MORGAN STANLEY RESEARCH NORTH AMERICA

Morgan Stanley & Co. LLC

Marshall Urist, M.D., Ph.D. Marshall.Urist@morganstanley.com +1 212 761 8055

September 29, 2011

Stock Rating
Overweight
Industry View
In-Line

Sagent Pharmaceuticals Inc

IMS Tracker: August 2011

August IMS Strong; September Trend Confirmation Important: Total August IMS sales were up 68% over July and up 189% Y/Y at \$15.6MM, an all time high. New launches of gemcitabine, Zosyn, and levofloxacin accounted for 92% of sequential growth and 57% of year over year gains. Excluding these new products, sales were up 5% MoM, flat QoQ, and up 81% year over year. The current weekly run rate (assuming no growth in September) implies ~\$44MM in sales 3Q compared to MSe of \$43MM which is encouraging after a soft 2Q. However, we caution against over interpreting this data as IMS capture has been variable so that continuation of these trends through September will be key.

New launches tracking well:

- 1) Gemcitabine strong but sustainability is the question with a very strong month at ~\$5M in sales, which accounted for nearly 100% of the new product growth with small contributions from levofloxacin and Zosyn. This is consistent with positive launch commentary from Sagent and a gain of nearly 26% unit share in August.
- 2) Levofloxacin launch gaining some momentum. Sagent has ~45% share of the generic IV levofloxacin market in August up from ~30% in July in a two player market. We suspect capture is incomplete, but at the current IMS rate, sales for 2Q are in the ~\$2MM range and ~\$4-5MM in 2H11.
- **3) Zosyn** is making slow progress with 2-3% share consistent with management commentary on this product.

Topotecan, Heparin and Cefepime: Sagent's share was 16% in August vs. 16% in June for Topotecan. Heparin share was ~ 16% where it has been YTD. Finally, cefepime share of ~ 33% vs. 32% in July. These products accounted for 37% of sales vs. 61% in July.

Key Ratios and Statistics

Reuters: SGNT.O Bloomberg: SGNT US Medical Technology / United States of America

Shr price, close (Sep 28, 2011)	\$19.92
Mkt cap, curr (mm)	\$372
52-Week Range	\$29.23-13.50

Fiscal Year ending	12/10	12/11e	12/12e	12/13e
ModelWare EPS (\$)	ND	(1.11)	0.35	1.21
Prior ModelWare EPS (\$)	-	-	-	-
P/E	ND	NM	57.6	16.4
Consensus EPS (\$)§	(7.13)	(0.86)	0.47	1.82
Div yld (%)	ND	0.0	0.0	0.0

Unless otherwise noted, all metrics are based on Morgan Stanley ModelWare framework (please see explanation later in this note).

§ = Consensus data is provided by FactSet Estimates.

e = Morgan Stanley Research estimates

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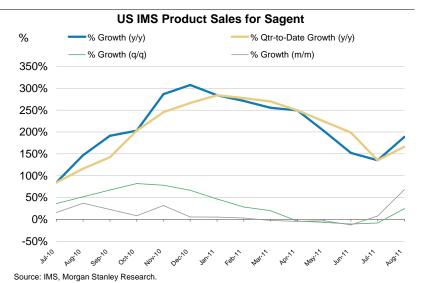
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Sagent 3Q11 IMS Trend Through August

Sagent Product Sales

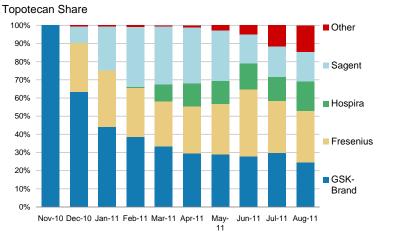
Total IMS sales were up 68% over July and up 189% Y/Y. QTD sales are up 166% year over year. New launches of gemcitabine, Zosyn, and levofloxacin accounted for 92% of sequential growth and 57% of year over year gains. Excluding these new products, sales were up 5% MoM, flat QoQ, and up 81% year over year. Gemcitabine had a very strong month with ~\$5M in sales, which accounted for nearly 100% of the new product growth with small contributions from levo and Zosyn.

