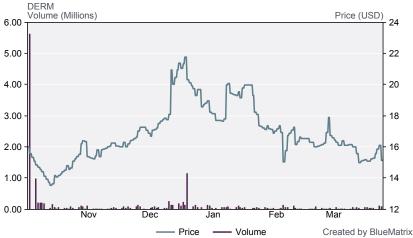


DERM - BUY - Post 4Q14 Pipeline Still On Track and Many Unmet Needs for Company to Pursue

March 25, 2015

- Conclusion: We believe 4Q14 results support our BUY rating for DERM shares because pipeline advancements remain on track and management noted that there are many unmet needs DERM could pursue to expand its product portfolio. The company's first priority is to commercialize its existing pipeline, but DERM would opportunistically consider good strategic assets to bring into the company. Therefore, we continue to think stock price appreciation will be driven by upwards earnings revisions because: 1) We expect total company sales to reach ~\$500MM by 2021, from DERM's portfolio of 3 late-stage assets; and 2) These drugs address large unmet needs in the \$21B dermatology market. Also, DERM is an attractive company in a consolidating industry (supports our valuation), in our view.
- Positive takeaways: 1) Positive DRM04 Phase 2b results for hyperhidrosis; Phase 3 program expected to begin in 2H15. 2) Presented Phase 2a DRM01 (acne) data at the American Academy of Dermatology (AAD) Annual Meeting, was received positively. 3) Ended quarter with \$164MM in cash and cash equivalents. And 4) Earned \$7.3MM milestone with the dosing of the first patient in the Phase 3 trials for Cimzia for patients with moderate-to-severe plague psoriasis.
- DERM reported 4Q14 EPS of \$(0.29), \$0.31 higher than consensus and \$0.41 better than our estimate. Our Variance Analysis table has details. Since DERM is a development-stage company, we think pipeline advancements are more important than quarterly earnings. Management provided '15 operating expense guidance of \$80MM to \$85MM (we estimated \$80MM, consensus was at \$76MM). We have increased our '15 operating expense estimate from \$80MM to \$85MM and decreased our '15 revenues from \$12MM to \$0 (timing of milestone). These two changes lowered our '15 EPS estimate.
- Potential Catalyst. 1) Cimzia Ph3 data in '17, approval in '18; 2) DRM04 initiation of Ph3 trials 2H15; 3) DRM01 Ph2b data in ~1H16.



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DERM BUY EARNINGS RELEASE

SHARE PRI PRICE TAR		\$14.6 \$22.0			
Revenue (\$M) (FY Dec)	1Q	2Q	3Q	4Q	FY
2014	0.0	0.0	0.0	7.3	7.3
Prior	_	_	_	0.0	0.0
2015	0.0E	0.0E	0.0E	0.0E	0.0E
Prior	_	_	_	_	12.0E
2016	_	_	_	_	13.0E
Prior	_	_	_	_	_
Adjusted EPS (\$)	1Q	2Q	3Q	4Q	FY
2014	(0.82)	(0.80)	(0.57)	(0.29)	(2.49)
Prior	_	_	_	(0.70)	(2.89)
P/E					NM
2015	(0.70)E	(0.73)E	(0.88)E	(1.04)E	(3.34)E
Prior	_	_	_	_	(2.68)E
P/E					NM
2016	_	_	_	_	(2.25)E
Prior	_	_	_	_	_
P/E					NM
Market Data & \	Valuation I	Multiples			
52-Week Range				\$12.68	3 - \$22.94
Shares Out (M)					24.7
Market Can (M)					0004

SCENARIO	VALUATION	INVESTMENT THESIS
Bull Case	2021E EPS: \$6.00 12-Month Bull-Case Scenario: \$35 Probability: 13% Upside/Downside Potential: 139%	 Cimzia launch in 2018, 2021 sales of \$140.7 million DRM04 launch in 2018, 2021 sales of \$145.3 million DRM01 launch in 2019, 2021 sales of \$330.1 million Accretive business development and/or M&A
Base Case	2021E EPS: \$4.83 12-Month Bull-Case Scenario: \$22 Probability: 74% Upside/Downside Potential: 50%	 Cimzia launch in 2018, 2021 sales of \$113.5 million DRM04 launch in 2018, 2021 sales of \$127.7 million DRM01 launch in 2019, 2021 sales of \$241.7 million No business development and/or M&A
Bear Case	2021E EPS: \$4.00 12-Month Bull-Case Scenario: \$12 Probability: 13% Upside/Downside Potential: -18%	 Cimzia launch in 2018, 2021 sales of \$95.2 million DRM04 launch in 2018, 2021 sales of \$110.3 million DRM01 launch in 2019, 2021 sales of \$180.7 million No business development and/or M&A

