

Flexion Therapeutics (FLXN - \$16.26)

Healthcare / Biotechnology

Highlights from management – Still significantly undervalued

We recently spent time with the senior management of FLXN and we continue to see the name as one of the most undervalued names in our coverage space. We continue to expect positive Phase 3 data in 1Q16 from the ongoing FX006/placebo/IR TCA trial. While the Phase 2b data had a hiccup at the 12-week endpoint, weeks 1-13 did show a statistically significant difference from placebo and at a magnitude of pain relief that was ~3x the separation that hyaluronic acids (HA) showed in their clinical trials. Should the Phase 3 trial read out positive we believe FLXN should be able to file it with the Phase 2b data for FX006 approval. We are reiterating our Buy rating, \$35 price target.

Ticker:	FLXN
Rating:	Buy
Price Target:	\$35.00

- **More clarity on the potential timing of the Phase 3 data.** The Phase 3 trial completed enrollment July 29, 2015 with a 6-month duration of treatment. Add in 4-6 weeks from the January 29th end of treatment to compile the data and we now anticipate FLXN releasing top-line data in early march 2016.
- **Likely priced in-line with HA, which seems reasonable.** Given the magnitude of pain relief seen in the FX006 trials, and the dearth of effective treatments for OA knee pain, we see little push-back from payers on paying around \$500/injection for FX006 should it be approved. A total knee replacement can cost ~\$50K per knee, so anything which can delay that is a positive for managed care. Additionally FLXN has polled 22-23 payers covering ~150M covered lives and received little push back on potentially pricing FX006 in-line with HA if approved.
- **NDA filing in 2016 still seems likely – if the p3 data looks good.** FLXN (and Laidlaw) believes that the FDA will be amenable to approving FX006 even with the Phase 2b data hiccup given the high medical need, the magnitude of pain relief demonstrated by FX006, and low side effect profile of TCA.
- **We believe FX006 has true “blockbuster” potential.** We model in FX006 reaching ~\$650M in sales in 2020 with an ~20% penetration of the 3.2M IR TCA market alone, not even counting the 1.5M HA injection market.
- **Maintain BUY rating, \$35 price target.** Our \$35 price target is based on a sum-of-the-parts analysis, with FX006 valued at \$30/share and cash (end 2016) and technology at \$5/share

Trading Data:

Last Price (10/26/2015)	\$16.26
52-Week High (03/20/2015)	\$30.37
52-Week Low (10/02/2015)	\$13.08
Market Cap. (MM)	\$349.6
Shares Out. (MM)	21.50

Earnings Estimates: (per share)

(Sep)	1Q	2Q	3Q	4Q	FY	P/E
FY16E	(\$0.55)	(\$0.58)	(\$0.58)	(\$0.58)	(\$2.30)	NA
FY15E	(\$0.43)A	(\$0.58)A	(\$0.60)	(\$0.59)	(\$2.20)	NA
FY14	(\$0.86)	(\$0.38)	(\$0.45)	(\$0.47)	(\$1.97)	NA
FY13	(\$6.13)	(\$6.13)	(\$6.12)	(\$4.65)	(\$23.02)	NA

Analyst

Jim Molloy Specialty Pharma & Biotechnology
(617) 283-5521
jmolloy@laidlawltd.com

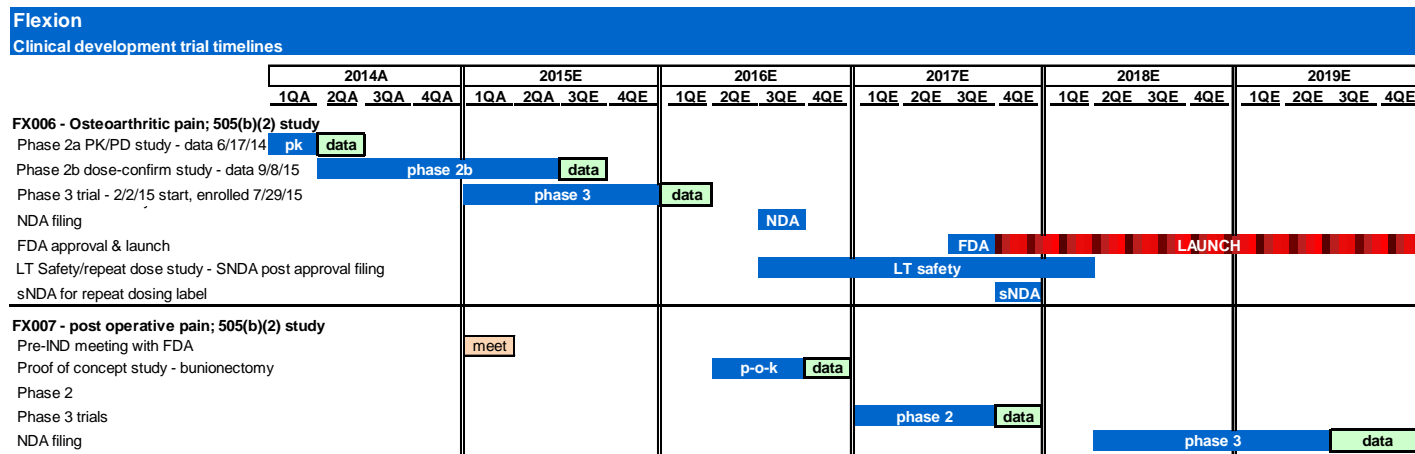
FOR ANALYST CERTIFICATION AND DISCLOSURES, PLEASE SEE DISCLOSURES SECTION AT THE END OF THIS REPORT. This report has been prepared by Laidlaw & Co (UK), Ltd. Investors should be aware that the firm may have a conflict of interest that could affect the objectivity of this report. Investors should consider this report as only a single factor in making their investment decision. All prices are those current at the end of the previous trading session unless otherwise indicated. Prices and consensus estimates are sourced from a reliable market source

