J.P.Morgan

ChemoCentryx, Inc.

Updating Model Post 1Q

ChemoCentryx reported 1Q12 results with a GAAP EPS loss of \$0.28 below our expectation (loss of \$0.12) driven by lower revenues that were partially offset by lower operating expenses. ChemoCentryx ended 1Q with cash of \$146M, including net proceeds of \$57M from the recent IPO and private placements. Importantly, although there was nothing game changing, the pipeline continues to progress. Recall, Traficet-EN, partnered with GSK, continues in a broad phase 3 program for Crohn's disease. Physician feedback on Traficet-EN has been positive given comparable efficacy, improved dosing (oral vs. injection) and a cleaner safety profile relative to biologics (~\$2B peak translating to ~\$350M in royalties). Additionally, ChemoCentryx remains focused on advancing CCX140 (wholly owned) in diabetic nephropathy (DN). To that end, completion of the ongoing phase 2 trial of CCX140 remains on track for YE12. We believe CCX140 has blockbuster potential and view the phase 2 data as a key derisking event. As such, we reiterate our Overweight rating.

- Review of Key Catalysts. Traficet-EN is currently in four phase 3 trials in moderate-to-severe Crohn's disease with data from SHIELD-1 (induction) expected in 1H13. Additionally, CCX140 is in a phase 2 trial for DN which is expected to be completed by year end with data likely in 1Q13. Enrollment in a phase 2 trial of CCX168 in ANCA-Associated vasculitis is expected to be completed by YE12. Additionally, other agents, currently in preclinical testing, are expected to enter clinical testing by year end.
- Adjusting estimates. Following 1Q12 results we are fine tuning our model. Specifically in 2012, we have modestly decreased operating expenses. Our 2012 GAAP EPS changes to (\$0.72) from (\$0.60), while our 2013-2014 estimates of (\$1.00), and (\$1.45), respectively remain unchanged.

Overweight

CCXI, CCXI US Price: \$10.90

Price Target: \$16.00

US Biotechnology

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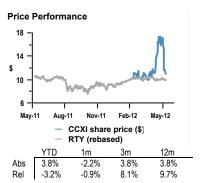
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ChemoCentryx, Inc. (CCXI;CCXI US)

FYE Dec	2011A	2012E (Prev)	2012E (Curr)	2013E
EPS Reported (\$)				
Q1 (Mar)	(1.07)	(0.12)	(0.28)A	-
Q2 (Jun)	(0.27)	(0.13)	(0.10)	-
Q3 (Sep)	(0.37)	(0.16)	(0.16)	-
Q4 (Dec)	0.61	(0.19)	(0.19)	-
FY `	(1.10)	(0.60)	(0.72)	(1.00)
Source: Company data, Bloom	berg, J.P. Morgan estim	nates.	•	•

Company Data	_
Price (\$)	10.79
Date Of Price	09 May 12
52-week Range (\$)	17.73 - 9.87
Mkt Cap (\$ mn)	431.60
Fiscal Year End	Dec
Shares O/S (mn)	40
Price Target (\$)	16.00
Price Target End Date	31 Dec 12

See page 4 for analyst certification and important disclosures.

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Changes to Our Model

Table 1: Changes to Our Model

	2012E	2012E	2013E	2013E	2014E	2014E
	OLD	NEW	OLD	NEW	OLD	NEW
Total Revenue	35.2	27.4	35.0	35.0	35.0	35.0
R&D	46.1	41.4	57.6	57.6	72.0	72.0
SG&A	14.0	13.1	23.1	23.1	36.9	37.0
Total Op Ex	60.1	54.5	80.7	80.7	108.9	109.0
Net income	-23.9	-27.0	-43.7	-43.7	-71.9	-72.0
EPS	-0.60	-0.72	-1.00	-1.00	-1.45	-1.45
fully diluted shares	39.4	38.2	43.5	43.5	49.5	49.5

Source: J.P. Morgan estimates.

Investment Thesis

ChemoCentryx is an early stage biotechnology company with a focus on developing oral drugs targeting the chemokine system, which is involved in autoimmune and inflammatory diseases as well as cancer. The company has a significant and validating partnership with GSK and its pipeline is anchored by Traficet-EN, a unique oral agent for Crohn's disease in phase 3 trials at GSK. In our view, Traficet-EN has blockbuster potential (with ChemoCentryx receiving royalties), this is supported by highly positive physician feedback. Additionally, ChemoCentryx has a robust pipeline, including CCX140, an unpartnered asset in phase 2 trials for diabetic nephropathy.

Valuation

Our December 2012 PT of \$16 is based on a sum-of-the-parts analysis. This value is derived from Traficet-EN for Crohn's disease in the US/EU (\$8/share), CCX140 for DN in the US only (\$4/share), and cash (\$4/share). We note that our Traficet-EN and CCX140 revenue estimates are probability adjusted by 70% and 15% respectively. Additionally, we assume no terminal value and a discount rate of 15%, which we believe appropriately reflects the risks of clinical development.

Risks to Rating and Price Target

Risk to our Overweight rating include (1) Traficet-EN could fail to demonstrate a meaningful benefit phase trials in Crohn's disease (2) CCX140 could fail in phase 2 trials for DN (3) Despite the potential for meaningful clinical data, Traficet-EN could fail to gain broad adoption in Crohn's disease.