Source: Guggenheim Securities, LLC

VALUATION METHODOLOGY AND RISKS

We use Discounted Cash Flow (DCF) to get to our 12-month price target of \$22. We use a WACC of 20% and an exit multiple of 6 times forward EBIT. Risks to our valuation include: 1) Larger companies with more resources developing dermatology products that compete with DERM; 2) Pipeline setbacks; 3) Actions taken by development partners on collaborations; and 4) Competition to Cimzia, DRM 01 and DRM04 coming to market before DERM's products.

VARIANCE ANALYSIS

		ctual IQ14		eim Estimate		
	Amount	% Change YOY	Amount	IQ14 % Change YOY	Variance	Comments
Total Revenue	7.3	NM	0.0	NM	7.3	Milestone payment from UCB for Cimzia Phase 3 dosing
cogs	0.0	NM	0.0	NM		
Gross Profit	7.3	NM	0.0	NM	7.3	
SG&A	3.0	NM	5.4	NM	(2.4)	
R&D	11.0	NM	12.2	NM	(1.2)	
Other Operating Expenses	0.0	NM	0.0	NM	-	
Operating Income	(6.8)	NM	(17.6)	NM	10.8	
Non Operating Items	0.1	NM	0.3	NM	(0.2)	
Pre-Tax Income	(6.7)	NM	(17.3)	NM	10.6	
Taxes	0.0	NM	0.0	NM	-	
Tax Rate	NM	NM	0.0%	NM	NM	
Net Income	(6.7)	NM	(17.3)	NM	10.6	
Averages Shares	22.8	NM	24.6	NM	(1.8)	
Operating EPS	(\$0.29)	NM	(\$0.70)	NM	\$0.41	
Margin Analysis						
Revenues	NM		NM			
COGS	NM		NM			
Gross Margin	NM		NM			
SG&A	NM		NM			
R&D	NM		NM			
Net Income	NM		NM			

CATALYST CALENDAR

Date	Driver	Upcoming Event
2015		
April 2015	DRM01	Initiate P2b program
2H15	DRM04	Initiate P3 trials
2H15	DRM01	Complete enrollment of P3 trials
2015	DRM02	Assess preclinical data and determine next steps
2015	DRM05	Assess preclinical data and determine next steps
2016+		
1H16	DRM01	Report P2b data
Mid-16	Cimzia	Complete enrollment of P3 trials
2H16	DRM04	Complete enrollment of P3 trials and P3 data
1H17	DRM01	Initiate P3 trials
2017	DRM04	Complete carcinogenicity study
2017	Cimzia	Phase 3 topline data
2017	DRM04	FDA Submission
2H17	Cimzia	FDA Submission
2018	Cimzia	FDA Approval (our assumption)
2018	DRM04	FDA Approval (our assumption)
1H18	DRM01	Complete enrollment of P3 trials
2018	DRM01	Report P3 data
2018	DRM01	FDA Submission
2019	DRM01	FDA Approval (our assumption)

FINANCIAL MODEL

	Dermira 2015		Guggenheim 2015
(\$ in MM, except per share amounts)	Guidance	Midpoint	Estimate
Operating Expense	\$80 to \$85	\$83	\$85
R&D as a % of Total Operating Expenses	75%		75%
Cash and Cash Equivalents	\$90		\$83

