insulins, where it has been increasingly difficult to pass on price increases while biosimilars (Basaglar, Admelog) were gaining ground. Novo Nordisk simply maintained volume and market shares thanks to innovation.

Among GLP1s, the game remains open and semaglutide (in its two formulations) is a unique opportunity for the group to regain from Trulicity and to grab into the OAD pie. It could also be leveraged in obesity and in NASH to make it a multi-blockbuster.

Our FV is revised upwards to DKK358 as a result of our PS increase for oral semaglutide. We keep a NEUTRAL rating but which is getting a positive bias.

BRYAN, GARNIER & CO

ROCHE

Healthcare
Pharmaceuticals

11th June 2019
BUY - Top Picks

Fair Value	CHF331 vs. CHF329 (+23%)
Share price	CHF269.40
EPS 3Y Cagr	4.9%

Polatuzumab approved; Gazyva positive in lupus; new CEO for Roche Diagnostics

Polatuzumab vedotin approved two months ahead of schedule

The FDA yesterday gave its green light to Polivy – so far known as polatuzumab vedotin – in combination with the BR regimen (bendamustine-rituximab) for the treatment of adults with R/R DLBCL after at least two previous lines of therapies. The programme had been given an accelerated approval and the filing priority review, thus resulting in an approval more than two months ahead of the PDUFA which was set in August.

The approval is based on the outstanding data showed in a randomized pivotal phase Ib/II trial in which 80 patients with R/R DLBCL ineligible for stem cell transplant and heavily pre-treated were recruited and showed a remarkable rate of response to a regimen of six 21-day cycles of BR alone and combined with the anti-CD79b antibody-drug conjugate Polivy (which uses Seattle Genetics' technology).

40% of the patients treated with the triple combination achieved a complete response (vs 18% in the comparative arm) and duration of response for those having one was at least six months for 64% of them (vs 30% in the comparative arm).

It is premature to see Polivy moving upwards in the treatment paradigm for DLBCL considering also the competition which is in place, but the 2L is certainly accessible. For the time being, we have PS of CHF1.65bn for Polivy (now with a PoS of 100% vs 90% previously) which adds to the long list of innovative medicines which are in their infancy and makes it possible to more than offset the biosimilar impact.

Gazyva positive in phase II for lupus nephritis

Today, Roche announced that NOBILITY reached its primary endpoint meaning that Gazyva when combined with SoC Cellcept improved the complete renal response rate at one year and also met the secondary endpoints (complete and partial response, serologic markers) in patients with class III or IV proliferative lupus nephritis. Gazyva was given iv four times six months apart. Detailed results are not available and should be part of an upcoming medical congress.

So far, no drug is approved for lupus nephritis which is a complication of systemic lupus erythematosus (SLE) for which Benlysta is modestly efficacious. Half of them will ultimately progress to LN and a quarter of them will develop an end-stage renal disease, mostly women.

It is worth mentioning that a small biotech company called Aurinia Pharmaceuticals had positive phase II data in LN with its drug voclosporin and is currently in phase III with data expected by the end of this year. However, the drug is an analogue of ciclosporin i.e. an immunosuppressant which is added to another one (Cellcept) to form a potent cocktail. In phase II, there was no dose correlation and 28% of the patients had serious side effects of whom 18% discontinued treatment.

Notwithstanding a potential positive phase III and approval, there is room for Gazyva to improve over this drug. We keep it as pure upside for the time being.

Thomas Schinecker, 44, is Roche Diagnostics' new CEO

We expect new fresh impetus for the division which carries clear potential for value creation. So far, Thomas Schinecker was the Head of Centralised and PoC solutions.

