

28-April-2010

Alimera Sciences (ALIM)

Developing an injectable implant to treat eye diseases.

Investment Rating: Outperform

Pricing Update

Stock Data *(in mil, except per share)*

Current Price (28-Apr-2010)	\$11.06
Shares Outstanding	33.0
Market Capitalization	\$364.9
Enterprise Value	\$298.7

IPO Data

Offer Date	4/21/2010
Offer Price	\$11.00
Price Range	\$15.00 - \$17.00
Shares Offered (% insider)	6.6 (0%)
Deal Size	\$72.1
Use of Proceeds	Fund clinical trials/launch

IPO Underwriters *(*bookrunner)*

Credit Suisse*	Citi*
Cowen & Company	Oppenheimer & Co.

Key Financial Data

Income Model	FY Ended Dec		
<i>(\$ in mil)</i>	2009A	2010E	2011E
Sales	\$0.0	\$0.0	\$140.0
EBITDA	-17.6	-27.8	28.5
EBIT	-19.2	-29.8	26.0
Net Income	-21.1	-29.5	16.4
EPS	-\$0.94	-\$0.97	\$0.50

Balance Sheet	As of 12/31/09 <i>(adj. for IPO)</i>
Cash	\$66.2
Working Capital	61.4
Total Assets	67.9
Total Debt	0.0
Shareholders' Equity	60.9

Corporate Data

Employees	21
Year Founded	2003
Headquarters	Alpharetta, GA
Phone Number	678-990-5740
Web Address	www.alimerasciences.com

Rating Analysis

Very Weak Neutral Very Strong

Long-Term

Company Fundamentals	<div><div></div><div></div><div></div><div></div><div></div></div>
Corporate Governance	<div><div></div><div></div><div></div><div></div><div></div></div>

Short-Term

Relative Valuation	<div><div></div><div></div><div></div><div></div><div></div></div>
Technical Strength	<div><div></div><div></div><div></div><div></div><div></div></div>

Alimera raises less proceeds than expected and trades flat during first five days.

Although Alimera sold 6.55 million shares in its IPO (0.55 million shares more than expected), the company raised only \$66 million in net proceeds versus \$87 million as originally planned as the shares were priced at only \$11, a sharp 31% discount to the proposed \$15-\$17 range. Since it commenced trading last week, the stock has moved within a tight range and closed at \$11.06 today for a return of 1% thus far.

Raising valuation rating due to IPO discount. Alimera may get FDA approval for its steroid eye implant Iluvien as early as 4Q10, and sales could ramp quickly. Based on our assumption that Iluvien will launch in 1Q11 and may hit peak sales of \$1.06 billion in 2017, we see significant upside to the current valuation. Even if we assumed a 25% discount rate in our DCF model, the fair value of the stock would be nearly \$18, implying over 60% upside to the current price (an even steeper discount rate of 30% would imply a fair value of \$13). Note that key risks to the valuation include Iluvien's failure to gain FDA approval and lower-than-expected sales due to the launch of competing products.

Market opportunity is over \$1 billion. Although there is risk involved in the story as Alimera has yet to gain FDA approval of its sole product candidate and Iluvien will be up against alternate off-label treatments like Lucentis and Avastin, Iluvien has the potential to generate over \$1 billion in peak sales. Alimera is run by an experienced management team that has been able to attract significant capital from a number of venture capital firms.

Bull Insights

- Iluvien is in late-stage development and the NDA filing is imminent
- If approved, Iluvien has the potential to generate \$1 billion+ in peak sales
- Iluvien is designed to last much longer than off-label therapies
- Alimera is managed by Novartis alums and has strong venture backers
- The valuation leaves room for upside and the group is hot

Bear Insights

- Has lost \$172 million to date and has only one drug in clinical development
- Iluvien failed in one Phase 3 trial under the modified data set
- Will compete against alternate treatments like Lucentis & Avastin (Genentech)
- Anticipates pricing pressure due to the pending healthcare reforms

Company Fundamentals

Rating: Neutral

Overview:

This biopharmaceutical firm, run by veterans from Novartis, is developing Iluvien, an implant containing an approved steroid that is injected into the back of the eye to treat ophthalmic diseases. Iluvien which has fewer side effects and lasts longer than currently prescribed off-label therapies, is currently in two Phase 3 clinical trials for the treatment of diabetic macular edema (DME). Alimera plans to file a New Drug Application (NDA) with the FDA in June, and approval is expected between 4Q 2010 and 1Q 2011. Alimera believes it can quickly capture share in the \$3-\$4 billion DME market with a small salesforce targeting the 1,600 retinal specialists in the U.S.

