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CollPlant Biotechnologies (NASDAQ/CLGN)

May 28, 2021

BUY: 1Q21 Results Produces Positive Net Income

CollPlant reported 1Q21 results with revenues of \$14.5M driven by the upfront payment received from Allergan Aesthetics. This translated into a bottom line of \$10M in net income. The Company ended the period with approximately \$50M in cash.

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Investment Highlights

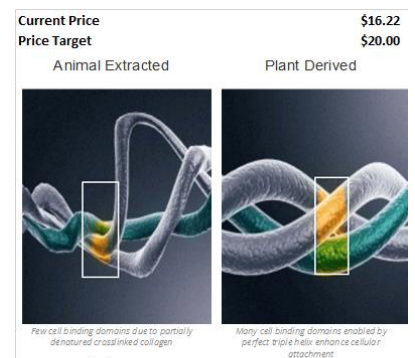
NASDAQ: CollPlant announced that its ordinary shares have been approved for trading on the Nasdaq Global Market with the same ticker, "CLGN," and will begin trading at the open of the market on June 4, 2021. At such time, the Company's American Depositary Shares (ADSs) will be mandatorily canceled and exchanged for ordinary shares at a one-for-one ratio. Shareholders holding their ADSs in book-entry or through a bank, broker, or other nominee form do not need to take any action in connection with the mandatory exchange.

Aesthetics: Recall that CollPlant entered into a worldwide exclusive development and commercialization agreement for dermal and soft tissue filler products with Allergan Aesthetics, an AbbVie company (ABBV – Not Rated). The partners pick up worldwide exclusivity to use its plant-derived recombinant human collagen (rhCollagen) in combination with Allergan Aesthetics's proprietary technologies for the production and commercialization of dermal and soft tissue fillers. In addition, Allergan Aesthetics has the right of first negotiation for CollPlant's technology in two future additional products. CollPlant receives an upfront payment of \$14M and is entitled to receive up to an additional \$89M in milestone payments. In addition, CollPlant is eligible to receive royalty payments and a fee for the manufacture and supply of rhCollagen to Allergan Aesthetics.

The Best Collagen on the Market, in Our View. CollPlant differentiates itself through its tobacco-based rhCollagen production platform, which is currently the only commercially viable plant-derived human collagen on the market. Type 1 collagen, which is being used in the medicinal field, is primarily extracted from cows, pigs, and human cadavers and comes with several disadvantages. The process required to recycle collagen from mature tissue cells comes with an inherent risk of mutations in its protein structure. Extraction from animal or human tissue is also associated with the risk of disease transmission. Tissue-derived collagen has a low homogeneity profile, leading to lower efficacy of regeneration and the possibility of inflammatory responses from foreign body responses. One of CollPlant's goals with its rhCollagen production platform is to overcome these issues, delivering an unlimited capacity of a pure (and safe) product.

Valuation: Our price target is \$20.00 per share. Please see our detailed valuation models for more information.

Risk Factors: These include Clinical, Partnership, Investment and Financial, Regulatory, Market Share, Intellectual Property, and Commercial Risks.



Source: Collplant

Stock Data		
52-Week Range	\$6.00 -	\$24.26
Shares Outstanding (mil.)		9.9
Market Capitalization (mil.)		\$161
Enterprise Value (mil.)		\$157
Debt to Capital		0%
Book Value/Share		\$0.02
Price/Book		16.8
Average Three Months Trading Volume (K)		188
Insider Ownership		46.4%
Institutional Ownership		36.5%
Short interest (mil.)		0.3%
Dividend / Yield		\$0.00/0.0%

