

## Repros Therapeutics (RPRX - \$ 18.78)

### 4Q13 – All Eyes are on ZA-304/305 Trial Outcomes and the Subsequent NDA Filing

This morning, RPRX reported 4Q13 financial results with net losses of (\$7.1MM) or (\$0.31) per share. The company ended 2013 with \$75.8MM cash which potentially supports its operation deep into 2016, in our opinion.

- With a very healthy cash position and given that the near-term financial performance is not the key investment focus of RPRX shares; the value drivers for investors in 2014 are the progression of various clinical developments, which include Androxal in secondary hypogonadism and Proellex in uterine fibroids (UF) and endometriosis.
- Given that the majority of RPRX share value currently is on the success of Androxal development, key catalysts for the share in 2014 would be the execution and data reporting (4Q14 possibly in Oct.) of the ongoing 304/305 studies. We also view reporting of more matured safety data (300/303), pre-NDA meeting with the FDA (June '14) and NDA filing (4Q14) as important events for the year. Further, the potential FDA expert panel meeting outcome (possibly in 3Q15) and approval decision (late '15) are major catalysts next year. Additional Proellex clinical developments in 2014 and beyond should potentially advance RPRX share values as well.
- At a backdrop of investigating cardiovascular risks of approved TRT products, the FDA recently approved Endo International's (ENDP – NR) Aveed (a long-acting testosterone with an infrequent dosing advantage) with a boxed warning label regarding the risks of serious pulmonary-oil microembolism (POME), anaphylaxis and requirement of a REMS program. We view the news positive for RPRX shares given 1) the FDA remains to have a balanced view of the risk/benefit in approving hypogonadism product; and 2) Androxal is not a TRT and potentially with a better safety profile. It is noted that the PDUFA date for another TRT product, an intranasal delivered CompleoTRT of Trimel Pharmaceuticals (TRLPF - NR) is scheduled on May 28, 2014.
- **Action.** We are reiterating our Buy rating and our \$32 target price to reflect the continued improved outlook of Androxal and maturation of Proellex development. Valuation is based on our P/E, and NPV-driven-and-probability adjusted sum-of-the-parts analyses.

#### Earnings Estimates: (per share)

(Dec)	1Q	2Q	3Q	4Q	FY	P/E
<b>FY-14E</b>	-0.32	-0.33	-0.33	-0.28	-1.27	NM
<b>FY-13A</b>	-0.41	-0.38	-0.26	-0.31	-1.33	NM
<b>FY-12A</b>	-0.17	-0.21	-0.30	-0.47	-1.18	NM
<b>FY-11A</b>	-0.20	-0.30	-0.32	-0.22	-1.04	NM

Source: Laidlaw & Company estimates

Healthcare/Biotechnology

Ticker:	<b>RPRX</b>
Rating:	<b>Buy</b>
Price Target:	<b>\$ 32.00</b>

#### Trading Data:

Last Price (03/13/2014)	\$ 18.78
52-Week High (9/24/2013)	\$ 29.79
52-Week Low (3/20/2013)	\$ 8.42
Market Cap. (MM)	\$ 432
Shares Out. (MM)	23

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### Anticipated milestones in 2014 and beyond

Program	Indication	Event	Timing	Importance
Androxal	Secondary hypogonadism	Potential pre-NDA meeting with the FDA	June '14	****
		Potential report ZA-303 DEXA safety study data	4Q14	****
		Potential report ZA-300 12 months safety study data	3Q14	****
		Potential to release Phase III comparative studies results	4Q (Oct.) '14	*****
		Potential NDA filing	4Q14	****
		FDA expert panel meeting	3Q15	*****
		Potential partnership or other business development activities	2014 / 2015	*****
		Potential approval for 2nd hypogonadism	4Q15 / 1Q16	*****
Proellex	Uterine Fibroids	Potentially to commence low dose oral Phase II study vs. vaginal Proellex as final format for Phase III trial	2Q14	***
		Potentially to commence vaginal Proellex Phase IIb trial	2Q14	***
		Potentially to determine low dose oral vs. vaginal Proellex as final format for Phase III trial	1H15	****
		Potentially to start a Phase III study	2015	*****
	Endometriosis	Possible to complete patient enrollment for Phase II study	2H14	***
		Possible to report Phase II study top-line results	2015	****