Rating Rationale:

Although Alimera has yet to file its New Drug Application and the unknown outcome of the FDA review introduces substantial risk to the story as Iluvien is the only product candidate in clinical development, we believe that - if approved - Iluvien has blockbuster potential and could quickly gain share in the diabetic macular edema (DME) market. Even though Iluvien will be up against alternate off-label treatments like Genentech's Lucentis and Avastin, the implant is designed to last much longer (up to 36 months) and offers the benefit of a controlled release mechanism. In addition, management is confident that a small salesforce can cover the market of retinal specialists in the U.S.

Business:

Is developing Iluvien, an implant containing corticosteroid fluocinolone acetonide (FA) that is injected into the back of the eye for the treatment of diabetic macular edema. DME is a disease of the retina whereby the blood vessel leakage of diabetic retinopathy causes swelling in the macula, which can in turn lead to severe vision loss and blindness in diabetic patients. Iluvien delivers sustained sub-microgram levels of FA in a tiny tube, providing a therapeutic effect for up to 36 months with fewer side effects than alternate treatments. Iluvien is currently being tested in two Phase 3 clinical trials involving 956 patients, and Alimera plans to file a New Drug Application (NDA) in the U.S. with 24 months of clinical data from its FAME study for the low dose of the drug in June. If granted Priority Review by the FDA, approval is expected as early as 4Q 2010; otherwise 1Q 2011. Plans to file for approval in Europe and Canada as well. Iluvien is also being studied in three Phase 2 trials for the treatment of dry age-related macular degeneration (AMD), wet AMD and retinal vein occlusion (RVO).

Plans to establish its own 40-person sales-and marketing team to cover the 900 retinal centers with 1,600 retinal specialists in the U.S. and expects to engage third-party collaborators in international markets. Outsources manufacturing. Licenses key technology for the delivery of medications to the eye from pSivida and is subject to a 20% profit sharing agreement. Must also pay pSivida a \$25 million milestone payment upon FDA approval. Also has a patent licensing agreement with Emory University for the use of nicotinamide adenine dinucleotide phosphate (NADPH) oxidase inhibitors in the treatment of dry AMD.

Competition:

Although there are no ophthalmic drug therapies approved by the FDA for the treatment of DME, major pharma companies and biotechs are developing competing products, including Genentech/Roche with Lucentis, which is in Phase 3 for DME (using monthly injections) and already approved for wet AMD (\$1.1 billion in 2009 sales); and Allergan with Ozurdex, an implant that delivers corticosteroid dexamethasone and which was approved for macular edema associated with retinal vein occlusion in June 2009. The current standard of care for DME is laser photocoagulation, but retinal specialists also use off-label therapies, such as Lucentis and Avastin.

Key Issues:

Has lost \$172 million to date. Success depends solely on Iluvien, its only product candidate in clinical development. Although Iluvien met its primary efficacy endpoint for the full patient analysis set, statistical significance was not achieved for either its low or high dose in one trial using a modified data set, which excludes patients that enrolled but were not treated and data collected subsequent to patients' use of treatments prohibited by the protocol (i.e. Avastin, Lucentis). It is not clear which data set the FDA will be using in its analysis. Approval could be delayed by up to 36 months if Alimera is unable to obtain a waiver from the FDA for carcinogenicity studies in animals. Undesirable side effects of the drug include increased incidence of intraocular pressure (IOP), which may increase the risk of glaucoma and cataract formation. Licenses rights to its delivery device from a third party (pSivida). Will depend on single third-party manufacturers for the intravitreal insert, the inserter and the active pharmaceutical ingredient (API) in Iluvien. Has yet to secure reimbursement for Iluvien and expects to experience pricing pressure due to the healthcare reforms. Fluocinolone acetonide (FA), the API in Iluvien, is off-patent and currently used in ocular implant Retisert marketed by Bausch & Lomb to treat chronic uveitis.

