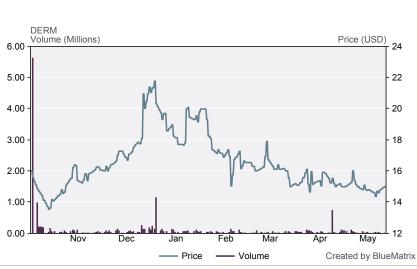


DERM - BUY - Still Like Pipeline Post 1Q15 Results

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- Conclusion: During 1Q15, DERM continued to advance its pipeline of drugs that address large unmet needs in the dermatology market. Therefore, we continue to think stock price appreciation will be driven by upwards earnings revisions because sales from DERM's 3 late-stage assets could reach approximately \$500MM by 2021. Also, DERM is an attractive company in a consolidating industry, in our view.
- 1Q15 Positives: 1) DERM held an end of Ph2 meeting in April with the FDA for DRM04 and will begin Ph3 trials for hyperhidrosis in 2H15; 2) Initiated Ph2b trial for DRM01 in acne; 3) Initiated Cimzia Ph 3 trials, with all 3 trials enrolling patients; and 4) As of 3/31/15 DERM had cash & equivalents of \$158.1MM.
- DERM reported 1Q15 adjusted EPS of (\$0.57), \$0.09 higher than consensus and \$0.13 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 reaffirmed its '15 spending guidance of \$80MM to \$85MM. We have updated our model for 1Q15 results, which did not change our '15 or '16 EPS estimates.
- Potential Catalyst. 1) DRM04 initiation of Ph3 trials 2H15; 2) DRM01 Ph2b results ~1H16; 3) Cimzia Ph3 data in '17, approval in '18; 4) Business development.



LOUISE CHEN louise.chen@guggenheimpartners.com	ANALYST 212 381 4195
SWATI KUMAR swati.kumar@guggenheimpartners.com	ANALYST 212 918 8754
BRANDON FOLKES brandon.folkes@guggenheimpartners.com	ASSOCIATE 212 518 9976

DERM BUY EARNINGS RELEASE

Investment Thesis: Growth

SHARE PRICE TARGET		\$14.9 \$22.0			
Revenue (\$M) (FY Dec)	1Q	2Q	3Q	4Q	FY
2014	0.0	0.0	0.0	7.3	7.3
2015	0.0	0.0E	0.0E	0.0E	0.0E
2016	_	_	_	_	13.0E
Adjusted EPS (\$)	1Q	2Q	3Q	4Q	FY
2014 P/E	(0.82)	(0.80)	(0.57)	(0.29)	(2.49) NM
2015	(0.57)	(0.73)E	(0.88)E	(1.17)E	(3.34)E
Prior	(0.70)	_	_	(1.04)E	_
P/E					NM
2016	_	_	_	_	(2.25)E
P/E					NM
Market Data & V	aluation I	Multiples			

Market Data & Valuation Multiples	
52-Week Range	\$12.68 - \$22.94
Shares Out (M)	24.7
Market Cap (M)	\$370
ADV (3 mo; 000)	50

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SECTOR: SPECIALTY PHARMACEUTICALS

SCENARIO	VALUATION	INVESTMENT THESIS
Bull Case	2021E EPS: \$6.00	 Cimzia launch in 2018, 2021 sales of \$140.7 million DRM04 launch in 2018, 2021 sales of \$145.3 million
	12-Month Bull-Case Scenario: \$35	 DRM01 launch in 2019, 2021 sales of \$330.1 million Accretive business development and/or M&A
	Probability: 13%	
	Upside/Downside Potential: 133%	
Base Case	2021E EPS: \$4.85	 Cimzia launch in 2018, 2021 sales of \$113.5 million DRM04 launch in 2018, 2021 sales of \$127.7 million
	12-Month Bull-Case Scenario: \$22	 DRM01 launch in 2019, 2021 sales of \$241.7 million No business development and/or M&A
	Probability: 74%	- 110 business development and or way t
	Upside/Downside Potential: 47%	
Bear Case	2021E EPS: \$4.00	 Cimzia launch in 2018, 2021 sales of \$95.2 million DRM04 launch in 2018, 2021 sales of \$110.3 million
	12-Month Bull-Case Scenario: \$13	 DRM01 launch in 2019, 2021 sales of \$180.7 million No business development and/or M&A
	Probability: 13%	
	Upside/Downside Potential: -13%	

