September 16, 2014

Liana Moussatos, Ph.D. (415) 263-6626

Relypsa (RLYP - OUTPERFORM): New Analysis of Patiromer Phase 3 Results Supports Use in Heart Failure Patients with Hyperkalemia. Reiterate OUTPERFORM and $57 PT

Price: $25.20 **12-Month Price Target: $57**

- **In a late-breaking oral presentation at the 18th Annual Scientific Meeting for the Heart Failure Society of America (HFSA, September 14-17, 20014 Las Vegas), Relypsa presented new analysis of their two-part phase 3 trial showing that the administration of patiromer normalizes high serum potassium in heart failure (HF) patients who are taken RAAS inhibitors.** In part A, which was a single-blinded trial containing 243 patients (102 HF, 141 non-HF), the primary endpoint was met with a statistically significant reduction (1.06 mEq/L; p <0.001) in serum potassium from baseline to week 4 for HF patients (Fig. 2). A similar reduction was observed for non-HF patients (Fig. 2). Part B of the trial was a placebo controlled randomized withdrawal study containing patients from Part A who had a baseline serum potassium ≥ 5.5 mEq/L and a week 4 serum potassium level that was controlled. HF and non-HF patients were randomized into groups that received patiromer (27 HF, 28 non-HF) or placebo (22 HF, 30 non-HF) for eight weeks. The primary endpoint, the difference in median change between the patiromer and placebo was 0.64 mEq/L (95% CI, 0.29, 0.99: p < 0.001) for HF patients (Fig. 3). Similar results were observed for non-HF patients (Fig. 3). Additionally, fewer HF patients treated with patiromer experienced recurrent hyperkalemia compared to placebo (8% compared to 52%; p < 0.001). Results were similar for non-heart failure patients compared to placebo (23% compared to 66%; p < 0.001). We estimate U.S. patiromer gross peak sales for HF patients with hyperkalemia could reach about $300MM.

Figure 1: MILESTONES (*our estimates)

Q4:14	**PATIROMER NDA SUBMISSION**
Q2:15*	**POTENTIAL FDA ADVISORY COMMITTEE FOR PATIROMER (*IF NECESSARY)**
Q3:15	**POTENTIAL FDA APPROVAL OF PATIROMER**
Q4:15*	**POTENTIAL U.S. LAUNCH OF PATIROMER**
2014/2015*	POTENTIAL PATIROMER PARTNERSHIP(S)

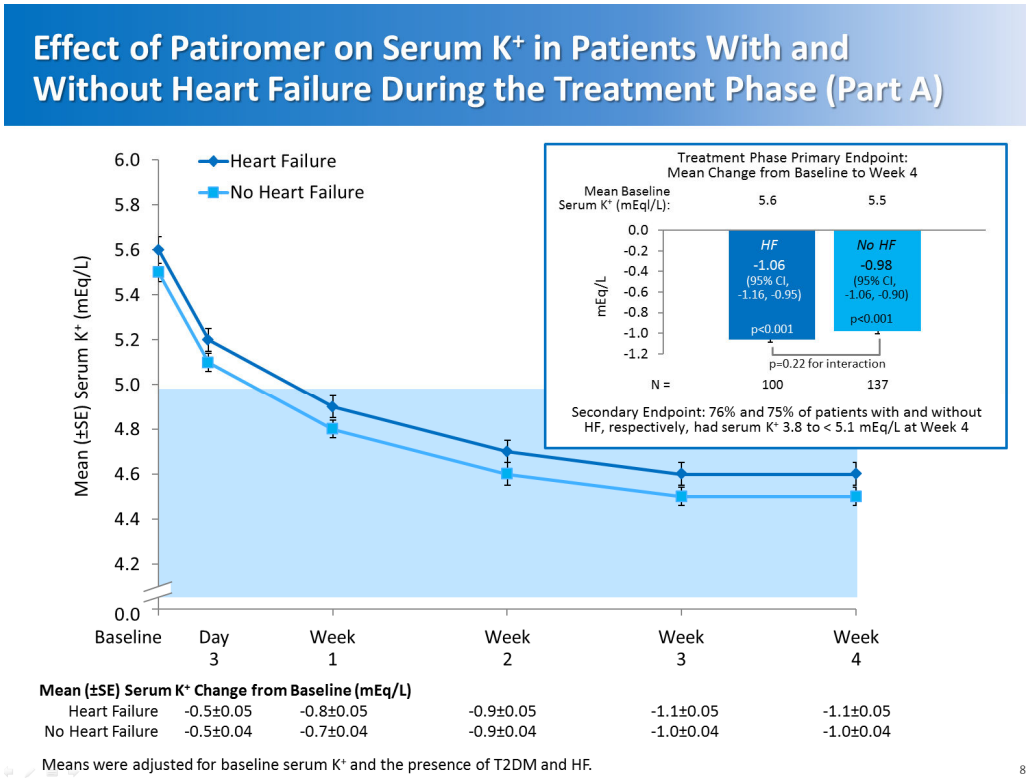
Source: Company data, Wedbush Securities, Inc.