Market Data

Bloomberg / Reuters	ROG SW/ROG.VX
Market Cap.	CHF189,270m
E.V.	CHF194,922m
Free Float	91.5%
Avg. Daily volume (6m)	1,314
12m high / low	CHF280.6 / CHF209.5
Ytd Perf.	10.7%

CHFM	12/18	12/19e	12/20e	12/21e
Sales	56,846	59,701	60,962	61,691
% Change		*5.0%*	*2.1%*	*1.2%*
EBITDA	22,105	22,876	23,869	24,651
% Change		*3.5%*	*4.3%*	*3.3%*
EBIT	14,769	18,380	19,349	20,131
% Change		*24.5%*	*5.3%*	*4.0%*
Net Income	15,593	16,496	17,299	18,012
% Change		*5.8%*	*4.9%*	*4.1%*
ROE	0.39	0.46	0.42	0.38

	12/18	12/19e	12/20e	12/21e
EV/Sales	3.4x	3.3x	3.2x	3.1x
EV/EBITDA	8.8x	8.6x	8.1x	7.7x
EV/EBIT	13.2x	10.7x	10.0x	9.4x
EPS	18.14	19.19	20.12	20.95
% change		*5.8%*	*4.9%*	*4.1%*
P/E	14.9x	14.0x	13.4x	12.9x
Div Yield	3.8%	4.0%	4.2%	4.4%

Next Catalyst : Risdiplam FDA filing in the coming weeks

Last rating Change:
2019-1-31, Roche is one year ahead of CS estimates

Last FV Change:
2019-4-18, Post-Q1, our FV moves up to CHF325

Last Reports:
2019-5-31, "We are fine with the show-me mode investors are imposing us" (CEO) - Feedback

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BRYAN, GARNIER & CO

GALAPAGOS

Healthcare
Biotech

11th June 2019
BUY

Fair Value	EUR140(+36%)
Share price	EUR103.00
EPS 3Y Cagr	NM

Fast recruitment provides GLPG with a major readout to look forward to in 2020

Fast recruitment: readout in H2 2020

Galapagos and partner Servier announced the completion of recruitment of the ROCCELLA phase II trial for GLPG1972 in knee osteoarthritis (KOA). The study recruited over 850 patients including more than 300 in the US across 41 active sites managed by Galapagos. While we initially expected the completion of recruitment later this year (Q3'19) the readout of the study should now occur in H2 2020 vs late 2020/early 2021 previously, hereby providing Galapagos with a major readout in 2020. This is important as we felt investors have been somewhat concerned about the lack of mid/late-stage clinical newsflow in 2020. As a reminder, the ISABELA 1 & 2 phase III trials in IPF should readout in 2021.

ROCCELLA phase II trial builds on encouraging early signals

GLPG1972 has the potential to be the first disease-modifying drug in KOA and showed a significant dose-dependent drop in ARGS levels at 30 days (marker for target engagement and proxy for cartilage degradation) in phase Ib, at the 100mgQD, 200mgQD and 300mgQD doses. In the phase II ROCELLA, patients will be randomized to the same dose that was studied in phase Ib vs placebo over a 52w treatment course at the end of which the evolution in cartilage thickness will be measured by MRI (primary endpoint). We would pay attention to liver toxicity as one woman in the high dose group dropped out at day 15 of the phase Ib. This AE proved to be reversible.

High unmet medical need in KOA …

The fast recruitment translates the high interest from patients in GLPG1972. There are currently no disease modifying drugs on the market with preferred options being relatively similar from early to late stage KOA i.e. NSAIDs and AI injections.

	Mild OA	Moderate OA	Severe OA
1st Line	- physical therapy - oral analgesics - topicals	- oral analgesics - topicals	- Opioids - IA injections
2nd Line	- NSAIDs - non-selective NSAIDs - COX-2 inhibitors	- NSAIDs - non-selective NSAIDs - COX-2 inhibitors	TREATMENT GAP
3rd Line	- Opioids - IA injections	- Opioids - IA injections	- Surgery (TKA)

Source: clinical guidelines, Bryan Garnier & Co.

… Supports EUR3bn peak sales (PoS of 30%)

We reiterate our EUR3bn peak sales for the compound (non-risk adj.) as well as our 30% PoS. GLPG1972 accounts for c.EUR5 of our Fair Value.
Galapagos retains all rights for the compound in the country. It remains eligible to high single-digit royalties in territories handled by Servier (i.e. OUS). Once the ROCCELLA phase II trial will readout, we believe that two – successful - phase III trials will be required by the FDA to be able to file GLPG1972 in the US.

