

**Galapagos NV (GLPG)**  
**Rating: Buy**

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**May the Force Be With Filgotinib; Raising Target to \$150**

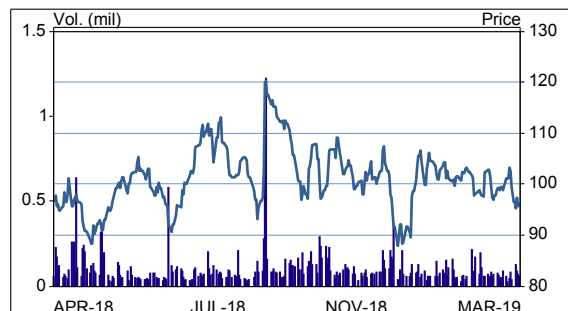
Stock Data	03/28/2019
Price	\$96.13
Exchange	NASDAQ
Price Target	\$150.00
52-Week High	\$122.28
52-Week Low	\$85.00
Enterprise Value (M)	\$3,431
Market Cap (M)	\$4,890
Shares Outstanding (M)	54.6
3 Month Avg Volume	79,781
Short Interest (M)	1.12

Balance Sheet Metrics	
Cash (M)	\$1,458.6
Total Debt (M)	\$0.0
Total Cash/Share	\$26.71

Cash (M): Last reported cash balance during FY18 earnings was €1.29B.  
 General: Currency used is roughly 1 Euro to \$1.13 US. Stock price is US\$ as on NASDAQ

EPS (€) Diluted			
Full Year - Dec	2018A	2019E	2020E
1Q	€(0.73)	€(1.08)	€(1.13)
2Q	€(0.42)	€(0.28)	€(1.15)
3Q	€0.27	€(1.18)	€(1.19)
4Q	€0.27	€(1.19)	€0.05
FY	€(0.56)	€(3.72)	€(3.41)

Revenue (€)			
Full Year - Dec	2018A	2019E	2020E
1Q	€44.8	€42.5	€47.5
2Q	€57.0	€88.9	€47.5
3Q	€103.2	€42.5	€47.5
4Q	€112.8	€42.5	€117.7
FY	€317.8	€216.4	€260.2

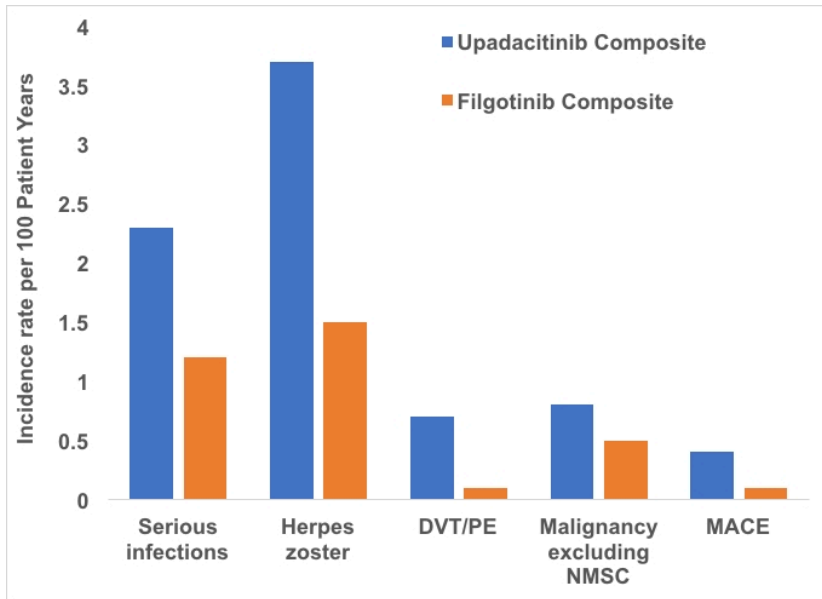


**The Finch's croon a sweet tune.** On March 28, 2019, after the markets closed, Galapagos unveiled data from the Phase 3 FINCH 1 and 3 programs, which did not disappoint. As elaborated upon subsequently, the filgotinib efficacy looks compelling and comparable to upadacitinib, despite the high placebo responses in the FINCH program. Importantly, the safety profile of filgotinib differentiated itself from the pack, which was the basis of our call with our initiation prior to the market's open on March 28, 2019, *Looking Beyond Filgotinib: Initiating on a High-Risk, Higher-Reward Pipeline Story With a Buy Rating and \$136 Target*. We anticipate Galapagos and partner Gilead (GILD; not rated) may be filing for ex-U.S. approval during 2019. For the U.S. market, both companies are likely to engage with the FDA based on the timing of the MANTA study, which may not be required for an RA-centric filing in our view. Given the robustness of the data package, we are increasing our target to \$150 from \$136 and expect the stock to outperform over the remainder of the year, as filgotinib is now a significantly de-risked asset post three clean Phase 3 wins and the remainder of the pipeline maturing rapidly.

**Maturing pipeline with key inflection points over the next 12 to 18 months.** Given the anticipated catalysts over the next 12 to 24 months encompassing multiple Phase 2 and 3 readouts, additional programs advancing into the pivotal-stage, along with enhanced visibility garnered from the likely commercialization of filgotinib, all supported by a robust cash balance of roughly \$1.5B, the stock is likely to have multiple value drivers over the near-to-intermediate term, in our view. Beyond filgotinib, which is being investigated in 10-plus indications spanning Phase 3 and 2 programs, we note: (1) an unencumbered IPF franchise spanning two novel compounds in Phase 3 and 2; (2) an 850-plus patient, potentially disease-altering Phase 2 program in osteoarthritis (OA) with GLPG1972 ('1972) for which Galapagos owns the U.S. rights. Other pipeline assets that are likely to deliver clinical news flow include: (1) a partnered Phase 2 program in atopic dermatitis; and (2) 20-plus early-stage programs targeting various inflammation and fibrosis-related maladies, which together we think gives Galapagos one of the broadest, yet focused small molecule programs in biotechnology.

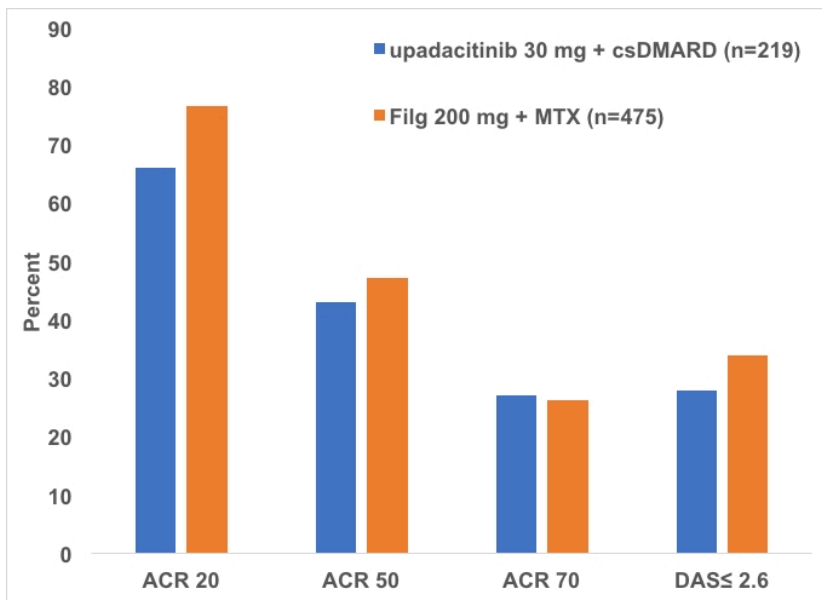
**The JAK selectivity of filgotinib delivers with a clean win on safety.** As highlighted in our initiation note on March 28, 2018, efficacy was not a bogey. Investor focus was likely to be on the rates of DVT/PE, serious infections, MACE events, and Herpes zoster infections, on which filgotinib delivered a homerun, in our opinion, especially when compared to competition from upadacitinib, Exhibit 1. For a mechanistic explanation on the differences in SAE profile between upadacitinib and filgotinib, refer to our initiation note.

