

Coherus

Takeaways from Management Meeting: Well-Positioned in the Emerging Biosimilars Market

We recently met with Coherus's management, including CEO Denny Lanfear and CFO Jean Viret, and wanted to provide our updated thoughts on the story. With biosimilars increasingly in focus, we see Coherus as well-positioned in this emerging market with three molecules expected to be in BLA-enabling studies this year, an earlier-stage development platform, and a highly experienced management team. Remain OW.

- **We have seen increased focus on biosimilars following Sandoz's pegfilgrastim FDA panel and recent M&A activity in the space.** Over the past few weeks, we have seen increased focus on biosimilars, particularly following the positive FDA advisory panel on Sandoz's biosimilar filgrastim (which has de-risked the space to some extent) as well as recent M&A activity in the space (including Pfizer's proposed acquisition of Hospira). We are also watching a number of other broader biosimilar updates through 2015, including the ongoing Inflectra rollout in key European markets as well as the Inflectra FDA advisory panel on March 17. Please see page 3 for a list of upcoming catalysts.
- **We continue to see IP as a key controversy in the biosimilar market development.** Intellectual property presents potential barriers to entry for the biosimilar market with originators in some cases developing large IP portfolios around their products (largely focused on manufacturing process). Coherus seeks to minimize patent risk by designing around this IP and by not infringing on originator patents, and the company is seeking to patent its own IP covering the formulation and manufacturing of its biosimilar products. We note that the patent resolution process set forth in the BPCIA runs concurrently with regulatory review and does not trigger the 30-month regulatory delay seen with traditional small molecules.
- **In addition, we expect strong payer support and fairly rational pricing for biosimilars.** Given the recent discussion around specialty pricing pressure, we continue to see strong payer support for biosimilars. Coherus has been in discussions with payers in regards to phase III clinical trial designs, and noted that the company expects payers to ultimately have one or two biosimilars for each molecule on formulary. We continue to see biosimilar pricing settling out at a 30-40% discount to innovator pricing and do not see small molecule-like 80%+ price reductions given the high clinical barriers to entry in the space, as well as the relatively few number of biosimilar competitors for most molecules.

Coherus BioSciences, Inc. (CHRS;CHRS US)

FYE Dec	2012A	2013A	2014E	2015E	2016E (Prev)	2016E (Curr)
EPS Adjusted (\$)						
Q1 (Mar)	-	-	-	-	-	-
Q2 (Jun)	-	-	-	-	-	-
Q3 (Sep)	-	-	-	-	-	-
Q4 (Dec)	-	-	-	-	-	-
FY	(9.51)	(9.66)	(5.75)	(2.98)	(3.05)	(3.46)

Source: Company data, Bloomberg, J.P. Morgan estimates.

Overweight

CHRS, CHRS US

Price: \$27.11

▲ **Price Target: \$35.00**
Previous: \$20.00

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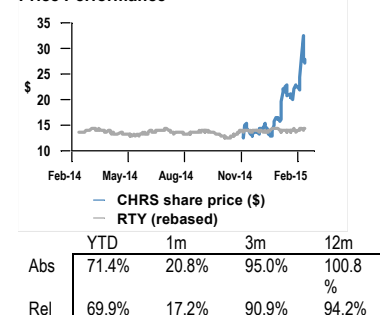
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Price Performance



Company Data

Price (\$)	27.11
Date Of Price	13 Feb 15
52-week Range (\$)	32.95-12.27
Market Cap (\$ mn)	345,272.50
Fiscal Year End	Dec
Shares O/S (mn)	12,736
Price Target (\$)	35.00
Price Target End Date	31-Dec-15

See page 6 for analyst certification and important disclosures.

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- **CHS-1420 (biosimilar Humira) remains a key value driver and we expect a phase III start in 2015.** We expect Coherus to start a phase III CHS-1420 (biosimilar adalimumab/Humira) in 2015, which would position Coherus to have phase III data in 2016 and potentially launch in 2017. Humira is currently a ~\$12.5bn franchise and we believe even modest market penetration would translate to a significant commercial opportunity for CHS-1420. We will continue to watch IP dynamics with Humira (dosing patent read-across from recent Herceptin UK invalidity ruling, etc.) but we anticipate 2017 US/2018 EU biosimilar entry.
- **CHS-1701 (biosimilar Neulasta) also represents a significant opportunity and we expect several updates in 2015.** Coherus expects to disclose development plans for CHS-1701 (biosimilar pegfilgrastim/Neulasta) in 2Q15 and remains committed to a BLA-enabling trial in 2015. We expect to see data from this study in late 2015/early 2016 and for Coherus to file the product shortly thereafter. Neulasta is a ~\$4.5bn franchise with a large US sales component and we expect rapid and potentially substantial biosimilar penetration given the drug's hospital administration and the rapid patient churn. This view is consistent with the European G-CSF biosimilar market formation.
- **CHS-0214 (biosimilar Enbrel): We continue to expect phase III readouts in 2016.** We continue to expect readouts from the phase III CHS-0214 (biosimilar etanercept/Enbrel) studies in psoriasis and rheumatoid arthritis in 2016, which would set up a 2016 EMA filing for the asset. As a reminder, CHS-0214 is primarily an ex-US opportunity at this point and is partnered with Baxter and Daiichi.
- **While we see Coherus commercializing CHS-1701 and CHS-1420 alone, we cannot rule out strategic interest in the business over time.** Although we see Coherus commercializing wholly owned CHS-1701 and CHS-1420 on its own, we cannot rule out strategic interest in the business over time, particularly after the BLAs for the company's lead products are filed. We see Coherus as an attractive strategic asset, particularly with a number of large players expressing interest in the biosimilars space.