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 IQ15		eim Estimate 1Q15		
	Amount	% Change YOY	Amount	% Change YOY	Variance	Comments
Total Revenue	0.0	NM	0.0	NM	-	
COGS	0.0	NM	0.0	NM	-	
Gross Profit	0.0	NM	0.0	NM	-	
SG&A	4.1	NM	4.9	NM	(0.8)	
R&D	10.1	NM	12.8	NM	(2.7)	Timing of spend, DERM reaffirmed full year spending guidance
Other Operating Expenses	0.0	NM	0.0	NM	-	
Operating Income	(14.2)	NM	(17.6)	NM	3.4	
Non Operating Items	0.2	NM	0.4	NM	(0.2)	
Pre-Tax Income	(14.0)	NM	(17.3)	NM	3.3	
Taxes	0.0	NM	0.0	NM	-	
Tax Rate	0.0%	NM	0.0%	NM	0.0%	
Net Income	(14.0)	NM	(17.3)	NM	3.3	
Averages Shares	24.7	NM	24.8	NM	(0.1)	
Operating EPS	(\$0.57)	NM	(\$0.70)	NM	\$0.13	
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		
2H15	DRM04	Initiate Phase 3 trials
2H15	DRM01	Complete enrollment of Phase 3 trials
2015	DRM02	Assess preclinical data and determine next steps
2015	DRM05	Assess preclinical data and determine next steps
2016+		
1H16	DRM01	Report Phase 2b data
Mid-16	Cimzia	Complete enrollment of Phase 3 trials
2H16	DRM04	Complete enrollment of Phase 3 trials and Phase 3 data
1H17	DRM01	Initiate Phase 3 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 Phase 3 data
2018	DRM01	FDA Submission
2019	DRM01	FDA Approval (our assumption)

FINANCIAL MODEL

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

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Dermira - Quarterly Income Statement Analysis 2013-2021E

(\$ in Millions)													
(Year Ended December 31)	2013	2014	1Q15A	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	4.1	5.1	5.2	6.7	21.1	23.0	33.0	86.0	95.0	100.0	103.5
R&D	17.9	30.7	10.1	13.3	17.0	23.0	63.4	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	14.2	18.4	22.2	29.7	84.5	91.0	85.2	124.0	140.0	147.0	152.5
Operating Income	(22.3)	(31.7)	(14.2)	(18.4)	(22.2)	(29.7)	(84.5)	(78.0)	(69.5)	(103.7)	(16.0)	103.5	287.7
Interest and Other Income (Expense)	(0.0)	0.0	0.2	0.4	0.4	0.6	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)	0.2	0.4	0.4	0.6	1.5	0.7	2.6	2.0	0.9	0.6	1.1
Pre-tax Income	(22.4)	(31.8)	(14.0)	(18.0)	(21.8)	(29.1)	(83.0)	(77.2)	(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)	(\$14.0)	(\$18.0)	(\$21.8)	(\$29.1)	(\$83.0)	(\$77.2)	(\$66.9)	(\$101.8)	(\$15.1)	\$62.4	\$173.2
Average Shares Diluted	9.7	12.8	24.7	24.8	24.9	25.0	24.8	34.3	34.6	34.9	35.2	35.5	35.8
Adjusted Diluted EPS	(\$2.31)	(\$2.49)	(\$0.57)	(\$0.73)	(\$0.88)	(\$1.17)	(\$3.34)	(\$2.25)	(\$1.94)	(\$2.92)	(\$0.43)	\$1.76	\$4.85
%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%	128.8%	191.4%	207.9%	120.2%	154.9%	8.9%	43.5%	160.6%	10.5%	5.3%	3.5%
R&D		71.2%	50.9%	91.1%	181.8%	108.4%	106.4%	7.2%	-23.2%	-27.2%	18.4%	4.4%	4.3%
Operating Income		NM	NM	NM	NM	NM	NM	-7.8%	-10.8%	49.2%	-84.6%	-747.3%	178.0%
Non-Operating Items		NM	NM	NM	NM	550.5%	NM	-52.5%	262.0%	-25.7%	-53.0%	-35.1%	84.4%
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	175.1%								