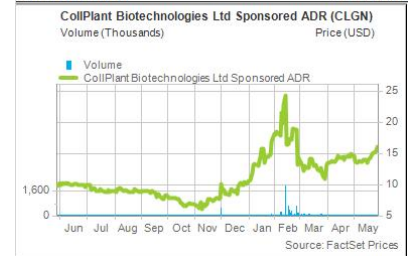


Exhibit 1. Product Models

VergenixSTR (Arthrex) - Tendon repair	2019E	2020E	2021E	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E
Prevalence	17,405,517	17,753,627.81	18,108,700	18,470,874.37	18,840,292	19,217,097.69	19,601,440	19,993,468.44	20,393,338	20,801,204.56	21,217,229	#####
Growth	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
Target Population	10,000,000	10,600,000	10,812,000	11,028,240	11,248,805	11,473,781	11,703,257	11,937,322	12,176,068	12,419,589	12,667,981	12,921,341
Market Share	0.2%	0.4%	1%	2%	2%	3%	4%	5%	6%	6%	6%	6%
Treated Patients	15,000	42,400	75,684	165,424	224,976	344,213	468,130	596,866	730,564	745,175	760,079	775,280
Cost per year	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
% Price Increase	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Revenue (M) \$	7.5	21.2	37.8	82.7	112.5	172.1	234.1	298.4	365.3	372.6	380.0	387.6
Probability of Success	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
Total sales (\$M)	\$2	\$6	\$11	\$25	\$34	\$52	\$70	\$90	\$110	\$112	\$114	\$116

VergenixFG - Wound Healing	2019E	2020E	2021E	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E
Prevalence	21,016,080	21,436,402	21,865,130	22,302,432	22,748,481	23,203,450	23,667,519.50	24,140,870	24,623,687.28	25,116,161	#####	26,130,854
Growth	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
Target Population	12,609,648	13,240,130	13,902,137	14,597,244	15,327,106	16,093,461	16,898,134	17,743,041	18,630,193	19,561,703	20,539,788	21,566,777
Market Share	0%	0%	0%	1%	2%	2%	3%	3%	3%	4%	4%	4%
Treated Patients	1,000	13,240	55,609	116,778	229,907	321,869	506,944	532,291	558,906	782,468	821,592	862,671
Cost per year	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500	\$500
% Price Increase	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Revenue (M) \$	0.5	6.6	27.8	58.4	115.0	160.9	253.5	266.1	279.5	391.2	410.8	431.3
Probability of Success	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
Total sales (\$M)	\$0	\$2	\$8	\$18	\$34	\$48	\$76	\$80	\$84	\$117	\$123	\$129

Biolnk (United Therapeutics) Lung Biotech PBC	2019E	2020E	2021E	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E
Prevalence	1,576,206	1,607,730	1,639,885	1,672,682	1,722,863	1,774,549	1,845,531	1,919,352	1,996,126	2,075,971	2,159,010	2,245,370
Growth	2%	2%	2%	3%	3%	4%	4%	4%	4%	4%	4%	4%
Target Population	1,260,965	1,286,184	1,311,908	1,338,146	1,378,290	1,419,639	1,476,425	1,535,482	1,596,901	1,660,777	1,727,208	2,020,833
Market Share	0%	0%	1%	2%	2%	3%	3%	3%	3%	3%	3%	3%
Treated Patients	1,261	5,145	10,495	20,072	27,566	42,589	44,293	46,064	47,907	49,823	51,816	60,625
Cost per year	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000
% Price Increase	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Revenue (M) \$	1.3	5.1	10.5	20.1	27.6	42.6	44.3	46.1	47.9	49.8	51.8	60.6
Probability of Success	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Total sales (\$M)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0

Aesthetic Medicine	2019E	2020E	2021E	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E
Prevalence	4,203,216	4,287,280	4,415,899	4,592,535	4,776,236	4,967,286	5,165,977	5,372,616	5,587,521	5,811,021	6,043,462	6,285,201
Growth	2%	3%	4%	4%	4%	4%	4%	4%	4%	4%	4%	4%
Target Population	3,858,552	3,974,309	4,133,281	4,298,612	4,470,557	4,649,379	4,835,354	5,028,769	5,229,919	5,439,116	5,656,681	5,885,681
Market Share	0%	0%	1%	3%	4%	4%	4%	4%	4%	4%	4%	4%
Treated Patients	1,000	11,923	33,066	128,958	178,822	185,975	193,414	201,151	209,197	217,565	226,267	235,116
Cost per year	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400	\$400
% Price Increase	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Revenue (M) \$	0.4	4.8	13.2	51.6	71.5	74.4	77.4	80.5	83.7	87.0	90.5	94.0
Probability of Success	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%	90%
Total sales (\$M)	\$0.0	\$0.4	\$4.3	\$11.9	\$46.4	\$64.4	\$67.0	\$69.6	\$72.4	\$75.3	\$78.3	\$81.5

Source: Dawson James estimates, company reports

Modeling Assumptions:

1. We assume Vergenix STR and Vergenix FG achieve only modest European market share penetration. This is a result of the limited capital supporting the launch. The data, thus far, has been quite good on the associated outcomes with the products. In addition to our modest market share assumptions, we assume only a 30% probability of success that the full revenue potential of the products is realized. We do this for conservatism.
2. BioInk – United Therapeutics. We previously removed this from our models (set the probability of success at zero).
3. Aesthetic Medicine. The size of this market is large, blockbuster size (billions). We see CollPlant's rhCollagen as a more ideal dermal filler and as a product scaffold for a variety of new applications from rejuvenation to breast reconstruction. Here too, our assumptions for pricing and market share may be too conservative. Our probability of success assigned is highest here, at 90%, as we feel the pathway is well defined.

