

## Receptos (RCPT)

**Q1 Financials Not Material; We See Positive 2014 RPC1063 Results Leading to 2015 Acquisition; Reiterate OUTPERFORM ; Increasing PT to \$62 for Time**

- **Q1 financials:** Receptos ended Q1 with about \$159MM in cash and equivalents which we project to last into Q4-2016. Except for cash and runway, we do not consider financial results to be material for a development-stage biopharmaceutical company. Despite higher-than-expected collaborative revenue (\$1.4MM vs. our/consensus \$0.7MM/\$0.49MM), higher-than-expected R&D (\$20MM vs. our \$13.9MM) caused a larger miss on the bottom line (\$(1.01) vs. our/consensus \$(0.76)/\$(0.87). The increased R&D costs were primarily attributed to increased activity for RP1063 in the ongoing Phase 2 trials for relapsing multiple sclerosis (RMS) and ulcerative colitis (UC), as well as with the startup of the Phase 3 trial of RPC1063 in RMS. We project cash runway into Q4-2016--covering major clinical and potential business catalysts in 2014-2015.
- **Next: Top-line RPC1063 Phase 2 data from RADIANCE trial in RMS and TOUCHSTONE in UC provide material catalysts during the remainder of 2014.** If the RADIANCE (mid-14 data release) trial is successful, the company may pursue additional indications such as primary progressive MS. Recall an interim analysis of RADIANCE in Q4:13 passed a futility analysis and the company subsequently initiated a Phase 3 trial to enroll 1,200 patients designed to test orally-delivered RPC1063 head-to-head against injectable Avonex. Additionally, the company indicated that top-line data from TOUCHSTONE will be released in Q4 instead of mid-year. With success in TOUCHSTONE, the company may pursue Crohn's, RA, psoriasis, and/or lupus.
- **Presuming a commercial partner, we project full-year profitability in 2019 after launching RPC1063 in RMS/UC in Q4:18/Q1:19, respectively.** However, if RPC1063 has positive results in both Phase 2s mid-year and year-end, we anticipate a potential acquisition could occur in H2 2015.
- **We reiterate our OUTPERFORM rating and are increasing our price target to \$62 for time value.** We calculate RCPT's 12-month price target using a 365-day projection of our current fair value based on the sum of a 30% annual discount and a 1x-10x premium range on our net peak annual sales estimate for each product and indication to reflect risk.

May 14, 2014

Price  
**\$28.68**

Rating  
**OUTPERFORM**

12-Month Price Target  
**\$62** (from \$59)

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### Company Information

Shares Outst (M)	22.2
Market Cap (M)	\$636
52-Wk Range	\$13.00 - \$55.00
Book Value/sh	\$6.65
Cash/sh	\$7.25
Enterprise Value (M)	\$482
LT Debt/Cap %	3.40

### Company Description

Receptos is developing first- and best-in-class treatments for immune disorders. The lead candidate, RPC1063, is being developed as a safer S1P1 modulator versus GILENYA(TM) for multiple sclerosis as well as for IBD.

FYE Dec	2013A	2014E			2015E		
REV (M)	ACTUAL	CURR.	PREV.	CONS.	CURR.	PREV.	CONS.
Q1 Mar	\$1.5A	\$1.4A	\$0.7E	\$0.5E	\$0.9E	\$0.5E	N/AE
Q2 Jun	1.2A	1.2E	0.6E	N/AE	\$0.8E	\$0.4E	N/AE
Q3 Sep	1.1A	1.1E	0.6E	N/AE	\$0.7E	\$0.4E	N/AE
Q4 Dec	0.8A	1.0E	0.5E	N/AE	\$0.6E	\$0.3E	N/AE
Year*	\$4.6A	\$4.6E	\$2.4E	\$2.6E	\$3.0E	\$1.6E	\$66.6E
Change	--	--	--	--	--	--	--
	2013A	2014E			2015E		
EPS	ACTUAL	CURR.	PREV.	CONS.	CURR.	PREV.	CONS.
Q1 Mar	(\$5.46)A	(\$1.01)A	(\$0.76)E	(\$0.87)E	(\$0.70)E	(\$0.51)E	N/AE
Q2 Jun	(0.98)A	(0.89)E	(0.79)E	N/AE	(\$0.63)E	(\$0.53)E	N/AE
Q3 Sep	(0.88)A	(0.94)E	(0.83)E	N/AE	(\$0.64)E	(\$0.54)E	N/AE
Q4 Dec	(0.86)A	(0.90)E	(0.84)E	N/AE	(\$0.65)E	(\$0.56)E	N/AE
Year*	(\$4.23)A	(\$3.75)E	(\$3.22)E	(\$3.95)E	(\$2.97)E	(\$2.14)E	(\$2.73)E
P/E	NM	NM			NMx		
Change	--	--	--	--	--	--	--

Consensus estimates are from Thomson First Call.