\*\*\*\* / \*\*\*\*\* Major catalyst event that could impact share price very significantly while \*\*\* event is more informative

Source: Laidlaw & Company estimates and company presentation

## Major risks

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**Clinical risks of trial study failure could have significantly negative impact on RPRX share value.** Given that Androxal in secondary hypogonadism is the most advanced and most promising program in Repros' product portfolio, we believe the majority of RPRX share valuation (both assessed by us and the Street) resides on the potential clinical and regulatory success of this program. Despite a lower probability of clinical failure, in our opinion, a scenario that if the FDA requests significantly more difficult Phase III studies at the upcoming meeting and the company cannot accomplish such task; could significantly reduce RPRX share value. As such, we view the outcome from the FDA discussion and report the top-line results from the pivotal comparative trials (possibly in 4Q14) could be important binary events for RPRX shares.

**Market potential of Androxal in secondary hypogonadism is lower than projected.** With well-differentiated attributes, such as retaining spermatogenesis, compared to marketed testosterone replacement products coupling with trend of increased prescription and substantial unmet medical need, we believe the commercial outlook of Androxal could be substantial. However, given Androxal is a non-testosterone and competes in an environment of well-entrenched TRT treatment paradigm, substantial and effective education effects, in our opinion, are necessary to change physicians prescribing habits and expand Androxal sales. The potential patent expiration of AndroGel could be an opportunity for Androxal but it also could become a challenge that limits Androxal's pricing flexibility. Overall, if our projection for the future market dynamic is incorrect or the execution by the company (given the current management team has limited product commercialization experience) or potential licensing partner is inadequate, the revenue outlook for Androxal could disappoint.

**Androxal patent dispute could potentially affect the economics RPRX receives.** The company is currently in a legal dispute with Dr. Harry Fisch, who claims the two patents encompassing clomid as a treatment for hypogonadism. Despite the fact that the U.S. Patent and Trademark Office (PTO) recently reversed the rejections of Dr. Fisch's patent infringement claims, it might be too early or too uncertain, in our opinion, to determine the ultimate resolution. If such patents are not invalidated by the PTO or a court of competent jurisdiction, the company may be required to obtain a license, potentially for a fee, from the holder of such patents in order to develop Androxal further. Although we do not anticipate such a scenario would derail the development or commercial outlook of Androxal, we believe the economic reward to the company would be reduced modestly.

**Although promising, low dose Proellex and Proellex-V must still demonstrate proof-of-concept results.** Although the current clinical data regarding efficacy and safety from the low-dose oral Proellex and newly-

developed Proellex-V study are encouraging, it is still be too early to fully project the product's future in endometriosis and in uterine fibroids. In addition, it is still uncertain as which format of Proellex would be used for UF development going forward. Further, low dose oral Proellex in endometriosis Phase II study is still ongoing and we believe a positive efficacy and satisfactory safety profile are needed from the study to potentially to fully lift the clinical hold by the FDA to advance the program. Any negative outcomes could also a setback despite Proellex only accounts for a minor portion of the RPRX valuation.

**Potential financing could dilute shareholders.** Despite the company's cash position could support operation, including R&D and M&S expenses, into 2016; the possibility exists as additional cash could be needed for other un-expected corporate development activities. If not from the non-dilutive sources, options could include a potentially-dilutive equity offering, of which could potentially affect current shareholders negatively due to dilution. However, we view such risk could be offset by the substantial value increase of the company's assets due to clinical advancement leading to commercialization.