Latest Results and Outlook

Recent Financial Trends:

Has not generated any product revenue on Iluvien to date. For the fiscal year ended December 2009, R&D expenses decreased 66% to \$15.1 million, mainly due to non-recurring costs related to the restructuring of its licensing agreement with pSivida in 2008. SG&A expenses decreased 33% to \$3.4 million as a result of non-recurring costs related to the preparation for an IPO in 2008 (which was subsequently delayed due to market conditions) and legal expenses incurred in conjunction with the restructuring of its license agreement with pSivida. Marketing costs declined by 40% to \$0.8 million owing to reduced travel and general corporate awareness spending. Interest income declined to marginal amounts due a decrease in its cash balance over the year and a reduction in rates available on its money market accounts, as interest expense rose 25% to \$1.9 million in light of a note payable issued to pSivida in March 2008.

Outlook:

Assuming FDA approval in 4Q 2010 and launch in 1Q 2011, we believe sales of Iluvien could ramp quickly as the company captures share in the large DME market. We have modeled revenue of \$140 million in 2011, \$290 million in 2012 and \$440 million in 2013, ramping further to peak sales of \$1.1 billion in 2017. Although Alimera is obligated to make a \$25 million milestone payment to pSivida under its licensing agreement upon FDA approval of Iluvien and is subject to a 20% profit share with the firm, Alimera benefits from a leverageable operating model that could help it turn profitable as early as next year.

Income Statement Data

<i>FY Dec (\$ in mil)</i>	2007	2008	2009
Sales	\$0.0	\$0.0	\$0.0
Gross Profit	0.0	0.0	0.0
EBITDA	-12.2	-49.1	-17.6
Operating Income	-12.5	-50.1	-19.2
Net Income	-11.4	-51.0	-21.1
EPS	-\$0.51	-\$2.27	-\$0.94

Cash Flow Data

Operating Income	-\$12.5	-\$50.1	-\$19.2
Plus: D&A/Non-Cash	0.3	1.0	1.6
EBITDA	-12.2	-49.1	-17.6
CFFO	-\$12.9	-\$32.1	-\$17.5
Less: Capex	0.2	0.6	0.1
Free Cash Flow	-13.1	-32.8	-17.6

Balance Sheet Data

<i>(\$ in mil)</i>	Actual 12/31/09	Post IPO 12/31/09
Cash	\$14.9	\$66.2
Working Capital	5.6	61.4
Total Assets	16.6	67.9
Total Debt	15.0	0.0
Shareholders' Equity	-5.4	60.9

*Excludes a \$4 million option payment from Bausch & Lomb in Jan. 2010.

Corporate Governance
Rating: Strong

Alimera is run by an experienced ophthalmics team with backgrounds from Novartis where they launched wet AMD treatment Visudyne, which generated \$140 million in sales in its first year. In addition to their drug development and marketing expertise, this team has managed to continuously attract capital from a number of venture capital firms through various rounds of financing since 2004 (the last venture round was completed in August 2009 at \$5.17). Although only two out of eight directors are truly independent, we believe the interests of management and Alimera's financial sponsors are well aligned with the interests of public shareholders and there are no major insider transactions.

Key Executive	Age	Position	Corporate Background
C. Daniel Myers	55	President and CEO	Co-founded Alimera in 2003. Was a founding member of Novartis Ophthalmics where he served as VP of Sales and Marketing from 1991-1997 and as President from 1997-2003. Has 27 years experience in the ophthalmic pharmaceutical industry.
Kenneth Green, Ph.D.	51	SVP and CSO	Joined in 2004. Previously served as global head of clinical sciences at Novartis Ophthalmics and managed ophthalmic clinical development organizations at Bausch & Lomb, CIBA Vision and Storz Ophthalmics.
Susan Caballa	65	SVP, Regulatory and Medical Affairs	Joined in 2004. Previously served as VP of Regulatory and Medical Affairs at Novartis Ophthalmics (1999-2004) and held regulatory management positions at Allergan (1983-1987), J&J unit Iolab Corporation (1987-1994) and Alcon (1994-1999).
David Holland	46	VP of Marketing	Co-founded Alimera in 2003. Joined CIBA Vision (later renamed Novartis Ophthalmics) in 1989 where he served as New Products Manager, Director of Marketing and Global Head of CIBA's Lens. Served as VP of Marketing at Novartis Ophthalmics from 1998 to 2003.