Valuation: We model CollPlant's rhCollagen technology platform focused on the aesthetics and advanced wound care markets. We use varying probabilities for each indication ranging from just 30% to 90% that our sales goals can be achieved. The models then flow into our income statement, which is projected out to 2030. On top of these therapeutic success probabilities, we apply a discount rate (r) of 30% (our highest rate for emerging growth companies), and we assume additional capital raises (dilution) in our final share count. We then apply these projections into our Free Cash Flow, discounted EPS and Sum of the Parts models below and round to the nearest whole number to derive our 12-month price target.

Exhibit 2. FCFF Model

Average \$		20											
Price Target \$		21											
Year		2021											
DCF Valuation Using FCF (min):													
Units ('000)	2018A	2019A	2020E	2021E	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E
EBIT	(3,704)	(7,072)	5,774	16,566	31,900	75,484	111,023	142,649	154,138	169,108	195,598	186,397	172,723
Tax Rate	0%	0%	4%	4%	12%	14%	18%	18%	24%	28%	30%	30%	31%
EBIT(1-t)	(3,704)	(7,072)	5,569	15,924	28,072	64,917	91,039	116,972	117,145	121,758	136,919	130,478	119,179
CapEx	(796)	(1,090)	(1,090)										
Depreciation	392												
Change in NWC (ex cash)													
FCF	(4,108)	(8,162)	4,479	15,924	28,072	64,917	91,039	116,972	117,145	121,758	136,919	130,478	119,179
PV of FCF	(15,253)	(23,313)	9,841	26,911	36,493	64,917	70,030	69,214	53,320	42,631	36,876	27,032	18,993
Discount Rate	30%												
Long Term Growth Rate	1%												
Terminal Cash Flow	415,072.35												
Terminal Value YE2030	66,149												
NPV	522,406												
NPV/Debt													
Projected Shares out (thousands)	24,445											2030E	
NPV Per Share	\$ 21.37												

Source: Dawson James estimates, company reports

Exhibit 3. Discounted EPS Model

Current Year	2021
Year of EPS	2030
Earnings Multiple	30
Discount Factor	30%
Selected Year EPS	\$ 7.66
NPV	\$ 21.67

		Discount Rate and Earnings Multiple Varies, Year is Constant					
		2030 EPS					
Earnings Multiple		5%	10%	15%	20%	25%	30%
		1		\$5.29	\$3.48	\$2.33	\$1.59
5		\$26.46	\$17.41	\$11.67	\$7.96	\$5.51	\$3.87
10		\$52.92	\$34.82	\$23.34	\$15.91	\$11.02	\$7.74
15		\$79.39	\$52.23	\$35.01	\$23.87	\$16.53	\$11.61
20		\$105.85	\$69.64	\$46.68	\$31.82	\$22.04	\$15.48
25		\$132.31	\$87.05	\$58.35	\$39.78	\$27.55	\$19.36
30		\$158.77	\$104.46	\$70.02	\$47.74	\$33.06	\$23.23
35		\$185.24	\$121.87	\$81.69	\$55.69	\$38.57	\$27.10

Source: Dawson James estimates, company reports

Exhibit 4. Sum of the Parts Model

Sum of the Parts	LT Gr	Discount Rate	Yrs. to Peak	% Success	Peak Sales MMs	Term Val
VergenixSTR	1%	30%	4	30%	\$388	\$1,337
NPV						\$4.31
VergenixFG	1%	30%	3	30%	\$431	\$1,487
NPV						\$6.23
BioInk	1%	30%	3	10%	\$61	\$209
NPV						\$0.29
Aesthetic Medicine	1%	30%	1	90%	\$91	\$312
NPV						\$6.63
Net Margin						75%
MM Shrs OS (2030E)						24
Total						\$17.5

