February 18, 2015

### **T2 Biosystems Inc**

### On Track for '15 Targets

Industry ViewStock RatingPrice TargetIn-LineEqual-weight\$20.00

T2's year-end update reaffirmed commercial targets for '15 and provided greater visibility on operating expenses; updated PT \$20 to account for roll forward to '18 basis.

Candida rollout continues as plan ned; positive early feedback. TTOO maintained its 30 hospital account goal by year-end '15 and has engaged with 25% of 450 large target accounts less than 6 months post FDA approval for T2Dx/Candida. Our instrument placement and ASP forecasts are unchanged, however, with the majority of contracts expected in 2H15 (60%) and 3-6 months required for installation and validation after contract signing, 'we are lowering our est '15 T2Dx and T2Candida revenues modestly to reflect expected timelines. The development collaboration with Canon adds \$1.5mn in recognized revenue during the year, yielding our updated with \$2.9mn total revenue estimate. We estimate the Canon collaboration to generate \$3mn annually in '16-'18 as the development and FDA approval progresses. The Canon collaboration and updates on commercialization efforts led to a ~\$5mn upward revision of operating expenses in our model, now growing 49% y/y in '15 versus 31% previously.

Clarity on the commercial ramp and R&D directives. With positive indications on early commercialization efforts, we see the first commercial placements in 1Q15. Noting a stronger than expected performance of its sales activity to date, TTOO aims to double its rep count from 7 currently by 4Q15. The increased cash burn, exacerbated by the lag between salesforce onboarding and productivity, and lengthy sales cycle to revenue, implies that T2 may require funding in '16 or '17.

Transitioning valuation to account for T2Bacteria. Discussions with FDA regarding the path for the T2Bacteria panel are progressing in line with expected timelines, and management notes this process only involves approval of an assay versus '14 FDA approval of both assay and instrument. The success of T2Bacteria uptake should likely follow that of T2Candida, with placements of the marketable fungal panel laying valuable groundwork for the bacteria panel. With the launch of the bacterial panel forecasted for early 2017, we have transitioned our valuation to 2018 revenues to better reflect its potential revenue impact. Our updated valuation of 3.9x EV/ sales applied to 2018 revenues and utilizing a 30% discount rate, given the greater commercial uncertainty of a fast-growing diagnostic company, brings us to an updated price target of \$20.

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### T2 Biosystems Inc (TTOO.O, TTOO US)

Life Science Tools & Diagnostics / United States of America

Stock Rating	Equal-weight
Industry View	In-Line
Price target	\$20.00
Shr price, close (Feb 17, 2015)	\$20.01
Mkt cap, curr (mm)	\$230
52-Week Range	\$24.50-13.40

Fiscal Year Ending	12/14	12/15e	12/16e	12/17e
Corpt'd rev (\$mm)*	-	-	-	-
ModelWare EPS (\$)	(4.15)	(2.30)	(1.96)	(0.25)
P/E	NM	NM	NM	NM
Div yld (%)	0.0	0.0	0.0	0.0

Unless otherwise noted, all metrics are based on Morgan Stanley ModelWare framework

\* = GAAP or approximated based on GAAP e = Morgan Stanley Research estimates

QUARTERLY MODELWARE EPS (\$)										
		2015e	2015e	2016e	2016e					
Quarter	2014	Prior	Current	Prior	Current					
Q1	(0.63)	(0.45)	(0.57)	(0.37)	(0.57)					
Q2	(0.66)	(0.46)	(0.58)	(0.44)	(0.53)					
Q3	(0.71)	(0.47)	(0.56)	(0.47)	(0.47)					
Q4	(0.45)	(0.64)	(0.59)	(0.57)	(0.40)					

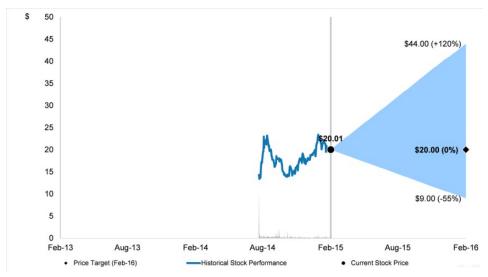
e = Morgan Stanley Research estimates

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### **Risk Reward**

### Early Phases of a Revolution in Rapid Sepsis Diagnostics



Source: Thomson Reuters, Morgan Stanley Research estimates

#### Price Target \$20.00

Value base case 2018 revenues of \$236 MM using a 3.9x EV/Sales multiple, below fast-growing diagnostic peers with demonstrated commercial traction. Assuming a fully loaded share base and 30% discount rate, we arrive at a 12-month target price.

