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Drovious

Current

Reason for Report:

Company Update

Changes

Changes	Prev	/ious	Current
Rating			Overweight
Price Tgt			\$14.00
FY11E Rev	(mil)		\$18.1
FY12E Rev	(mil)		\$50.6
FY11E EPS			(\$3.69)
FY12E EPS			(\$1.28)
Price:			\$11.60
52 Week Hig	gh:		\$15.34
52 Week Lo	w:		\$6.16
12-Month Pr	ice Target:		\$14.00
9x our 20	014 EPS est. o	of \$2.37, dis	sc. at 25%
Shares Out	(mil):		17.2
Market Cap.	(mil):		\$199.5
Avg Daily Vo	ol (000):		76
Book Value/	Share:		\$1.81
Net Cash Pe	er Share:		\$3.45
Debt to Tota	l Capital:		68%
Est LT EPS			NA
P/E to LT EF	PS Growth (F	Y11):	NA
Est Next Re	p Date:		08/11/2011
Fiscal Year I	End:		Dec
Rev (mil)	2010A	2011E	2012E
Mar	NA	\$3.9A	NA
Jun	NA	\$3.1E	NA
Sep	NA	\$3.3E	NA
Dec	<u>\$2.2A</u>	<u>\$7.9E</u>	<u>NA</u>
FY	\$14.6A	\$18.1E	\$50.6E
CY	\$14.6A	\$18.1E	\$50.6E
FY RM	13.7x	11.0x	3.9x
CY RM	13.7x	11.0x	3.9x
EPS	2010A	2011E	2012E
Mar	NA	(\$0.98)A	NA
Jun	NA	(\$0.50)E	NA
Sep	NA	(\$0.53)E	NA
Dec	(\$12.27)A	(\$1.69)E	<u>NA</u>
FY	(\$47.29)A	(\$3.69)E	(\$1.28)E
CY	(\$47.29)A	(\$3.69)E	(\$1.28)E
FY P/E	NM	NM	NM
OV D/E			
CY P/E	NM	NM	NM 10 and full yea

For 2010, actuals are reported for 4Q10 and full year, however prior quarters were not broken out

Pacira Pharmaceuticals Overweight

(PCRX - \$11.60)

Push-Out of FDA Action on Exparel Not Alarming

CONCLUSION:

Pacira announced that the FDA action date for its extended-release formulation of bupivacaine, Exparel, for the management of post-operative pain, was extended by three months to a new date of October 28, 2011. Management noted that the agency requested additional information, already provided by PCRX, that constituted a major amendment to the filing, resulting in an extended review time. Importantly, management noted that no efficacy or safety issues/concerns were raised as part of the information request. We remain confident that Exparel's clinical data (two placebo-controlled pivotal studies) and strong safety database is sufficient for approval. We envision at least \$200M in sales potential for the product used via wound infiltration. In that context, at a market cap of just below \$200M, PCRX shares are trading at an attractive risk/reward profile in our view. We reiterate our Overweight rating and \$14 price target.

- PDUFA date for Exparel pushed out by three months. PCRX noted that the FDA information request was related to a topic that management stated was not a "critical issue" (PCRX did not provide more specifics). PCRX supplied the FDA with the requested information. That said, since the request was within 90 days of the previous PDUFA date of July 28, the agency reserved the right to classify the information provided as a major amendment to the NDA filing, resulting in an extension of the review period by 90 days. Recall that major amendments can include data from a study that was previously unsubmitted, or new/updated analyses of data that were previously included in the filing.
- Delay unlikely to have major implications regarding the timing and nature of the Exparel launch. Our model had already reflected a 4Q11 rollout of Exparel. Assuming an approval in October, PCRX would hire a sales management team shortly thereafter and begin promoting Exparel to its initial target of 54 major hospitals. The company would then hire a full field force in 2012 to support a broader rollout. We note that the most important early metric in the launch is hospital formulary access (the idea here is that winning formulary access in the initial stages of the rollout lays the foundation for the start of meaningful sales 6-12 months after initial launch).
- No change to our thinking on Exparel sales potential. We are modeling Exparel U.S. sales of \$35M in 2012, growing to \$216M by 2015 (and does not reflect label expansions for nerve block and epidural administration). Further, given the complexities associated with manufacturing Exparel, which incorporates a liposome-based delivery technology, we believe the product is unlikely to be threatened by generic competitors.