H.C. Wainwright 1868

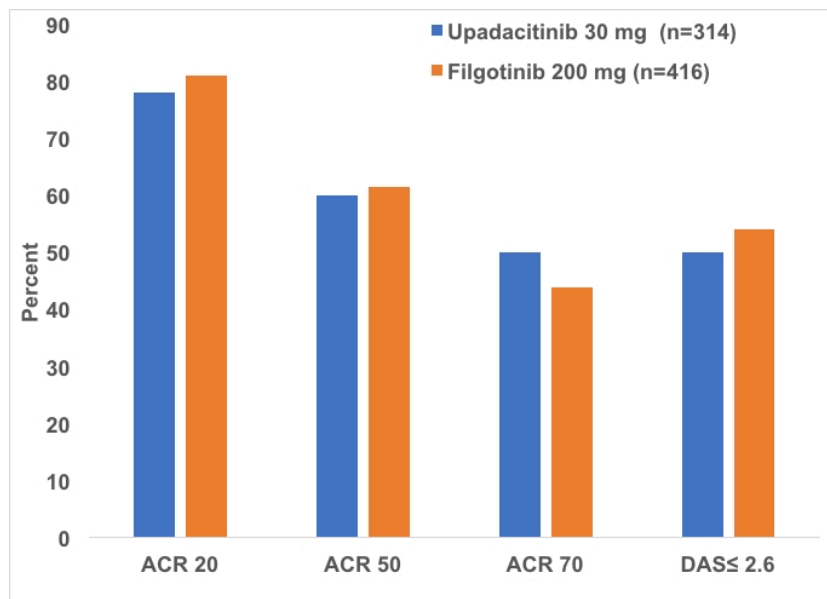
**Exhibit 1: Safety Comparison of Filgotinib vs. Upadacitinib**

Source: Galapagos Press Release March 28, 2019 and H.C. Wainwright & Co. estimates.

**Efficacy looks compelling and comparable to upadacitinib, despite the unusually high placebo responses.** A filgotinib vs. upadacitinib comparison from the FINCH 1 vs. SELECT NEXT and FINCH 3 vs. SELECT EARLY are included in Exhibits 2 and 3. Bears might highlight the lack of superiority of filgotinib over adalimumab except for the DAS28(CRP)  $\leq$  2.6 endpoint, while upadacitinib was superior across all measures in the SELECT NEXT program. We view that as a minor issue in a segment where adoption and migration of patients from biologics is likely to be dictated by the overall risk benefit ratio.

**Exhibit 2: Efficacy Comparison of FINCH 1 vs. SELECT NEXT**

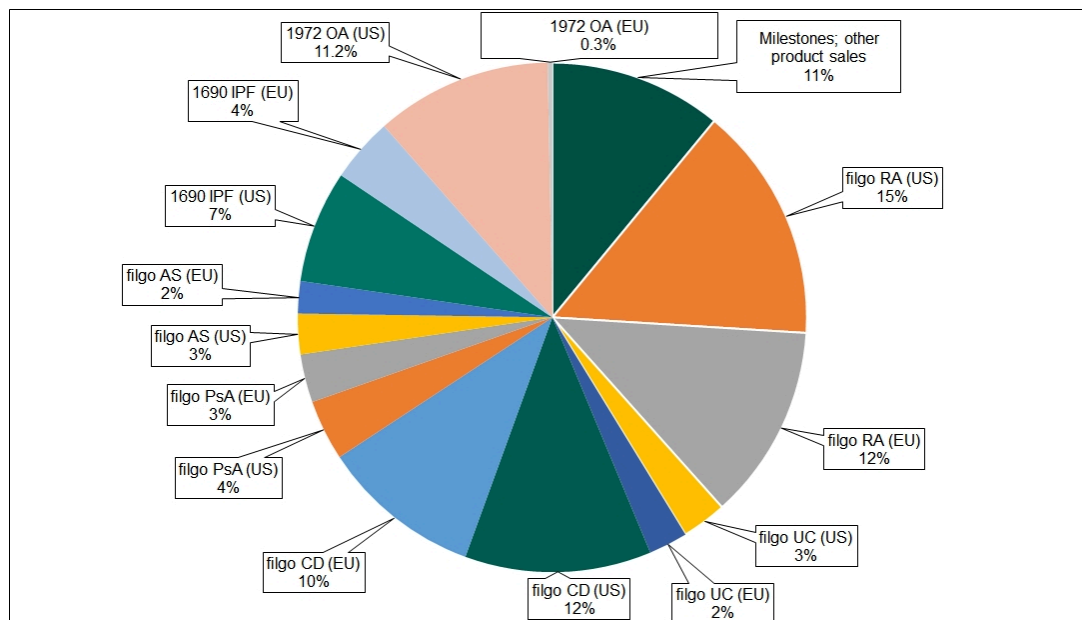
Source: Galapagos Press Release March 28, 2019 and AbbVie (ABBV; not rated) Press Release June 7, 2017.

**Exhibit 3: Efficacy Comparison of FINCH 3 vs. SELECT EARLY**

Source: Galapagos Press Release March 28, 2019 and Abbvie (ABBV; not rated) Press Release June 5, 2018.

**A high-risk Phase 3 program in IPF, but the balance sheet supports calculated risk taking, making IPF the next value driver beyond filgotinib, in our view.** GLPG1690, an autotaxin inhibitor, currently in the midst of two Phase 3 programs running concurrently, is the first of two unencumbered programs targeting IPF. The leap into the Phase 3 was prompted by some compelling target engagement and improvements in FVC in IPF patients from a small, randomized, short duration Phase 2 program. While some might question the judgment of initiating two 750 patient Phase 3 programs, our analysis suggests FVC declines between 50 mL, if used with OFEV, to 161 mL if used as a monotherapy, and could deliver a statistically significant and clinically meaningful impact on the rate of disease progression assuming a 223 mL decline and a standard deviation of 285 mL in the placebo cohort, as has been seen historically in Phase 3 studies. Based on the increase in FVC observed in the short Phase 2 study, we believe these numbers are eminently achievable. However, given the risk profile of this study, we associate a 35% POS for the Phase 3 program, which we plan to firm up post interim analysis by YE19 or 1Q20, and we currently model probability unadjusted peak sales of \$1.1B during 2030. GLPG1690 represents about \$17 or 11% of our target.

**GLPG1972 a potentially overlooked asset, which could have an outsized impact on the stock.** GLPG1972 is being investigated in an 850-plus patient Phase 2 study in patients with OA. With no DMOAD approved and an addressable market of 4M patients in the U.S., '1972 could become a meaningful asset if the Phase 2 signal is promising, in our view. GLPG1972 targets ADAMTS-5 to reduce cartilage degradation. While the measurement of ARGS in the serum and its potential role as a biomarker for OA is debatable, there seems little doubt that ADAMTS activity is correlated with OA progression. Indeed, ADAMTS inhibition reduces ARGS release in OA explants, and a small Phase 1b program involving 24 patients found serum levels of ARGS decreased after 15 days of treatment with 300 mg '1972 QD when compared to baseline. The ongoing ROCELLA Phase 2, with anticipated readout during 2020, could be a significant value driver, in our opinion. Note, given the clinically unmet need and large addressable patient population, POS unadjusted peak sales for GLPG1972 could approach \$5B during 2030, by our estimates. However, given the issues with correlating serum ARGS levels with disease progression, we associate a 10% POS and value the program at about \$17 or 11% of our target.

**Exhibit 4: Weighted Contribution of Individual Disease Segments to Target**

Source: H.C. Wainwright & Co. estimates.