### Bull \$44

5.0x Bull Case 2020E Rev

Forecasted 2020E revenues capturing significant upside from the launches of T2Bacteria panel and hemostasis panels in 2017 leading to site expansion although gradual test price declines to ~\$135 by 2020 to capture smaller-scale hospitals. Discount rate of 15% applied for upside case.

### Base \$20

3.9x Base Case 2018E Rev

**Bear** \$9 2.5x Bear Case 2018E Rev driven by availability of both T2Candida and T2Bacteria test panels, with pricing of  $\sim$ \$170 per test.

Forecast only 90% of penetration from base case, or +100 sites

expanding to 259 sites (out of top 450 hospitals) by end of 2018

Forecast penetration of top 200 hospitals by end of 2016

Forecast only 90% of penetration from base case, or +100 sites with T2Candida panel and assumes T2Bacteria and hemostasis panels do not launch commercially before 2017.

#### **Investment Thesis**

- T2 Biosystem's T2Dx system is serving a critical unmet need through its rapid diagnosis of sepsis in as little as three hours, faster by 24 hours or more than the current standard of care to curb unnecessary drug treatments for the uninfected and accelerate appropriate therapies for infected patients
- We believe T2 has at least two years of runway in the US before competition could emerge with a technology that yields a diagnosis in less than 24 hours

#### **Key Value Drivers**

- Speed, providing results from a whole blood sample in three hours — beating competing sepsis diagnosis technologies by at least 24 hours and curbing unnecessary drug treatment for uninfected patients
- Ease of use, eliminating manual prep steps that can introduce risks of cross-contamination
- Clinical validation, with clinical data that demonstrates +80% sensitivity and +90% specificity
- International expansion in 2017
- FDA approval of Lyme disease diagnostic test for collaboration with Canon

#### **Potential Catalysts**

- Successful commercial launch of T2Dx and T2Candida in the first half of 2015
- Initiation of clinical trials for T2Bacteria in the second half of 2015 with a commercial launch targeted for later 2016, adding an additional 2.0MM patients to its addressable market
- Clinical trial initiation for T2Stat and T2HemoStat in the first half of 2016

#### **Risks to Achieving Price Target**

- Slower-than-expected commercial uptake for the new diagnostic modality for sepsis testing since it requires lab directors to add a new system to their lineup
- The launch of a competing product with a similarly distinguishable clinical profile and process timeline within the next two years
- International penetration fails to materialize

### **Supplementary Exhibits and Valuation**

**Exhibit 1:** Changes to forecasts

	F2014A	F2015E	F2016E	F2017E	F2018E
Total Revenues (\$MM)					
Current	\$119	\$2,874	\$17,161	\$94,707	\$236,133
y/y growth	-55.3%	2314.8%	497.2%	451.9%	149.3%
Prior	<b>\$750</b>	\$2,996	\$26,357	\$114,741	\$248,577
y/y growth	182.0%	299.4%	779.8%	335.3%	116.6%
Gross Profit (\$MM)					
Current	\$119	\$575	\$9,867	\$64,401	\$170,016
% of sales	100.0%	20.0%	57.5%	68.0%	72.0%
Prior	\$225	\$599	\$15,155	\$78,024	\$178,975
% of sales	30.0%	20.0%	57.5%	68.0%	72.0%
SG&A (\$MM)					
Current	\$11,019	\$26,100	\$29,276	\$39,838	\$74,768
% of sales	9260%	908%	171%	42%	32%
Prior	\$11,272	\$22,902	\$29,888	\$49,210	\$78,718
% of sales	1503%	764%	113%	43%	32%
R&D (\$MM)					
Current	\$19,781	\$19,748	\$19,275	\$28,626	\$33,059
% of sales	16623%	687%	112%	30%	14%
Prior	\$19,471	\$17,281	\$21,085	\$34,422	\$34,801
% of sales	2596%	577%	80%	30%	14%
Operating Income					
Current	(\$30,681)	(\$45,273)	(\$38,684)	(\$4,063)	\$62,189
Prior	(\$30,518)	(\$39,584)	(\$35,819)	(\$5,609)	\$65,456
Net Income (\$MM)					
Current	(\$35,960)	(\$46,063)	(\$40,080)	(\$5,311)	\$62,221
Prior	(\$35,378)	(\$40,330)	(\$37,154)	(\$7,003)	\$65,623
EPS, diluted					
Current	(\$4.15)	(\$2.30)	(\$1.96)	(\$0.25)	\$2.93
Prior	(\$2.34)	(\$2.01)	(\$1.85)	(\$0.35)	\$3.12
Diluted Shares Outstan					
Current	8,675	20,042	20,478	21,205	21,205
Prior	15,119	20,041	20,041	20,167	21,052