Market Data

Bloomberg / Reuters	GLPG BB/GLPG.BR
Market Cap.	EUR5,625m
E.V.	EUR4,478m
Free Float	65.6%
Avg. Daily volume (6m)	430.2
12m high / low	EUR111.2 / EUR75.6
Ytd Perf.	27.9%

EURM	12/17	12/18e	12/19e	12/20e
Sales	155.9	317.8	112.9	196.5
% Change			*-64.5%*	*74.1%*
EBITDA	NM	NM	NM	NM
% Change		*ns*	*ns*	*ns*
EBIT	-89.8	-44.8	-181.3	-98.7
% Change		*50.1%*	*NS*	*45.6%*
Net Income	-115.7	-29.3	-177.3	-95.7
% Change		*74.7%*	*NS*	*46.0%*
ROE	NM	NM	NM	NM

	12/17	12/18e	12/19e	12/20e
EV/Sales	28.7x	13.6x	41.5x	24.4x
EV/EBITDA	x	x	x	x
EV/EBIT	NS	NS	NS	NS
EPS	-2.33	-0.56	-3.40	-1.84
% change		*75.9%*	*NS*	*46.0%*
P/E	NM	NM	NM	NM
Div Yield	NM	NM	NM	NM

Next Catalyst: mid-2019, 52w FINCHes and update on FDA filing timeline

Last FV Change:
2019-3-29, Filgotinib likely to FINCH a great share of the RA market

Last Reports:
2019-4-26, No surprises in Q1'19 numbers; Newsflow to pick-up in H2'19

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UNILEVER

Consumer, Brands & Retail
Food

11th June 2019
BUY - TOP PICKS

Fair Value	EUR57(+5%)
Share price	EUR54.14
EPS 3Y Cagr	7.7%

Tatcha joining the group's portfolio

Acquisition announced yesterday

Yesterday, Unilever has announced the acquisition of Tatcha, a prestige skincare brand. It was founded in 2009 by Victoria Tsai in San Francisco and has an innovation centre in Japan. Each formula is created from green tea, rice and algae. The transaction is expected to close in Q3 2019. The terms of the deal were not disclosed, but WWD reported the deal approached USD500m. We estimate 2018 sales of USD70m, which implies an EV/2019e sales of around 6x (vs 3.5x for the sector).

Repositioning towards prestige

This brand would be the latest to join Unilever's prestige portfolio after REN, Dermalogica, Murad, Kate Somerville, Carver Korea and Hourglass. The group needs to reposition towards this segment which currently represents only 2.5% of its total sales but boasts higher growth potential (+11% expected for 2019 according to our estimates vs +5% for the Beauty and Personal Care market).

Surfing on the J-Beauty

This purchase is also illustrative of the J-Beauty trend. It follows the K-Beauty trend. J-Beauty is founded on authenticity and heritage, but also credibility in terms of efficacy. It has spread beyond China and other Asian markets to Western markets.

Market Data

Bloomberg / Reuters	UNA NA/UNc.AS
Market Cap.	EUR157,391m
E.V.	EUR178,172m
Free Float	100%
Avg. Daily volume (6m)	3,724
12m high / low	EUR54.8 / EUR45.6
Ytd Perf.	14.2%

EURM	12/18	12/19e	12/20e	12/21e
Sales	50,982	52,721	55,546	58,346
% Change		*3.4%*	*5.4%*	*5.0%*
EBITDA	10,898	12,345	13,436	14,337
% Change		*13.3%*	*8.8%*	*6.7%*
EBIT	9,359	10,182	11,103	11,837
% Change		*8.8%*	*9.1%*	*6.6%*
Net Income	6,379	6,777	7,437	7,957
% Change		*6.2%*	*9.7%*	*7.0%*
ROE	0.34	0.33	0.33	0.33

	12/18	12/19e	12/20e	12/21e
EV/Sales	3.5x	3.4x	3.2x	3.1x
EV/EBITDA	16.3x	14.5x	13.4x	12.6x
EV/EBIT	19.0x	17.6x	16.2x	15.3x
EPS	2.37	2.52	2.76	2.96
% change		*6.5%*	*9.5%*	*7.0%*
P/E	22.9x	21.5x	19.6x	18.3x
Div Yield	2.9%	3.1%	3.3%	3.6%

Next Catalyst :

Last rating Change:
2018-10-19, The performance should compare well to peers in 2019

Last FV Change:
2019-4-5, Our favourite!