**Valuation and risks to our investment thesis.** Our 12-month, \$150 (revised up from \$136) price target on shares of Galapagos is derived from a 13-year DCF-based, sum-of-the-parts analysis. Our DCF is driven by: beta of 1.15, terminal growth rate of -3.0%, risk premium of 4.93%, calculated WACC of 8.5%, and tax rate of 20% beginning in FY 2025. Filgotinib (66%), GLPG1690 (11%), GLPG1972 (11%) together make up 88% of our value, with the remainder derived from the probability-adjusted, filgotinib-associated milestone payments. For filgotinib, we assume POS in the range of: 75% (upped from 65% previously) for RA based on the FINCH 1 and 3 clinical updates released post close on March 28, 2019, 65% for UC, and 60% for CD, PsA and AS each, whereas for '1690 and '1972, we assign a 35% and 10% POS, respectively. Note, filgotinib, in our view, did not materially underperform upadacitinib in the FINCH 1 and 3 studies, which we assigned a low probability outcome due to its competitive profile, along with our \$2.9B (raised from \$2.3B) in 2027 sales estimate for the RA segment. Other key risks include: emergence of safety concerns, clinical risks, regulatory risks, and financial risks. Furthermore, regulatory and commercial strategy for filgotinib is under the control of partner, Gilead, not an established player in autoimmune indications. Hence, Gilead may not be able to drive rapid adoption of filgotinib, especially if the overall profile is relatively undifferentiated from AbbVie's upadacitinib, in our view. Hence, our estimates could be negatively impacted if AbbVie successfully leverages its market positioning with Humira during the launch of upadacitinib, which is likely to be a year ahead of filgotinib. The next two value drivers for Galapagos are GLPG1690 and GLPG1972 programs, both of which are high-risk, high-reward programs given the checkered history of drug development of each target. Hence, there are significant clinical risks associated with these programs, which we believe are adequately reflected in our POS assumptions.

## Valuation: Galapagos (GLPG) Discounted Cash Flow (DCF) Analysis

		Discounted Cash Flow Analysis														
		2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	TV	
Ticker	Galapagos															
Period	GLPG 2028E															
Beta est	1.15	EBIT (000s €)	€ (221,134)	€ (204,836)	€ (229,850)	€ (69,930)	€ 137,734	€ 608,615	€ 1,009,458	€ 1,553,543	€ 1,798,919	€ 1,924,863	€ 2,000,978	€ 2,011,842	€ 2,021,695	
Risk-free rate (R <sub>f</sub> )(10 yr yield)	2.80%	% growth	393.5%	-7.4%	12.2%	-69.6%	-297.0%	341.9%	65.9%	53.9%	15.8%	7.0%	4.0%	0.5%	0.5%	
Risk premium (R <sub>p</sub> )	4.93%	Tax rate	0.0%	0.0%	0.0%	0.0%	0.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	
Cost of equity (K <sub>E</sub> )	8.5%	EBIT*(1-t)	(221,134)	(204,836)	(229,850)	(69,930)	137,734	608,615	807,566	1,242,835	1,439,135	1,539,891	1,600,782	1,609,474	1,617,356	
Cost of debt (K <sub>D</sub> )	0.0%	Capital expenditures	(5,000)	(6,000)	(6,600)	(7,260)	(7,986)	(8,785)	(9,663)	(10,629)	(11,692)	(12,862)	(14,148)	(15,562)	(17,119)	
Terminal growth rate	-3.0%	% growth	-51.3%	20.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	10.0%	
Terminal value (% of total value)	50.4%	Depreciation	4,000	5,000	5,250	5,513	5,788	6,078	6,381	6,700	7,036	7,387	7,757	8,144	8,552	
Shareholder equity	7,072,050	% growth	4.1%	25.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	5.0%	
Debt outstanding	0	Change in non-cash working capital	22,031	3,429	51,658	34,537	84,321	67,528	130,974	132,306	203,912	209,416	283,526	289,350	363,738	
Total capital	7,072,050	% growth	-172.1%	-84.4%	1406.5%	-33.1%	144.1%	-19.9%	94.0%	1.0%	54.1%	2.7%	35.4%	2.1%	25.7%	
Equity/cap	100.0%	Free cash flow to the firm	(234,165)	(197,265)	(269,657)	(91,695)	67,187	555,949	692,637	1,127,859	1,253,951	1,350,723	1,339,161	1,343,831	1,279,288	10,819,213
Debt/cap	0.0%	Discount factor	1.00	0.92	0.85	0.78	0.72	0.67	0.61	0.57	0.52	0.48	0.44	0.41	0.38	
WACC (calculated)	8.5%	Present value of cash flows	(234,165)	(181,862)	(229,191)	(71,849)	48,535	370,251	425,265	638,412	654,364	649,827	593,959	549,491	482,255	3,760,074
WACC (applied)	8.5%	Value of firm	7,455,366													
Shares outstanding	56,231	Debt	0													
		Value of equity	7,455,366													
		Value per share (\$)	\$ 150.00													

Source: H.C. Wainwright &amp; Co. estimates.

