MORGAN STANLEY RESEARCH NORTH AMERICA

Morgan Stanley & Co. LLC

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November 1, 2011

Stock Rating
Overweight
Industry View
In-Line

Sagent Pharmaceuticals

IMS Tracker: September 2011

Total 3Q IMS sales were \$44M or +148% Y/Y. This compares with MSe revenue of \$43MM suggesting upside to our 3Q estimate after adjusting for limited capture of a key new launch levofloxacin and rebates/chargebacks. That said, IMS read through for Sagent has been variable historically.

Heparin and Cefepime stable. Share remained steady at ~16% and ~32% respectively, where they have been most of the year for both products during 3Q.

Topotecan re-gains market share. After losing IMS market share earlier in the year, Sagent re-gained 700bps of share in September. October and November data will clarify if these gains prove sustainable.

Levofloxacin capture limited, but data encouraging. In what is a key launch and catalyst for the stock, Sagent had ~75% generic share in September compared to ~42% in August. However, IMS offers limited insight into this product as the bulk of Sagent levofloxacin is shipped directly to customers meaning this could be a source of upside in the quarter.

Gemcitabine off to a good start with ~\$9MM in sales for 3Q with a solid September (~\$3.5MM) accounting for ~20% of total IMS sales for 3Q. Share was 15% vs 20% in August with Sagent holding its own in a competitive market (quality of data for this product is still unclear).

In other news ... recent executive order on drug shortages a positive for Sagent. Yesterday President Obama issued an executive order to help deal with drug shortages that directs the FDA to expedite reviews and plant inspections for drug shortage product ANDA's among other actions. Recall, injectable drugs represent the majority of shortages. With time this should be a positive for Sagent given a strategic pipeline focus on shortage products to hasten portfolio expansion. Recent examples include Sagent's approvals of paclitaxel, haloperidol, vecuronium and levofloxacin.

Key Ratios and Statistics

Reuters: SGNT.O Bloomberg: SGNT US

Medical Technology / United States of America

Price target	\$29.00
Shr price, close (Oct 26, 2011)	\$25.85
Mkt cap, curr (mm)	\$483
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	74.8	21.3
Consensus EPS (\$)§	(7.13)	(0.85)	0.46	1.80
Div yld (%)	ND	0.0	0.0	0.0
Unless otherwise noted all metrics	are hased on	Morgan Sta	anley Mode	IM/ara

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

Quarterly ModelWare EPS

	2	011e	2011e	2012e	2012e
Quarter	2010	Prior	Current	Prior	Current
Q1	(3.89)	-	(2.09)a	-	0.09
Q2	ND	-	(0.37)a	-	0.09
Q3	ND	-	(0.20)	-	0.09
Q4	ND	-	(0.15)	-	0.08
e = Morgan Stanley Res	search estimates,	a = Ac	tual compar	v reported	data

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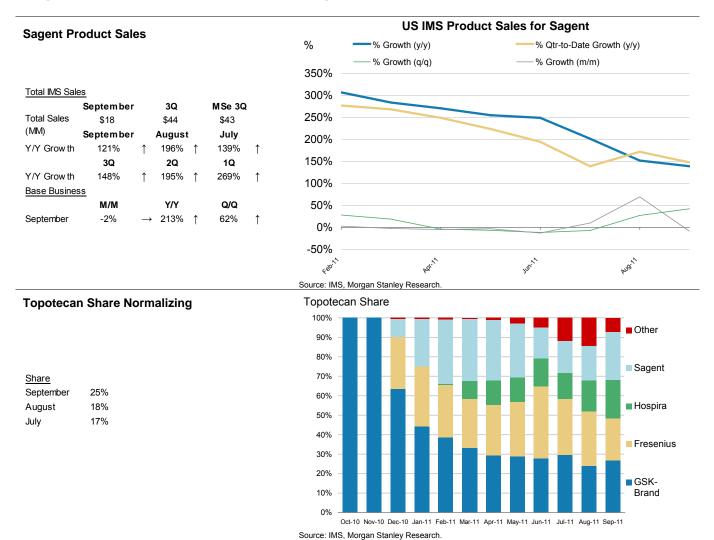
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^{§ =} Consensus data is provided by FactSet Estimates

e = Morgan Stanley Research estimates

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Sagent 3Q11 IMS Trend Through September



