

29-March-2010

AVEO Pharmaceuticals (AVEO)

Developing a renal cell carcinoma drug similar to blockbuster Avastin.

Investment Rating: Marketperform

Pricing Update

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

Current Price (29-Mar-2010)	\$8.81
Shares Outstanding	29.6
Market Capitalization	\$261.2
Enterprise Value	\$141.2

IPO Data

Offer Date	3/11/2010
Offer Price	\$9.00
Price Range	\$13.00 - \$15.00
Shares Offered (% insider)	9.0 (0%)
Deal Size	\$81.0
Use of Proceeds	Fund clinical trials

IPO Underwriters *(*bookrunner)*

J.P. Morgan*	Morgan Stanley*
Leerink Swann	Canaccord Adams

Key Financial Data *(\$ in mil)*

Income Model	FY Ended Dec		
	2009A	2010E	2011E
Sales	\$20.7	\$21.8	\$23.1
EBITDA	-37.5	-106.0	-110.8
Net Income	-44.1	-69.0	-71.1

Balance Sheet	As of 12/31/09 (adj. for IPO)
Cash	\$118.3
Total Assets	132.9
Total Debt	19.7
Shareholders' Equity	60.9

Corporate Data

Employees	133
Year Founded	2001
Headquarters	Cambridge, MA
Phone Number	(617) 299-5000
Web Address	www.aveopharma.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>

AVEO offers more shares but prices 36% below the range. AVEO Pharmaceuticals raised \$81 million by selling 9 million shares at \$9 after originally planning to raise \$98 million by offering 7 million shares at a range of \$13-\$15. The stock closed its first day of trading down one cent and has since dropped 2% in aftermarket trading.

Valuation offers more upside following IPO. With the 32% reduction in market cap, AVEO is valued at 0.8x MV/2014 sales, compared with Onyx Pharmaceuticals (2.7x MV/2014 Sales), which markets competing RCC drug Nexavar and is also looking to expand its cancer pipeline. Onyx is currently valued at \$1.9 billion and expects to hit \$300 million in sales in 2010 (6.3x MV/2010 sales). Given that tivozanib appears to be a more effective drug, we assume that AVEO ramps faster and reaches a similar level of sales in 2014. By discounting this sales figure to the present using a 25% discount rate and applying Onyx's 6.3x 2010 sales multiple, we arrive at a fair value of \$13.80, which is adjusted for a secondary capital raise in 2013.

Initiate coverage with a marketperform rating. AVEO must successfully complete its Phase 3 trials before presenting tivozanib to the FDA for approval, which it will not be ready to do until late 2012 at the earliest. AVEO will also need to raise more equity to build its own sales force before launching tivozanib. However, the drug has significant market potential and the company's early stage pipeline also looks promising. Therefore, though the Phase 3 trials are always a risk, AVEO has an attractive valuation and potential for upside if tivozanib is approved.

Bull Insights

- Other VEGF targeted drugs (including Avastin) had \$6B in sales in 2008
- The RCC market is \$1B and growing; tivozanib may have other indications
- Has potential to be first in class; Phase 2 showed potency and safety
- Has received \$170mm in collaborations and investments from big pharma
- Management team is experienced and well-connected in the industry

Bear Insights

- Commercial launch is not expected until 4Q12/1Q13 at the earliest
- Will need another equity raise prior to tivozanib launch
- VEGF drugs are already marketed by large pharma such as Pfizer and GSK
- Phase 3 compares tivozanib to approved drug Nexavar instead of placebo

Company Fundamentals
Rating: Weak
Overview:

This venture-backed biotech believes it has a novel and potent treatment for renal cell cancer (RCC) that has the potential to expand beyond the \$1 billion RCC opportunity to address a \$5 billion market in other cancers. Tivozanib is a small molecule oral inhibitor that treats RCC by blocking the vascular endothelial growth factor (VEGF), which stimulates angiogenesis and tumor growth. It recently completed a successful Phase 2 trial and began enrollment for its Phase 3 trial last December. While AVEO plans to launch tivozanib itself, it has secured collaboration agreements with Merck, Biogen and OSI to develop other indications derived from its proprietary drug development platform.

Rating Rationale:

AVEO has many of the elements of an investable late stage biotech. Its lead drug, tivozanib, may have significantly greater efficacy and tolerability than approved VEGF drugs, as well as potential for other cancer treatments. Its proprietary technology platform has attracted collaborations and license fees from large pharma. Management believes the Phase 3 trial for its lead drug has been designed to limit risk; however, biotech investors know that many Phase 3 trials are unsuccessful and all other drug candidates are early stage. In addition, the company will need to raise additional capital before launching the drug in 2013.