Key Shareholder	Holdings	Additional Details
Scale Venture Management (BAVP)	15.7%	Foster City, CA based venture capital firm that invests in mid-to-late stage companies across various industries. Has one Board seat.
Domain Associates	15.7%	Venture capital firm with offices in New Jersey and California. Has one Board seat.
Intersouth Partners	15.7%	Durham, NC based venture firm focused on investment opportunities in the technology and life science sectors. Has one Board seat.
Polaris Venture Partners	15.7%	Waltham, MA based venture capital firm focused on seed and early stage technology and life sciences businesses. Has one Board seat.
Venrock Associates	12.7%	Global venture capital investor. Has one Board seat.
Management	4.5%	Share ownership by its five key executives is largely represented by options.

Relative Valuation
Rating: Very Strong

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Valuation Methods	
	DCF
Methodology	15x 2019 Net
Implied Value	\$17.82
Upside/Downside	+62%

View DCF Model at
www.ipointelligence.com/iporesearch/

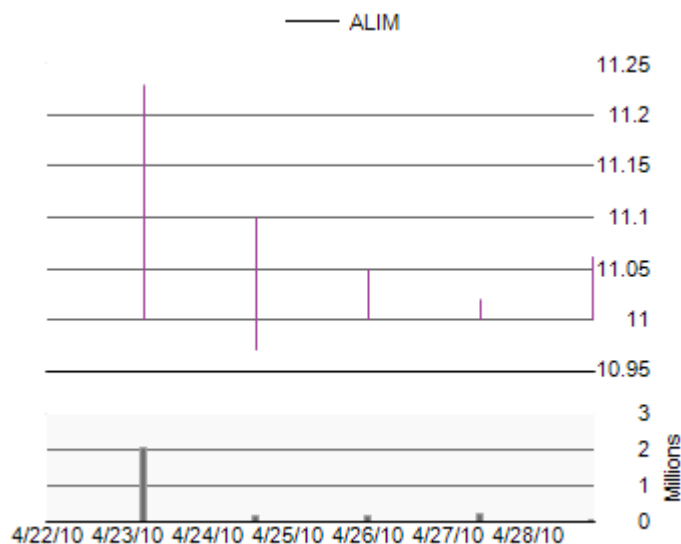
Comparable Financial Analysis

	FY	Sales	GM %	EBIT %	Net %	Debt-to-Capital	Est. Sales 2010	Est. Sales 2011	Est. Sales 2012
Alimera Sciences	Dec	\$0.0	n/a	n/a	n/a	0.0%	\$0	\$140	\$290
Savient Pharma	Dec	\$3.0	45.7%	n/a	n/a	0.0%	\$10	\$105	\$160
QLT	Dec	\$42.1	52.0%	-129.1%	-86.0%	0.0%	\$50	\$51	--
Intermune	Dec	\$48.7	85.6%	-174.3%	-238.2%	636.4%	\$80	\$290	\$490
Regeneron	Dec	\$379.3	99.6%	-20.1%	-18.4%	21.6%	\$420	\$475	\$655
Optimer Pharma	Dec	\$0.9	n/a	n/a	n/a	0.0%	\$5	\$45	\$115
Cadence Pharma	Dec	\$0.0	n/a	n/a	n/a	7.9%	\$5	\$55	\$150
Vivus	Dec	\$50.0	76.1%	-107.9%	-108.5%	9.7%	\$30	\$80	\$130
Clinical Data	Mar	\$13.1	51.0%	-490.9%	-565.3%	55.5%	\$15	\$80	\$175
Group Average			68.4%	-184.5%	-203.3%	91.4%	\$77	\$148	\$268