Source: Dawson James estimates, company reports

Exhibit 5. Income Statement

CollPlant Holdings Ltd. (\$000)																
CollPlant: YE Dec 31	2019A	2020A	1Q21A	2Q21E	3Q21E	4Q21E	2021E	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E
Revenue																
VergenixSTR (Arthrex) - Tendon repair			2,611	2,725	2,952	3,065	11,353	24,814	33,746	51,632	70,220	89,530	109,585	111,776	114,012	116,292
VergenixFG - Wound Healing			1,918	2,002	2,169	2,252	8,341	17,517	34,486	48,280	76,042	79,844	83,836	117,370	123,239	129,401
Biolnk (United Therapeutics) Lung Biotech PBC			241	252	273	283	1,050	2,007	2,757	4,259	4,429	4,606	4,791	4,982	5,182	6,062
Aesthetic Medicine			987	1,030	1,116	1,159	4,292	11,904	46,425	64,376	66,951	69,629	72,414	75,311	78,323	81,456
Misc Revenues	2,400	7,621	8,742			8,742										
Product Revenues	2,400	6,137	14,500	6,009	6,509	6,760	33,778	56,241	117,414	168,547	217,641	243,609	270,625	309,440	320,755	333,211
Royalties																
Total Revenue	2,400	7,621	14,500	6,009	6,509	6,760	33,777	56,241	117,414	168,547	217,641	243,609	270,625	309,440	320,755	333,211
Expenses:																
Cost of Goods Sold	1,758	3,002	866	1,202	1,302	1,352	4,721	11,248	23,483	33,709	43,528	48,722	48,713	46,416	48,113	49,982
%COGS	73%	39%	20%	20%	20%	20%	14%	20%	20%	20%	20%	20%	18%	15%	15%	15%
Research and Development	3,272	4,065	1,633	1,500	1,500	1,500	6,133	7,094	8,947	11,284	14,232	17,951	22,640	27,517	33,444	40,648
Sales and Marketing	3,614	4,669	1,955	1,500	1,500	1,500	6,455	6,000	9,500	12,531	17,232	22,799	30,164	39,909	52,801	69,858
Total Expenses	8,644	11,736	4,454	4,202	4,302	4,352	17,309	24,342	41,930	57,524	74,993	89,472	101,517	113,842	134,359	160,488
Operating Income (loss)	(6,244)	(5,599)	10,046	1,807	2,207	2,408	16,468	31,900	75,484	111,023	142,649	154,138	169,108	195,598	186,397	172,723
Financing income	(1,167)	34	50				50									
Total Other Income (expenses)	339	221	(19)				(19)									
Financial net (expenses)	(828)	175	98	-	-	-	98	-	-	-	-	-	-	-	-	-
Pretax Income	(7,072)	5,774	10,124	1,807	2,207	2,408	16,566	31,900	75,484	111,023	142,649	154,138	169,108	195,598	186,397	172,723
Income Tax Benefit (Provision)		205		181	221	241	642	3,828	10,568	19,984	25,677	36,993	47,350	58,679	55,919	53,544
Tax Rate		4%	10%	10%	10%	10%	4%	12%	14%	18%	18%	24%	28%	30%	30%	31%
Gain (loss) from discontinued operations																
GAAP Net Income (loss)	(7,072)	5,774	10,124	1,626	1,987	2,167	16,566	31,900	75,484	111,023	142,649	154,138	169,108	195,598	186,397	172,723
GAAP-EPS	(1.06)	(0.84)	1.20	0.07	0.08	0.09	1.45	1.35	5.53	5.22	5.97	6.42	7.02	8.08	7.66	7.07
GAAP-EPS (Dil)	(1.06)	(0.84)	0.88	0.07	0.08	0.09	1.45	1.35	5.53	5.22	5.97	6.42	7.02	8.08	7.66	7.07
Wgt'd Avg Shrs (Bas) - (000's)	61,749	6,886	8,413	13,430	13,457	13,484	12,196	13,551	13,660	13,769	13,880	13,991	14,104	14,217	14,331	14,446
Wgt'd Avg Shrs (Dil) - (000's)	61,749	16,000	16,000	23,430	23,453	23,477	21,590	23,552	13,660	21,267	23,880	23,991	24,104	24,217	24,331	24,445

Source: Dawson James estimates, company reports

Risk Analysis

Clinical Trial Risk. CollPlant and its partners may be dependent on the outcome of product-based clinical trials.