- **Patiromer NDA filing is expected to occur in early Q4 2014.** The FDA has 60 days to respond to an NDA submission suggesting potential FDA acceptance in Q4 2014. The company estimates an FDA advisory committee (if necessary) could potentially occur in Q2:15, followed by potential approval in late 2015 and we continue to project U.S. launch by year-end 2015. With regulatory and commercial success, we project gross peak annual U.S. sales for patiromer could reach about $1.4 billion.

- **We reiterate our OUTPERFORM rating and our 12-month price target of $57.** Our price target is calculated based on sum-of-parts for each drug/indication combination using a 30% annual discount from our peak annual revenues projections and 1-10x multiple, depending on stage of development to reflect risk followed by a 365-day projection for time value.

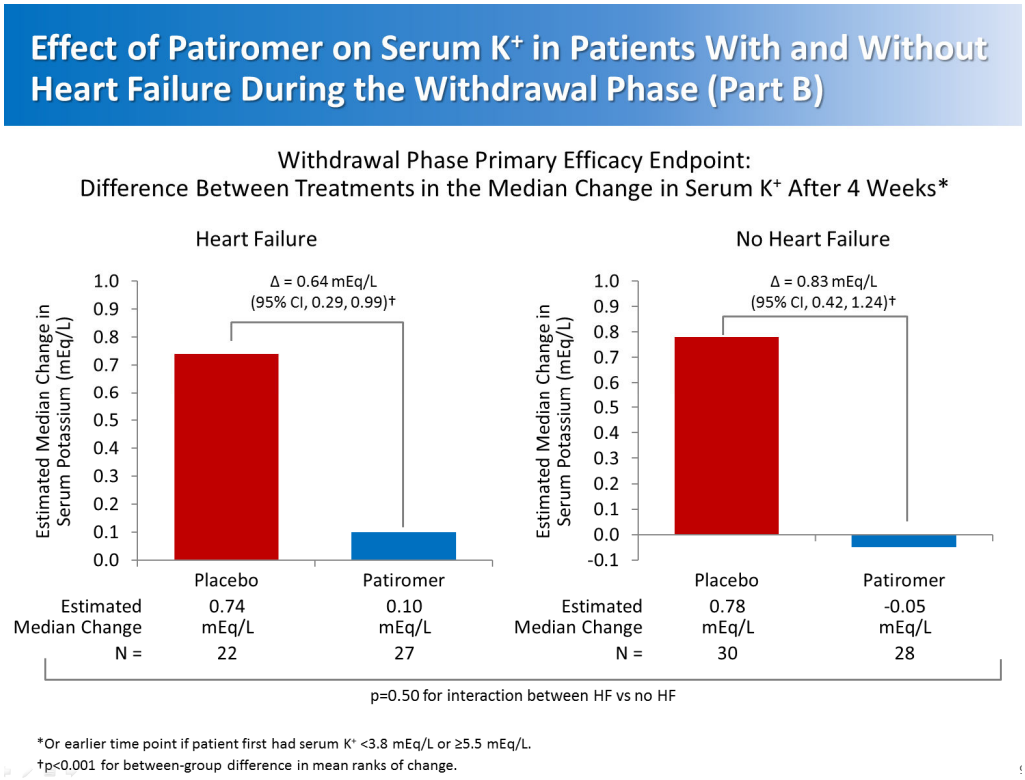
Investment Thesis: *Relypsa is an emerging pharmaceutical company focused on the development and commercialization of cutting-edge treatments for renal, cardiovascular, and metabolic disorders. Its polymer drug discovery platform was in-licensed from Ilypsa, Inc., a subsidiary of Amgen (AMGN). Patiromer is the lead drug candidate emerging from this platform and is a non-absorbed, optimized potassium-binding polymer which is dosed twice daily as an oral suspension powder to normalize hyperkalemia in patients with chronic kidney disease (CKD) and/or heart failure (HF). Hyperkalemia (HK), a chronic condition characterized by excessive potassium, typically occurs in CKD and HF patients due to the body's inability to properly clear potassium. Furthermore, renin-angiotensin-aldosterone system inhibitors (RAASi), the standard-of-care for CKD and HF, can actually cause hyperkalemia themselves. Due to the lack of effective, safe, and tolerable treatments for hyperkalemia, treatment guidelines recommend reducing or discontinuing RAASi therapy if hyperkalemia develops—despite their protective effects on the kidney. This situation has created an unmet medical need for CKD and HF patients. In our view, patiromer has the potential to be best-in-class and the first breakthrough treatment for hyperkalemia since 1958. Compared to the only currently approved treatment for hyperkalemia, Kayexalate (an absorbed polymer), the physical and chemical properties of patiromer confer several advantages, including better binding capacity, tolerability and compliance. In fact, Kayexalate has never shown statistically significant reductions in serum potassium levels in prospective clinical trials. In addition, its poor tolerability profile makes it unsuitable for chronic administration. In contrast, patiromer was shown to be effective at lowering serum potassium levels into the normal range while also reducing the incidence of recurrent hyperkalemia with chronic dosing in the Phase 3 and Phase 2b programs. Given the clinical profile of patiromer, we believe it has the potential to fill an unmet need for CKD and HF patients with mild or moderate-to-severe hyperkalemia as well those on a suboptimal dose of a RAASi due to recurrent hyperkalemia. In the U.S., we estimate there are about 2.4 million CKD and HF patients who would be immediately eligible for patiromer treatment, with additional opportunities to further expand and grow the market. We anticipate the company will file an NDA in Q3:14, setting the stage for potential approval and launch in H2:15. With a small specialty sales force of about 100 reps, we project peak annual sales of patiromer could reach about $1.4 billion in the U.S. alone.*