## Income Statement

Income statement	FY end Dec. 31	2017A	1Q18A	2Q18A	3Q18A	4Q18E	2018E	1Q19E	2Q19E	3Q19E	4Q19E	2019E	1Q20E	2Q20E	3Q20E	4Q20E	2020E	2021E	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E
Income statement (€ in thousands, except per share data)																												
Product revenues	€ 127,087	€ 37,907	€ 49,676	€ 94,874	€ 106,379	€ 288,836	€ 35,000	€ 81,368	€ 35,000	€ 35,000	€ 35,000	€ 186,368	€ 40,000	€ 40,000	€ 40,000	€ 110,164	€ 230,164	€ 303,687	€ 542,912	€ 791,313	€ 1,334,070	€ 1,801,172	€ 2,417,623	€ 2,702,560	€ 2,895,199	€ 2,952,893	€ 2,978,528	€ 3,003,499
Mistones; other product sales	127,087	37,907	49,676	94,874	106,379	288,836	35,000	81,368	35,000	35,000	35,000	186,368	40,000	40,000	40,000	110,164	230,164	303,684	542,488	791,513	1,334,070	1,801,172	2,417,623	2,702,560	2,895,199	2,952,893	2,978,528	3,003,499
figo RA (US)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	34,647	69,779	112,427	176,897	267,203	430,517	433,531	436,568	438,622	442,699	445,798
figo PA (EU)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	47,869	95,395	153,836	232,680	289,397	386,932	387,676	388,451	389,228	390,007
figo LC (US)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	11,891	24,229	33,877	48,734	65,210	74,129	74,647	75,770	76,688	78,228	78,765
figo LC (EU)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	16,489	33,044	48,354	53,082	59,837	66,619	67,732	68,855	67,019	67,153
figo CD (US)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	50,425	101,558	132,846	180,082	220,389	297,623	315,480	317,689	318,912	322,152	324,407
figo CD (EU)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	69,697	139,854	181,913	270,219	338,839	367,471	368,712	369,678	369,341	369,809
figo PA (US)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	19,794	40,630	70,261	97,018	109,909	122,876	123,857	124,794	125,577	
figo PA (EU)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	27,084	54,276	76,138	87,189	98,264	109,423	109,642	109,867
figo AS (US)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	13,196	33,220	46,834	64,679	73,273	81,384	82,598	83,136	83,718
figo AS (EU)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	18,096	36,194	50,759	58,126	65,023	72,949	73,095	73,241
1890 PFF (US)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	52,920	106,591	160,288	220,288	279,194	320,789	322,273	323,828	325,383	
1890 PFF (EU)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	36,206	72,558	109,782	146,555	191,387	246,277	246,570	246,863	247,156	
1972 OA (US)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	96,892	195,140	275,109	316,611	358,681	401,334	404,133	406,962
1972 OA (EU)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	3,168	6,345	8,801	10,192	11,489	12,792	12,817	
Grants + Other income	28,830	6,931	7,358	8,334	6,386	29,009	7,500	7,500	7,500	7,500	30,000	7,500	7,500	7,500	7,500	30,000	30,000	31,212	31,836	32,473	33,122	33,785	34,461	35,150	35,853	36,570	37,301	
<b>Total Revenues</b>	<b>155,918</b>	<b>44,838</b>	<b>57,034</b>	<b>103,208</b>	<b>112,765</b>	<b>317,845</b>	<b>42,500</b>	<b>88,866</b>	<b>42,500</b>	<b>42,500</b>	<b>216,368</b>	<b>47,500</b>	<b>47,500</b>	<b>47,500</b>	<b>117,664</b>	<b>260,164</b>	<b>334,267</b>	<b>574,124</b>	<b>823,149</b>	<b>1,366,543</b>	<b>1,834,295</b>	<b>2,451,408</b>	<b>2,737,021</b>	<b>2,890,349</b>	<b>2,988,736</b>	<b>3,015,097</b>	<b>3,040,800</b>	
Cost of goods sold	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	30,387	54,291	79,131	133,407	180,117	241,762	270,256	285,500	295,289	297,853	300,350
<b>Gross profit</b>	<b>155,918</b>	<b>44,838</b>	<b>57,034</b>	<b>103,208</b>	<b>112,765</b>	<b>317,845</b>	<b>42,500</b>	<b>88,866</b>	<b>42,500</b>	<b>42,500</b>	<b>216,368</b>	<b>47,500</b>	<b>47,500</b>	<b>47,500</b>	<b>117,664</b>	<b>260,164</b>	<b>303,900</b>	<b>519,832</b>	<b>744,018</b>	<b>1,233,136</b>	<b>1,654,177</b>	<b>2,209,648</b>	<b>2,466,765</b>	<b>2,604,829</b>	<b>2,693,437</b>	<b>2,717,245</b>	<b>2,740,450</b>	
Research and development	218,502	68,765	81,680	80,314	91,117	322,876	82,500	95,000	97,500	98,000	383,000	98,500	98,500	100,500	101,500	400,000	480,300	508,000	516,000	516,171	521,392	528,546	531,811	537,128	542,390	547,025	553,405	
General and administrative	24,415	6,897	8,502	9,725	10,706	35,630	11,250	11,500	11,750	12,000	46,500	12,500	13,000	14,500	15,000	55,000	63,200	72,738	83,648	95,948	96,156	110,685	116,156	121,954	128,882	134,485	141,188	148,248
Sales and marketing expenses	2,802	413	602	899	2,234	4,148	2,000	2,000	2,000	2,000	8,000	2,500	2,500	2,500	2,500	10,000	10,500	11,025	11,578	12,155	12,763	13,401	14,071	14,775	15,513	16,289	17,103	
<b>Total operating expenses</b>	<b>245,719</b>	<b>76,875</b>	<b>90,784</b>	<b>90,938</b>	<b>104,057</b>	<b>362,654</b>	<b>105,750</b>	<b>108,500</b>	<b>111,250</b>	<b>112,000</b>	<b>437,500</b>	<b>113,500</b>	<b>115,000</b>	<b>117,500</b>	<b>119,000</b>	<b>465,000</b>	<b>533,750</b>	<b>589,763</b>	<b>606,284</b>	<b>624,521</b>	<b>644,720</b>	<b>656,102</b>	<b>667,846</b>	<b>679,966</b>	<b>692,479</b>	<b>705,403</b>	<b>718,756</b>	
<b>Operating gains (losses)</b>	<b>(89,801)</b>	<b>(32,037)</b>	<b>(33,750)</b>	<b>12,270</b>	<b>8,708</b>	<b>(44,809)</b>	<b>(63,250)</b>	<b>(19,634)</b>	<b>(68,750)</b>	<b>(69,500)</b>	<b>(221,132)</b>	<b>(66,000)</b>	<b>(67,500)</b>	<b>(70,000)</b>	<b>(1,336)</b>	<b>(204,836)</b>	<b>(229,850)</b>	<b>(69,930)</b>	<b>137,734</b>	<b>608,815</b>	<b>1,009,458</b>	<b>1,559,543</b>	<b>1,799,819</b>	<b>1,924,963</b>	<b>2,000,978</b>	<b>2,011,842</b>	<b>2,021,695</b>	
Financial expenses	(30,585)	(5,734)	5,553	(467)	(1,028)	(2,736)	(750)	(750)	(750)	(750)	(3,000)	(1,000)	(1,000)	(1,000)	(1,000)	(4,000)	(4,200)	(4,410)	(4,631)	(4,852)	(5,105)	(5,360)	(5,625)	(5,910)	(6,200)	(6,516)	(6,841)	
<b>Total other income (expense)</b>	<b>(25,705)</b>	<b>(5,184)</b>	<b>12,032</b>	<b>2,091</b>	<b>6,640</b>	<b>(15,599)</b>	<b>4,250</b>	<b>4,250</b>	<b>4,250</b>	<b>4,250</b>	<b>(17,000)</b>	<b>4,000</b>	<b>4,000</b>	<b>4,000</b>	<b>4,000</b>	<b>(6,000)</b>	<b>(6,000)</b>	<b>(6,000)</b>	<b>(6,000)</b>	<b>(6,000)</b>	<b>(6,000)</b>	<b>(6,000)</b>	<b>(6,000)</b>	<b>(6,000)</b>	<b>(6,000)</b>	<b>(6,000)</b>	<b>(6,000)</b>	<b>(6,000)</b>
<b>Gain (loss) before income taxes</b>	<b>(115,506)</b>	<b>(37,221)</b>	<b>(21,698)</b>	<b>14,361</b>	<b>15,348</b>	<b>(60,408)</b>	<b>(59,000)</b>	<b>(15,384)</b>	<b>(64,500)</b>	<b>(65,250)</b>	<b>(204,132)</b>	<b>(62,000)</b>	<b>(63,500)</b>	<b>(66,000)</b>	<b>(2,664)</b>	<b>(188,836)</b>	<b>(213,850)</b>	<b>(53,130)</b>	<b>155,374</b>	<b>627,137</b>	<b>1,003,458</b>	<b>1,573,964</b>	<b>1,820,360</b>	<b>1,947,977</b>	<b>2,024,617</b>	<b>2,036,662</b>	<b>2,047,797</b>	
Income tax benefit (expense)	(150)	(62)	(75)	(80)	(350)	(45)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
<b>Net income (loss)</b>	<b>(115,706)</b>	<b>(37,283)</b>	<b>(21,773)</b>	<b>14,281</b>	<b>14,998</b>	<b>(60,453)</b>	<b>(59,000)</b>	<b>(15,384)</b>	<b>(64,500)</b>	<b>(65,250)</b>	<b>(204,132)</b>	<b>(62,000)</b>	<b>(63,500)</b>	<b>(66,000)</b>	<b>(2,664)</b>	<b>(188,836)</b>	<b>(213,850)</b>	<b>(53,130)</b>	<b>155,374</b>	<b>627,137</b>	<b>1,003,458</b>	<b>1,573,964</b>	<b>1,820,360</b>	<b>1,947,977</b>	<b>2,024,617</b>	<b>2,036,662</b>	<b>2,047,797</b>	
<b>Earnings (loss) per share - diluted</b>	<b>€ (2.34)</b>	<b>€ (0.73)</b>	<b>€ (0.42)</b>	<b>€ 0.27</b>	<b>€ 0.27</b>	<b>€ (0.56)</b>	<b>€ (1.08)</b>	<b>€ (0.28)</b>	<b>€ (1.18)</b>	<b>€ (1.19)</b>	<b>€ (3.72)</b>	<b>€ (1.13)</b>	<b>€ (1.15)</b>	<b>€ (1.19)</b>	<b>€ 0.05</b>	<b>€ (3.41)</b>	<b>€ (3.88)</b>	<b>€ (0.98)</b>	<b>€ 2.79</b>	<b>€ 11.24</b>	<b>€ 14.73</b>	<b>€ 22.48</b>	<b>€ 25.95</b>	<b>€ 27.71</b>	<b>€ 28.75</b>	<b>€ 28.88</b>	<b>€ 28.98</b>	
Shares outstanding - diluted	49,479	50,973	51,338	54,299	54,408	52,227	54,625	54,735	54,844	54,954	54,899	55,064	55,174	55,284	55,396	55,340	55,450	55,561	55,672	55,784	55,895	56,007	56,119	56,231	56,344	56,456	56,568	

Source: H.C. Wainwright &amp; Co. estimates.