Figure 1: Select Upcoming Catalysts

\$ in millions

Timing	Company	Product	Event
Ongoing	Coherus	CHS-0214 (biosimilar Enbrel)	Phase III in RA
Ongoing	Coherus	CHS-0214 (biosimilar Enbrel)	Phase III in Psoriasis
Ongoing	Amgen/Sandoz		Ongoing Amgen/Sandoz Litigation
Ongoing		Inflectra (biosimilar Remicade)	Launch in major EU markets
2015-2016	Coherus		Exploring commercialization strategy/potential partnerships
March 2015		Inflectra (biosimilar Remicade)	FDA Advisory Panel
2Q15	Coherus	CHS-1701 (biosimilar Neulasta)	Disclosure of development strategy
2015	Coherus	CHS-1420 (biosimilar Humira)	Phase III Start
2015	Coherus	CHS-1701 (biosimilar Neulasta)	Registration-enabling study start
4Q15/1Q16	Coherus	CHS-1701 (biosimilar Neulasta)	Registration-enabling study results
4Q15/1Q16	Coherus	CHS-1701 (biosimilar Neulasta)	US Filing
2016	Coherus	CHS-0214 (biosimilar Enbrel)	EU Filing
2016	Coherus	CHS-1420 (biosimilar Humira)	US Filing
4Q16/1Q17	Coherus	CHS-1701 (biosimilar Neulasta)	Potential US Launch
Early 2017	Coherus	CHS-1701 (biosimilar Neulasta)	Potential EU Launch
2017	Coherus	CHS-0214 (biosimilar Enbrel)	Potential EU Launch
2017	Coherus	CHS-1420 (biosimilar Humira)	Potential US Launch
2017	Coherus	CHS-1420 (biosimilar Humira)	EU Filing
Early 2018	Coherus	CHS-1701 (biosimilar Neulasta)	Potential EU Launch
2018	Coherus	CHS-1420 (biosimilar Humira)	Potential EU Launch

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

Investment Thesis, Valuation and Risks

Coherus (Overweight; Price Target: \$35.00)

Investment Thesis

Maintain Overweight rating. We expect a range of biosimilars will launch over the next 5-10 years with biologic products with ~\$100 billion in annual sales losing patent protection through 2020. Coherus is a pure-play on this opportunity with three lead biosimilar candidates (biosimilar versions of Humira, Enbrel, and Neulasta), all of which will have entered late-stage clinical development by early 2015. These products target several of the largest biologics currently on the market, with 2014 branded sales in Coherus's targeted markets expected to reach roughly \$20 billion in 2014. Assuming a modest biosimilar market share and 4-5 competitors per market, we see Coherus generating roughly \$650 million in revenue by 2020, growing to roughly \$1.1 billion by 2025.

Valuation

Increasing Dec-15 price target to \$35, based higher peak sales for CHRS biosimilar Neulasta as well as a number of positive updates in the biosimilar space over the past month (which we see as de-risking CHRS's development program). Using a risk-adjusted DCF analysis, we arrive at a December 2015 price target of \$35. We assume that Baxter launches CHS-0214 in Europe in 2017 and that Coherus launches CHS-1420 in the US in 2017 and in Europe in 2018 and CHS-1701 in the US in 2017 and in Europe in 2018.

We estimate a weighted average cost of capital (WACC) of 11%, which is consistent with WACC estimates for companies of Coherus's size and development stage due to the risk of the company's business model relative to more established branded pharma companies with commercialized products. We use a terminal decline of 1%

past 2030. We also risk adjust our enterprise value with an 80% probability of success.

Risks to Rating and Price Target

Risks to the downside include 1) uncertainty surrounding the IP and patent resolution process, 2) biosimilars might not achieve the market penetration we have forecast, 3) Coherus could face more competitors and experience more price competition than anticipated, and 4) the company will need to raise additional capital or seek a partner for its products prior to commercialization.