Figure 2: Results from Part A presented at HFSA



Source: Company data

Figure 3: Results from Part B presented at HFSA



Source: Company data

Risks to attainment of our fair value include: 1) Clinical – There is risk that results from the ongoing Phase 1 onset-of-action study are negative, but we view this is unlikely.; 2) Regulatory – Although the Phase 3 program was successful and conducted under a special protocol assessment (SPA), the FDA may fail to approve patiromer in a timely fashion, if at all.; 3) Manufacturing – Relypsa relies on third-party suppliers to manufacture patiromer and there is risk that those parties may not meet their obligations. In addition, they may not be able to successfully scale up manufacturing in a timely and cost efficient manner.; 4) Commercial – As with all new product launches, initial sales of patiromer could be slower than anticipated and call into question its ultimate sales potential. Furthermore, patiromer could face competition from potential new drugs for hyperkalemia including ZS Pharma's late-stage candidate, ZS-9.; 5) Financing – The company ended Q2 2014 with about $160.4MM in cash and investments. We project runway into Q4 2015—when we estimate potential FDA approval of patiromer. Therefore, we believe Relypsa will likely need to raise additional funds in order to commercially launch patiromer (and/or work with a strategic partner for primary care and/or exUS commercialization) and to ultimately reach profitability which we model to occur in 2018.

Analyst Certification
I, Liana Moussatos, Ph.D., certify that the views expressed in this report accurately reflect my personal opinion and that I have not and will not, directly or indirectly, receive compensation or other payments in connection with my specific recommendations or views contained in this report.

Disclosure information regarding historical ratings and price targets is available at http://www.wedbush.com/ResearchDisclosure/DisclosureQ214.pdf

Investment Rating System:
Outperform: Expect the total return of the stock to outperform relative to the median total return of the analyst's (or the analyst's team) coverage universe over the next 6-12 months.
Neutral: Expect the total return of the stock to perform in-line with the median total return of the analyst's (or the analyst's team) coverage universe over the next 6-12 months.
Underperform: Expect the total return of the stock to underperform relative to the median total return of the analyst's (or the analyst's team) coverage universe over the next 6-12 months.

The Investment Ratings are based on the expected performance of a stock (based on anticipated total return to price target) relative to the other stocks in the analyst's coverage universe (or the analyst's team coverage).*

Rating Distribution (as of June 30, 2014)	**Investment Banking Relationships (as of June 30, 2014)**
Outperform:54% Neutral: 42% Underperform: 4%	Outperform:25% Neutral: 1% Underperform: 0%

The Distribution of Ratings is required by FINRA rules; however, WS' stock ratings of Outperform, Neutral, and Underperform most closely conform to Buy, Hold, and Sell, respectively. Please note, however, the definitions are not the same as WS' stock ratings are on a relative basis.