Source: Morgan Stanley Research Estimates, Company data

Exhibit 2: Results variance

			Curren	t Quarter				Y/Y	Y/Y CC	% Change
Dollars in 000s, except per share	4Q14E	4Q14A	A vs E (\$)	A vs E (%)	EPS Impact	Cons Est.	4Q13A	% Chg	Est.	Actual
Revenues:										
Total Revenues	\$750	\$119	(\$631)	(84.1%)	\$2.34	\$0	\$120	(0.8%)		
Foreign Exchange	\$6	\$6	\$0		\$0.00					
COGS	\$525	\$0	(\$525)	(100.0%)	\$0.03	\$0	\$0	N/A		
Gross Profit	\$225	\$119	(\$106)	(47.1%)	(\$0.01)	\$0	\$120	(0.8%)		
Op. Exps:										
SG&A	\$4,000	\$3,747	(\$253)	(6.3%)	\$0.01		\$1,303	187.6%		
R&D	\$4,900	\$5,210	\$310	6.3%	(\$0.02)		\$3,727	39.8%		
Total Op. Exps	\$8,900	\$8,957	\$57	0.6%	(\$0.00)		\$5,030	78.1%		
Op. Inc. (Loss)	(\$8,675)	(\$8,838)	(\$163)	N/A	(\$0.01)	(\$8,740)	(\$4,910)	N/A		
Total Non-op. Expense	\$181	(\$238)	(\$419)	(231.7%)	(\$0.02)		(\$104)	N/A		
Inc. Taxes	\$0	\$0	\$0	N/A	\$0.00		\$0	N/A		
Net Inc. (Loss)	(\$8,494)	(\$9,076)	(\$582)	N/A	(\$0.03)	(\$8,860)	(\$6,925)	N/A		
Diluted Shares Out	\$20,041	20,041	1	0.0%	\$0.00		14,001	43.1%		
EPS, Diluted	(\$0.42)	(\$0.45)	(\$0)	N/A	(\$0.03)	(\$0.44)	(\$0.49)	N/A		

Source: Company Data, Morgan Stanley Research

#### Valuation & Risk Methodology

Our price target for T2 Biosystems is \$20, or 3.9x CY18E revenues. Given the T2Bacteria panel will not launch until 2H2016, we believe 2018 revenue estimates are a more appropriate reflection of the company's revenue generation capacity. We apply a 3.9x multiple to T2 forecasted revenues, which is below fast-growing diagnostic peers with demonstrated commercial traction and assuming a fully loaded share base and a 30% discount rate, to reflect the greater commercial uncertainty of a fast-growing diagnostic company, and we arrive at a 12-month target price.

Key risks to our price target include slower-than-expected commercial uptake for the new diagnostic modality for sepsis testing, the launch of a competing product with a similarly distinguishable clinical profile, and failure to achieve international penetration.