Figure 1. Valuation

Sum-of-the-parts value: FLXN		
Segment	Valuation (000's)	Per share value
FX006 value	\$729,506	\$30
Cash (end '16) & tech value	\$114,440	\$5
SUM	\$843,946	\$35
Shares out '16E (000)		24,405

Source: Company Reports; Laidlaw & Company estimates

Figure 2. Upcoming clinical trial timelines



Source: Company reports and Laidlaw estimates

Specialty Pharmaceuticals
Jim Molloy (857) 317-5061 jmolloy@laidlawltd.com

Source::Laidlaw & Company estimates

Quarterly Income Statement

Flexion										
Quarterly income statement										
(\$000 except per share)	2014A				2014A Year	2015E				2015E Year
	1QA	2QA	3QA	4QA		1QA	2QA	3QE	4QE	
Revenues										
Total Revenue										
Expenses:										
Cost of Revenue (COGS)						-	-	-	-	-
Gross Margin	-	-	-	-	-	-	-	-	-	-
R&D	4,151	3,615	4,658	5,499	17,923	6,255	9,640	9,750	9,750	35,395
SG&A	2,284	2,234	2,304	2,242	9,064	2,760	2,904	3,250	3,250	12,164
Total op. exp.	6,435	5,849	6,962	7,741	26,987	9,015	12,544	13,000	13,000	47,559
Inc (loss) from Ops	(6,435)	(5,849)	(6,962)	(7,741)	(26,987)	(9,015)	(12,544)	(13,000)	(13,000)	(47,559)
Int inc (exp), net	(81)	28	56	75	78	(35)	440	50	50	505
Other income (exp)	(26)	(110)	(130)	(138)	(404)	(123)	(333)	(100)	(100)	(656)
Inc (loss) before taxes	(6,542)	(5,931)	(7,036)	(7,804)	(27,313)	(9,173)	(12,437)	(13,050)	(13,050)	(47,710)
Income tax exp (benefit)										
Net Income (Loss)	(6,542)	(5,931)	(7,036)	(7,804)	(27,313)	(9,173)	(12,437)	(13,050)	(13,050)	(47,710)
Earning per Share (EPS)										
	(\$0.86)	(\$0.38)	(\$0.45)	(\$0.47)	(\$1.97)	(\$0.43)	(\$0.58)	(\$0.60)	(\$0.59)	(\$2.20)
Weighted avg. shares (000)	7,633	15,619	15,625	16,699	13,894	21,451	21,475	21,725	21,975	21,657
Fully diluted shares (000)	8,575	16,828	16,859	18,054	15,079	22,999	22,975	23,225	23,475	23,169