Comparable Valuation Analysis

IPO and Key Peers	Ticker	Price	Market Value	Enterprise Value	EV/Sales			P/E			P/B
					2010	2011	2012	2010	2011	2012	
Alimera Sciences	ALIM	\$11.06	\$364.9	\$298.7	n/a	2.1x	1.0x	n/a	21.2x	5.3x	6.0x
Savient Pharma	SVNT	\$14.44	\$943.7	\$835.5	76.3x	7.3x	5.2x	n/a	n/a	92.6x	14.7x
QLT	QLTI	\$6.35	\$344.4	\$156.3	3.1x	3.0x	n/a	n/a	24.4x	n/a	0.9x
Intermune	ITMN	\$43.10	\$1,980.1	\$2,018.7	25.0x	5.6x	4.1x	n/a	235.5x	20.8x	n/a
Regeneron	REGN	\$24.62	\$1,973.0	\$1,740.7	4.1x	3.4x	2.7x	n/a	n/a	n/a	5.0x
Optimer Pharma	OPTR	\$12.26	\$406.4	\$368.3	48.2x	8.4x	3.2x	n/a	n/a	27.0x	12.4x
Cadence Pharma	CADX	\$9.90	\$499.3	\$423.7	35.9x	6.7x	2.8x	n/a	n/a	73.3x	6.7x
Vivus	VVUS	\$9.69	\$780.8	\$594.0	20.7x	7.7x	4.6x	n/a	n/a	63.3x	4.2x
Clinical Data	CLDA	\$18.93	\$485.4	\$464.8	21.7x	5.6x	4.4x	n/a	n/a	29.1x	12.2x
Group Average					29.4x	6.0x	3.9x	n/a	130.0x	51.0x	8.0x

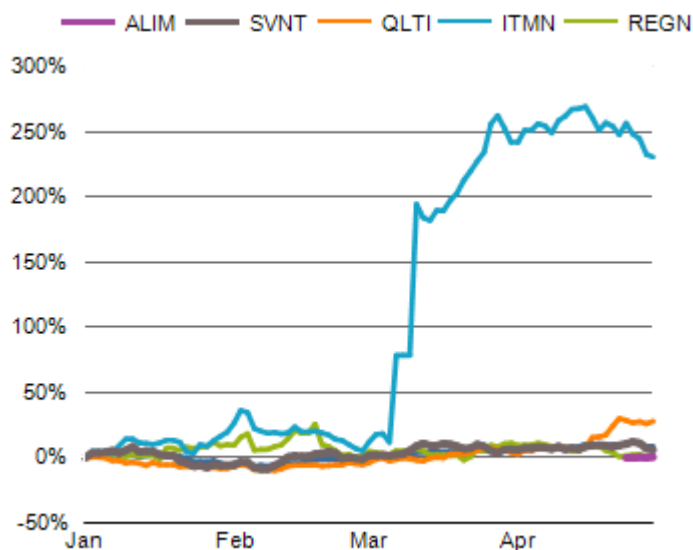
Note: All dollars are in millions except for per share amounts.

Technical Strength
Rating: Neutral
Stock Performance of IPO and its Peer Group
ALIM


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IPO Performance Data

First Day	0%
Aftermarket	1%
Total Return	1%
Quiet Period Release	6/1/2010
Lock-up Release	10/18/2010
Days to Lock-Up Release	173
Shares Available for Sale	24,501,060
Percent of Total Shares Outstanding	74%

ALIM vs Key Publicly-Traded Peers vs Index


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Publicly - Traded Peer Group

Key Peers	Ticker	Stock Price	1-Mo. Return	YTD Return
Alimera Sciences	ALIM	\$11.06	0%	0%
Savient	SVNT	\$14.44	2%	6%
QLT	QLTI	\$6.35	21%	28%
Intermune	ITMN	\$43.10	-9%	231%
Regeneron	REGN	\$24.62	-6%	2%
Optimer	OPTR	\$12.26	-3%	9%
Cadence	CADX	\$9.90	7%	2%
Vivus	VVUS	\$9.69	4%	5%
Clinical Data	CLDA	\$18.93	-5%	4%
Alcon	ACL	\$155.91	-3%	-5%

Indexes

S&P Biotech Select Index	SPSIBI	1,518.04	-2%	10%
Nasdaq Composite Index	CCMP	2,471.73	3%	9%
S&P 500 Index	SPX	1,191.36	2%	7%
FTSE Renaissance IPO Index	IPOS	223.84	0%	3%

Stock prices as of 04/28/10

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Outperform	20%
Marketperform	74.9%
Underperform	5.1%

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