Exhibit 3: T2 Income Statement

2012A 2013A			2014E					2015E					2016E	2018E	
	2012A	2013/	Mar-14	Jun-14	Sep-14	Dec-14	20141	Mar-15	Jun-15	Sep-15	Dec-15	2016	20163	20171	20188
Revenue, net	\$19	\$266	\$0	\$0	\$0	\$750	\$750	\$411	\$534	\$776	\$1,275	\$2,996	\$26,357	\$114,741	\$248,577
Cost of Goods Sold	\$0	\$0	\$0	\$0	\$0	\$525	\$525	\$329	\$428	\$621	\$1,020	\$2,397	\$11,202	\$36,717	\$69,602
Gross Profit	\$19	\$266	\$0	\$0	\$0	\$225	\$225	\$82	\$107	\$155	\$255	\$599	\$15,155	\$78,024	\$178,975
R&D	\$11,727	\$14,936	\$5,065	\$4,703	\$4,803	\$4,900	\$19,471	\$3,288	\$3,741	\$3,879	\$6,373	\$17,281	\$21,085	\$34,422	\$34,801
SG&A	\$2,945	\$5,022	\$1,842	\$2,446	\$2,984	\$4,000	\$11,272	\$5,754	\$5,345	\$5,430	\$6,373	\$22,902	\$29,888	\$49,210	\$78,718
Total Operating Expenses	\$14,672	\$19,958	\$6,907	\$7,149	\$7,787	\$8,900	\$30,743	\$9,042	\$9,086	\$9,309	\$12,747	\$40,183	\$50,974	\$83,633	\$113,519
EBITDA	(\$14,082)	(\$19,108)	(\$6,763)	(\$6,994)	(\$7,627)	(\$8,515)	(\$29,898)	(\$8,771)	(\$8,781)	(\$8,947)	(\$12,277)	(\$38,776)	(\$34,890)	(\$5,609)	\$65,456
Operating Income	(\$14,653)	(\$19,692)	(\$6,907)	(\$7,149)	(\$7,787)	(\$8,675)	(\$30,518)	(\$8,960)	(\$8,979)	(\$9,153)	(\$12,492)	(\$39,584)	(\$35,819)	(\$5,609)	\$65,456
Total Non-op. Expense	\$198	(\$918)	(\$13)	(\$154)	(\$304)	\$181	(\$290)	(\$44)	(\$170)	(\$251)	(\$281)	(\$746)	(\$1,335)	(\$1,395)	\$167
Pre-Tax Income	(\$14,455)	(\$20,610)	(\$6,920)	(\$7,303)	(\$8,091)	(\$8,494)	(\$30,808)	(\$9,004)	(\$9,149)	(\$9,405)	(\$12,772)	(\$40,330)	(\$37,154)	(\$7,003)	\$65,623
Tax Rate	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%	0.0%
Income Taxes	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
NOL (Add) / Use	(\$14,455)	(\$20,610)					(\$30,808)					(\$40,330)	(\$37,154)	(\$7,003)	\$22,968
NOL Balance	(\$14,455)	(\$35,065)					(\$65,873)					(\$106,203)	(\$143,357)	(\$150,360)	(\$127,392)
Accretion of Conv Pref.	\$4,412	\$6,908	\$1,906	\$1,906	\$758	\$0	\$4,570	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Net Income	(\$18,867)	(\$27,518)	(\$8,826)	(\$9,209)	(\$8,849)	(\$8,494)	(\$35,378)	(\$9,004)	(\$9,149)	(\$9,405)	(\$12,772)	(\$40,330)	(\$37,154)	(\$7,003)	\$65,623
Fully Diluted Shares	8,348	13,112	14,022	14,036	12,379	20,041	15,119	20,041	20,041	20,041	20,041	20,041	20,041	20,167	21,052
Period End Basic Shares	9,870	14,015	14,031	14,042	20,041	20,041	20,041	20,041	20,041	20,041	20,041	20,041	20,041	21,052	21,052
Diluted EPS	(\$2.26)	(\$2.10)	(\$0.63)	(\$0.66)	(\$0.71)	(\$0.42)	(\$2.34)	(\$0.45)	(\$0.46)	(\$0.47)	(\$0.64)	(\$2.01)	(\$1.85)	(\$0.35)	\$3.12
Gross Margin	100%	100%	NM	NM	NM	30%	30%	20%	20%	20%	20%	20%	57.5%	68.0%	72.0%
SG&A	15500%	1888%	NM	NM	NM	533%	1503%	1400%	1000%	700%	500%	764%	113.4%	42.9%	31.7%
R&D	61721%	5615%	NM	NM	NM	653%	2596%	800%	700%	500%	500%	577%	80.0%	30.0%	14.0%
Operating Income	-77121%	-7403%	NM	NM	NM	-1157%	-4069%	-2180%	-1680%	-1180%	-980%	-1321%	-135.9%	-4.9%	26.3%
Pre-Tax Income	-76079%	-7748%	NM	NM	NM	-1133%	-4108%	-2191%	-1712%	-1212%	-1002%	-1346%	-141.0%	-6.1%	26.4%
Net Income	-99300%	-10345%	NM	NM	NM	-1133%	-4717%	-2191%	-1712%	-1212%	-1002%	-1346%	-141.0%	-6.1%	26.4%
Growth Rates															
Sales	l II	1300%	NM	-100%	NM	NM	182%	NM	NM	NM	70%	299%	780%	335%	117%
Gross Profit		1300%	NM	-100%	NM	NM	-15%	NM	NM	NM	13%	166%	2429%	415%	129%
SG&A		71%	77%	88%	NM	NM	124%	212%	119%	82%	59%	103%	31%	65%	60%
R&D		27%	42%	26%	NM	NM	30%	-35%	-20%	-19%	30%	-11%	22%	63%	1%
Operating Income		34%	50%	46%	NM	NM	55%	30%	26%	18%	44%	30%	-10%	-84%	-1267%
EPS		-7%	NM	NM	NM	NM	11%	-29%	-30%	-34%	50%	-14%	-8%	-81%	-998%