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Cefepime Maintains Status Quo

 Share

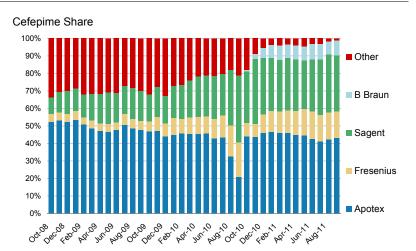
 September
 32%

 August
 33%

 July
 32%

 Weekly Average Sales

•	Sales (IVIIVI)	W/W Grow
September	\$0.4	-1% →
August	\$0.4	8% ↑
July	\$0.3	3% →

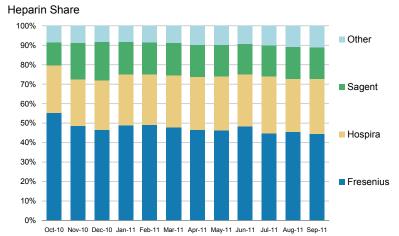


Source: IMS, Morgan Stanley Research.

Heparin Flat

	Sales (MM)
Weekly Aver	age Sales
July	16%
August	16%
September	16%
Share	

	Sales (MM)	M/M Growth
September	\$0.8	0% →
August	\$0.9	0% →
July	\$0.9	0% →



Source: IMS, Morgan Stanley Research

Impressive Share Gains on Levofloxacin

Generic Share

	September	August	July
Sagent	74%	42%	32%
Novartis	26%	58%	68%

Note: Levofloxacin capture limited as the bulk of the product is shipped directly to customers

\$ Share of Generic, Injectable, Levocfloxacin 100% 90% Sandoz 80% 70% 60% 50% 40% 30% Sagent 20% 10% 0% Jul-11 Aug-11 Sep-11 Source: IMS, Morgan Stanley Research

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Price Target Methodology and Risks

Our price target is based on 3.5x 2012 EV/Revenue and 10.5x 2013 EV/EBITDA, which is a premium to peers given Sagent's higher growth and margin expansion potential.

Risks to our price target include: maintaining product quality with worldwide supply chain while controlling spending, competition from larger players and new entrants; FDA approval timing of important, high margin products; management continuity; and pricing pressure.

Sagent Pharmaceuticals, Inc., may be deemed to be controlled by or under common control with MS&Co. due to ownership, board and/or other relationship.

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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Morgan Stanley ModelWare is a proprietary analytic framework that helps clients uncover value, adjusting for distortions and ambiguities created by local accounting regulations. For example, ModelWare EPS adjusts for one-time events, capitalizes operating leases (where their use is significant), and converts inventory from LIFO costing to a FIFO basis. ModelWare also emphasizes the separation of operating performance of a company from its financing for a more complete view of how a company generates earnings.

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Johnson & Johnson, Medtronic Inc., Sagent Pharmaceuticals Inc, Stryker Corporation, Teleflex Inc., Varian Medical Systems, Inc.

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(as of October 31, 2011)

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	Coverage Universe		Investment Banking Clients (IBC		
-	% of			% of %	% of Rating
Stock Rating Category	Count	Total	Count	Total IBC	Category
Overweight/Buy	1126	40%	449	44%	40%
Equal-weight/Hold	1176	42%	431	42%	37%
Not-Rated/Hold	108	4%	23	2%	21%
Underweight/Sell	418	15%	115	11%	28%
Total	2,828		1018		