## Cash Flow Statement

Cash flows statement	2017A	1Q18A	2Q18A	3Q18A	4Q18E	2018E	1Q19E	2Q19E	3Q19E	4Q19E	2019E	1Q20E	2Q20E	3Q20E	4Q20E	2020E	2021E	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E	
(\$ in thousands, except per share data)																												
<b>Cash flows from Operating activities:</b>																												
Net gain (loss)	€ (115,706)	€ (37,283)	€ (21,773)	€ 14,841	€ 14,956	€ (29,259)	€ (59,000)	€ (15,384)	€ (64,500)	€ (65,250)	€ (204,134)	€ (82,000)	€ (63,500)	€ (66,000)	€ 2,664	€ (188,836)	€ (213,850)	€ (53,130)	€ 155,374	€ 627,137	€ 823,125	€ 1,259,171	€ 1,456,288	€ 1,557,901	€ 1,619,694	€ 1,629,331	€ 1,638,206	
Tax expense	198	62	75	(480)	0	(343)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other net financial expense / income (-)	25,705	5,184	(12,052)	(2,090)	(11,750)	(30,708)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Depreciation of p.p. and e	3,633	914	952	977	1,000	3,843	1,000	1,000	1,000	1,000	4,000	1,250	1,250	1,250	5,000	5,250	5,513	5,798	6,078	6,361	6,709	7,036	7,387	7,767	8,144	8,504		
Amortization of intangible fixed assets	652	283	1,535	155	0	1,973	500	500	500	500	2,000	550	550	550	2,200	2,310	2,428	2,547	2,674	2,808	2,948	3,096	3,250	3,413	3,584	3,763		
Net realized gain / loss (-) on foreign exchange transactions	(357)	63	(67)	(348)	(500)	(852)	(250)	(250)	(250)	(250)	(1,000)	(300)	(300)	(300)	(1,200)	(1,260)	(1,320)	(1,389)	(1,459)	(1,530)	(1,608)	(1,689)	(1,773)	(1,862)	(1,955)	(2,052)		
Share-based compensation	16,536	3,943	6,597	7,461	8,000	26,001	8,500	9,500	9,500	10,000	37,000	10,500	11,000	11,500	12,000	45,000	49,500	54,450	59,895	65,885	72,473	79,720	87,692	96,461	106,198	116,718	128,390	
Increase in provisions	1	0	(8)	0	0	88	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Increase in pension liabilities	22	78	79	79	79	315	80	80	80	80	320	100	100	100	100	400	430	441	463	486	511	536	563	591	621	652	684	
Gain on sale of fix assets; Loss on disp. of fin asset held at FV thru profit/loss	0	0	0	0	3	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Decrease in inventories	22	(14)	26	(13)	0	(1)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Increase in receivables	(27,656)	12,929	(16,132)	(113)	18,000	14,663	(7,500)	(7,500)	(7,500)	(7,500)	(30,000)	(8,500)	(8,500)	(8,500)	(8,500)	(34,000)	(35,700)	(37,486)	(39,359)	(40,022)	(54,000)	(72,526)	(81,077)	(85,666)	(88,567)	(89,256)	(90,105)	
Increase in payables	14,772	7,568	13,789	9,014	(18,000)	18,371	0	0	0	0	0	0	0	0	0	0	6,073	6,377	6,696	7,031	7,382	7,751	8,139	8,546	8,973	9,422	9,893	
Increase / decrease (-) in deferred income	(65,722)	(34,458)	(25,509)	(33,403)	(68,000)	(161,370)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Interest paid; interest received; net	1,068	928	1,013	285	0	2,226	500	500	500	500	2,000	650	650	650	650	2,600	2,860	3,148	3,461	3,807	4,187	4,606	5,067	5,573	6,131	6,744	7,418	
Income taxes paid	1,959	0	0	177	0	175	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
<b>Net cash provided (used) by Operating activities</b>	<b>(147,931)</b>	<b>(39,804)</b>	<b>(51,475)</b>	<b>(3,639)</b>	<b>(50,219)</b>	<b>(146,133)</b>	<b>(56,175)</b>	<b>(12,054)</b>	<b>(60,670)</b>	<b>(60,900)</b>	<b>(168,814)</b>	<b>(57,750)</b>	<b>(58,750)</b>	<b>(60,750)</b>	<b>6,414</b>	<b>(168,836)</b>	<b>(184,396)</b>	<b>(19,586)</b>	<b>193,475</b>	<b>671,616</b>	<b>861,300</b>	<b>1,267,297</b>	<b>1,465,115</b>	<b>1,592,262</b>	<b>1,662,247</b>	<b>1,663,284</b>	<b>1,704,748</b>	
<b>Cash flows from Investing activities:</b>																												
Purchases of property and equipment	(5,310)	(1,160)	(1,811)	(1,250)	(8,000)	(10,259)	(1,250)	(1,250)	(1,250)	(1,250)	(5,000)	(1,500)	(1,500)	(1,500)	(1,500)	(6,000)	(6,400)	(7,269)	(7,986)	(8,795)	(9,663)	(10,629)	(11,602)	(12,682)	(14,148)	(15,560)	(17,119)	
Purchase of and expenditures in intangible fixed assets	(2,125)	(340)	(382)	(811)	(1,500)	(3,033)	(750)	(750)	(750)	(750)	(3,000)	(1,000)	(1,000)	(1,000)	(1,000)	(4,000)	(4,200)	(4,410)	(4,631)	(4,862)	(5,100)	(5,350)	(5,625)	(5,910)	(6,205)	(6,516)	(6,841)	
Proceeds from disposal of p.p. and e	7	0	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Decrease in restricted cash	6,510	0	0	0	2,014	2,014	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Acquisition of available-for-sale financial assets	0	0	0	0	(2,171)	(2,171)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Proceeds from sale of available-for-sale financial assets	372	0	0	134	0	134	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
<b>Net cash provided (used) by Investing activities</b>	<b>(648)</b>	<b>(1,531)</b>	<b>(2,190)</b>	<b>(1,933)</b>	<b>(7,657)</b>	<b>(13,314)</b>	<b>(2,000)</b>	<b>(2,000)</b>	<b>(2,000)</b>	<b>(2,000)</b>	<b>(8,000)</b>	<b>(2,500)</b>	<b>(2,500)</b>	<b>(2,500)</b>	<b>(2,500)</b>	<b>(10,000)</b>	<b>(10,800)</b>	<b>(11,670)</b>	<b>(12,617)</b>	<b>(13,647)</b>	<b>(14,769)</b>	<b>(15,990)</b>	<b>(17,321)</b>	<b>(18,771)</b>	<b>(20,330)</b>	<b>(22,078)</b>	<b>(23,960)</b>	
<b>Cash flows from Financing activities:</b>																												
Repayment of obligations under finance leases and other debts	(65)	(19)	12	1	0	40	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Proceeds from capital and share premium increases, gross amount	363,924	0	0	296,188	0	296,188	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Issue costs paid related to capital and share premium increases	(15,790)	0	0	(15,008)	0	(15,008)	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Proceeds from capital and share premium increases from exercise of warrants	5,288	3,324	1,237	0	1,000	9,261	3,481	0	0	0	3,481	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
<b>Net cash provided (used) by Financing activities</b>	<b>393,957</b>	<b>3,305</b>	<b>1,249</b>	<b>291,181</b>	<b>1,000</b>	<b>397,441</b>	<b>3,481</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>3,481</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	
Effect of exchange rate differences on cash and cash equivalents	(27,806)	(5,550)	10,559	1,293	4,000	10,597	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
<b>Net increase (decrease) in Cash/Cash Equivalents</b>	<b>177,970</b>	<b>(43,029)</b>	<b>(41,420)</b>	<b>276,902</b>	<b>(52,872)</b>	<b>139,585</b>	<b>(54,689)</b>	<b>(14,054)</b>	<b>(60,670)</b>	<b>(62,900)</b>	<b>(164,333)</b>	<b>(60,250)</b>	<b>(61,250)</b>	<b>(63,250)</b>	<b>5,914</b>	<b>(178,836)</b>	<b>(195,196)</b>	<b>(31,256)</b>	<b>180,858</b>	<b>657,969</b>	<b>846,932</b>	<b>1,271,307</b>	<b>1,467,794</b>	<b>1,673,511</b>	<b>1,641,894</b>	<b>1,661,206</b>	<b>1,680,788</b>	
<b>Cash &amp; Cash Equivalents at Beginning of Period</b>	<b>873,241</b>	<b>1,151,211</b>	<b>1,108,186</b>	<b>1,086,706</b>	<b>1,343,666</b>	<b>1,151,211</b>	<b>1,290,796</b>	<b>1,226,107</b>	<b>1,222,093</b>	<b>1,159,383</b>	<b>1,290,796</b>	<b>1,096,463</b>	<b>1,096,213</b>	<b>974,963</b>	<b>911,713</b>	<b>1,096,463</b>	<b>917,627</b>	<b>722,431</b>	<b>691,175</b>	<b>672,633</b>	<b>1,530,002</b>	<b>2,376,524</b>	<b>3,647,841</b>	<b>5,115,635</b>	<b>6,689,146</b>	<b>8,331,029</b>	<b>9,992,245</b>	
<b>Cash &amp; Cash Equivalents at End of Period</b>	<b>€ 1,151,211</b>	<b>€ 1,108,186</b>	<b>€ 1,086,706</b>	<b>€ 1,343,666</b>	<b>€ 1,290,796</b>	<b>€ 1,290,796</b>	<b>€ 1,236,107</b>	<b>€ 1,222,093</b>	<b>€ 1,159,383</b>	<b>€ 1,096,463</b>	<b>€ 1,096,463</b>	<b>€ 1,036,213</b>	<b>€ 974,963</b>	<b>€ 911,713</b>	<b>€ 917,627</b>	<b>€ 917,627</b>	<b>€ 722,431</b>	<b>€ 691,175</b>	<b>€ 672,633</b>	<b>€ 1,530,002</b>	<b>€ 2,376,524</b>	<b>€ 3,647,841</b>	<b>€ 5,115,635</b>	<b>€ 6,689,146</b>	<b>€ 8,331,029</b>	<b>€ 9,992,245</b>	<b>€ 11,673,033</b>	