Dermira - Quarterly Income Statement Analysis 2013-2021E

(A ! A 4:11:)													
(\$ in Millions)													
(Year Ended December 31)	2013	2014	1Q15E	2Q15E	3Q15E	4Q15E	2015E	2016E	2017E	2018E	2019E	2020E	2021E
Total Revenue	0.0	7.3	0.0	0.0	0.0	0.0	0.0	13.0	15.7	23.1	138.7	281.8	496.2
cogs	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	2.9	14.7	31.3	56.1
Gross Profit	0.0	7.3	0.0	0.0	0.0	0.0	0.0	13.0	15.7	20.3	124.0	250.5	440.2
SG&A	4.4	8.3	4.9	5.1	5.2	6.0	21.3	23.0	33.0	86.0	95.0	100.0	103.5
R&D	17.9	30.7	12.8	13.4	17.2	20.4	63.8	68.0	52.2	38.0	45.0	47.0	49.0
Other (Income)/Expense	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
Total Operating Expense	22.3	39.0	17.6	18.5	22.4	26.4	85.0	91.0	85.2	124.0	140.0	147.0	152.5
Operating Income	(22.3)	(31.7)	(17.6)	(18.5)	(22.4)	(26.4)	(85.0)	(78.0)	(69.5)	(103.7)	(16.0)	103.5	287.7
Interest and Other Income (Expense)	(0.0)	0.0	0.4	0.4	0.4	0.4	1.6	0.8	2.7	2.1	1.0	0.7	1.2
Interest Expense	(0.0)	(0.2)	(0.0)	(0.0)	(0.0)	(0.0)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)	(0.1)
Non-Operating Items	(0.0)	(0.1)	0.4	0.4	0.4	0.4	1.5	0.7	2.6	1.9	0.9	0.6	1.1
Pre-tax Income	(22.4)	(31.8)	(17.3)	(18.1)	(22.1)	(26.0)	(83.5)	(77.3)	(66.9)	(101.8)	(15.1)	104.1	288.7
Tax Rate	0.0%	NM	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	40.0%	40.0%
Taxes	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	41.6	115.5
Net Income	(22.4)	(31.9)	(\$17.3)	(\$18.1)	(\$22.1)	(\$26.0)	(\$83.5)	(\$77.3)	(\$66.9)	(\$101.8)	(\$15.1)	\$62.4	\$173.2
Average Shares Diluted	9.7	12.8	24.8	24.9	25.0	25.1	25.0	34.4	34.7	35.0	35.3	35.6	35.9
Adjusted Diluted EPS	(\$2.31)	(\$2.49)	(\$0.70)	(\$0.73)	(\$0.88)	(\$1.04)	(\$3.34)	(\$2.25)	(\$1.93)	(\$2.91)	(\$0.43)	\$1.75	\$4.83
%Change YOY													
Total Revenue		NM	NM	NM	NM	-100.0%	-100.0%	NM	20.8%	47.4%	499.2%	103.2%	76.1%
COGS		NM	410.9%	113.3%	79.2%								
Gross Profit		NM	NM	NM	NM	-100.0%	-100.0%	NM	20.8%	29.1%	511.6%	102.0%	75.7%
SG&A		89.8%	169.7%	193.1%	209.7%	98.0%	156.4%	8.2%	43.5%	160.6%	10.5%	5.3%	3.5%
R&D		71.2%	90.7%	92.3%	185.5%	84.9%	107.6%	6.7%	-23.2%	-27.2%	18.4%	4.4%	4.3%
Operating Income		NM	NM	NM	NM	NM	NM	-8.2%	-10.9%	49.2%	-84.6%	-747.3%	178.0%
Non-Operating Items		NM	NM	NM	NM	348.0%	NM	-53.1%	263.0%	-25.7%	-53.1%	-35.2%	84.9%
Pre-tax Income		NM	NM	NM	177.5%								
Tax Rate		NM	NM	NM	0.0%								
Taxes		NM	NM	NM	NM	-100.0%	-100.0%	NM	NM	NM	NM	NM	177.5%
Net Income		NM	NM	NM	177.5%								
Adjusted Diluted EPS		NM	NM	NM	175.2%								

Source: Guggenheim Securities, LLC and Company Reports

(1) To be conservative, w e assume a 40% tax rate upon profitability.

(2) Assume share dilution in 2016 from additional equity raise.

Dermira - Quarterly Margin Analysis 2013-2021E

	2013	2014	1Q15E	2Q15E	3Q15E	4Q15E	2015E	2016E	2017E	2018E	2019E	2020E	2021E
Total Revenue	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
COGS	NM	0.0%	NM	NM	NM	NM	NI	0.0%	0.0%	12.4%	10.6%	11.1%	11.3%
Gross Margin	NM	100.0%	NM	NM	NM	NM	NI	100.0%	100.0%	87.6%	89.4%	88.9%	88.7%
SG&A	NM	113.5%	NM	NM	NM	NM	NI	176.9%	210.2%	371.5%	68.5%	35.5%	20.9%
R&D	NM	420.7%	NM	NM	NM	NM	NI	523.1%	332.5%	164.2%	32.4%	16.7%	9.9%
Operating Income	NM	-434.2%	NM	NM	NM	NM	NI	-600.0%	-442.7%	-448.1%	-11.5%	36.7%	58.0%
Pretax Income	NM	-436.2%	NM	NM	NM	NM	NI	-594.4%	-426.0%	-439.7%	-10.9%	36.9%	58.2%
Net Income	NM	-436.6%	NM	NM	NM	NM	NI	-594.4%	-426.0%	-439.7%	-10.9%	22.2%	34.9%