The current weekly run rate (assuming no growth in September) implies ~\$44MM in sales 3Q compared to MSe of \$43MM which is encouraging after a soft 2Q. However, we caution against over interpreting this data since as IMS capture has been variable meaning actual results could be above or below the IMS run rate.



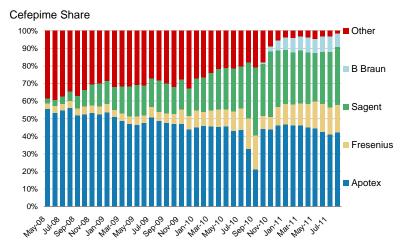
Topotecan Stable

Sagent's share was 16% in August compared to 16-17% in June and July. This remains below the ~28-30% share after launch given present from new entrants. However, we note Sagent uses several smaller onocology distributors which are captured poorly by IMS.



Cefepime share flat at ~33%

Sagent's market share was 33%, which is consistent with 32% in July and 29% in June Weekly average sales were approximately up 8% MoM and down -12% y/y.

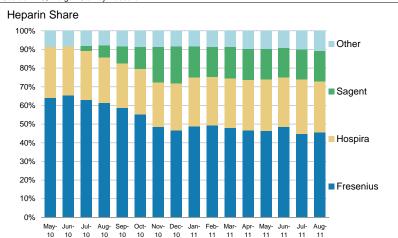


Source: IMS, Morgan Stanley Research.

Heparin share holding flat

Total heparin share was flat sequentially at 16% where it has been all year. Excluding the lock-flush products, share was 18% for Sagent. Sales were down -1% on a weekly average basis over July and the down -6% over the 2Q average.

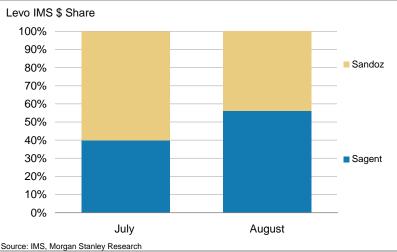
Pfizer's recent heparin approval has not made an appearance in IMS but Hikma appears to be nearing launch and we look forward to more details on the launch over 2H.



Source: IMS, Morgan Stanley Research

Levo launch gaining momentum.

Sagent has ~45% share of the generic IV levofloxacin market in August up from ~30% in July in a two player market with Novartis (unit share for the last two months was 43% and 61%). We suspect capture far from complete, but at the current IMS rate, sales for 2Q are in the ~\$2MM range and ~\$4-5MM in 2H11.



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Company Description

Sagent Pharmaceuticals, Inc., a specialty injectables company, engages in developing, manufacturing, sourcing, and marketing injectable pharmaceutical products in the United States and internationally. It offers injectable products in the therapeutic areas of cardiovascular, anti-infective/antibacterial, antineoplastic agents, and antiemetic.

Medical Technology/United States of America

Industry View: In-Line

GICS Sector: Health Care

Strategist's Recommended Weight: 15.2%

S&P 500 Weight: 11.8%



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Inc., Sagent Pharmaceuticals Inc, St. Jude Medical, Stryker Corporation, Teleflex Inc., Varian Medical Systems, Inc, Zimmer Holdings, Inc.,
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(as of August 31, 2011)

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	Coverage Ur	niverse	Investment	Banking Clie	ents (IBC)
_		% of		% of %	% of Rating
Stock Rating Category	Count	Total	Count	Total IBC	Category
Overweight/Buy	1120	41%	460	48%	41%
Equal-weight/Hold	1151	42%	389	40%	34%
Not-Rated/Hold	114	4%	21	2%	18%
Underweight/Sell	374	14%	93	10%	25%
Total	2,759		963		