INVESTMENT RECOMMENDATION:

We believe the risk/reward profile for PCRX shares is favorable given the value proposition associated with Exparel. We base our \$14.00 price target on our 2014 EPS estimate of \$2.37, times a P/E of 9x discounted at 25%.

RISKS TO ACHIEVEMENT OF TARGET PRICE:

Risks include regulatory and commercial risks associated with Exparel.

COMPANY DESCRIPTION:

Pacira is focused on hospital-based products for pain management.

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Pacira - Quarterly and Annual Income Statement

Fiscal Year Ends December 31			2010	0A		·		201	1E		•				
(\$ In millions, except for EPS)	2009A	1QE	2QE	3QE	4QA	2010A	1QA	2QE	3QE	4QE	2011E	2012E	2013E	2014E	2015E
Revenues															
Exparel U.S. sales										\$2.5	\$2.5	\$35.4	\$86.6	\$142.5	\$215.5
Exparel ex-U.S. revenue										¥=	V =	0.0	0.0	0.0	0.0
(DepoCyte/DepoDur) (1)	10.4	3.3	3.3	3.3	1.5	11.3	2.9	3.1	3.3	3.4	12.7	13.2	13.9	14.6	15.3
Milestone revenue/other (2)	4.6	0.9	0.9	0.9	0.7	3.2	0.9	0.0	0.0	2.0	2.9	2.0	0.0	0.0	0.0
Total revenue	\$15.0	\$4.1	\$4.1	\$4.1	\$2.2	\$14.6	\$3.9	\$3.1	\$3.3	\$7.9	\$18.1	\$50.6	\$100.5	\$157.1	\$230.9
Cost of sales (3)	12.3	3.4	3.4	3.4	2.1	12.3	3.7	5.5	4.8	23.6	37.6	32.9	40.2	42.4	53.1
Gross Profit	\$2.7	\$0.7	\$0.7	\$0.7	\$0.1	\$2.3	\$0.2	(\$2.4)	(\$1.5)	(\$15.7)	(\$19.5)	\$17.7	\$60.3	\$114.6	\$177.8
Research & development	26.2	5.0	5.0	5.0	3.7	18.6	3.5	1.6	1.7	3.9	10.6	3.0	6.0	6.3	6.9
Selling, general, and administrative	5.0	1.3	1.3	1.3	2.1	6.0	3.8	3.6	5.0	8.7	21.0	35.4	42.2	48.7	53.1
Total expenses	\$43.6	\$9.7	\$9.7	\$9.7	\$7.9	\$36.9	\$11.0	\$10.7	\$11.4	\$36.2	\$69.3	\$71.4	\$88.5	\$97.4	\$113.1
Operating Income	(\$28.5)	(\$5.6)	(\$5.6)	(\$5.6)	(\$5.7)	(\$22.4)	(\$7.1)	(\$7.6)	(\$8.1)	(\$28.4)	(\$51.1)	(\$20.8)	\$12.1	\$59.7	\$117.7
Interest income	0.1	0.0	0.0	0.0	0.0	0.1	0.0	0.2	0.2	0.2	0.5	1.0	1.3	1.6	1.8
Interest expense	(3.6)	(0.9)	(0.9)	(0.9)	(1.4)	(4.0)	(2.5)	(1.2)	(1.2)	(1.2)	(6.1)	(5.5)	(3.0)	(0.2)	0.0
Other income (expense) ⁽⁴⁾	<u>0.4</u>	<u>(0.3)</u>	(0.3)	(0.3)	(0.0)	(1.0)	(0.2)	0.0	0.0	0.0	(0.2)	<u>0.0</u>	<u>0.0</u>	<u>0.0</u>	0.0
Other income (expense), net	(3.2)	(1.1)	(1.1)	(1.1)	(1.4)	(4.8)	(2.7)	(1.1)	(1.1)	(1.1)	(5.8)	(4.5)	(1.7)	1.4	1.8