\* Numbers may not add up due to rounding.



Source: Thomson Reuters

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**INVESTMENT THESIS:** Receptos, located in San Diego, CA, is an emerging biopharmaceutical company developing first-in-class and best-in-class drug candidates for large market opportunities and rare diseases. The company's lead product, RPC1063, is a sphingosine 1-phosphate (S1P1R) receptor modulator being developed as an orally-dosed treatment candidate tested in Phase 2 and 3 clinical trials for relapsing multiple sclerosis (RMS) and in a Phase 2 trial for inflammatory bowel disease (IBD). We believe clinical risk is lower than normal as RPC1063 has the same disease target as Novartis's approved RMS treatment Gilenya, but has a better safety profile and best-in-class potential. The second treatment candidate, RPC4046, is an anti-IL13 monoclonal antibody being developed as a potential treatment for an allergic/immune orphan disease called Eosinophilic Esophagitis (EoE). RPC4046 offers an orphan drug opportunity for Receptos to develop its own sales force. We believe execution risk is lower than normal as we consider management to have higher-than-normal knowledge and experience in the pharmaceutical industry—especially in multiple sclerosis. The CEO was successful at not only developing daclizumab, but also increasing value for FACET and making it an acquisition target for ABT. In addition, we view the rest of the management team as being top tier. Receptos ended Q1 2014 with about \$158.6 million. We project runway into Q4 2016—which includes top-line results from the ongoing Phase 2 trial testing RPC1063 treatment of RMS as well as IBD/UC in mid-2014. We anticipate RPC1063 is likely to achieve clinical success and regulatory approval and could reach gross peak annual worldwide sales of over \$4 billion for RMS and over \$950 million for IBD/UC. We also project RPC4046 treatment of EoE could reach over \$1 billion in gross peak annual worldwide sales with premium orphan drug pricing and the oral GLP-1 candidate could reach gross peak WW sales of over \$5 billion. If successful in Phase 2, we believe any of these candidates are likely to attract a partner and could trigger RCPT's acquisition.

**Figure 1: MODEL UPDATE**

Receptos, Inc. (NASDAQ: RCPT)						Wedbush Pac Grow Life Sciences					
Historical and Projected Income Statement (In thousands except per share data)						Liana Moussatos, Ph.D.					
	2013A	2014E				2015E	2016E	2017E	2018E	2019E	
	FY:13A	Q1A	Q2	Q3	Q4	FY:14E	FY:15E	FY:16E	FY:17E	FY:18E	FY:19E
Gross Sales											
RPC1063	-	-	-	-	-	-	-	-	\$ -	\$ 9,222	\$ 360,468
RMS	-	-	-	-	-	-	-	-	-	9,222	224,248
IBD/UC	-	-	-	-	-	-	-	-	-	-	136,220
<b>Total Gross Sales</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ -</b>	<b>\$ 9,222</b>	<b>\$ 360,468</b>
Revenues:											
Net Product Sales	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,565	\$ 177,562
RPC1063	-	-	-	-	-	-	-	-	\$ -	\$ 4,565	\$ 177,562
RMS	-	-	-	-	-	-	-	-	-	4,565	110,133
IBD/UC	-	-	-	-	-	-	-	-	-	-	67,429
Collaborative Revenue	4,641	1,350	1,215	1,094	984	4,643	3,046	1,463	1,209	1,378	1,350
Ono Pharmaceutical	4,641	1,350	1,215	1,094	984	4,643	3,046	1,463	1,209	1,378	1,350
Eli Lilly	-	-	-	-	-	-	-	-	-	-	-
Ortho-McNeil-Janssen	-	-	-	-	-	-	-	-	-	-	-
<b>Total Net Revenues</b>	<b>\$ 4,641</b>	<b>\$ 1,350</b>	<b>\$ 1,215</b>	<b>\$ 1,094</b>	<b>\$ 984</b>	<b>\$ 4,643</b>	<b>\$ 3,046</b>	<b>\$ 1,463</b>	<b>\$ 1,209</b>	<b>\$ 5,943</b>	<b>\$ 178,912</b>
Cost and Expenses:											
Cost of Goods	-	-	-	-	-	-	-	-	-	-	10,380
R&D	43,585	20,007	18,307	19,222	18,261	75,797	57,851	58,441	60,814	63,283	65,853
(S)G&A	8,949	2,759	2,795	2,823	2,851	11,227	11,691	12,166	12,660	59,169	90,423
Other	-	-	-	-	-	-	-	-	-	-	-
<b>Total Operating Expenses</b>	<b>\$ 52,534</b>	<b>\$ 22,766</b>	<b>\$ 21,101</b>	<b>\$ 22,045</b>	<b>\$ 21,112</b>	<b>\$ 87,023</b>	<b>\$ 69,542</b>	<b>\$ 70,606</b>	<b>\$ 73,473</b>	<b>\$ 122,452</b>	<b>\$ 166,656</b>
Operating Income (Loss)	(47,893)	(21,416)	(19,886)	(20,951)	(20,127)	(82,381)	(66,496)	(69,143)	(72,264)	(116,509)	12,255
Net Interest Income (Expense)/Other Income	(427)	(84)	94	90	86	186	248	72	(127)	(352)	(539)
Other Income (Expense)	(2,056)	-	-	-	-	-	-	-	-	-	-
<b>Income Before Income Taxes</b>	<b>\$(50,376)</b>	<b>\$ (21,500)</b>	<b>\$ (19,793)</b>	<b>\$ (20,861)</b>	<b>\$ (20,041)</b>	<b>\$ (82,195)</b>	<b>\$ (66,248)</b>	<b>\$ (69,072)</b>	<b>\$ (72,391)</b>	<b>\$ (116,861)</b>	<b>\$ 11,716</b>
Provision (Benefit) for Income Taxes	-	-	-	-	-	-	-	-	-	-	-
<b>Net Income (Loss)</b>	<b>\$(50,376)</b>	<b>\$ (21,500)</b>	<b>\$ (19,793)</b>	<b>\$ (20,861)</b>	<b>\$ (20,041)</b>	<b>\$ (82,195)</b>	<b>\$ (66,248)</b>	<b>\$ (69,072)</b>	<b>\$ (72,391)</b>	<b>\$ (116,861)</b>	<b>\$ 11,716</b>
sFAS 123	0	1,845	1,863	1,882	1,901	7,491	7,796	8,112	8,442	8,784	9,141
One-Time Charges	-	-	-	-	-	-	-	-	-	-	-
Pro Forma Net loss (excluding sFAS 123 & one-time events)	(50,376)	(19,655)	(17,929)	(18,979)	(18,141)	(74,704)	(58,452)	(60,960)	(63,950)	(108,077)	20,857
EPS (Pro Forma, Taxed, Diluted)	(4.23)	(0.93)	(0.81)	(0.86)	(0.82)	(3.40)	(2.62)	(2.72)	(2.84)	(4.79)	0.92
<b>EPS (GAAP, Taxed, Diluted)</b>	<b>(\$4.23)</b>	<b>(\$1.01)</b>	<b>(\$0.89)</b>	<b>(\$0.94)</b>	<b>(\$0.90)</b>	<b>(\$3.75)</b>	<b>(\$2.97)</b>	<b>(\$3.09)</b>	<b>(\$3.22)</b>	<b>(\$5.18)</b>	<b>\$0.52</b>
Weighted Shares Outstanding (Basic and Diluted)	11,916	21,195	22,169	22,194	22,219	21,944	22,282	22,382	22,482	22,582	22,682
Total Shares Outstanding (Diluted)	11,993	21,195	22,169	22,194	22,219	21,944	22,282	22,382	22,482	22,582	22,682
Cash	\$69,490	\$158,571	\$140,786	\$147,055	\$128,252	\$128,252	\$70,896	(\$14,898)	(\$87,290)	(\$204,526)	(\$200,473)
Net Cash per share	\$5.42	\$7.25	\$6.18	\$5.38	\$4.63	\$4.69	\$2.43	(\$0.67)	(\$3.88)	(\$9.06)	(\$8.84)
Annual (Burn)/Generation	\$64,063					\$58,762	(\$57,356)	(\$85,795)	(\$72,391)	(\$117,236)	\$4,053

Source: Company data, Wedbush Securities, Inc.

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candidates, RPC1063 is susceptible to inherent risks of failure at any stage of drug development, which may include unexpected adverse events; however, the S1P1 target has been validated by Novartis' GILENYA™ and RPC1063 appears to have a better safety profile. The company is also developing RPC1063 as a treatment candidate for inflammatory bowel disease (IBD) which is currently in a Phase 2 clinical trial with initial results expected in mid-2014. A second clinical candidate, RPC4046 is being developed as a treatment candidate for Eosinophilic Esophagitis (EoE) and is expected to initiate clinical testing in 2014.

**Regulatory Risk:** We consider regulatory risk to be low in 2014; however, in general, we believe if RPC1063 successfully completes clinical development, we believe regulatory risk is likely to be lower than average. That the FDA approved Novartis' GILENYA™ in 2011 despite safety issues including potential mortality upon initial dosing due to cardiovascular adverse events, suggests to us that a safer drug candidate with a similar efficacy profile is also likely to obtain approval. Receptos has never obtained marketing approval for a drug candidate and we do not anticipate NDA filing for the lead drug candidate (RPC1063) until 2017. Upon completion of regulatory review, if the FDA requires additional studies or data, the resulting increased costs and delays in the marketing approval would likely increase financing risk. Even after conducting such trials and submitting new data, the FDA may find these to be insufficient or may not agree with the analysis and still may not approve the NDA. Any delay in obtaining, or an inability to obtain, marketing approvals would increase financing risk by delaying commercialization as well as potential profitability. Regulatory risk can involve turnover in regulatory decision-makers, which can change policy and approval criteria after the trial is conducted. Agency statisticians may choose a different analytical process than was conducted in the NDA and conclude that the trials failed to achieve statistical efficacy. Changes in standard-of-care occurring while the trial is ongoing may also result in the design being found to be obsolete during regulatory review. Even if a product is approved, the designated patient population may be much smaller than expected, which could limit sales potential. Post-approval clinical studies may be required as well as limits on sales and marketing practices and materials. If unexpected adverse effects emerge the drug can be withdrawn from the market. Regulatory requirements also vary among different countries and may result in requirements for additional clinical trials.

**Manufacturing Risk:** We consider manufacturing risk to be low in 2014, but higher than normal for the future as Receptos lacks manufacturing capability and plans to continue relying on third parties to supply its product candidates. In addition, the company does not have any executed agreements for long-term commercial supply for any of its drug candidates, but plan to do so for RPC1063 prior to commercial launch. For RPC4046, AbbVie has agreed to manufacture enough for preclinical and clinical trials and may continue to or may choose to engage a third party following the planned Phase 2 results in EoE, after which, AbbVie may choose to execute an option to collaborate with Receptos for RPC4046 development and commercialization. Multiple improvements to the manufacturing process for RPC4046 have been made and a comparability assessment of the material used in the completed Phase 1 study versus the new process must be filed prior to the initiation of the Phase 2 in EoE.

**Commercialization Risk:** We consider commercialization risk to be low in 2014, but higher than average, in general, due to Receptos's small size and development stage. Receptos's business model is to develop and commercialize clinical candidates; however, for small development-stage companies, we view commercialization risk in general as higher than normal until/unless the company partners commercialization with an appropriate larger pharmaceutical company—especially for large indications such as multiple sclerosis. We anticipate Receptos is likely to partner commercial activities for large markets globally. For rare diseases such as EoE, the company may hire a small specialty sales force for the US, but we anticipate the company will partner commercialization for primary care globally as well as for all physicians outside the US. We consider this commercial plan to be optimal for leveraging potential profits from sales for a small company.

**Competition Risk:** We view competition risk as low in 2014 but, in general, higher than average unless Receptos partners with an appropriate global pharmaceutical company for commercialization. In general, we believe a small development-stage emerging pharmaceutical company with limited resources has higher-than-average competition risk. In the situation with RPC1063, while we believe large pharmaceutical companies with large marketing budgets, such as Novartis and Biogen-Idec may counter-detail RPC1063 after potential launch in late 2018, if its emerging profile of equal efficacy to GILENYA™, but improved safety while maintaining once-daily oral dosing is maintained through clinical development, we believe physicians treating MS patients are likely to prefer it over the currently approved oral therapies. In addition, physicians treating MS have commented that twice-daily dosing such as for Biogen-Idec's Tecfidera™ may have reduced real-world efficacy as their patients may forget to take the evening dose.

**Intellectual Property Risk:** We consider intellectual property risk to be low in general, as the company has an exclusive license for the RPC1063 composition of matter patent which expires in May 2029 and could be extended into 2032. In addition, intellectual property protection for RPC4046 also has a long runway with expiration in 2028 and may be extended up to 5 years.

**Financing Risk:** Receptos ended 2013 with \$69.5 million in cash and raised about \$102.1 million on January 9, 2014 and exercised overallotments on January 14, 2014 raising gross proceeds of about \$110 million. With this financing we project cash runway (with a partner for the RMS & UC Phase 3 programs) into mid-2017 (not including the \$25MM remainder in MidCap Financial venture debt). Since Receptos just conducted a financing, we consider financing risk to be low in 2014.

## Analyst Biography

Liana Moussatos joined Wedbush from Pacific Growth Equities where she was a Senior Research Analyst. Prior to that she came from UBS Global Asset Management where she was Director and portfolio manager of the UBS Global Biotech Funds for five years. Previously, Liana was with Bristol-Meyers Squibb where she was a manager in University and Government Licensing, External Science and Technology and she also worked with Sloan-Kettering Cancer Institute in the Office of Industrial Affairs and the National Cancer Institute in the Office of Technology Development. Liana received a BS in Entomology and a MS in Zoology and Biochemistry from Clemson University. She also earned a Ph.D. in Plant Pathology from the University of California, Davis and completed a postdoctoral research fellowship in Cellular and Molecular Physiology at the Yale School of Medicine.

## 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.

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Company	Disclosure
Receptos	1,3,4,5

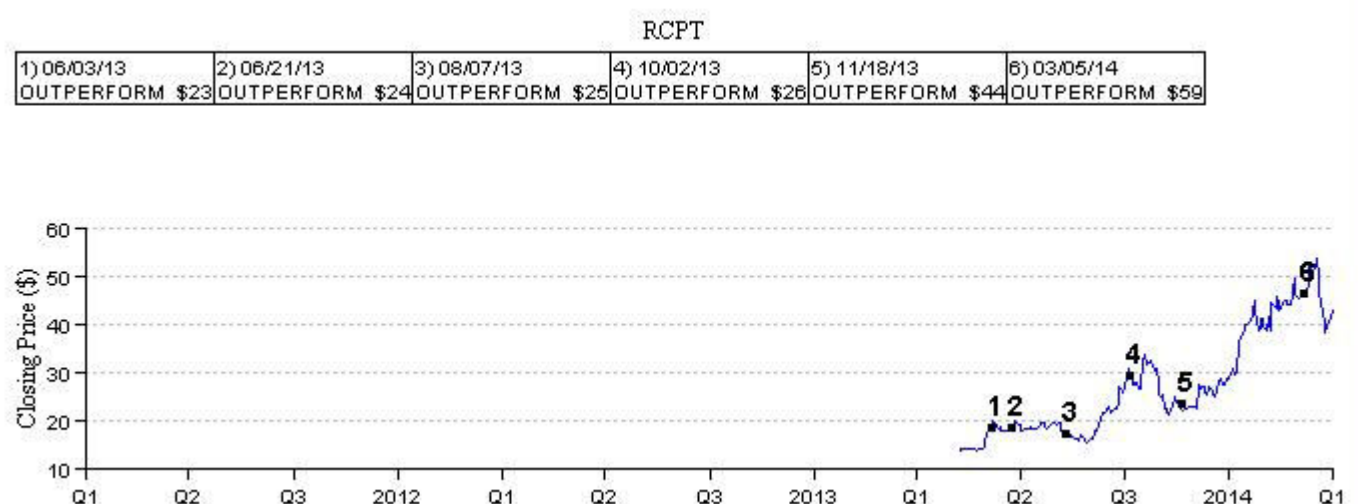
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