Source: H.C. Wainwright &amp; Co. estimates.

## Balance Sheet

Balance sheet	2017A	1Q18A	2Q18A	3Q18A	4Q18E	2018E	1Q19E	2Q19E	3Q19E	4Q19E	2019E	1Q20E	2Q20E	3Q20E	4Q20E	2020E	2021E	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E	
(\$ in thousands, except per share data)																												
<b>Assets</b>																												
<b>Current assets:</b>																												
Cash and cash equivalents	€ 1,151,211	€ 1,108,186	€ 1,066,706	€ 1,343,668	€ 1,290,796	€ 1,290,796	€ 1,236,107	€ 1,222,053	€ 1,159,383	€ 1,096,463	€ 1,096,463	€ 1,038,213	€ 974,963	€ 911,713	€ 917,627	€ 917,627	€ 722,431	€ 691,178	€ 872,033	€ 1,030,002	€ 2,376,534	€ 3,647,841	€ 5,115,635	€ 6,689,146	€ 8,331,039	€ 9,992,245	€ 11,673,033	
Inventories	279	293	267	280	280	280	280	280	280	280	280	280	280	280	280	280	280	280	280	280	280	280	280	280	280	280	280	280
Trade and other receivables	27,966	8,561	19,108	25,314	28,064	28,064	31,814	35,564	39,314	43,064	43,064	47,314	51,064	55,814	60,064	60,064	77,814	96,657	116,536	136,347	163,365	198,629	240,168	282,866	327,289	371,967	417,919	
Current R&D receivables	11,782	11,585	14,654	11,692	2,692	2,692	6,442	10,192	13,942	17,692	17,692	21,942	26,192	30,442	34,692	34,692	52,542	71,285	90,964	110,975	137,993	174,257	214,796	257,623	301,917	346,595	391,647	
Current restricted cash	0	0	0	2,014	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other current assets	8,459	7,171	7,086	2,432	8,518	8,518	8,518	8,518	8,518	8,518	8,518	8,518	8,518	8,518	8,518	8,518	8,518	8,518	8,518	8,518	8,518	8,518	8,518	8,518	8,518	8,518	8,518	
<b>Total current assets</b>	<b>1,197,847</b>	<b>1,135,736</b>	<b>1,107,881</b>	<b>1,390,400</b>	<b>1,330,290</b>	<b>1,330,290</b>	<b>1,283,140</b>	<b>1,274,608</b>	<b>1,221,406</b>	<b>1,166,016</b>	<b>1,166,016</b>	<b>1,114,266</b>	<b>1,061,016</b>	<b>1,008,766</b>	<b>1,001,141</b>	<b>1,021,181</b>	<b>861,684</b>	<b>867,913</b>	<b>1,088,131</b>	<b>1,286,132</b>	<b>2,686,669</b>	<b>4,026,525</b>	<b>5,579,396</b>	<b>7,238,922</b>	<b>8,994,043</b>	<b>10,719,004</b>	<b>12,490,497</b>	
<b>Intangible assets</b>	2,495	2,555	1,403	2,058	3,558	3,558	3,808	4,058	4,308	4,558	4,558	5,008	5,458	5,908	6,358	6,358	8,248	10,233	12,316	14,504	16,881	19,214	21,746	24,406	27,198	30,130	33,209	
Property, plant and equipment, net	16,692	16,971	17,854	18,113	23,113	23,113	23,363	23,613	23,863	24,113	24,113	24,363	24,613	24,863	25,113	25,113	26,483	28,211	30,408	33,115	36,397	40,326	44,983	50,457	56,848	64,266	72,833	
Deferred tax assets	1,978	1,979	1,980	2,525	2,525	2,525	2,525	2,525	2,525	2,525	2,525	2,525	2,525	2,525	2,525	2,525	2,525	2,525	2,525	2,525	2,525	2,525	2,525	2,525	2,525	2,525	2,525	
Non-current R&D receivables	64,001	69,285	71,567	68,755	68,755	68,755	68,755	68,755	68,755	68,755	68,755	68,755	68,755	68,755	68,755	68,755	68,755	68,755	68,755	68,755	68,755	68,755	68,755	68,755	68,755	68,755	68,755	68,755
Non-current restricted cash	1,158	1,158	1,158	1,226	1,226	1,226	1,226	1,226	1,226	1,226	1,226	1,226	1,226	1,226	1,226	1,226	1,226	1,226	1,226	1,226	1,226	1,226	1,226	1,226	1,226	1,226	1,226	
Other non-current assets	2,303	2,181	2,505	2,474	3,560	3,560	3,560	3,560	3,560	3,560	3,560	3,560	3,560	3,560	3,560	3,560	3,560	3,560	3,560	3,560	3,560	3,560	3,560	3,560	3,560	3,560	3,560	
<b>Total assets</b>	<b>1,286,274</b>	<b>1,229,865</b>	<b>1,204,348</b>	<b>1,485,551</b>	<b>1,433,096</b>	<b>1,433,096</b>	<b>1,386,397</b>	<b>1,380,343</b>	<b>1,325,673</b>	<b>1,270,753</b>	<b>1,270,753</b>	<b>1,219,703</b>	<b>1,167,603</b>	<b>1,113,603</b>	<b>1,128,717</b>	<b>1,128,717</b>	<b>972,481</b>	<b>982,422</b>	<b>1,206,921</b>	<b>1,909,807</b>	<b>2,815,993</b>	<b>4,166,130</b>	<b>5,722,190</b>	<b>7,389,400</b>	<b>9,129,105</b>	<b>10,890,066</b>	<b>12,672,604</b>	
<b>Liabilities and stockholders' equity</b>																												
<b>Current liabilities:</b>																												
Finance lease liabilities	9	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Trade and other payables	47,122	55,607	69,141	80,721	68,721	68,721	68,721	68,721	68,721	68,721	68,721	68,721	68,721	68,721	68,721	68,721	74,784	81,171	87,867	94,998	102,280	110,029	118,170	126,716	135,689	145,111	155,004	