Business:

Developing a treatment similar to Avastin for advanced renal cell cancer (RCC) and other cancers. Recently completed a 272-patient Phase 2 trial that resulted in a median progression-free survival period of 11.8 months, with a 14.8 month survival period for a subset of patients who had had their cancerous kidneys removed. Having shown potency and safety, AVEO is now enrolling a Phase 3 study with 500 patients with prior nephrectomies to compare progression-free survival against Nexavar, an approved VEGF drug for RCC, which has a progression-free survival period of 5.5 months. Estimated pricing of tivozanib at the patient level is \$5,000 to \$8,000 per month. Other Phase 1 trials for tivozanib: 1) in combination with Torisel for RCC, 2) for advanced colorectal cancer, 3) in combination with paclitaxel for metastatic breast cancer and 4) for non-small cell lung cancer. Licensed worldwide rights excluding Asia for tivozanib from Kirin Brewery. Also has a pipeline of monoclonal antibodies under its in-house Human Response Platform (HRP), which uses a novel method of growing cancer cells in mice that more closely mimics human cancer. All monoclonal antibody antagonists have been licensed to Merck, which is funding these trials; certain in vivo models are licensed to OSI and other early stage compounds are optioned to Biogen. Plans to create a 50-75 person sales force to market to the nation's 9,100 oncologists. Has raised \$170 million from strategic partners Merck, OSI and Biogen (\$78 million in equity and \$92 million in license fees).

Competition:

There are several approved VEGF pathway target drugs. Avastin (Genentech/Roche) is approved in combination with other therapies for RCC, colorectal cancer, and non-small cell lung cancer. Nexavar (Onyx Pharma) is a monotherapy for advanced RCC and liver cancer. Sutent (Pfizer) is a monotherapy for RCC and gastrointestinal tumors. Pfizer has a VEGF drug in Phase 3 for second line RCC. Other early stage treatments are being investigated by Amgen, Takeda, Bristol Myers and others.

Key Issues:

AVEO will use its expected \$73 million from the IPO primarily to fund its Phase 3 tivozanib trial and will need additional funding in late 2012. It has incurred \$178 million in losses and burned through \$44 million in 2009. In addition, it plans to continue to invest in R&D in its Human Response Platform, which will further weigh on its cash burn. The auditor issued a going concern in February. AVEO's Phase 3 trial is designed somewhat differently and has a different endpoint: Phase 2 compared tivozanib against a placebo with a progression-free to survival endpoint, the Phase 3 trial pits tivozanib against Nexavar and, in addition to showing an improvement in progression-free survival, must also show clinically meaningful improvement in the context of drug safety, which the FDA has not defined.

Income Statement Data

<i>FY Dec (\$ in mil)</i>	2007	2008	2009
Sales	\$11.0	\$19.7	\$20.7
EBITDA	-22.6	-27.7	-37.5
Operating Income	-24.7	-31.3	-41.2
Net Income	-25.0	-32.5	-44.1

Cash Flow Data

Operating Income	-\$24.7	-\$31.3	-\$41.2
Plus: D&A/Non-Cash	2.1	3.6	3.7
EBITDA	-22.6	-27.7	-37.5
FFFO	-\$8.6	-\$35.3	-\$10.0
Less: Capex	0.4	1.4	1.7
Free Cash Flow	-9.0	-36.7	-11.7

Latest Results and Outlook

Recent Financial Trends:

For the year ended December 2009, revenue rose slightly due to increased amortization of deferred research revenue from OSI and Merck, partly offset by the lack of a milestone payment from Merck. R&D rose 24% due to Phase 2 trials, purchase of Nexavar for the Phase 3 comparison and increased personnel.

Outlook:

AVEO plans to launch tivozanib in 4Q12 or 1Q13. We are assuming a heavy burn rate until then due to the tivozanib Phase 3 trial continuing through 2010, Phase 1 and 2 trials for other cancer indications and the building of a sales force in 2012. Because tivozanib has demonstrated such strong potency, has once-a-day dosing and few side effects, it is reasonable to assume rapid adoption by oncologists post approval.

Based on the experience of Onyx's Nexavar, which was introduced in the U.S. in 2005 and had \$843 million in sales in 2009, tivozanib should be rapidly adopted and reach over \$300 million in sales within two years of U.S. approval. Treatment should cost between \$5,000 and \$8,000 per month. If the Phase 2 potency and tolerability data hold up, there is a strong case to be made for longer term treatments over its competitors. We are assuming a 2013 equity capital raise and profitability starting in 2014.