Income (loss) before taxes	(\$31.7)	(\$6.7)	(\$6.7)	(\$6.7)	(\$7.0)	(\$27.1)	(\$9.8)	(\$8.6)	(\$9.1)	(\$29.4)	(\$56.9)	(\$25.2)	\$10.4	\$61.1	\$119.5
Income tax provision	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	(6.0)
Net income (loss)	(\$31.7)	(\$6.7)	(\$6.7)	(\$6.7)	(\$7.0)	(\$27.1)	(\$9.8)	(\$8.6)	(\$9.1)	(\$29.4)	(\$56.9)	(\$25.2)	\$10.4	\$61.1	\$113.6
EPS, basic	(\$3.60)	(\$0.63)	(\$0.63)	(\$0.63)	(\$12.27)	(\$47.29)	(\$0.98)	(\$0.50)	(\$0.53)	(\$1.69)	(\$3.69)	(\$1.28)	\$0.51	\$2.94	\$5.34
EPS, diluted	(\$3.60)	(\$0.63)	(\$0.63)	(\$0.63)	(\$12.27)	(\$47.29)	(\$0.98)	(\$0.50)	(\$0.53)	(\$1.69)	(\$3.69)	(\$1.28)	\$0.41	\$2.37	\$4.32
Shares outstanding, basic (5)	8.5	10.7	10.7	10.7	0.6	0.6	10.0	17.2	17.3	17.4	15.5	19.8	20.3	20.8	21.3
Shares outstanding, diluted (5)	8.5	10.7	10.7	10.7	0.6	0.6	10.0	17.2	17.3	17.4	15.5	19.8	25.3	25.8	26.3
Expenses as % of sales:															
COGS	82.0%	82.2%	82.2%	82.2%	96.2%	84.3%	94.9%	179.0%	144.0%	300.0%	207.2%	65.0%	40.0%	27.0%	23.0%
R&D		120.9%	120.9%	120.9%	167.7%	127.9%	90.9%	50.0%	50.0%	50.0%	58.7%	6.0%	6.0%	4.0%	3.0%
SG&A		31.9%	31.9%	31.9%	95.3%	41.4%	98.5%	115.0%	150.0%	110.0%	115.7%	70.0%	42.0%	31.0%	23.0%
Margins:		17.8%	17.8%	17.8%	3.8%							35.0%	60.0%	73.0%	77.0%
Gross margin Operating margin		17.8%	17.8%	17.8%	3.8%							35.0%	12.0%	38.0%	77.0% 51.0%
Net income													10.3%	38.9%	49.2%
Income Tax													0.0%	0.0%	5.0%
Y-O-Y Growth rates:													0.070	0.070	0.070
Exparel U.S. sales													144.6%	64.5%	51.3%
Total revenue							-6.3%	-24.8%	-20.0%	259.3%	24.5%	179.2%	98.5%	56.3%	47.0%
R&D							-29.5%	-68.9%	-66.9%	7.1%	-42.8%	-71.5%	98.5%	4.2%	10.3%
Selling, general, and administrative							189.6%	171.4%	276.8%	314.5%	247.9%	69.0%	19.1%	15.3%	9.1%
Operating profit														395.2%	97.3%
Net income	1													490.0%	85.9%

⁽¹⁾ Reflects manufacturing and supply revenue and royalties from third parties on DepoCyte and DepoDur

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Pacira Pharmaceuticals, Inc.
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⁽²⁾ Includes collaborative licensing and development revenue; 2011 and beyond reflects milestone payments from NovoNordisk related to DepoFoam partnership