Source: Guggenheim Securities, LLC and Company Reports

(1) To be conservative, we 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	1Q15A	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	1Q15A	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%

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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%

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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)	(83.0)	(77.2)	(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)	(81.2)	(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	(81.3)	190.1	(67.5)	(103.4)	(32.2)	50.3	163.3
Cash and equivalents at beginning of year	7.9	22.1	164.7	83.3	273.4	205.9	102.5	70.4	120.6
Cash and equivalents at end of year	22.1	164.7	83.3	273.4	205.9	102.5	70.4	120.6	283.9

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	83.3	273.4	205.9	102.5	70.4	120.6	283.9
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	83.3	276.0	209.0	108.6	100.1	173.9	367.5
Plant, Property & Equipment	0.1	0.2	0.3	0.4	0.5	0.6	0.7	8.0	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	0.8	0.8	8.0	8.0	8.0	8.0	8.0	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	89.7	282.5	215.6	115.3	106.9	180.7	374.5
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	19.1	19.1	19.1	20.5	27.2	38.6	59.1
Shareholders Equity	9.8	153.6	70.6	263.4	196.5	94.7	79.7	142.1	315.4
Total Stockholder's Equity	9.8	153.6	70.6	263.4	196.5	94.7	79.7	142.1	315.4
Noncontrolling Interest	-	-	-	-	-	-	-	-	-
TOTAL LIABILITIES & STOCKHOLDERS' EQUITY	26.9	178.2	89.7	282.5	215.6	115.3	106.9	180.7	374.5

ANALYST CERTIFICATION

By issuing this research report, each Guggenheim Securities, LLC ("Guggenheim Securities") research analyst whose name appears in this report hereby certifies that (i) all of the views expressed in this report accurately reflect the research analyst's personal views about any and all of the subject securities or issuers discussed herein and (ii) no part of the research analyst's compensation was, is, or will be directly or indirectly related to the specific recommendations or views expressed by the research analyst.

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The research analyst(s) and research associate(s) have received compensation based upon various factors, including quality of research, investor client feedback, and Guggenheim Securities, LLC's overall revenues, which includes investment banking revenues.

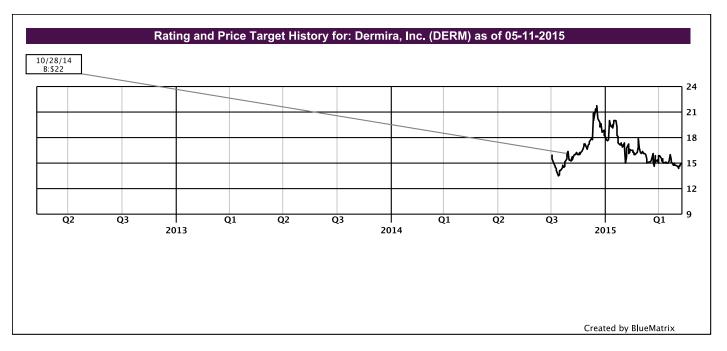
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May 12, 2015

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			IB Serv./ Past 12Mos.			
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Contact Information