Source: Company data, Morgan Stanley Research

Exhibit 4: T2 Revenue Build

T2 Candida Revenue Test Revenue Direct Customer Test Price Reagent Rental Test Price T2 Candida Tests T2 Candida Revenue Instrument Revenue Total Candida Sites EOP New Sites	2014E	Ma				2015E					2016E		2017E	2	018E
Test Revenue Direct Customer Test Price Reagent Rental Test Price T2 Candida Tests T2 Candida Revenue Instrument Revenue Total Candida Sites EOP			ar-15	J	lun-15	Sep-15	Dec-15		2016	_	20101	_	20170	- 5	0181
Test Revenue Direct Customer Test Price Reagent Rental Test Price T2 Candida Tests T2 Candida Revenue Instrument Revenue Total Candida Sites EOP										=		=		=	
Direct Customer Test Price Reagent Rental Test Price T2 Candida Tests T2 Candida Revenue Instrument Revenue Total Candida Sites EOP															
Reagent Rental Test Price T2 Candida Tests T2 Candida Revenue Instrument Revenue Total Candida Sites EOP		s	160	\$	161 \$	162	\$ 162	s	162		165	s	168	\$	17
T2 Candida Tests T2 Candida Revenue Instrument Revenue Total Candida Sites EOP	- 11	S	160	\$	161 \$		\$ 162		162	1 2	165	5	168	S	17
T2 Candida Revenue Instrument Revenue Total Candida Sites EOP	- 11	3	100	÷	320	1,440	3,840	1 *	5,600	*	115,740	1 *	457,937	3	607,23
Instrument Revenue Total Candida Sites EOP	- 11		- 0		51,456	232,710	623,662	1	907,828	١,	9,094,193	١,	6,923,366	103	,923,54
Total Candida Sites EOP					51,450	202,710	020,002		307,020		3,054,150		0,525,500	100	,525,54
									32		130		142		19
	- 11		2		6	9	15	1	32	l	98	1			-
Instruments per site	- 11	l	1.5		1.5	1.5	1.5	1	1.5	l	1.5	1	1.5	1	1.5
Sites Adopting Candida & Bacteria	- 11	l	-		-	_	-	1	-	l	-	1	12	1	5
Instruments per site	- 11	l	-		-	-	-	1	-	l	-	1	-	1	-
T2 Instruments - new	- 11		3		9	14	23	1	49	l	148		-		-
Instrument Price	- 11	\$	60,000	\$	60,000		\$ 60,000	\$	60,000	\$	58,500	\$	3.5	\$	-
T2Dx Instrument Revenue			36,000		108,000	168,000	276,000		588,000		1,731,600		-		-
Support Revenue															
HW maintenane	- 11		12%		12%	12%	12%	6	12%	l	12%	1	12%		12
Instrument Vintage - Direct Sales (EOP)	- 11	l	1		2	3	5	1	10	ı	39	1	39	1	3
Under Support (EOP)	- 11	l					-	1	-	ı	10	1	39	1	3
New Support Revenue	- 11	I	-		-	-	-	1	5	1	16,848	1	50,435	1	
Total Support Revenue			-		-	-	-	_	-	$\vdash$	31,064		184,433		269,13
Total T2 Candida Revenue			\$36,000		\$159,456	\$400,710	\$899,662	2	\$1,495,828	\$	20,856,856	\$	77,107,799	\$104	4,192,68
T2 Pastaria															
T2 Bacteria Test Revenue															
Direct Customer Test Price												s	169	s	17
Reagent Rental Test Price	- 11	I								1		\$	169	s	17
T2 Bacteria Tests	- 11	l						1	- 1	ı		1	100,384	1	602,014
T2 Bacteria Revenue	- 11							1		l		1 1	6,928,453	103	,173,22
Instrument Revenue															, ,
Total Sites EOP									- 2				115		25
Sites Converted from Candida	- 11	l						1	- 1	ı		1	92	1	31
Additional Instruments per site	- 11	l						1	- 1	ı	1.0	1	1.0	1	1.0
New Sites	- 11	l						1	- 1	ı		1	23	1	10
Instruments per site	- 11	l						1		l	2.0	1	2.0	1	2.0
T2 Instruments- new	- 11							1				L	138		20
Instrument Price	- 11	\$	60,000	\$	60,000	60,000	\$ 60,000	\$	60,000	\$	58,500	\$	57,038	\$	55,612
T2Dx Instrument Revenue	- 11	80							3.0		2.5		1,574,237	2	,235,58
Support Revenue															
HW maintenance											12%		12%		12
Instrument Vintage - Direct Sales (EOP)	- 11	l						1		ı		1	28	1	6
Under Support (EOP)	- 11	l						1		ı		1	-	1	21
New Support Revenue	- 11	l						1	- 1	l		1	-	1	46,04
Total Support Revenue								_					-		106,10
Total T2 Bacteria Revenue	\$0		\$0		\$0	\$0	\$(	<u> </u>	\$0		\$0	\$	18,502,690	\$10	5,514,92
Hemostasis revenue													-		
Test Revenue										\$	35	\$	33	\$	33
Test Revenue Level I/II Test Price	- 11	I						1	- 1		35		33	s	
Level I/II Test Price		I								\$		\$			.35
Level I/II Test Price Level III/IV Test Price	- 11							1	- 1	\$	-	\$		*	
Level I/II Test Price	:								:	\$	:	\$	30,303	*	169,57
Level I/II Test Price Level III/IV Test Price Level I/II Tests/year	-								-	\$	:	\$			169,57 81,64