⁽³⁾ Includes \$10M milestone payment in 4Q11 to Skye Pharma related to the approval and launch of Exparel

⁽⁴⁾ Includes royalty interest obligation and loss on early extinguishmment of debt

⁽⁵⁾ Assumes additional common share offering in 2012

Pacira - Annual Cash Flow Statement

(\$ in millions)

	2008A	2009A	2010E	2011E	2012E	2013E	2014E
Beginning Cash & Equivalents	\$7.2	\$12.4	\$7.1	\$28.9	\$6.2	\$14.6	\$21.5
Operating Activities							
Net Income (Loss)	(\$41.9)	(\$31.7)	(\$27.1)	(\$56.9)	(\$25.2)	\$10.4	\$61.1
Depreciation & Amortization	\$3.8	\$4.4	\$4.2	\$5.2	\$5.7	\$6.3	\$6.9
Other	(\$4.8)	\$1.9	\$0.5	\$0.5	\$0.5	\$0.5	\$0.5
Stock-based Compensation	\$0.2	\$0.5	\$0.4	\$0.6	\$0.8	\$1.1	\$1.2
Net Change in Assets and Liabilities	\$13.4	\$4.0	\$1.9	(\$2.1)	(\$6.4)	(\$2.6)	(\$4.1)
Cash From Operations	(\$29.2)	(\$20.8)	(\$20.2)	(\$52.7)	(\$24.6)	\$15.6	\$65.6
Investing Activities							
Capital Expenditures	(\$5.8)	(\$5.5)	(\$12.0)	(\$8.0)	(\$5.0)	(\$3.0)	(\$3.0)
Short-Term Investments	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Acquisition of Tangible Assets	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Acquisition of Intangibles	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Other Investment (1)	(\$0.0)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Cash From Investing Activities	(\$5.9)	(\$5.5)	(\$12.0)	(\$8.0)	(\$5.0)	(\$3.0)	(\$3.0)
Financing Activities							
Debt Issuance (1)	\$0.0	\$21.3	\$67.0	\$0.0	\$5.0	\$0.0	\$0.0
Debt Repayments (1)	\$0.0	\$0.0	(\$15.0)	\$0.0	(\$15.0)	(\$8.7)	(\$7.0)
Dividends	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Share Repurchases	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Stock and Option Issuances (2)	\$40.2	\$0.0	\$2.0	\$38.0	\$48.0	\$3.0	\$3.0
Other, Net	(\$0.0)	(\$0.2)	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Cash From Financing Activities	\$40.1	\$21.0	\$54.0	\$38.0	\$38.0	(\$5.7)	(\$4.0)
Net Change In Cash	\$5.1	(\$5.3)	\$21.8	(\$22.7)	\$8.4	\$6.9	\$58.6
Year End Cash & Equivalents	\$12.4	\$7.1	\$28.9	\$6.2	\$14.6	\$21.5	\$80.1

⁽¹⁾ Reflects the impact of \$26.25M of long-term debt borrowed under the Hercules Credit Facility, plus issuance of

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^{\$7.5}M convertible note. Also includes repayment of \$11.25M under the GECC Credit Facility in 2010

⁽²⁾ Reflects net proceeds of \$41M from February 2011 IPO. Also assumes additional share offering in 2012.

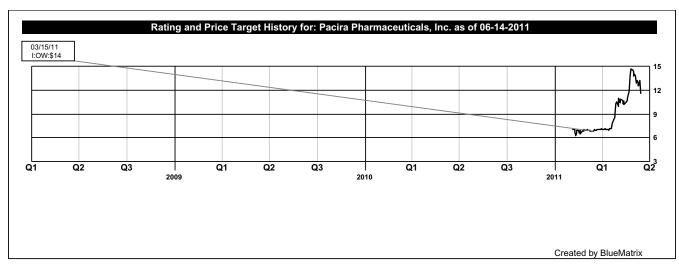
Pacira - Annual Balance Sheet

(\$ in millions)