Last Reports:
2019-4-23, Q1 validating our investment case

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BRYAN, GARNIER & CO

Headlines:

GENMAB (BUY, FV DKK1300) | New collaboration with Janssen to develop a 2nd generation Darzalex

- Following Genmab's successful anti-CD38 Darzalex collaboration with J&J, the company has entered into an exclusive worldwide license and option agreement to develop and commercialize a next generation human CD38 monoclonal antibody based on its proprietary HexaBody technology.
- This technology allows for the creation of more potent therapeutics by inducing antibody hexamer formation after target binding at the cell surface. This results in an enhancement of immune effector functions including complement-mediated killing (CDC). Therefore, this technology can transform antibodies with limited or absent CDC into potent, cytotoxic antibodies.
- Based on data from proof of concept studies in multiple myeloma and diffuse large B-cell lymphoma, J&J may exercise its option (for USD 150m) and receive a worldwide licence to develop HexaBody-CD38. If so, Genmab will be entitled to USD 125m in potential milestones as well as royalties on sales (20% until 2031 and then 13-20% tiered royalties). If J&J do not exercise its option, Genmab will be allowed to continue development for Darzalex-resistant patients and in other indications except those where Darzalex is already established (namely MM and amyloidosis).
- All in all, we believe it is a good piece of news for Genmab, demonstrating once again their strong partnership with J&J. If the encouraging pre-clinical data (as said by the company) are confirmed in clinical settings, they could end up with a 2nd generation Darzalex. However, while an enhanced Darzalex sounds promising, we remain cautious regarding the future market opportunity for this product. Indeed, we believe that new approaches currently in development (Bi-specifics, ADC, CAR-T) as well as others therapeutic targets such as BCMA, could challenge the current paradigm and set the bar higher for a Darzalex 2.0.

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ZEALAND (BUY, FV DKK180) | Competition to dasiglucagon is facing delays

- At ADA yesterday principal investigator of one of the phase III trials presented the results of dasiglucagon when used as rescue therapy to treat severe hypoglycaemia and nothing new came out of this since data was known already. It confirmed the user-friendly and easiness of use of the formulation of the glucagon analogue and also its fast onset of action, which is key in the situation of a T1D patient facing an episode of severe hypo. The median time to plasma glucose recovery was 10 minutes and 99% of patients recovered within 15 minutes.
- Ironically, on the same day one of Zealand's direct competitors in the field had the PDUFA date of its drug. But after Lilly which faced the same setback, Xeris Pharmaceuticals also announced that the FDA had delayed its decision by three months because new information added to the regulatory dossier was considered as major amendment and required close attention. A new PDUFA date is therefore set for 10 September 2019. Xeris Pharmaceuticals says that it remains committed to the readiness of the commercial infrastructure to operate a launch in Q4 2019 i.e. with no delay vs initial plans. Nevertheless, it shows that the FDA is particularly vigilant because approving any new product in the category. Recently, following a visit to the company, we had increased our sales expectations for dasiglucagon (see comment from 3 June 2019).

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BRYAN, GARNIER & CO

Bryan Garnier stock rating system

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BUY	Positive opinion for a stock where we expect a favourable performance in absolute terms over a period of 6 months from the publication of a recommendation. This opinion is based not only on the FV (the potential upside based on valuation), but also takes into account a number of elements that could include a SWOT analysis, momentum, technical aspects or the sector backdrop. Every subsequent published update on the stock will feature an introduction outlining the key reasons behind the opinion.
NEUTRAL	Opinion recommending not to trade in a stock short-term, neither as a BUYER or a SELLER, due to a specific set of factors. This view is intended to be temporary. It may reflect different situations, but in particular those where a fair value shows no significant potential or where an upcoming binary event constitutes a high-risk that is difficult to quantify. Every subsequent published update on the stock will feature an introduction outlining the key reasons behind the opinion.
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Distribution of stock ratings

BUY ratings 50.3% NEUTRAL ratings 42.9% SELL ratings 6.7%

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