Partnership risk. CollPlant may seek partnerships for clinical development support and commercialization. There can be no assurances that the Company will be able to secure favorable partnerships.

Commercial Risk. CollPlant hopes to compete in multiple healthcare-related markets that have traditionally been dominated by large pharma and biotechnology companies with deep pockets (funding and resources), which may make it difficult for CollPlant to compete unless the molecule is deemed to be truly differentiated.

Financial Risk. CollPlant is likely to require additional capital raises before the Company can be self-sustaining. There can be no guarantees that the Company will be able to raise the needed capital.

Investment Risk. CollPlant is a small capital company, which can translate into high volatility and risk for investors. The Company has no revenues and is dependent on clinical progress of its therapeutics.

Intellectual Property. CollPlant may face IP challenges, forcing the Company to defend its patents or claiming the Company is infringing on other patents.

Market Share Risk. The collagen and related products market are competitive and tend to be dominated by large pharma and biotechnology and/or medical device companies.

Regulatory Risk. CollPlant, even with good clinical data, could face extensive delays and other regulatory setbacks.

Companies mentioned in this report

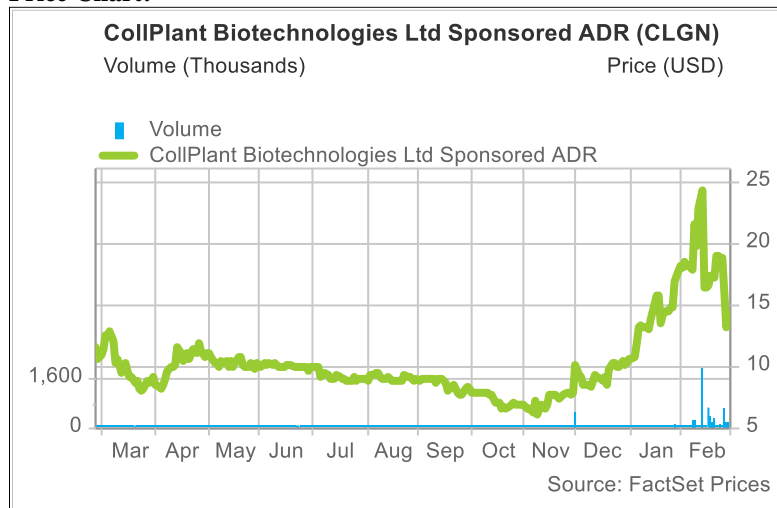
United Therapeutics (UTHR): Not Covered

Allergan (AGN) Not Covered

AbbVie (ABBV) Not Covered

Important Disclosures:

Price Chart:



Price target and rating changes over the past three years:

- Initiated – Buy – November 4, 2019 – Price Target \$9.00
- Price Target Change – Buy – January 27, 2020 – Price Target \$15.00
- Update Report – Buy – May 27, 2020 – Price Target \$15.00
- Update Report – Buy – September 21, 2020 – Price Target \$15.00
- Update Report – Buy – December 3, 2020 – Price Target \$15.00
- Price Target Change – Buy – February 8, 2021 – Price Target \$21.00
- Price Target Change – Buy – March 1, 2021 – Price Target \$20.00
- Update Report – Buy – May 25, 2021 – Price Target \$20.00
- Update Report – Buy – May 28, 2021 – Price Target \$20.00

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Information about valuation methods and risks can be found in the "VALUATION" and "RISK ANALYSIS" sections of this report.

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Rating Definitions:

- 1) **Buy:** The analyst believes the price of the stock will appreciate and produce a total return of at least 20% over the next 12-18 months;
- 2) **Neutral:** The analyst believes the price of the stock is fairly valued for the next 12-18 months;
- 3) **Sell:** The analyst believes the price of the stock will decline by at least 20% over the next 12-18 months and should be sold.

The following chart reflects the range of current research report ratings for all companies followed by the analysts of the Firm. The chart also reflects the research report ratings relating to those companies for which the Firm has performed investment banking services.

As of: 17-May-21

Ratings Distribution	Company Coverage		Investment Banking	
	# of Companies	% of Total	# of Companies	% of Totals
Market Outperform (Buy)	24	71%	5	21%
Market Perform (Neutral)	10	29%	0	0%
Market Underperform (Sell)	0	0%	0	0%
Total	34	100%	5	15%

Analyst Certification:

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