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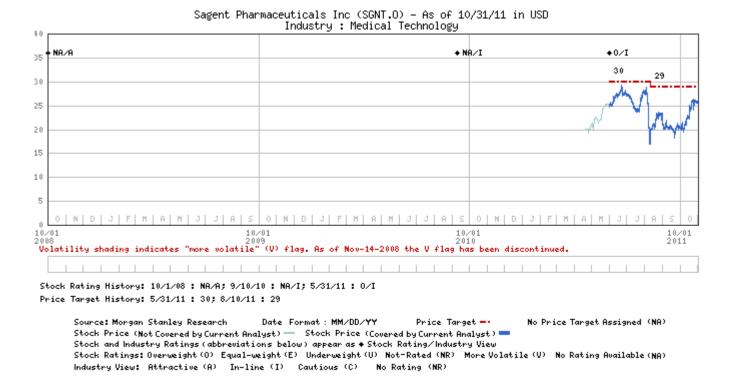
In-Line (I): The analyst expects the performance of his or her industry coverage universe over the next 12-18 months to be in line with the relevant broad market benchmark, as indicated below.

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Benchmarks for each region are as follows: North America - S&P 500; Latin America - relevant MSCI country index or MSCI Latin America Index; Europe - MSCI Europe; Japan - TOPIX; Asia - relevant MSCI country index.

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

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Industry Coverage: Medical Technology

Company (Ticker) Rating (as of) Price* (* (10/31/2011)
Steve Beuchaw		
Accuray Inc (ARAY.O)	E (09/27/2011)	\$4
Align Technology Inc (ALGN.O)	U (09/12/2011)	\$23.03
Dentsply International Inc. (XRAY.O)	E (09/12/2011)	\$36.96
Sirona Dental Systems Inc. (SIRO.O)	O (09/12/2011)	\$47.9
Varian Medical Systems, Inc (VAR.N)	E (09/12/2011)	\$58.72
David R. Lewis		
Abbott Laboratories (ABT.N)	O (09/04/2008)	\$53.87
Abiomed (ABMD.O)	E (02/06/2009)	\$15.06
Baxter International (BAX.N)	O (09/04/2008)	\$54.98
Becton Dickinson (BDX.N)	E (07/31/2009)	\$78.23
Boston Scientific (BSX.N)	E (09/10/2010)	\$5.89
C.R. Bard (BCR.N)	E (01/03/2011)	\$85.95
CareFusion Corp. (CFN.N)	O (05/20/2010)	\$25.6
Covidien (COV.N)	O (07/15/2010)	\$47.04
Edwards Lifesciences (EW.N)	E (09/04/2008)	\$75.42
Grifols (GRFS.O)	O (09/12/2011)	\$6.41
Haemonetics Corporation (HAE.N)	U (01/03/2011)	\$60.95
Hansen Medical, Inc. (HNSN.O)	U (01/08/2009)	\$3.14
Hill-Rom Holdings Inc. (HRC.N)	O (09/12/2011)	\$33.67
Hologic, Inc. (HOLX.O)	E (05/05/2009)	\$16.12
Integra LifeSciences (IART.O)	E (09/10/2010)	\$32.06
Intuitive Surgical Inc. (ISRG.O)	E (10/02/2007)	\$433.86
Johnson & Johnson (JNJ.N)	E (08/10/2010)	\$64.39
MAKO Surgical Corp. (MAKO.O)	E (07/11/2011)	\$38.45
Medtronic Inc. (MDT.N)	E (09/04/2008)	\$34.74
St. Jude Medical (STJ.N)	E (10/10/2011)	\$39
Stericycle Inc. (SRCL.O)	E (04/06/2011)	\$83.58
Stryker Corporation (SYK.N)	O (01/08/2010)	\$47.91
Teleflex Inc. (TFX.N)	E (09/12/2011)	\$59.86
Zimmer Holdings, Inc. (ZMH.N) Marshall Urist, M.D., Ph.D.	E (07/16/2009)	\$52.63
Hospira (HSP.N)	E (07/16/2009)	\$31.45
Sagent Pharmaceuticals Inc (SGNT.O)	O (05/31/2011)	\$25.55

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* Historical prices are not split adjusted.