Coherus: Summary of Financials

Income Statement - Annual	FY13A	FY14E	FY15E	FY16E	Income Statement - Quarterly	1Q14A	2Q14A	3Q14A	4Q14E
Revenues	2,751	35,045	2,500	52,500	Revenues	-	-	-	-
Cost of products sold	0	0	0	0	Cost of products sold	-	-	-	-
Gross profit	-	-	-	-	Gross profit	-	-	-	-
SG&A	(7,465)	(15,378)	(20,000)	(90,000)	SG&A	-	-	-	-
R&D	(31,279)	(71,357)	(80,000)	(90,000)	R&D	-	-	-	-
Operating income	(35,993)	(51,690)	(97,500)	(127,500)	Operating income	-	-	-	-
Net interest (income) / expense	(5,293)	(5,400)	0	0	Net interest (income) / expense	-	-	-	-
Other income / (expense)	(12,349)	(16,132)	0	0	Other income / (expense)	-	-	-	-
Pretax income	(53,635)	(73,222)	(97,500)	(127,500)	Pretax income	-	-	-	-
Income taxes	0	0	0	0	Income taxes	0A	0A	0A	0
Net income - recurring	(53,635)	(73,222)	(97,500)	(127,500)	Net income - recurring	0A	0A	0A	0
Diluted shares outstanding	-	-	-	-	Diluted shares outstanding	-	-	-	-
EPS - excluding non-recurring	(9.66)	(5.75)	(2.98)	(3.46)	EPS - excluding non-recurring	-	-	-	-
EPS - recurring	(9.66)	(5.75)	(2.98)	(3.46)	EPS - recurring	-	-	-	-
Balance Sheet and Cash Flow Data	FY13A	FY14E	FY15E	FY16E	Ratio Analysis	FY13A	FY14E	FY15E	FY16E
Cash and cash equivalents	39,554	170,682	78,832	105,177	Sales growth	44.9%	1173.9%	(92.9%)	2000.0%
Short Term Investment	-	-	-	-	EBIT growth	(6.6%)	43.6%	88.6%	30.8%
Accounts receivable	385	407	507	5,412	EPS growth - recurring	1.5%	(40.5%)	(48.1%)	16.0%
Inventories	-	-	-	-	Gross margin	-	-	-	-
Other current assets	5,738	5,738	5,738	5,738	EBIT margin	(1308.4%)	(147.5%)	(3900.0%)	(242.9%)
Current assets	45,677	176,827	85,077	116,327	Tax rate	0.0%	0.0%	0.0%	0.0%
PP&E	1,743	1,993	2,243	2,493	Net Profit Margin	(1949.7%)	(208.9%)	(3900.0%)	(242.9%)
Total assets	47,447	178,847	87,347	118,847					
Total debt	28,454	28,454	28,454	28,454					
Total liabilities	144,524	145,222	146,222	146,222					
Shareholders' equity	(97,077)	33,625	(58,875)	(27,375)					
Net income (including charges)	(53,635)	(73,222)	(97,500)	(127,500)					
D&A	404	0	0	0					
Change in working capital	41,415	0	900	(4,905)					
Other	17,615	119,555	0	0					
Cash flow from operations	15,423	46,333	(96,600)	(132,405)					
Capex	(373)	(250)	(250)	(250)					
Free cash flow	20,343	51,483	(96,850)	(132,655)					
Cash flow from investing activities	(373)	(250)	(250)	(250)					
Cash flow from financing activities	9,956	85,000	5,000	159,000					

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

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

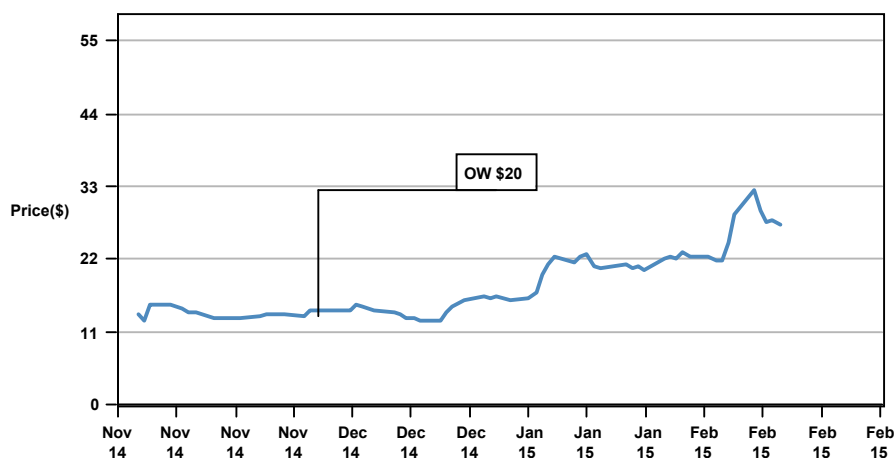
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Coherus (CHRS, CHRS US) Price Chart



Date	Rating	Share Price (\$)	Price Target (\$)
02-Dec-14	OW	13.37	20.00

Source: Bloomberg and J.P. Morgan; price data adjusted for stock splits and dividends.
Initiated coverage Dec 02, 2014.

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