Balance Sheet Data	Actual	Post IPO
<i>(\$ in mil)</i>	12/31/09	12/31/09
Cash	\$51.3	\$123.9
Working Capital	18.8	91.4
Total Assets	59.8	132.4
Total Debt	19.7	19.7
Shareholders' Equity	-170.3	60.5

Operating Model (\$ in mil)	2010E	2011E	2012E	2013E	2014E	2015E	2016E	2017E	2018E
Tivozanib Sales	\$0	\$0	\$0	\$161	\$311	\$569	\$847	\$1,038	\$1,240
Collaboration Revenue	\$22	\$23	\$25	\$68	\$24	\$30	\$30	\$30	\$30
Net Income	-\$68	-\$71	-\$77	\$0	\$29	\$144	\$244	\$318	\$403

Product Pipeline:

Drug Candidate/ Indication	Stage	Development Plan
Tivozanib/RCC monotherapy	Phase 3	Retains worldwide rights ex Asia; plans sales force in the US, partner elsewhere
Tivozanib/RCC with Torisel	Phase 1	AVEO developing
Tivozanib/colorectal cancer with FLFOX6	Phase 1	AVEO developing
Tivozanib/breast cancer with paclitaxel	Phase 1	AVEO developing
AV-299/lung cancer with Iressa	Planning Phase 2	Granted Merck worldwide rights. Has option to co-promote
AV-299 /multiple myeloma, solid tumors, gliomas	Phase 1	Licensed to Merck
AV-203/solid tumors	Preclinical	Negotiating partnership with Biogen

Corporate Governance
Rating: Neutral

Management is well connected with prestigious cancer research institutions. The CEO is on the board of Tufts Medical School and MIT's Koch Institute for cancer research. Other executives hail from Biogen, an investor, Genzyme and Pfizer. The recently hired Chief Medical Officer was a key player in the development of Sutent, an RCC drug. Executives have been successful in raising money, mostly from strategic partners. Venture firms have four seats on the board. Insiders hold another four seats of the 10 person board, leaving only two independent members. Although there were a few consulting contracts, including one with a founder's spouse, the governance structure is not unfavorable to new investors. The company completed a venture raise in 2007 of \$33 million.

Key Executive	Age	Position	Corporate Background
Tuan Ha-Ngoc	57	CEO & President	Since June 2002. Also serves on the board of Human Genome Sciences, Harvard School of Dental Medicine, Tufts School of Medicine and other organizations. Previously served as President and CEO of healthcare software company deNovis (1999-2002). Also held various positions at Wyeth (1998-1999).
David Johnston	54	CFO	Since October 2007. Previously served as Senior VP of Corporate Finance at Genzyme.

Key Shareholder	Holdings	Additional Details
Biogen Idec	10.4%	Global biotech listed on the NASDAQ (BIIB). Strategic partner since March of 2009. Invested in March of 2009 at \$16 per share. Does not have a board seat.
MPM Capital	8.0%	Boston-based VC firm. Invested in April of 2007 at \$10 per share. Has one board seat.
Highland Capital Partners	7.4%	Boston-based VC firm. Invested in April of 2007 at \$10 per share. Does not have a board seat.
Venrock	6.0%	Menlo Park-based VC firm. Invested in April of 2007 at \$10 per share. Has one board seat.
Prospect Venture Partners	5.8%	Palo Alto-based VC firm. Invested in April of 2007 at \$10 per share. Has one board seat.
Merck	5.7%	Global pharmaceutical company listed on the NYSE (MRK). Strategic partner since November of 2003. Invested in August of 2005 at \$12 per share. Does not have a board seat.
OSI Pharmaceuticals	5.0%	American pharmaceutical company listed on the NASDAQ (OSIP). Target of a hostile takeover from Astellas Pharma (Japan). Strategic partner since September of 2007. Invested in July of 2009 at \$16 per share. Does not have a board seat.

Relative Valuation
Rating: Neutral

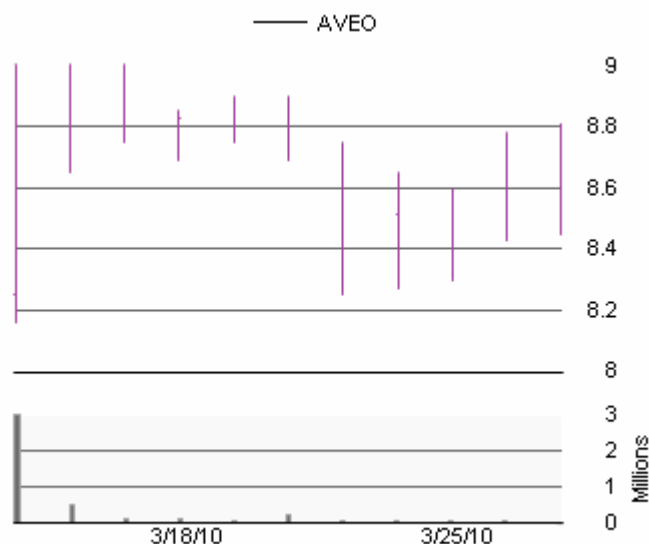
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View DCF Model at www.ipointelligence.com/iporesearch/