Dermira - Quarterly Revenue Model 2013-2021E

(\$ in Millions)													
(Year Ended December 31)	2013	2014	1Q15E	2Q15E	3Q15E	4Q15E	2015E	2016E	2017E	2018E	2019E	2020E	2021E
Cimzia	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	11.7	34.1	74.5	113.5
DRM04	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	11.5	37.0	79.4	127.7
DRM01	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	54.3	114.5	241.7
DRM02	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
DRM05	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
Other	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
Milestones	0.0	7.3	0.0	0.0	0.0	0.0	0.0	13.0	15.7	0.0	13.4	13.4	13.4
TOTAL REVENUES	0.0	7.3	0.0	0.0	0.0	0.0	0.0	13.0	15.7	23.1	138.7	281.8	496.2
%Change YOY													
Cimzia		NM	NM	NM	NM	NM	NM	NM	NM	NM	192.2%	118.7%	52.4%
DRM04		NM	NM	NM	NM	NM	NM	NM	NM	NM	222.0%	114.6%	60.9%
DRM01		NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	111.1%	111.1%
DRM02		NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM
DRM05		NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM
Other		NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM	NM
TOTAL REVENUES		NM	NM	NM	NM	-100.0%	-100.0%	NM	20.8%	47.4%	499.2%	103.2%	76.1%

March 25, 2015

Dermira - Annual Revenue Model 2013-2021E

(\$ in Millions)																		
_			Y	ear Ende	d Decem	ber 31st,				2014/	2015E/	2016E/	2017E/	2018E/	2019E/	2020E/	2021E/	CAGR
	2013	2014	2015E	2016E	2017E	2018E	2019E	2020E	2021E	2013	2014	2015E	2016E	2017E	2018E	2019E	2020E	16E-21E
Late Stage Pipeline Drug Sales																		
Cimzia	0.0	0.0	0.0	0.0	0.0	11.7	34.1	74.5	113.5	NM	NM	NM	NM	NM	192.2%	118.7%	52.4%	NM
DRM04	0.0	0.0	0.0	0.0	0.0	11.5	37.0	79.4	127.7	NM	NM	NM	NM	NM	222.0%	114.6%	60.9%	NM
DRM01	0.0	0.0	0.0	0.0	0.0	0.0	54.3	114.5	241.7	NM	NM	NM	NM	NM	NM	111.1%	111.1%	NM
Total Late Stage Pipeline Drug Sales	0.0	0.0	0.0	0.0	0.0	23.1	125.3	268.4	482.9	NM	NM	NM	NM	NM	441.4%	114.2%	79.9%	NM
Early Stage Pipeline Drug Sales																		
DRM02	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	NM	NM	NM	NM	NM	NM	NM	NM	NM
DRM05	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	NM	NM	NM	NM	NM	NM	NM	NM	NM
Total Early Stage Pipeline Drug Sales	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	NM	NM	NM	NM	NM	NM	NM	NM	NM
Other Drug Sales	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	NM	NM	NM	NM	NM	NM	NM	NM	NM
Milestones	0.0	7.3	0.0	13.0	15.7	0.0	13.4	13.4	13.4	NM	-100.0%	NM	20.8%	-100.0%	NM	0.0%	0.0%	0.6%
TOTAL REVENUES	0.0	7.3	0.0	13.0	15.7	23.1	138.7	281.8	496.2	NM	-100.0%	NM	20.8%	47.4%	499.2%	103.2%	76.1%	107.2%