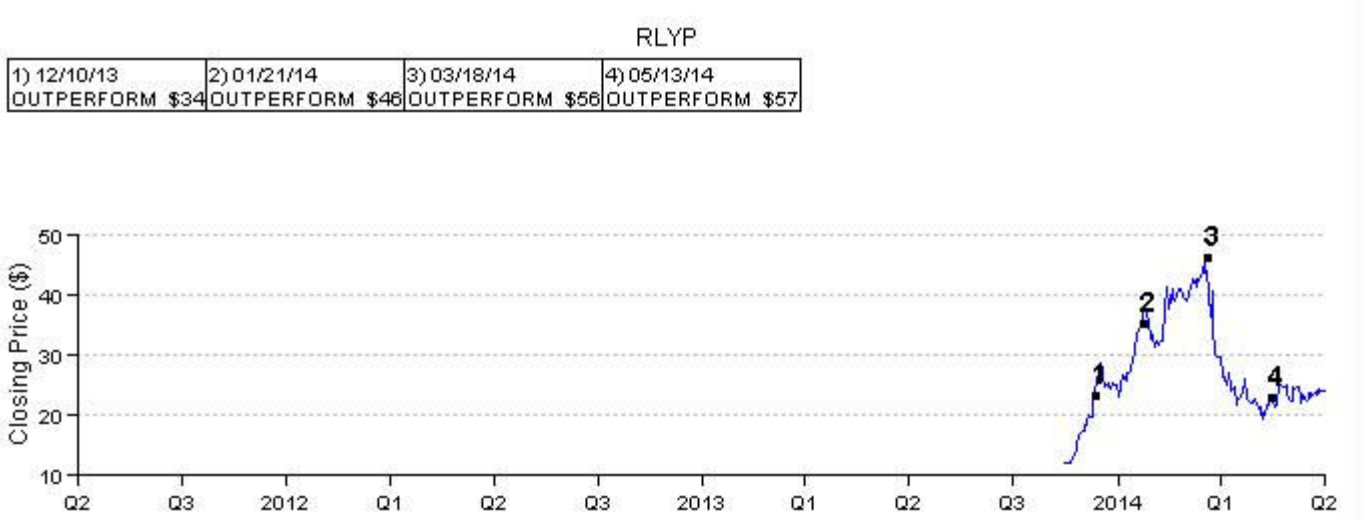
The analysts responsible for preparing research reports do not receive compensation based on specific investment banking activity. The analysts receive compensation that is based upon various factors including WS' total revenues, a portion of which are generated by WS' investment banking activities.

Wedbush Equity Research Disclosures as of September 16, 2014

Company	Disclosure
Relypsa	1,3,4,5,7

Research Disclosure Legend
1. WS makes a market in the securities of the subject company.
2. WS managed a public offering of securities within the last 12 months.
3. WS co-managed a public offering of securities within the last 12 months.
4. WS has received compensation for investment banking services within the last 12 months.
5. WS provided investment banking services within the last 12 months.
6. WS is acting as financial advisor.
7. WS expects to receive compensation for investment banking services within the next 3 months.
8. WS provided non-investment banking securities-related services within the past 12 months.
9. WS has received compensation for products and services other than investment banking services within the past 12 months.
10. The research analyst, a member of the research analyst's household, any associate of the research analyst, or any individual directly involved in the preparation of this report has a long position in the common stocks.
11. WS or one of its affiliates beneficially own 1% or more of the common equity securities.
12. The analyst maintains Contingent Value Rights that enables him/her to receive payments of cash upon the company's meeting certain clinical and regulatory milestones.

Price Charts
Wedbush disclosure price charts are updated within the first fifteen days of each new calendar quarter per FINRA regulations. Price charts for companies initiated upon in the current quarter, and rating and target price changes occurring in the current quarter, will not be displayed until the following quarter. Additional information on recommended securities is available on request.



* WS changed its rating system from (Strong Buy/Buy/Hold/Sell) to (Outperform/ Neutral/Underperform) on July 14, 2009.
Please access the attached hyperlink for WS' Coverage Universe: http://www.wedbush.com/services/cmg/equities-division/research/equity-research Applicable disclosure information is also available upon request by contacting Ellen Kang in the Research Department at (213) 688-4529, by email to ellen.kang@wedbush.com, or the Business Conduct Department at (213) 688-8090. You may also submit a written request to the following: Business Conduct Department, 1000 Wilshire Blvd., Los Angeles, CA 90017.