Figure 1: Income Statement

Repros Therapeutics – Income Statement

(\$ MM)	2011	2012	1Q13	2Q13	3Q13	4Q13	2013	1Q14E	2Q14E	3Q14E	4Q14E	2014E	2015E	2016E	2017E	2018E
	<b>Revenue</b>															
Licensing fees	-	-	-	-	-	-	-	-	-	-	-	-	-	10.0	10.0	10.0
Product revenue	-	-	-	-	-	-	-	-	-	-	-	-	-	61.4	136.4	260.8
Research and development grants	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Interest income	0.0	0.0	-	0.0	0.0	0.0	0.0	-	-	-	-	-	-	-	-	-
Gain on disposal of fixed assets	-	-	0.0	-	-	-	0.0	-	-	-	-	-	-	-	-	-
Other Income	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Revenue</b>	<b>\$0.0</b>	<b>\$0.0</b>	<b>\$0.0</b>	<b>\$0.0</b>	<b>\$0.0</b>	<b>\$0.0</b>	<b>\$0.0</b>	<b>\$0.0</b>	<b>\$0.0</b>	<b>\$0.0</b>	<b>\$0.0</b>	<b>\$0.0</b>	<b>\$0.0</b>	<b>\$71.4</b>	<b>\$146.4</b>	<b>\$270.8</b>
<b>Costs of goods</b>																
Gross revenue	-	-	-	-	-	-	-	-	-	-	-	-	0.0	6.1	13.6	26.1
Research and development	8.7	13.3	6.3	6.0	4.8	5.8	22.9	6.0	6.2	6.2	5.0	23.3	14.5	14.9	16.4	17.9
General and administrative	3.8	4.8	1.1	1.2	1.2	1.4	4.8	1.5	1.7	1.7	1.7	6.6	7.9	11.9	13.1	13.2
Sales and marketing	-	-	-	-	-	-	-	-	-	0.0	0.0	0.0	5.0	24.7	28.3	32.6
Interest expense and amortization of intangibles	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Total Operating Expenses</b>	<b>\$12.5</b>	<b>\$18.2</b>	<b>\$7.4</b>	<b>\$7.2</b>	<b>\$6.0</b>	<b>\$7.1</b>	<b>\$27.7</b>	<b>\$7.5</b>	<b>\$7.8</b>	<b>\$7.9</b>	<b>\$6.7</b>	<b>\$29.9</b>	<b>\$27.4</b>	<b>\$51.4</b>	<b>\$29.5</b>	<b>\$31.1</b>
<b>Operating Income (loss)</b>	<b>(\$12.5)</b>	<b>(\$18.2)</b>	<b>(\$7.4)</b>	<b>(\$7.2)</b>	<b>(\$6.0)</b>	<b>(\$7.1)</b>	<b>(\$27.7)</b>	<b>(\$7.5)</b>	<b>(\$7.8)</b>	<b>(\$7.9)</b>	<b>(\$6.7)</b>	<b>(\$29.9)</b>	<b>(\$27.4)</b>	<b>\$13.8</b>	<b>\$103.3</b>	<b>\$213.7</b>
Loss from continuing operations	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Gain on disposal of discontinued operation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Net loss before cumulative effect of change in accounting principle	(12.5)	(18.2)	(7.4)	(7.2)	(6.0)	(7.1)	(27.7)	(7.5)	(7.8)	(7.9)	(6.7)	(29.9)	(27.4)	13.8	103.3	213.7
Cumulative effect of change in accounting principle	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Income (loss) before tax expense	(12.5)	(18.2)	(7.4)	(7.2)	(6.0)	(7.1)	(27.7)	(7.5)	(7.8)	(7.9)	(6.7)	(29.9)	(27.4)	13.8	103.3	213.7
Income tax expense	-	-	-	-	-	-	-	-	-	-	-	-	-	4.7	35.1	72.6
<b>Net Incomes (Losses)</b>	<b>(\$12.5)</b>	<b>(\$18.2)</b>	<b>(\$7.4)</b>	<b>(\$7.2)</b>	<b>(\$6.0)</b>	<b>(\$7.1)</b>	<b>(\$27.7)</b>	<b>(\$7.5)</b>	<b>(\$7.8)</b>	<b>(\$7.9)</b>	<b>(\$6.7)</b>	<b>(\$29.9)</b>	<b>(\$27.4)</b>	<b>\$9.1</b>	<b>\$68.2</b>	<b>\$141.0</b>
Net Earnings (Losses) Per Share—Basic	(\$1.04)	(\$1.18)	(\$0.41)	(\$0.38)	(\$0.26)	(\$0.31)	(\$1.33)	(\$0.32)	(\$0.33)	(\$0.33)	(\$0.28)	(\$1.27)	(\$1.15)	\$0.37	\$2.76	\$5.62
Net Earnings (Losses) Per Share—Diluted	(\$1.04)	(\$1.18)	(\$0.41)	(\$0.38)	(\$0.26)	(\$0.31)	(\$1.33)	(\$0.32)	(\$0.33)	(\$0.33)	(\$0.28)	(\$1.27)	(\$1.15)	\$0.37	\$2.76	\$5.62
Shares outstanding—basic	12.0	15.3	18.2	19.0	23.0	23.0	20.8	23.2	23.4	23.6	23.8	23.5	23.9	24.3	24.7	25.1
Shares outstanding—diluted	12.0	15.3	18.2	19.0	23.0	23.0	20.8	23.2	23.4	23.6	23.8	23.5	23.9	24.3	24.7	25.1
<b>Margin Analysis (% of Revenue)</b>																
COGS	434100%	444767%	630800%	603700%	159533%	144525%	254578%	N.A.	N.A.	N.A.	N.A.	N.A.	10%	10%	10%	10%
R&D	190550%	160900%	106700%	117100%	40500%	34125%	53533%	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	21%	11%	7%
SG&A	190550%	160900%	106700%	117100%	40500%	34125%	53533%	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	17%	9%	5%
Operating Income (loss)	-624550%	-605567%	-737400%	-720700%	-199933%	-178550%	-308011%	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	19%	71%	79%
Pretax	0%	0%	-737400%	-720700%	-199933%	-178550%	0%	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	0%	0%	0%
Tax Rate	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	34%	34%	34%
Net Income	-624550%	-605567%	-737400%	-720700%	-199933%	-178550%	-308011%	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	13%	47%	52%
<b>Financial Indicator Growth Analysis (Y/Y)</b>																
Licensing fees	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	0%	0%
Product royalties	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	122%	91%
Research and development grants	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	0%	0%	0%
Interest income	N.A.	50%	N.A.	N.A.	200%	100%	167%	N.A.	-100%	-100%	-100%	-100%	0%	0%	0%	0%
Total Revenue	-100%	50%	N.A.	N.A.	200%	100%	200%	-100%	-100%	-100%	-100%	-100%	N.A.	N.A.	105%	85%
Research and development	199%	54%	330%	177%	53%	-12%	72%	-4%	2%	29%	-14%	2%	-38%	3%	10%	9%
General and administrative	67%	27%	10%	27%	-16%	-8%	0%	41%	41%	41%	27%	37%	20%	50%	10%	1%
Sales and marketing	-	-	-	-	-	-	-	-	-	-	-	N.A.	0%	393%	15%	15%
Operating incomes	162%	45%	202%	132%	31%	-11%	53%	2%	8%	31%	-6%	8%	-9%	-150%	650%	107%
Total Other Income, net	162%	45%	202%	132%	31%	-11%	53%	2%	8%	31%	-6%	8%	-9%	-150%	650%	107%
Pretax Income	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.	N.A.
Net Income	162%	45%	202%	132%	31%	-11%	53%	2%	8%	31%	-6%	8%	-9%	-133%	650%	107%
EPS - Basic	76%	13%	133%	82%	-12%	-34%	13%	-20%	-12%	28%	-9%	-5%	-10%	-133%	638%	104%
EPS - Diluted	76%	13%	133%	82%	-12%	-34%	13%	-20%	-12%	28%	-9%	-5%	-10%	-133%	638%	104%
Shares outstanding—basic	48%	28%	30%	28%	49%	34%	36%	28%	23%	3%	3%	13%	2%	2%	2%	2%
Shares outstanding—diluted	48%	28%	30%	28%	49%	34%	36%	28%	23%	3%	3%	13%	2%	2%	2%	2%

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Source: Bloomberg LP; Company reports; Laidlaw & Company estimates

## DISCLOSURES:

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*Additional information available upon request.*

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#### Rating and Price Target Change History



#### 3 Year Rating Change History

Date	Rating	Closing Price (\$)
11/19/2013	Buy (B)	14.59

#### 3 Year Price Change History

Date	Target Price (\$)	Closing Price, (\$)
11/19/2013	32.00	14.59

Source: Laidlaw & Company

Created by: Blue-Compass.net

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			Investment Banking	Brokerage
<b>Strong Buy (SB)</b>	Expected to significantly outperform the sector over 12 months.	0.00%	0.00%	0.00%
<b>Buy (B)</b>	Expected to outperform the sector average over 12 months.	85.71%	28.57%	14.29%
<b>Hold (H)</b>	Expected returns to be in line with the sector average over 12 months.	7.14%	0.00%	0.00%
<b>Sell (S)</b>	Returns expected to significantly underperform the sector average over 12 months.	0.00%	0.00%	0.00%

### ADDITIONAL COMPANIES MENTIONED

Endo International (ENDP, NR)  
Trimel Pharmaceuticals (TRLPF, NR)

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