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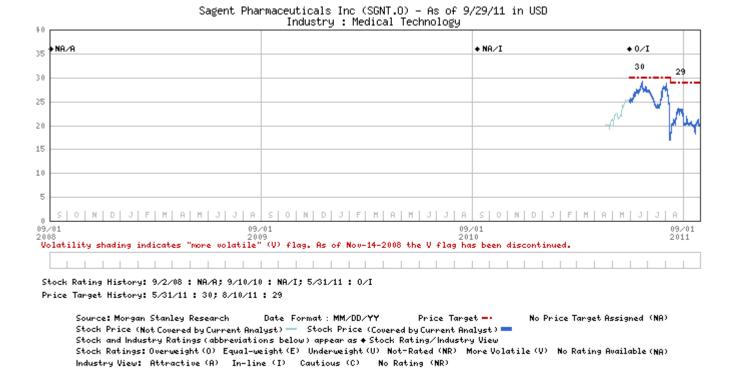
Attractive (A): The analyst expects the performance of his or her industry coverage universe over the next 12-18 months to be attractive vs. the relevant broad market benchmark, as indicated below.

In-Line (I): The analyst expects the performance of his or her industry coverage universe over the next 12-18 months to be in line with the relevant broad market benchmark, as indicated below.

Cautious (C): The analyst views the performance of his or her industry coverage universe over the next 12-18 months with caution vs. the relevant broad market benchmark, as indicated below.

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Stock Price, Price Target and Rating History (See Rating Definitions)



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Industry Coverage: Medical Technology

Company (Ticker)	Rating (as of) Price* (09/28/2011)		
Steve Beuchaw			
Accuray Inc (ARAY.O)	E (09/27/2011)	\$4.06	
Align Technology Inc (ALGN.O)	U (09/12/2011)	\$15.54	
Dentsply International Inc.	E (09/12/2011)	\$31.39	
(XRAY.O)			
Sirona Dental Systems Inc.	O (09/12/2011)	\$42.41	
(SIRO.O)			
Varian Medical Systems, Inc	E (09/12/2011)	\$52.1	
(VAR.N)			
David R. Lewis			
Abbott Laboratories (ABT.N)	O (09/04/2008)	\$50.91	
Abiomed (ABMD.O)	E (02/06/2009)	\$11.03	
Baxter International (BAX.N)	O (09/04/2008)	\$55.66	
Becton Dickinson (BDX.N)	E (07/31/2009)	\$73.25	
Boston Scientific (BSX.N)	E (09/10/2010)	\$6.09	
C.R. Bard (BCR.N)	E (01/03/2011)	\$88.32	
CareFusion Corp. (CFN.N)	O (05/20/2010)	\$24.09	
Covidien (COV.N)	O (07/15/2010)	\$44.97	
Edwards Lifesciences (EW.N)	E (09/04/2008)	\$75.87	
Grifols (GRFS.O)	O (09/12/2011)	\$6.4	
Haemonetics Corporation (HAE.N)	U (01/03/2011)	\$58.04	
Hansen Medical, Inc. (HNSN.O)	U (01/08/2009)	\$3.44	
Hill-Rom Holdings Inc. (HRC.N)	O (09/12/2011)	\$29.99	
Hologic, Inc. (HOLX.O)	E (05/05/2009)	\$15.73	
Integra LifeSciences (IART.O)	E (09/10/2010)	\$35.7	
Intuitive Surgical Inc. (ISRG.O)	E (10/02/2007)	\$377.74	
Johnson & Johnson (JNJ.N)	E (08/10/2010)	\$63.25	
MAKO Surgical Corp. (MAKO.O)	E (07/11/2011)	\$37.9	
Medtronic Inc. (MDT.N)	E (09/04/2008)	\$33.72	
St. Jude Medical (STJ.N)	U (01/03/2011)	\$37.06	
Stryker Corporation (SYK.N)	O (01/08/2010)	\$48.49	
Teleflex Inc. (TFX.N)	E (09/12/2011)	\$53.8	
Zimmer Holdings, Inc. (ZMH.N)	E (07/16/2009)	\$54.98	
Marshall Urist, M.D., Ph.D.			
Hospira (HSP.N)	E (07/16/2009)	\$37.64	
Sagent Pharmaceuticals Inc (SGNT.O)	O (05/31/2011)	\$19.92	

Stock Ratings are subject to change. Please see latest research for each company.
* Historical prices are not split adjusted.