	2008A	2009A	2010A	2011E	2012E	2013E	2014E
Current Assets							
Cash & Equivalents	\$12.4	\$7.1	\$26.1	\$6.2	\$14.6	\$21.5	\$80.1
Short-term invsetments	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0	\$0.0
Accounts Receivable, net	\$2.6	\$1.5	\$2.2	\$3.0	\$9.7	\$12.4	\$17.2
Inventories	\$2.0	\$1.7	\$1.0	\$3.1	\$3.6	\$4.4	\$4.6
Other Current Assets	\$2.4	\$2.3	\$1.7	\$1.8	\$1.9	\$2.0	\$2.1
Total Current Assets	\$19.4	\$12.5	\$31.1	\$14.1	\$29.8	\$40.3	\$104.0
Property, Plant & Equipment, Net	\$18.0	\$19.6	\$23.3	\$26.1	\$25.4	\$22.1	\$18.1
Intangible Assets, Net	\$13.1	\$11.2	\$11.6	\$11.6	\$11.6	\$11.6	\$11.6
Other Assets	\$0.1	\$0.7	\$0.7	\$0.7	\$0.7	\$0.7	\$0.7
Total Assets	\$50.5	\$44.0	\$66.6	\$52.4	\$67.4	\$74.6	\$134.4
Liabilities & Equity							
Current Liabilities	\$17.0	\$14.4	\$16.3	\$17.1	\$18.0	\$18.9	\$19.8
Total Debt	\$0.0	\$22.2	\$71.7	\$21.9	\$11.9	\$3.2	(\$3.8)
Other Liabilities	\$26.0	\$30.3	\$27.0	\$27.8	\$28.6	\$29.5	\$30.3
Equity (deficit)	\$7.5	(\$22.9)	(\$48.4)	(\$14.4)	\$8.9	\$23.1	\$88.1
Total Liabilities & Equity	\$50.5	\$44.0	\$66.6	\$52.4	\$67.4	\$74.6	\$134.4

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Notes: The boxes on the Rating and Price Target History chart above indicate the date of the Research Note, the rating, and the price target. Each box represents a date on which an analyst made a change to a rating or price target, except for the first box, which may only represent the first Note written during the past three years.

Legend:

I: Initiating Coverage

R: Resuming Coverage

T: Transferring Coverage

D: Discontinuing Coverage

S: Suspending Coverage

OW: Overweight

N: Neutral

UW: Underweight

B: Buy (Piper Jaffray discontinued use of the B, N, and S ratings on June 30, 2009)

N: Neutral

S: Sell

AL On/AL Off: Placed on/removed from the Alpha List maintained by Piper Jaffray (AL use discontinued March 2010)

NA: Not Available UR: Under Review

Distribution of Ratings/IB Services Piper Jaffray									
			IB Serv./Past 12 Mos.						
Rating	Count	Percent	Count	Percent					
BUY [OW]	322	51.50	71	22.05					
HOLD [N]	259	41.40	28	10.81					
SELL [UW]	44	7.00	1	2.27					

Note: Distribution of Ratings/IB Services shows the number of companies currently in each rating category from which Piper Jaffray and its affiliates received compensation for investment banking services within the past 12 months. FINRA rules require disclosure of which ratings most closely correspond with "buy," "hold," and "sell" recommendations. Piper Jaffray ratings are not the equivalent of buy, hold or sell, but instead represent recommended relative weightings. Nevertheless, Overweight corresponds most closely with buy, Neutral with hold and Underweight with sell. See Stock Rating definitions below.



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Analyst Certification — David Amsellem, Sr. Research Analyst

- Michael Dinerman, M.D., Research Analyst

— Eileen Flowers, Ph.D., Research Analyst

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- · Overweight (OW): Anticipated to outperform relative to the median of the group of stocks covered by the analyst.
- Neutral (N): Anticipated to perform in line relative to the median of the group of stocks covered by the analyst.
- · Underweight (UW): Anticipated to underperform relative to the median of the group of stocks covered by the analyst.

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