Current tax payable	865	863	863	855	855	855	855	855	855	855	855	855	855	855	855	855	855	855	855	855	855	855	855	855	855	855	855	
Accrued charges	1,159	943	861	867	867	867	867	867	867	867	867	867	867	867	867	867	867	867	867	867	867	867	867	867	867	867	867	867
Current deferred income	132,544	166,168	175,722	186,659	132,259	132,259	132,259	132,259	132,259	132,259	132,259	132,259	132,259	132,259	132,259	132,259	132,259	132,259	132,259	132,259	132,259	132,259	132,259	132,259	132,259	132,259	132,259	
<b>Total current liabilities</b>	<b>171,699</b>	<b>223,631</b>	<b>246,587</b>	<b>269,102</b>	<b>202,702</b>	<b>202,702</b>	<b>202,702</b>	<b>202,702</b>	<b>202,702</b>	<b>202,702</b>	<b>202,702</b>	<b>202,702</b>	<b>202,702</b>	<b>202,702</b>	<b>202,702</b>	<b>202,702</b>	<b>208,775</b>	<b>216,152</b>	<b>221,848</b>	<b>228,879</b>	<b>236,281</b>	<b>244,012</b>	<b>252,151</b>	<b>260,697</b>	<b>269,670</b>	<b>279,092</b>	<b>288,985</b>	
Provisions	3,982	3,660	3,739	3,818	3,897	3,897	3,977	4,057	4,137	4,217	4,217	4,217	4,217	4,217	4,217	4,217	4,217	4,217	4,217	4,217	4,217	4,217	4,217	4,217	4,217	4,217	4,217	
Other non-current liabilities	1,597	677	878	1,269	1,269	1,269	1,769	2,269	2,769	3,269	3,269	3,769	4,269	4,769	5,269	5,269	5,769	6,269	6,769	7,269	7,769	8,269	8,769	9,269	9,769	10,269	10,769	
Non-current deferred income	97,348	102,486	67,427	23,083	9,483	9,483	9,483	9,483	9,483	9,483	9,483	9,483	9,483	9,483	9,483	9,483	9,483	9,483	9,483	9,483	9,483	9,483	9,483	9,483	9,483	9,483	9,483	
<b>Total liabilities</b>	<b>274,591</b>	<b>330,559</b>	<b>318,669</b>	<b>309,359</b>	<b>217,408</b>	<b>217,408</b>	<b>217,888</b>	<b>218,566</b>	<b>219,148</b>	<b>219,728</b>	<b>219,728</b>	<b>220,478</b>	<b>221,228</b>	<b>221,978</b>	<b>222,728</b>	<b>222,728</b>	<b>232,081</b>	<b>242,046</b>	<b>252,665</b>	<b>263,889</b>	<b>276,068</b>	<b>288,962</b>	<b>302,738</b>	<b>317,440</b>	<b>333,185</b>	<b>349,962</b>	<b>367,977</b>	
<b>Share capital</b>	233,414	235,027	235,583	235,672	235,672	235,672	235,672	235,672	235,672	235,672	235,672	235,672	235,672	235,672	235,672	235,672	235,672	235,672	235,672	235,672	235,672	235,672	235,672	235,672	235,672	235,672	235,672	
Share premium account	993,025	995,336	996,117	1,276,284	1,288,284	1,288,284	1,297,285	1,306,285	1,315,285	1,325,285	1,325,285	1,336,285	1,347,285	1,358,285	1,370,285	1,370,285	1,420,285	1,474,715	1,534,610	1,600,494	1,672,967	1,752,887	1,840,380	1,936,641	2,042,949	2,159,867	2,288,059	
Other reserves	(1,260)	(641)	(641)	(641)	(641)	(641)	(641)	(641)	(641)	(641)	(641)	(641)	(641)	(641)	(641)	(641)	(641)	(641)	(641)	(641)	(641)	(641)	(641)	(641)	(641)	(641)	(641)	
Translator differences	(1,754)	(1,757)	(1,604)	(1,598)	(1,598)	(1,598)	(1,598)	(1,598)	(1,598)	(1,598)	(1,598)	(1,598)	(1,598)	(1,598)	(1,598)	(1,598)	(1,598)	(1,598)	(1,598)	(1,598)	(1,598)	(1,598)	(1,598)	(1,598)	(1,598)	(1,598)	(1,598)	
Accumulated losses	(211,441)	(328,620)	(343,736)	(321,450)	(303,039)	(303,039)	(362,289)	(377,523)	(442,673)	(508,173)	(508,173)	(570,473)	(634,273)	(700,573)	(698,209)	(698,209)	(813,318)	(907,771)	(1,013,787)	(1,131,106)	(1,263,485)	(1,409,048)	(1,566,847)	(1,736,938)	(1,920,716)	(2,118,137)		
<b>Total stockholders' equity</b>	<b>1,011,683</b>	<b>899,345</b>	<b>885,659</b>	<b>1,188,222</b>	<b>1,215,676</b>	<b>1,215,676</b>	<b>1,168,409</b>	<b>1,161,775</b>	<b>1,106,525</b>	<b>1,051,025</b>	<b>1,051,025</b>	<b>999,225</b>	<b>945,425</b>	<b>891,625</b>	<b>905,989</b>	<b>905,989</b>	<b>740,379</b>	<b>740,379</b>	<b>954,256</b>	<b>1,645,819</b>	<b>2,539,885</b>	<b>3,877,168</b>	<b>5,419,460</b>	<b>7,072,050</b>	<b>8,795,990</b>	<b>10,549,084</b>	<b>12,304,628</b>	
<b>Total liabilities and stockholders' equity</b>	<b>€ 1,286,274</b>	<b>€ 1,229,865</b>	<b>€ 1,204,348</b>	<b>€ 1,485,551</b>	<b>€ 1,433,096</b>	<b>€ 1,433,096</b>	<b>€ 1,386,397</b>	<b>€ 1,380,343</b>	<b>€ 1,325,673</b>	<b>€ 1,270,753</b>	<b>€ 1,270,753</b>	<b>€ 1,219,703</b>	<b>€ 1,167,603</b>	<b>€ 1,113,603</b>	<b>€ 1,128,717</b>	<b>€ 1,128,717</b>	<b>€ 972,481</b>	<b>€ 982,422</b>	<b>€ 1,206,921</b>	<b>€ 1,909,807</b>	<b>€ 2,815,993</b>	<b>€ 4,166,130</b>	<b>€ 5,722,190</b>	<b>€ 7,389,400</b>	<b>€ 9,129,105</b>	<b>€ 10,890,066</b>	<b>€ 12,672,604</b>	

Source: H.C. Wainwright &amp; Co. estimates.