Comparable Financial Analysis

IPO and Key Peers	Ticker	Price	Sales	EBIT	Net	MV	EV	MV/Sales		P/E	
								2013	2014	2013	2014
AVEO Pharma	AVEO	\$8.81	\$20.7	-\$41.2	-\$44.1	\$261.2	\$141.2	1.1x	0.8x	1543.9x	21.2x
Onyx Pharma	ONXX	\$30.79	\$251.4	\$20.2	\$16.2	\$1,914.8	\$1,508.4	3.1x	2.7x	21.8x	18.2x
Facet Biotech	FACT	\$27.00	\$46.1	-\$114.2	-\$141.7	\$655.3	\$379.7	3.0x	1.7x	n/a	n/a
Micromet	MITI	\$8.49	\$21.0	-\$49.4	-\$57.7	\$586.1	\$468.5	8.7x	3.3x	n/a	n/a
Exelixis	EXEL	\$6.01	\$151.8	-\$121.9	-\$135.2	\$647.5	\$524.0	1.7x	2.1x	n/a	n/a
Seattle Genetics	SGEN	\$11.66	\$52.0	-\$84.9	-\$81.7	\$1,172.2	\$642.2	2.7x	1.7x	70.7x	0.0x
Allos Therapeutics	ALTH	\$7.37	\$3.6	-\$74.0	-\$73.6	\$751.8	\$672.4	2.6x	2.8x	16.4x	42.1x
Ironwood Pharmaceuticals	IRWD	\$13.89	\$32.5	-\$65.4	-\$58.5	\$1,318.3	\$970.3	3.0x	2.2x	n/a	21.9x
Anthera Pharmaceuticals	ANTH	\$7.00	\$0.0	-\$13.9	-\$18.1	\$151.1	\$71.1	1.4x	0.5x	0.4x	0.1x
Group Average				-\$62.9	-\$68.8	\$899.6	\$654.6	3.3x	2.1x	27.3x	16.5x

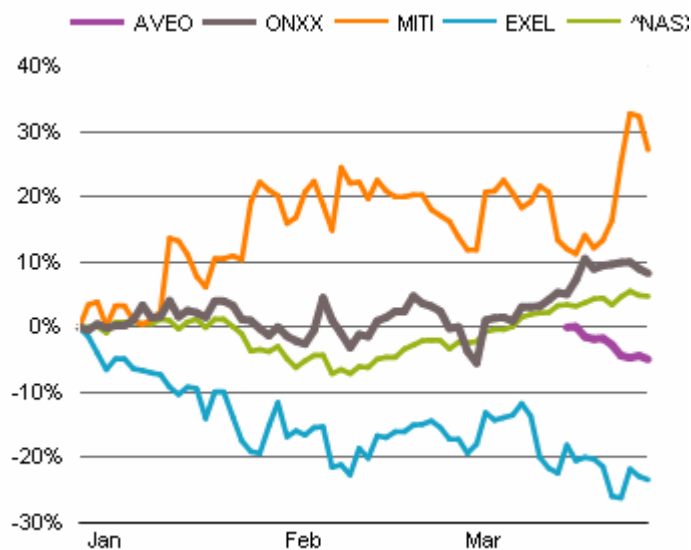
Note: All dollars are in millions except for per share amounts.

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


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IPO Performance Data

First Day	0%
Aftermarket	-2%
Total Return	-2%
Quiet Period Release	3/17/2010
Lock-up Release	3/17/2010
Days to Lock-Up Release	180
Shares Available for Sale	20,539,647
Percent of Total Shares Outstanding	69%

AVEO vs Key Publicly-Traded Peers vs Index


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Publicly - Traded Peer Group

Key Peers	Ticker	Stock Price	1-Mo. Return	3-Mo. Return	YTD Return
Onyx Pharma	ONXX	\$30.79	11%	5%	5%
Facet Biotech*	FACT	\$27.00	65%	52%	54%
Micromet	MITI	\$8.49	14%	23%	27%
Exelixis	EXEL	\$6.01	-7%	-23%	-18%
Seattle Genetics	SGEN	\$11.66	14%	12%	15%
Allos Therapeutics	ALTH	\$7.37	-5%	13%	12%
Ironwood Pharma	IRWD	\$13.89	18%	18%	18%
Anthera Pharma	ANTH	\$7.00	0%	0%	0%
Indexes					
NASDAQ	CCMP	2,395.13	10%	10%	6%
S&P 500	SPX	1,166.59	7%	5%	5%
FTSE Renaissance IPO	IPOS	223.90	7%	8%	3%

Stock prices as of 03/26/10

*To be acquired by Abbot Laboratories.

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Underperform	5.1%

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