March 25, 2015

Dermira - Cash Flow Analysis 2013-2021E

(\$ in Millions)									
(Year ended December 31)	2013	2014	2015E	2016E	2017E	2018E	2019E	2020E	2021E
Cash flows provided by Operating Activities:									
Net Income	(22.4)	(31.9)	(83.5)	(77.3)	(66.9)	(101.8)	(15.1)	62.4	173.2
Depreciation and Amortization	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other	0.3	1.9	-	-	-	-	-	-	-
Net Changes in Working Capital	9.9	(1.5)	1.7	(2.6)	(0.5)	(1.5)	(17.0)	(12.1)	(9.8)
Net cash provided by Operating Activities	(12.2)	(31.4)	(81.7)	(79.8)	(67.4)	(103.2)	(32.0)	50.4	163.5
Cash flows from Investing Activities									
Purchases of PP&E	(0.1)	(0.2)	(0.2)	(0.2)	(0.2)	(0.2)	(0.2)	(0.2)	(0.2)
Net proceeds from sale of assets		-	-	-	-	-	-		-
Acquisitions, net of cash acquired	-	-	-	-	-	-	-	-	-
Other	-	-	-	-	-	-	-	-	-
Net cash used in Investing Activities	(0.1)	(0.2)	(0.2)	(0.2)	(0.2)	(0.2)	(0.2)	(0.2)	(0.2)
Cash flows from Financing Activities									
(Repayment) or Issuance of long term debt	2.0	53.8	(0.0)	-	-	-	-	-	-
Cash dividends paid	-	-	-	-	_	-	-	-	-
Other	24.5	120.3	-	270.0	-	-	-	-	-
Net cash (used in) provided by Financing Activities	26.5	174.1	(0.0)	270.0	-	-	-	-	-
Net (decrease) increase in cash and equivalents	14.3	142.5	(81.9)	190.0	(67.5)	(103.4)	(32.2)	50.3	163.3
Cash and equivalents at beginning of year	7.9	22.1	164.7	82.8	272.8	205.3	101.9	69.8	120.0
Cash and equivalents at end of year	22.1	164.7	82.8	272.8	205.3	101.9	69.8	120.0	283.3

Dermira - Balance Sheet Analysis 2013-2021E

(\$ in Millions)									
(Year ended December 31)	2013	2014	2015E	2016E	2017E	2018E	2019E	2020E	2021E
Assets									
Cash and Cash Equivalent	22.1	164.7	82.8	272.8	205.3	101.9	69.8	120.0	283.3
Accounts Receivable, less allow ance for doubtful accounts	-	7.3	-	2.6	3.1	4.6	24.3	44.0	69.9
Inventories	-	-	-	-	-	1.4	5.4	9.2	13.7
Other current assets	0.3	-	-	-	-	-	-	-	-
Total Current Assets	22.5	172.0	82.8	275.4	208.4	108.0	99.5	173.3	366.9
Plant, Property & Equipment	0.1	0.2	0.3	0.4	0.5	0.6	0.7	0.8	1.0
Identifiable intangibles	3.5	3.5	3.5	3.5	3.5	3.5	3.5	3.5	3.5
Goodw ill	0.8	8.0	8.0	0.8	0.8	0.8	8.0	0.8	0.8
Other assets	0.0	1.8	1.8	1.8	1.8	1.8	1.8	1.8	1.8
Total Other Assets	4.4	6.2	6.3	6.5	6.6	6.7	6.8	6.9	7.0
TOTAL ASSETS	26.9	178.2	89.2	281.9	215.0	114.7	106.3	180.2	373.9
Liabilities & Shareholder's Equity									
Accounts Payable and Accrued Expenses	4.3	5.6	-	-	-	1.4	8.2	19.6	40.1
Other	0.2	6.3	6.3	6.3	6.3	6.3	6.3	6.3	6.3
Total Current Liabilities	4.5	11.9	6.3	6.3	6.3	7.8	14.5	25.9	46.4
Long term debt	1.8	1.9	1.9	1.9	1.9	1.9	1.9	1.9	1.9
Other liabilities	10.8	10.8	10.8	10.8	10.8	10.8	10.8	10.8	10.8
Total Liabilities	17.1	24.6	19.0	19.0	19.0	20.5	27.2	38.6	59.1
Shareholders Equity	9.8	153.6	70.1	262.8	196.0	94.2	79.1	141.6	314.8
Total Stockholder's Equity	9.8	153.6	70.1	262.8	196.0	94.2	79.1	141.6	314.8
Noncontrolling Interest	-	-	-	-	-	-	-	-	-
TOTAL LIABILITIES & STOCKHOLDERS' EQUITY	26.9	178.2	89.2	281.9	215.0	114.7	106.3	180.2	373.9

ANALYST CERTIFICATION

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March 25, 2015

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