ChemoCentryx, Inc.: Summary of Financials

Income Statement - Annual	FY11A	FY12E	FY13E	FY14E	Income Statement - Quarterly	1Q12A	2Q12E	3Q12E	4Q12E
Revenues	32	27	35	35	Revenues	1A	9	9	9
Cost of products sold	-	-	-	0	Cost of products sold	-	-	-	-
Gross profit	32	27	35	35	Gross profit	1A	9	9	9
SG&A	8	13	23	37	SG&A	3A	3	4	4
R&D	28	41	58	72	R&D	7A	10	12	13
Operating Income	(4)	(27)	(46)	(74)	Operating income	A(8)	(4)	(7)	(8)
Note: EBITDA	-	-	-	-	Note: EBITDA	-	-	-	-
Net interest income / (expense)	(0)	0	2	2	Net interest income / (expense)	(1)A	0	0	0
Other income / (expense)	0	0	0	0	Other income / (expense)	0A	0	0	0
Pretax income	(5)	(27)	(44)	(72)	Pretax income	(9)A	(4)	(6)	(8)
Income taxes	0	0	0	0	Income taxes	0A	0	0	0
Net income - GAAP	(5)	(27)	(44)	(72)	Net income - GAAP	(9)A	(4)	(6)	(8)
Net income - recurring	-	-	-	-	Net income - recurring	-	-	-	-
Diluted shares outstanding	23	38	44	50	Diluted shares outstanding	33A	40	40	40
EPS - excluding non-recurring	(1.10)	(0.72)	(1.00)	(1.45)	EPS - excluding non-recurring	(0.28)A	(0.10)	(0.16)	(0.19)
EPS - recurring	(1.10)	(0.72)	(1.00)	(1.45)	EPS - recurring	(0.28)A	(0.10)	(0.16)	(0.19)
Balance Sheet and Cash Flow Data	FY11A	FY12E	FY13E	FY14E	Ratio Analysis	FY11A	FY12E	FY13E	FY14E
Cash and cash equivalents	29	59	67	74	Sales growth	(9.2%)	(13.4%)	27.7%	0.0%
Accounts receivable	15	18	22	26	EBIT growth	(27.5%)	527.1%	68.8%	61.8%
Inventories	-	-	-	-	EPS growth	901.8%	(34.3%)	39.0%	44.7%
Other current assets	1	1	1	1	· ·		,		
Current assets	114	147	159	170	Gross margin	100.0%	100.0%	100.0%	100.0%
PP&E	8	8	9	9	EBIT margin	(13.6%)	(98.7%)	(130.6%)	(211.3%)
Total assets	118	152	164	175	EBITDA margin		-	-	-
					Tax rate	0.0%	0.0%	0.0%	0.0%
Total debt	0	0	0	0	Net margin	(15.1%)	(98.3%)	(124.9%)	(205.6%)
Total liabilities	21	21	21	21	· ·	, ,	,	,	,
Shareholders' equity	97	130	142	154	Debt / EBITDA	-	-	-	-
					Debt / Capital (book)	0.0%	0.0%	0.0%	0.0%
Net income (including charges)	(5)	(27)	(44)	(72)	Return on assets (ROA)	(4.0%)	(17.8%)	(26.7%)	(41.0%)
D&A	ì	ìí	ìí	ìí	Return on equity (ROE)	(4.9%)	(20.7%)	(30.7%)	(46.7%)
Change in working capital	(2)	(3)	(4)	(4)	Return on invested capital (ROIC)	-	-	-	-
Other	()	` ,	()	. ,	, ,				
Cash flow from operations	(6)	(29)	(46)	(75)	Enterprise value / sales	12.0	12.8	9.8	9.6
·	, ,	, ,	. ,	, ,	Enterprise value / EBITDA	-	-	-	-
Capex	(1)	(1)	(2)	(2)	Free cash flow yield	(1.6%)	(6.3%)	(10.0%)	(16.0%)
Free cash flow	(8)	(30)	(48)	(7 7)	•	` '	` ,	, ,	, ,
Cash flow from investing activities	(1)	(1)	(2)	(2)					
Cash flow from financing activities	25	60	56	84					
Dividends	-	-	-	-					
Dividend yield									

Source: Company reports and J.P. Morgan estimates.

Note: \$ in millions (except per-share data). Fiscal year ends Dec

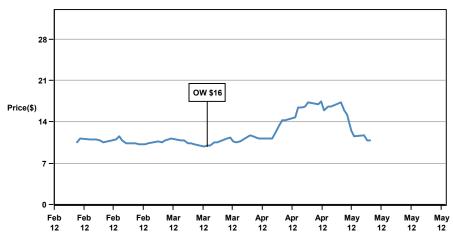
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ChemoCentryx, Inc. (CCXI, CCXI US) Price Chart



Date	Rating	Share Price (\$)	Price Target (\$)
19-Mar-12	OW	9.87	16.00

Source: Bloomberg and J.P. Morgan; price data adjusted for stock splits and dividends. Initiated coverage Mar 19, 2012.

The chart(s) show J.P. Morgan's continuing coverage of the stocks; the current analysts may or may not have covered it over the entire period.

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	Overweight	Neutral	Underweight
	(buy)	(hold)	(sell)
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IB clients*	51%	45%	34%
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IB clients*	70%	61%	53%

^{*}Percentage of investment banking clients in each rating category.

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