OTHER DISCLOSURES

RESEARCH DEPT. * (213) 688-4505 * www.wedbush.com
EQUITY TRADING Los Angeles (213) 688-4470 / (800) 421-0178 * EQUITY SALES Los Angeles (800) 444-8076
CORPORATE HEADQUARTERS (213) 688-8000

The information herein is based on sources that we consider reliable, but its accuracy is not guaranteed. The information contained herein is not a representation by this corporation, nor is any recommendation made herein based on any privileged information. This information is not intended to be nor should it be relied upon as a complete record or analysis; neither is it an offer nor a solicitation of an offer to sell or buy any security mentioned herein. This firm, Wedbush Securities, its officers, employees, and members of their families, or any one or more of them, and its discretionary and advisory accounts, may have a position in any security discussed herein or in related securities and may make, from time to time, purchases or sales thereof in the open market or otherwise. The information and expressions of opinion contained herein are subject to change without further notice. The herein mentioned securities may be sold to or bought from customers on a principal basis by this firm. Additional information with respect to the information contained herein may be obtained upon request.

WEDBUSH

EQUITY RESEARCH DEPARTMENT

(213) 688-4529

DIRECTOR OF RESEARCH
Mark D. Benson (213) 688-4435

MANAGER, RESEARCH OPERATIONS
Ellen Kang (213) 688-4529

RETAIL AND CONSUMER

Healthy Lifestyles
Kurt M. Frederick, CFA CPA (415) 274-6822
Alicia Reese (212) 938-9927

Restaurants
Nick Setyan (213) 688-4519
Colin Radke (213) 688-6624

Specialty Retail: Hardlines
Joan L. Storms, CFA (213) 688-4537
John Garrett, CFA (213) 688-4523

Seth Basham, CFA (212) 938-9954

Specialty Retail: Softlines
Morry Brown (213) 688-4311
Taryn Kuida (213) 688-4505

RETAIL CHANNEL CHECKING GROUP

Lupine Skelly (505) 417-5427

INDUSTRIAL GROWTH TECHNOLOGY

Environmental Services / Building Products
Al Kaschalk (213) 688-4539

Water and Renewable Energy Solutions
David Rose, CFA (213) 688-4319
James Kim (213) 688-4380

TECHNOLOGY, INTERNET, MEDIA & SOCIAL MEDIA

Communications Equipment
Scott Thompson (212) 938-9933

Communications and Application Software
Shyam Patil, CFA (213) 688-8062
Andy Cheng (213) 688-4548

Computer Services: Financial Technology
Gil B. Luria (213) 688-4501
Aaron Turner (213) 688-4429

Enterprise Software
Steve Koenig (415) 274-6801
Kevin Ikeda (213) 688-4423

Entertainment: Retail
Michael Pachter (213) 688-4474
Nick McKay (213) 688-4343
Nick Citrin (213) 688-4495

Entertainment: Software
Michael Pachter (213) 688-4474
Nick McKay (213) 688-4343
Nick Citrin (213) 688-4495

Internet: Media and Gaming
Michael Pachter (213) 688-4474
Nick McKay (213) 688-4343
Nick Citrin (213) 688-4495

Internet: Social Media, Advertising & Technology
Shyam Patil, CFA (213) 688-8062
Andy Cheng (213) 688-4548

Media
James Dix, CFA (213) 688-4315

Movies and Entertainment
Michael Pachter (213) 688-4474
Nick McKay (213) 688-4343
Nick Citrin (213) 688-4495

Semiconductors
Betsy Van Hees (415) 274-6869
Ryan Jue, CFA (415) 263-6669

LIFE SCIENCES AND HEALTH CARE

Biotechnology/Biopharmaceuticals/BioDefense
David M. Nierengarten, Ph.D. (415) 274-6862
Dilip Joseph (415) 273-7308

Heather Behanna, Ph.D. (415) 274-6874

Emerging Pharmaceuticals
Liana Moussatos, Ph.D. (415) 263-6626

Healthcare Services - Managed Care
Sarah James (213) 688-4503

Medical Devices
Tao Levy (212) 938-9948

Medical Diagnostics and Life Sciences Tools
Zarak Khurshid (415) 274-6823

EQUITY SALES		EQUITY TRADING	
Los Angeles	(213) 688-4470 / (800) 444-8076	Los Angeles	(213) 688-4470 / (800) 421-0178
San Francisco	(415) 274-6800	San Francisco	(415) 274-6811
New York	(212) 938-9931	New York	(212) 344-2382
Boston	(617) 832-3700	Boston	(617) 832-3700
Minneapolis	(213) 688-6671	Milwaukee	(213) 688-4475
Chicago	(213) 688-4418		

CORPORATE HEADQUARTERS
1000 Wilshire Blvd., Los Angeles, CA 90017-2465
Tel: (213) 688-8000 www.wedbush.com