## Cash Outlook, Ratio Analysis, and Enterprise Value

CASH QUICK LOOK:		2017A	1Q18A	2Q18A	3Q18A	4Q18E	2019E	1Q19E	2Q19E	3Q19E	4Q19E	2019E	1Q20E	2Q20E	3Q20E	4Q20E	2020E	2021E	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E	
Cash burn in period (cash from operations)	€	245,719	76,875	90,784	90,938	104,057	362,654	105,750	108,500	111,250	112,000	437,500	113,500	115,000	117,500	119,000	465,000	533,750	589,783	606,284	624,521	644,720	656,102	667,848	679,968	692,479	705,403	718,758	
Total cash and cash equivalents	€	1,151,211	1,108,186	1,096,706	1,043,698	1,290,796	1,290,796	1,236,107	1,222,053	1,119,383	1,096,403	1,096,403	1,038,213	974,803	911,713	997,623	917,527	722,431	691,173	672,033	1,139,002	2,976,244	3,647,841	4,115,025	4,699,146	5,331,028	6,092,248	6,973,033	
Periods of cash remaining		4.5 yrs	14.5 qtr	12.0 qtr	15.0 qtr	12.5 qtr	3.5 yrs	11.5 qtr	11.8 qtr	10.5 qtr	10.0 qtr	2.5 yrs	8.0 qtr	8.5 qtr	8.0 qtr	7.5 qtr	2.0 yrs	1.5 yrs	1.0 yrs	1.5 yrs	2.5 yrs	3.5 yrs	5.5 yrs	7.5 yrs	10.0 yrs	12.0 yrs	14.0 yrs	16.0 yrs	
Ratio analysis		2017A	1Q18A	2Q18A	3Q18A	4Q18E	2019E	1Q19E	2Q19E	3Q19E	4Q19E	2019E	1Q20E	2Q20E	3Q20E	4Q20E	2020E	2021E	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E	
EBIT	(89,801)	(32,037)	(33,750)	12,270	8,708	(44,809)	(83,250)	(19,834)	(68,750)	(69,500)	(221,134)	(221,134)	(66,000)	(67,500)	(70,000)	(1,336)	(204,836)	(229,850)	(69,930)	137,734	608,615	1,009,468	1,550,543	1,798,919	1,924,863	2,000,978	2,011,842	2,021,696	
EBITDA	(86,166)	(31,123)	(32,788)	13,247	8,708	(40,946)	(82,250)	(18,634)	(67,750)	(68,500)	(217,134)	(217,134)	(64,750)	(66,250)	(68,750)	(86)	(199,836)	(224,603)	(64,418)	143,522	614,693	1,015,869	1,562,244	1,806,954	1,932,251	2,008,789	2,019,987	2,030,246	
EBITDA % of Sales	-55%	(1)	(1)	0	0	-13%	-140%	-21%	-159%	-161%	-100%	-100%	-136%	-139%	-145%	0%	-77%	-87%	-11%	17%	45%	55%	64%	66%	67%	67%	67%	67%	
EV/EBITDA multiple	-2,00E-07	(98x)	(91x)	298x	318x	(71x)	(55x)	(184x)	(52x)	(52x)	(16x)	(56x)	(56x)	(56x)	(55x)	(44,299x)	(19x)	(18x)	(63x)	27x	5x	2x	1x	(0x)	(0x)	(3x)	(3x)	(3x)	
Gross Profit Margin	-74%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	91%	91%	90%	90%	90%	90%	90%	90%	90%	90%	90%	
OpMargin	-59%	-71%	-59%	12%	8%	-14%	-14%	-14%	-22%	-16%	-184%	-102%	-13%	-142%	-147%	-1%	-39%	-49%	-12%	17%	45%	55%	62%	62%	62%	62%	62%	62%	
Net Operating Profit After Tax (NOPAT)	(89,899)	(32,069)	(33,825)	12,750	8,316	(44,858)	(83,250)	(19,834)	(68,750)	(69,500)	(221,134)	(221,134)	(66,000)	(67,500)	(70,000)	(1,336)	(204,836)	(229,850)	(69,930)	137,734	608,615	1,009,468	1,550,543	1,798,919	1,924,863	2,000,978	2,011,842	2,021,696	
Free Cash Flow (FCF)	(152,343)	(40,996)	(53,286)	(4,895)	(56,218)	(155,392)	(57,420)	(13,304)	(61,920)	(62,170)	(194,814)	(194,814)	(69,250)	(60,250)	(62,250)	6,914	(174,836)	(190,996)	(26,848)	185,489	662,831	851,637	1,276,667	1,473,422	1,473,422	1,579,420	1,648,099	1,667,721	1,687,629
Book per share	€	20.45	17.64	17.25	21.88	22.34	23.28	21.39	21.23	20.18	19.13	19.14	18.15	17.15	16.13	16.36	16.37	13.35	13.30	17.14	29.50	45.44	69.23	96.57	125.77	156.11	186.69	217.51	
Net cash per share	€	23.27	21.74	20.78	24.76	23.72	24.72	22.63	22.33	21.14	19.95	19.97	18.82	17.67	16.49	16.57	16.58	13.03	12.44	15.66	27.43	42.82	65.13	91.16	118.96	147.88	176.99	206.35	
Return on assets (ROA)	-9%	-3%	-2%	1%	1%	-3%	-4%	-1%	-3%	-3%	-16%	-16%	-5%	-5%	-6%	0%	-17%	-20%	-9%	13%	30%	39%	39%	39%	39%	39%	39%	39%	
Return on equity (ROE)	-11%	-4%	-2%	1%	1%	-2%	-5%	-1%	-6%	-6%	-19%	-19%	-6%	-7%	-7%	0%	-21%	-29%	-7%	16%	38%	32%	32%	27%	22%	18%	15%	13%	
Current ratio		4.69	5.08	4.49	5.17	6.56	6.56	6.33	6.30	6.03	5.75	5.75	5.50	5.24	4.97	5.04	5.04	4.13	4.03	4.90	7.80	11.37	16.52	22.13	27.77	33.26	38.41	43.22	
Enterprise Value (MC + Total Debt - Cash)		2,756,640	3,036,919	2,985,637	3,946,154	3,092,291	2,916,600	3,410,327	3,433,674	3,506,665	3,577,905	3,573,250	3,647,504	3,718,121	3,790,758	3,794,248	3,789,055	3,994,168	4,034,855	3,863,449	3,214,950	2,377,968	1,116,111	(942,156)	(1,906,119)	(3,538,447)	(5,190,067)	(6,861,251)	
Market Cap (MC)		3,907,851	4,144,105	4,052,603	5,289,822	4,383,087	4,207,396	4,646,434	4,655,726	4,665,038	4,674,368	4,669,712	4,683,717	4,693,084	4,702,470	4,711,876	4,707,182	4,716,997	4,726,030	4,735,482	4,744,953	4,754,443	4,763,952	4,773,479	4,783,028	4,792,592	4,802,178	4,811,782	
Current Share price		€	85.06																										

Source: H.C. Wainwright &amp; Co. estimates.

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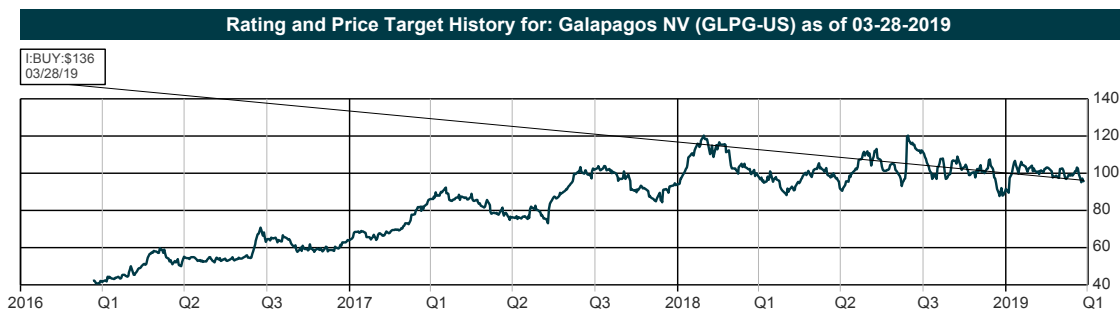
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**Market Outperform (Buy):** The common stock of the company is expected to outperform a passive index comprised of all the common stock of companies within the same sector.

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<b>Distribution of Ratings Table as of March 28, 2019</b>				
Ratings	Count	Percent	IB Service/Past 12 Months	
			Count	Percent
Buy	306	89.47%	115	37.58%
Neutral	31	9.06%	8	25.81%
Sell	0	0.00%	0	0.00%
Under Review	5	1.46%	1	20.00%
<b>Total</b>	<b>342</b>	<b>100%</b>	<b>124</b>	<b>36.26%</b>

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