NEW YORK SALES & TRADING DESK

212 292 4700

EQUITY TRADING DESK

212 292 4701

MEDIA INQUIRIES

310 367 6567

FMAII

general@guggenheimpartners.com

Locations

NEW YORK

330 Madison Avenue New York, NY 10017

WASHINGTON, DC

1055 Thomas Jefferson Street, NW Suite 450 Washington, DC 20007

BOSTON

500 Boylston Street, 13th Floor Boston, MA 02116

LOS ANGELES

601 South Figueroa Street Suite 4005

Los Angeles, CA 90017

DALLAS

1717 McKinney Avenue Suite 870

Dallas, TX 75202

SAN FRANCISCO

50 California Street Suite 1515

San Francisco, CA 94111

NASHVILLE

104 Woodmont Blvd Suite 203 Nashville, TN 37205

RICHMOND

919 East Main Street Suite 1605

Richmond, VA 23219

Guggenheim Equity Research

ENERGY: EXPLORATION & PRODUCTION, OIL SERVICES & EQUIPMENT

Subash Chandra, CFA, Analyst

subash.chandra@guggenheimpartners.com 212 918 8771

Marshall Coltrain, Associate

marshall.coltrain@guggenheimpartners.com 212 518 9904

Michael LaMotte, Analyst

michael.lamotte@guggenheimpartners.com 972 638 5502

Eric Loyet, Associate

eric.w.loyet@guggenheimpartners.com 212 518 9782

ENERGY: POWER & UTILITIES Shahriar Pourreza, CFA, Analyst

shahriar.pourreza@guggenheimpartners.com 212 518 5862

FINANCIAL SERVICES: INVESTMENT **COMPANIES, COMMUNITY AND REGIONAL BANKS**

Taylor Brodarick, Analyst

taylor.brodarick@guggenheimpartners.com

FINANCIAL SERVICES: COMMUNITY AND **REGIONAL BANKS, PAYMENTS & CREDIT SERVICES**

David Darst, Analyst

david.darst@guggenheimpartners.com 615 208 1224

Ryan Strain, Associate

ryan.strain@guggenheimpartners.com 615 208 1226

FINANCIAL SERVICES: SUPER REGIONAL AND UNIVERSAL BANKS & BROKERS, **PAYMENTS & CREDIT SERVICES**

Eric Wasserstrom, Analyst

eric.wasserstrom@guggenheimpartners.com 212 823 6571

Jeff Cantwell, Associate

jeffrey.cantwell@guggenheimpartners.com 212 823 6543

HEALTHCARE: BIOPHARMA Tony Butler, Analyst

tony.butler@guggenheimpartners.com 212 823 6540

HEALTHCARE: PHARMACEUTICALS Louise Chen, Analyst

louise.chen@guggenheimpartners.com 212 381 4195

Swati Kumar, Analyst

swati.kumar@guggenheimpartners.com 212 918 8754

Brandon Folkes, Associate

brandon.folkes@guggenheimpartners.com 212 518 9976

RETAIL & CONSUMER: CONSUMABLES: FOOD & DRUG

John Heinbockel, Analyst

john.heinbockel@guggenheimpartners.com 212 381 4135

Steven Forbes, Analyst

steven.forbes@guggenheimpartners.com 212 381 4188

RETAIL & CONSUMER: RESTAURANTS Matthew DiFrisco, Analyst

matthew.difrisco@guggenheimpartners.com 212 823 6599

RETAIL & CONSUMER: SOFTLINES

Howard Tubin, Analyst

howard.tubin@guggenheimpartners.com 212 823 6558

TMT: DATA & COMMUNICATION **INFRASTRUCTURE**

Ryan Hutchinson, Analyst

ryan.hutchinson@guggenheimpartners.com 415 852 6458

Nate Cunningham, Associate

nathaniel.cunningham@guggenheimpartners.com 212 823 6597

TMT: MEDIA & ENTERTAINMENT. **CABLE & SATELLITE TV**

Michael Morris, Analyst

michael.morris@guggenheimpartners.com 804 253 8025

Curry Baker, Associate

curry.baker@guggenheimpartners.com