Level I/II Test Price Level III/IV Test Price Level I/II Tests/year Level III/IV Tests/year	-								-	\$	-	\$	30,303 7,938	5	169,57 81,64 ,356,33
Level I/II Test Price Level III/IV Test Price Level I/II Tests/year Level III/IV Tests/year Level I/II Revenue	:								-	\$	:		30,303 7,938 1,007,579 263,939	5 2	3: 169,57 81,64 ,356,33 ,579,05 ,935,38
Level I/II Test Price Level III/T Test Price Level III TestSyear Level IIII/T TestSyear Level III/IV Tests/year Level III/IV Revenue Hemostasis Test Rev.	:									\$	:		30,303 7,938 1,007,579	5 2	169,57 81,64 ,356,33
Level IVIT Test Price Level IVII/V Test Price Level IVII Tests/year Level IVII/V Tests/year Level IVII Revenue Level IVIV Revenue	:									\$	:		30,303 7,938 1,007,579 263,939	5 2	169,57 81,64 ,356,33 ,579,05
Level IVI Test Price Level III/V Test Price Level IVI Tests/year Level IVI Tests/year Level IVI Revenue Level IVI Revenue Hemostasis Test Rev. Instrument Revenue										\$	:		30,303 7,938 1,007,579 263,939 1,271,518	5 2	169,57 81,646 ,356,33 ,579,056 ,935,38
Level I/II Test Price Level II/IT Tests/year Level III/IT Tests/year Level III/IT Tests/year Level III/IT Revenue Level III/IT Revenue Hemostasis Test Rev. Instrument Revenue Level III/IT Sites	-								-	\$	:		30,303 7,938 1,007,579 263,939 1,271,518	5 2	169,57 81,64 ,356,33 ,579,05 ,935,38
Level IVI Test Price Level IVI/V Test Price Level IVI Tests/year Level IVI Tests/year Level IVI Revenue Level IVI Revenue Hemostasis Test Rev. Instrument Revenue Level IVI Sites Level IVI I Sites	-								- 4	\$	- 4		30,303 7,938 1,007,579 263,939 1,271,518	5 2	169,57 81,64 ,356,33 ,579,05 ,935,38
Level IVI Test Price Level III/V Test Price Level IVI Tests/year Level IVI Tests/year Level IVI/V Tests/year Level IVI/V Revenue Level IVI/V Revenue Hemostasis Test Rev. Instrument Revenue Level IVI Sites Level IVI I Instruments per site Level IVI Intruments – new	-								- 4	\$	- 4		30,303 7,938 1,007,579 263,939 1,271,518 24 4 96	5 2	169,57 81,64 356,33 579,05 <b>,935,38</b>
Level IVI Test Price Level IVI Tests/year Level IVI Tests/year Level IVI Tests/year Level IVI Revenue Level IVI Revenue Level IVI Revenue Level IVI Stes Test Rev. Instrument Revenue Level IVI Sites Level IVI Instruments per site Level IVI Instruments – new Level IVI Sites	-								4	\$	4		30,303 7,938 1,007,579 263,939 1,271,518 24 4 96 123 2 245	5 2	169,57 81,64 ,356,33 ,579,05 ,935,38
Level III/T est Price Level III/T ests/year Level III/T evenue Hemostasis Test Rev. Instrument Revenue Level III instruments per site Level III instruments new Level III/T sites Level III/T sites Level III/T instruments per site Level III/T instruments per site Level III/T instruments new Level III/T instruments per site Level III/T instrument price	-								4	\$	4 - 2		30,303 7,938 1,007,579 263,939 1,271,518 24 4 96 123 2 245 14,250	5 2	169,57 81,64 ,356,33 ,579,05 ,935,38 1 5 22 45 13,53
Level IVI Test Price Level III/VTest Price Level III Tests/year Level III Tests/year Level III Tests/year Level III Revenue Level IVI Revenue Hemostasis Test Rev. Instrument Revenue Level IVI Sites Level IVI Instruments per site Level IIII/V Instruments per site Level IIII/V Instruments per site Level IIII/V Instrument Price Level IIII/V Instrument Price Level IIII/V Instrument Price	-								4	\$	4	\$ \$	30,303 7,938 1,007,579 263,939 1,271,518 24 4 96 123 2 245 14,250 14,250	5 2 7	169,57 81,64 ,356,33 ,579,05 ,935,38 1 5 22 45 13,53 13,53
Level IVI Test Price Level IVI Tests/year Level IVI Tests/year Level IVI Tests/year Level IVI Revenue Level IVI Revenue Level IVIR Revenue Level IVIR Stes Level IVI Stes Level IVI Instruments per site Level IVI Instruments per site Level IVI Instruments per site Level IVIV Stes Level IVIV Instruments per site Level IVIV Instrument Price Level IVI Instrument Price	-								4	\$	4 - 2	\$ \$	30,303 7,938 1,007,579 263,939 1,271,518 24 4 96 123 2 245 14,250 1,368,000	5 2 7	169,57 81,64 ,356,33 ,579,05 ,935,38 1 .5 22 45 13,53 13,53 774,34