Source: Company reports and Laidlaw estimates

Specialty Pharmaceuticals
Jim Molloy (857) 317-5061 jmolloy@laidlawltd.com

Source::Laidlaw & Company estimates

Annual Income Statement

Flexion							
Annual income statement							
(\$000 except per share)	2014A	2015E	2016E	2017E	2018E	2019E	Comments
Revenues							
FX006 - OA pain				\$1,655	\$200,497	\$340,745	US launch late 2017
FX006 ex-US royalties					13,748	22,303	Partner ex-US
Total Revenue	\$0	\$0	\$0	\$1,655	\$214,246	\$363,049	
Expenses:							
Cost of Revenue (COGS)	-	-	-	248	30,075	51,112	
Gross Margin	-	-	-	1,407	184,171	311,937	
R&D	17,923	35,395	38,000	40,750	44,750	40,000	
G&A	9,064	12,164	14,750	16,750	44,000	86,000	Self-launch FX006 in US
Total op exp	26,987	47,559	52,750	57,500	88,750	126,000	
Inc/(loss) from Ops	(26,987)	(47,559)	(52,750)	(56,093)	95,421	185,937	
Int income (exp), net	78	505	200	250	300	450	
Other expenses, net	(404)	(656)	(200)	(200)	(200)	(199)	
Inc/(loss) before taxes	(27,313)	(47,710)	(52,750)	(56,043)	95,521	186,188	
Income tax exp (benefit)	-	-	-	-	-	27,928	Sig. tax loss carryforwards
Net Income (Loss)	(\$27,313)	(\$47,710)	(\$52,750)	(\$56,043)	\$95,521	\$158,260	
Earning per Share	(\$1.97)	(\$2.20)	(\$2.30)	(\$2.30)	\$3.30	\$5.00	
Weighted avg. shares (000)	13,894	21,657	22,905	24,405	26,905	29,405	
Fully diluted shares (000)	15,079	23,169	24,405	26,155	28,905	31,655	
Cash balance	\$151,753	\$156,840	\$106,940	\$54,247	\$154,143	\$314,553	cash into 2017

Source: Company reports and Laidlaw estimates

Specialty Pharmaceuticals
Jim Molloy (857) 317-5061 jmolloy@laidlawltd.com

Source: Company reports and Laidlaw estimates.

Major Risks

Exogenous events could impact our outlook. We believe pharmaceutical companies have the least control over competitive, political, and regulatory risks. Although we have incorporated competitive assumptions into our forecasts, there may be other risks beyond the scope of our analysis. Changes in the drug reimbursement system, as well as any political or regulatory amendments, may significantly influence the earnings power of these companies.

Actual clinical results and the FDA's conclusions may deviate from expectations. Many of our assumptions are based on a review of incomplete clinical trial data available in the public domain. Often, our conclusions are drawn from early stage data, which may not be reflected by pivotal studies. Furthermore, the FDA's conclusions may not coincide with our own, materially changing our revenue and earnings assumptions.

Compliance issues, product recalls, and other mandates by regulatory authorities could materially change our expectations. Regulatory compliance issues, ranging from accounting irregularities to defective manufacturing practices, could materially change our assumptions and earnings outlook. Unanticipated product recalls and labeling changes could also have adverse consequences on our earnings assumptions.

Legal risks could lead to additional liabilities and revenue loss. In addition to the expenses incurred by patent challenges, product liability and other legal suits could occur and lead to additional liabilities and revenue loss, which could substantially change our financial assumptions.

DISCLOSURES:

ANALYST CERTIFICATION

The analyst responsible for the content of this report hereby certifies that the views expressed regarding the company or companies and their securities accurately represent his personal views and that no direct or indirect compensation is to be received by the analyst for any specific recommendation or views contained in this report. Neither the author of this report nor any member of his immediate family or household maintains a position in the securities mentioned in this report.

EQUITY DISCLOSURES

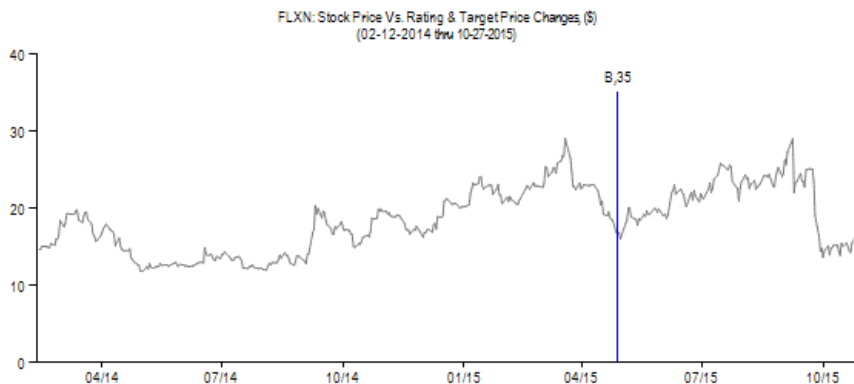
For the purpose of ratings distributions, regulatory rules require the firm to assign ratings to one of three rating categories (i.e. Strong Buy/Buy-Overweight, Hold, or Underweight/Sell) regardless of a firm's own rating categories. Although the firm's ratings of Buy/Overweight, Hold, or Underweight/Sell most closely correspond to Buy, Hold and Sell, respectively, the meanings are not the same because our ratings are determined on a relative basis against the analyst sector universe of stocks. An analyst's coverage sector is comprised of companies that are engaged in similar business or share similar operating characteristics as the subject company. The analysis sector universe is a sub-sector to the analyst's coverage sector, and is compiled to assist the analyst in determining relative valuations of subject companies. The composition of an analyst's sector universe is subject to change over time as various factors, including changing market conditions occur. Accordingly, the rating assigned to a particular stock represents solely the analyst's view of how that stock will perform over the next 12-months relative to the analyst's sector universe.