Level IVI Test Price Level III/V Test Price Level III Tests/year Level III/T Tests/year Level III/T Tests/year Level III/R Revenue Level III/R Revenue Level III/T Revenue Level IVI Sites Level IVI Instruments per site Level III/I Instruments per site Level III/I Instrument per site Level III/I Instrument Price Level III/I Instrument Price Level III/I Instrument Price	-								4	•	4 - 2	\$ \$	30,303 7,938 1,007,579 263,939 1,271,518 24 4 96 123 2 245 14,250 14,250	5 2 7	169,57 81,64 ,356,33 ,579,05 ,935,38 1 .5 22 45 13,53 13,53 774,34
Level IVI Test Price Level IVI Tests/year Level IVI Tests/year Level IVI Tests/year Level IVI Tests/year Level IVI Revenue Level IVI Revenue Level IVI Revenue Level IVI Stes Level VII Instruments per site Level IVI Instruments per site Level IVI Intruments – new Level IVIV Sites Level IVIV Instrument Price Level IVIV Instrument Price Level IVIV Instrument Rev. Level IVIV Instrument Rev. Level IVIVI Instrument Rev. Level IVIVI Instrument Rev.									- 4 - 2 -	\$ \$	4 - 2 15,000 15,000	\$ \$	30,303 7,938 1,007,579 263,939 1,271,518 24 4 96 123 2 245 14,250 14,250 1,368,000 3,4859,250	\$ \$ \$ 6 66	169,57 81,64l ,356,33: ,579,05l ,935,38! 1 55 22l 45: 13,53: 1774,34! ,159,56: ,933,900
Level III/V Test Price Level III/V Test Price Level III/V Tests/year Level III/T Sets/year Level III Revenue Level III/Revenue Hemostasis Test Rev. Instrument Revenue Level III Instruments per site Level III Instruments — new Level III Instruments per site Level IIII/V Sites Level IIII/V Sites Level IIII/V Instruments — new Level IIII/V Instrument — new Level IIII/V Instrument Price Level IIII/V Instrument Price Level IIII/I Instrument Price Level IIII/I Instrument Rev.	-								4	\$ \$	4 - 2	\$ \$	30,303 7,938 1,007,579 263,939 1,271,518 24 4 96 123 2 245 14,250 1,368,000 3,491,250	\$ \$ \$ 6 66	169,57 81,646 ,356,33 ,579,056 , <b>935,38</b>
Level IVI Test Price Level III/V Test Price Level III Tests/year Level III Tests/year Level III/V Tests/year Level III/V Tests/year Level III/W Revenue Hemostasis Test Rev. Instrument Revenue Level VII Instruments per site Level IVI Instrument Price Level IVI Instrument Price Level IVI Instrument Price Level IVI Instrument Rev. Hemostasis Instrument Rev. Hemostasis Instrument Rev.									- 4 - 2 -	\$ \$	4 - 2 15,000 15,000	\$ \$	30,303 7,938 1,007,579 263,939 1,271,518 24 4 96 123 2 245 14,250 14,250 1,368,000 3,4859,250	\$ \$ \$ 6 66	169,57 81,64l ,356,33: ,579,05l ,935,38! 1 55 22l 45: 13,53: 1774,34! ,159,56: ,933,900
Level IVI Test Price Level IVI Tests/year Level IVITests/year Level IVITests/year Level IVITests/year Level IVITests/year Level VITevenue Level IVIRevenue Level IVIRevenue Level IVITests/year Level VII Instruments per site Level IVI Instruments per site Level IVII Instruments per site Level IVII Vistes Level IVIV Instruments per site Level IVIV Instruments per site Level IVIV Instrument Price Level IVII Instrument Price Level IVI Instrument Price Level IVI Instrument Price Level IVI Instrument Rev. Level IVI Instrument Rev. Hemostasis Instrument Rev. Hemostasis Instrument Rev. Hemostasis Instrument Rev.			250.000		350.000	959 000	250 000		- 4 - 2	\$ \$	15,000	\$ \$	30,303 7,938 1,007,579 263,939 1,271,518 24 4 96 123 2 245 14,250 1,4,250 1,4,250 1,4,850,250 3,491,250 4,859,250 \$6,130,768	\$ \$ \$ \$ \$	169,57 81,64 3,356,33 ,579,05 ,935,38 1 5 22 45 13,53 13,53 774,34 ,159,56 ,933,90 4,869,29
Level IVI Test Price Level III/V Test Price Level III Tests/year Level III Tests/year Level III/V Tests/year Level III/V Tests/year Level III/W Revenue Hemostasis Test Rev. Instrument Revenue Level VII Instruments per site Level IVI Instrument Price Level IVI Instrument Price Level IVI Instrument Price Level IVI Instrument Rev. Hemostasis Instrument Rev. Hemostasis Instrument Rev.			250,000 125,000		250,000	250,000 125,000	250,000 125,000		- 4 - 2 -	\$ \$	4 - 2 15,000 15,000	\$ \$	30,303 7,938 1,007,579 263,939 1,271,518 24 4 96 123 2 245 14,250 14,250 1,368,000 3,4859,250	\$ \$ \$ \$ 66 \$14	169,57 81,64l ,356,33: ,579,05l ,935,38! 1 55 22l 45: 13,53: 1774,34! ,159,56: ,933,900

Source: Company data, Morgan Stanley Research

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(as of January 31, 2015)

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	COVERAGE I	JNIVERSE	INVESTME	INVESTMENT BANKING CLIENTS (IBC)					
STOCK RATING CATEGORY	COUNT	% OF TOTAL	COUNT	% OF TOTAL	% OF RATING				
				IBC	CATEGORY				
Overweight/Buy	1173	35%	320	41%	27%				
Equal-weight/Hold	1446	43%	361	46%	25%				
Not-Rated/Hold	107	3%	14	2%	13%				
Underweight/Sell	603	18%	92	12%	15%				
TOTAL	3,329		787						

Data include common stock and ADRs currently assigned ratings. Investment Banking Clients are companies from whom Morgan Stanley received investment banking compensation in the last 12 months.

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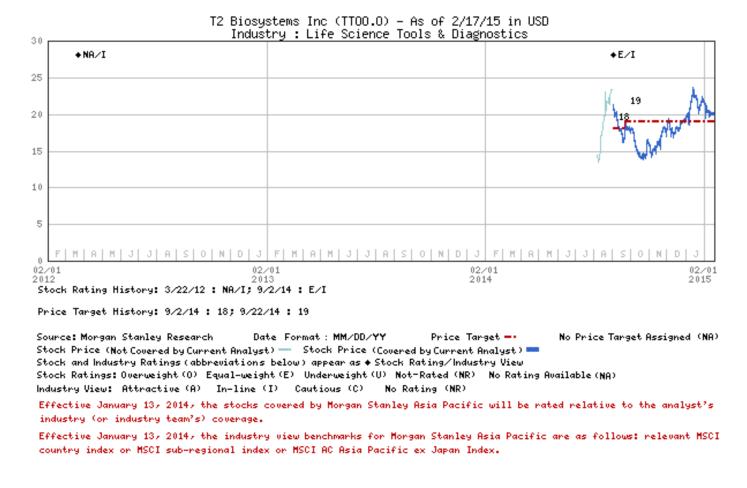
Attractive (A): The analyst expects the performance of his or her industry coverage universe over the next 12-18 months to be attractive vs. the relevant broad market benchmark, as indicated below.

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 or MSCI sub-regional index or MSCI AC Asia Pacific ex Japan Index.

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



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COMPANY (TICKER)	RATING (AS OF)	PRICE* (02/17/2015)
David R. Lewis		
T2 Biosystems Inc (TTOO.O)	E (09/02/2014)	\$20.01
Steve Beuchaw		
Agilent Technologies, Inc. (AN)	E (09/08/2014)	\$40.52
Illumina Inc. (ILMN.O)	E (09/08/2014)	\$198.86
Myriad Genetics Inc. (MYGN.O)	U (11/10/2014)	\$33.61
NanoString Technologies Inc (NSTG.O)	O (11/10/2014)	\$12.83
PerkinElmer Inc. (PKI.N)	O (09/08/2014)	\$46.32
Thermo Fisher Scientific Inc. (TMO.N)	O (09/08/2014)	\$128.03
Veracyte Inc (VCYT.O)	E (11/10/2014)	\$9.01
Waters Corp. (WAT.N)	U (09/08/2014)	\$119.99

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