Additional information available upon request.

‡ Laidlaw & Company has received compensation from the subject company for investment banking services in the past 12 months and expects to receive or intends to seek compensation for investment banking services from the company in the next three months.

RATINGS INFORMATION

Rating and Price Target Change History



3 Year Rating Change History

Date	Rating	Closing Price (\$)
04/28/2015	Buy (B)	16.87

3 Year Price Change History

Date	Target Price (\$)	Closing Price, (\$)
04/28/2015	35.00	16.87

Source: Laidlaw & Company

Created by: Blue-Compass.net

Laidlaw & Company Rating System*		% of Companies Under Coverage With This Rating	% of Companies for which Laidlaw & Company has performed services for in the last 12 months	
			Investment Banking	Brokerage
Strong Buy (SB)	Expected to significantly outperform the sector over 12 months.	0.00%	0.00%	0.00%
Buy (B)	Expected to outperform the sector average over 12 months.	74.19%	25.81%	6.45%
Hold (H)	Expected returns to be in line with the sector average over 12 months.	3.23%	0.00%	0.00%
Sell (S)	Returns expected to significantly underperform the sector average over 12 months.	0.00%	0.00%	0.00%

ADDITIONAL COMPANIES MENTIONED

ADDITIONAL DISCLOSURES

As of the date of this report, neither the author of this report nor any member of his immediate family or household maintains an ownership position in the securities of the company (ies) mentioned in this report.

This report does not provide individually tailored investment advice and has been prepared without regard to the individual financial circumstances and objectives of persons who receive it. Laidlaw & Co (UK), Ltd. recommends that investors independently evaluate particular investments and strategies, and encourages investors to seek the advice of a financial adviser. The appropriateness of a particular investment or strategy will depend on an investor's individual circumstances and

objectives. The securities, instruments, or strategies discussed in this report may not be suitable for all investors, and certain investors may not be eligible to purchase or participate in some or all of them. This report is not an offer to buy or sell or the solicitation of an offer to buy or sell any security/instrument or to participate in any particular trading strategy.

Associated persons of Laidlaw & Co (UK), Ltd not involved in the preparation of this report may have investments in securities/instruments or derivatives of securities/instruments of companies mentioned herein and may trade them in ways different from those discussed in this report. While Laidlaw & Co (UK), Ltd., prohibits analysts from receiving any compensation. Bonus or incentive based on specific recommendations for, or view of, a particular company, investors should be aware that any or all of the foregoing, among other things, may give rise to real or potential conflicts of interest.

With the exception of information regarding Laidlaw & Co (UK), Ltd. this report is based on public information. Laidlaw & Co (UK), Ltd makes every effort to use reliable, comprehensive information, but we make no representation that it is accurate or complete and it should not be relied upon as such. Any opinions expressed are subject to change and Laidlaw & Co (UK), Ltd disclaims any obligation to advise you of changes in opinions or information or any discontinuation of coverage of a subject company. Facts and views presented in this report have not been reviewed by, and may not reflect information known to, professionals in other Laidlaw & Co (UK), Ltd business areas. Laidlaw & Co (UK), Ltd associated persons conduct site visits from time to time but are prohibited from accepting payment or reimbursement by the company of travel expenses for such visits. The value of and income from your investments may vary because of changes in interest rates, foreign exchange rates, default rates, prepayment rates, securities/instruments prices, market indexes, operational or financial conditions of companies or other factors. There may be time limitations on the exercise of options or other rights in securities/instruments transactions. Past performance is not necessarily a guide to future performance. Estimates of future performance are based on assumptions that may not be realized. If provided, and unless otherwise stated, the closing price on the cover page is that of the primary exchange for the subject company's securities/instruments.

Any trademarks and service marks contained in this report are the property of their respective owners. Third-party data providers make no warranties or representations of any kind relating to the accuracy, completeness, or timeliness of the data they provide and shall not have liability for any damages of any kind relating to such data. This report or any portion thereof may not be reprinted, sold or redistributed without the written consent of Laidlaw & Co (UK), Ltd. This report is disseminated and available primarily electronically, and, in some cases, in printed form.

The information and opinions in this report were prepared by Laidlaw & Co (UK), Ltd. For important disclosures, please see Laidlaw & Co (UK), Ltd.'s disclosure website at www.Laidlawltd.com, or contact your investment representative or Laidlaw & Co (UK), Ltd at 546 Fifth Ave, 5th Floor, New York, NY 10036 USA.

© 2015 Laidlaw & Co. (UK), Ltd.

NOTES: