## PROQR THERAPEUTICS N.V.

1Q Recap: QR-110 Entering Ph.1/2; QR-010 MAD Update Mid-2017

- Bottom Line: In addition to the ongoing Ph. 1 QR-010 study in cystic fibrosis (CF), clearance of the investigational new drug (IND) application for QR-110 (Leber's congenital amaurosis type 10/LCA 10) paves the way to evaluate PRQR's RNA repair mechanism in an ophthalmic indication. Near-term, investors can expect Ph.1b multiple ascending dose (MAD) data for QR-010 in mid-2017 and the initiation of a Ph.1/2 QR-110 study (with top-line data expected in 2018; LINK). We are updating our ProQR model following 1Q financial results reporting a net loss/EPS of $€ 11 \mathrm{M} /(€ 0.45)$. Reiterate OP on PRQR with \$10 PT.
- QR-010 MAD data on track for mid-2017 (LINK); issuance of key patents protects utility in CF. Recall, ProQR presented intriguing nasal potential difference (NPD) data at the North American CF Conference (NACFC; LINK) that suggested potential efficacy in homozygous delF508 pts. In mid-2017, investors can gain additional insight on QR-010's product profile as the MAD study evaluates exploratory endpoints like forced expiratory volume in 1 second (FEV1), CFQ-R, weight gain, and sweat chloride. Our first glimpse on these clinically relevant metrics, albeit insufficiently powered to detect stat. sig., may help draw correlations to previously reported NPD data.
- QR-110 in LCA10 clears IND with top-line results in 2018. Mgmt. will soon initiate an open-label trial enrolling 12 pts. ( 2 pediatric, ages 6-17 +2 adult pts./arm; with 1 or 2 copies of the p.Cys998X mutation) across 3 treatment arms. Each pt. will have generate both treated and control (untreated, contralateral eye) data. The trial will be 1 year in duration and will test 4 intravitreal administrations (1x/quarter) of QR-110. ProQR is evaluating numerous efficacy endpoints in this trial that are objective (e.g., visual acuity/VA, full field stimulus testing/FST, optical coherence tomography/OCT, and pupillary light reflex/PLR) and a more subjective modified mobility course - similar to those that ONCE [OP] used in voretigene neparvovec trials, in addition to safety and pharmacokinetic/ PK data. ProQR expects to conduct the trial at 3 clinical sites in both the US and EU.
- Model update for 1Q financial results. We are adjusting our model for increased OpEx spend (assuming QR-010 and QR-110 clinical studies) and taking into account cash runway projection into 2 H 18 .

Key Stats:
(NASDAQ: PRQR)
Sector: S\&P 600 Health Care Index: Price :
Price: $\$ 4.95$
Price Target: $\$ 10.00$
Methodology: DCF with 12\% discount rate, 2\% terminal value growth rate

| 52 Week High: | $\$ 8.70$ |
| :--- | ---: |
| 52 Week Low: | $\$ 3.55$ |
| Shares Outstanding (mil): | 23.5 |
| Market Capitalization (mil): | $\$ 116.3$ |
| Cash Per Share: | $\$ 2.17$ |
| Net Debt to Total Capital: | $0 \%$ |
| Dividend (ann): | $\$ 0.00$ |
| Dividend Yield: | $0.0 \%$ |

Completion: May 17, 2017, 9:26AM EDT.
Distribution: May 17, 2017, 9:26AM EDT.
Cash Per Share: Net cash per diluted share


| Dec Yr | $\mathbf{1 Q}$ | $\mathbf{2 Q}$ | $\mathbf{3 Q}$ | $\mathbf{4 Q}$ | FY Rev | $\mathbf{1 Q}$ | $\mathbf{2 Q}$ | $\mathbf{3 Q}$ | $\mathbf{4 Q}$ | FY EPS | P/E |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2016A | $€ 0.7$ | $€ 0.6$ | $€ 0.4$ | $€ 0.1$ | $€ 1.8$ | $(€ 0.44)$ | $(€ 0.43)$ | $(€ 0.43)$ | $(€ 0.38)$ | $(€ 1.68)$ | NM |
| 2017E - New | $€ 0.4 \mathrm{~A}$ | $€ 0.3$ | $€ 0.3$ | $€ 0.3$ | $€ 1.1$ | $(€ 0.45) \mathbf{A}$ | $(€ 0.46)$ | $(€ 0.48)$ | $(€ 0.51)$ | $(€ 1.90)$ | NM |
| 2017E - Old | $€ 0.3$ | $€ 0.3$ | $€ 0.3$ | $€ 0.3$ | $€ 1.0$ | $(€ 0.46)$ | $(€ 0.48)$ | $(€ 0.32)$ | $(€ 0.34)$ | $(€ 1.53)$ | NM |
| 2018E - New | -- | -- | -- | -- | $€ 1.0$ | -- | -- | -- | -- | $(€ 1.33)$ | NM |
| 2018E - Old | -- | -- | -- | -- | $€ 1.0$ | -- | -- | -- | -- | $(€ 1.77)$ | NM |

Source: Company Information and Leerink Partners LLC Research
IFRS; Revenues in millions.

## INVESTMENT THESIS

We rate PRQR Outperform. PRQR is developing novel RNA therapeutics for severe genetic disorders. The company's lead candidate QR-010 has generated highly encouraging preclinical data in a number of validated pre-clinical assays used to evaluate drugs for cystic fibrosis, in our view. QR-010 is an inhaled antisense oligonucleotide (AON) designed to treat patients with $\Delta$ F508 mutation, the most common mutation underlying cystic fibrosis (CF). The QR-010 RNA repair technology was established in published experiments first employed in cell cultures at Massachusetts General Hospital (MGH), and PRQR has been able to replicate and augment the molecule with an optimized antisense construct that has composition-of-matter patent protection until 2027 (not including up to 5 years of potential extension).

We look to multiple catalysts over the next 12-18 months for potential de-risking of QR-010 and appreciation in PRQR shares. We see an attractive risk/reward for PRQR shares at the stock's current valuation based on the robust pre-clinical data suggesting that QR-010 can restore CFTR function to near-wild-type levels and large amount of shareholder value created by VRTX, whose CFTR modulators have generated relatively modest FEV1 (forced expiratory volume in 1 second) improvements in homozygous $\Delta$ F508 CF patients.

Our $\$ 10$ price target in 12 months is based on our assumptions of QR-010 pricing of $\$ 175 \mathrm{k} /$ patient/year together with $50 \%$ peak market penetration of $\triangle F 508$ CF homozygotes and heterozygotes, probability-weighted at $20 \%$ and $0 \%$, respectively. PRQR has also identified around 50 other target indications for its pipeline, including a pre-clinical antisense compound QR-110 for Leber's Congenital Amaurosis (LCA), dystrophic epidermolysis bullosa (DEB), Usher syndrome, Fuchs endothelial corneal dystrophy, Alzheimer's disease, and other CFTR targets covering an additional $10 \%+$ of CF patients, which we do not currently include in our valuation.

## VALUATION

We derive a $\$ 10$ price target for PRQR shares in 12 months based on a $12 \%$ discount rate and a $2 \%$ terminal growth rate, which we believe are appropriate given: (1) the early stage of PRQR, and (2) the fact that our revenue estimates are already risk-adjusted via probabilities of success. We assume 20\% and 0\% probabilities of success for QR-010 in F508del homozygous and heterozygous cystic fibrosis patients, respectively. We model $\sim € 530 \mathrm{MM}$ in peak risk-adjusted WW revenues in 2024E.

## RISKS TO VALUATION

Risks include disappointing clinical data, regulatory and clinical setbacks, the potential for dilutive financing and commercial shortfalls. Since PRQR has only one product in clinical testing, any of the aforementioned setbacks could impact the stock significantly.

| PRQR P\&L (€MM) - IFRS | 2012 | 2013 | 2014 | 2015 | 1 Q16 | 2Q16 | 3Q16 | 4Q16 | 2016 | 1 Q17 | 2Q17E | 3Q17E | 4Q17E | 2017E | 2018E |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Revenue \& Other Income | 0.0 | 0.1 | 0.3 | 3.2 | 0.7 | 0.6 | 0.4 | 0.1 | 1.8 | 0.4 | 0.3 | 0.3 | 0.3 | 1.1 | 1.0 |
| COGS |  |  |  | - |  | - | - | - | - | - |  |  |  |  | - |
| R\&D | (0.3) | (2.6) | (10.3) | (23.4) | (6.9) | (8.6) | (8.3) | (8.1) | (31.9) | (8.0) | (8.4) | (9.0) | (9.7) | (35.1) | (43.9) |
| SG\&A | (0.2) | (0.8) | (6.5) | (6.8) | (2.6) | (2.6) | (2.0) | (2.3) | (9.5) | (2.3) | (2.8) | (3.0) | (3.3) | (11.4) | (14.8) |
| Operating Expenses | (0.4) | (3.4) | (16.8) | (30.2) | (9.5) | (11.2) | (10.3) | (10.4) | (41.4) | (10.3) | (11.2) | (12.0) | (13.0) | (46.5) | (58.7) |
| Operating Income | (0.4) | (3.2) | (16.5) | (27.0) | (8.8) | (10.6) | (9.9) | (10.3) | (39.6) | (9.9) | (11.0) | (11.8) | (12.7) | (45.4) | (57.7) |
| Finance Income (Expense) | 0.0 | (0.0) | 4.3 | 6.2 | (1.4) | 0.7 | (0.3) | 1.4 | 0.5 | (0.5) |  |  |  | (0.5) | - |
| Other Income (Expense) |  |  |  |  | 0.0 |  |  |  | 0.0 | 0.0 |  |  |  | 0.0 |  |
| EBT | (0.4) | (3.3) | (12.1) | (20.8) | (10.2) | (10.0) | (10.1) | (8.8) | (39.1) | (10.5) | (11.0) | (11.8) | (12.7) | (45.9) | (57.7) |
| Tax Expense (Benefit) |  | - | - | - | - | - | - | - | - | (0.0) | - | - | - | (0.0) |  |
| Net Loss | (0.4) | (3.3) | (12.1) | (20.8) | (10.2) | (10.0) | (10.1) | (8.8) | (39.1) | (10.5) | (11.0) | (11.8) | (12.7) | (45.9) | (57.7) |
| Diluted EPS (Euros) | (0.17) | (0.59) | (1.10) | (0.89) | (0.44) | (0.43) | (0.43) | (0.38) | (1.68) | (0.45) | (0.46) | (0.48) | (0.51) | (1.90) | (1.33) |
| Weighted avg. shares outstanding | 2.5 | 5.5 | 11.0 | 23.6 | 23.3 | 23.3 | 23.3 | 23.3 | 23.3 | 23.5 | 24.0 | 24.5 | 25.0 | 24.2 | 43.5 |
| Source: SEC Filings and Leerink Partners Research |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| PRQR BS \& CFS (€MM) - IFRS | 2012 | 2013 | 2014 | 2015 | 1Q16 | 2Q16 | 3Q16 | 4Q16 | 2016 | 1Q17 | 2Q17E | 3Q17E | 4Q17E | 2017E | 2018E |
| Net Cash | 0.2 | 0.7 | 109.9 | 90.0 | 80.3 | 71.0 | 61.3 | 53.5 | 53.5 | 46.3 | 35.8 | 24.5 | 12.3 | 12.3 | 106.6 |
| Cash \& Equivalents | 0.2 | 4.1 | 112.7 | 94.9 | 85.5 | 76.3 | 64.9 | 59.2 | 59.2 | 52.1 | 41.6 | 28.4 | 16.2 | 16.2 | 108.5 |
| Debt | - | 3.5 | 2.8 | 4.8 | 5.1 | 5.3 | 3.6 | 5.7 | 5.7 | 5.8 | 5.8 | 3.9 | 3.9 | 3.9 | 1.9 |
| Change in Cash | 0.2 | 3.9 | 107.1 | (17.8) | (9.4) | (9.2) | (11.4) | (5.7) | (35.7) | (7.1) | (10.5) | (13.2) | (12.2) | (43.0) | 92.3 |
| Cash Flow From Operations | (0.3) | (2.3) | (9.2) | (17.4) | (7.8) | (8.3) | (10.8) | (7.3) | (34.2) | (8.8) | (10.0) | (10.8) | (11.7) | (41.2) | (45.7) |
| Net Income | (0.4) | (3.3) | (12.1) | (20.8) | (10.2) | (10.0) | (10.1) | (8.8) | (39.1) | (10.5) | (11.0) | (11.8) | (12.7) | (45.9) | (57.7) |
| SOE | - | 0.0 | 0.7 | 1.2 | 0.6 | 0.7 | 0.6 | 0.5 | 2.5 | 0.9 | 0.8 | 0.8 | 0.8 | 3.3 | 3.5 |
| D\&A | - | 0.0 | 0.1 | 0.5 | 0.3 | 0.4 | 0.3 | 0.3 | 1.2 | 0.3 | 0.2 | 0.2 | 0.2 | 0.9 | 8.5 |
| Other | 0.1 | 0.9 | 2.1 | 1.7 | 1.5 | 0.6 | (1.6) | 0.7 | 1.2 | 0.5 |  |  |  | 0.5 | - |
| Cash Flow From Investing | (0.0) | (0.1) | (0.7) | (1.3) | (0.5) | (1.6) | (0.4) | (0.0) | (2.5) | (0.0) | (0.5) | (0.5) | (0.5) | (1.5) | (10.0) |
| CapEx | - | (0.1) | (0.7) | (1.3) | (0.5) | (1.6) | (0.4) | (0.0) | (2.5) | (0.0) | (0.5) | (0.5) | (0.5) | (1.5) | (10.0) |
| Other | (0.0) | - | - | (0.0) | - | - | - | - | - | - |  |  |  | - | - |
| Cash Flow From Financing | 0.6 | 6.3 | 117.1 | 1.7 | 0.2 | (0.0) | - | 0.2 | 0.4 | 2.2 | - | (1.9) | - | 0.2 | 148.1 |
| Equity Issuance (Buyback) | 0.5 | 3.0 | 118.1 | 0.0 | - | - | - | - | - | 2.2 |  |  |  | 2.2 | 150.0 |
| Debt Issuance (Retirement) | 0.1 | 3.3 | (1.0) | 1.3 | - | - | - | 0.2 | 0.2 | - |  | (1.9) |  | (1.9) | (1.9) |
| Other | - | - | (0.0) | 0.5 | 0.2 | (0.0) | - | - | 0.2 | 0.0 |  |  |  | 0.0 | - |
| FX/Other | - | - | - | (0.8) | (1.3) | 0.8 | (0.2) | 1.5 | 0.7 | (0.4) |  |  |  | (0.4) | - |

Source: SEC Filings and Leerink Partners Research
*Quarterly Financials Not Available for 2013; **Quarterly Financials Not Available for 1H14

## ProQR Therapeutics N.V.

| PRQR DCF Analysis | 2014 | 2015 | 2016 | 2017E | 2018E | 2019E | 2020E | 2021E | 2022E | 2023E | 2024E | 2025 E | 2026E | 2027E | 2028 E | 2029E | TV |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CFO (EMM) | (9.2) | (17.4) | (34.2) | (41.2) | (45.7) | (75.2) | (85.1) | (100.1) | 46.7 | 172.0 | 249.4 | 238.4 | 161.8 | 110.0 | 75.3 | 58.8 |  |
| CFI (EMM) | (0.7) | (1.3) | (2.5) | (1.5) | (10.0) | (15.0) | (20.0) | (20.0) | (20.0) | (20.0) | (20.0) | (20.0) | (20.0) | (20.0) | (20.0) | (20.0) |  |
| Net Borrowing (€MM) | (1.0) | 1.3 | 0.2 | (1.9) | (1.9) | (1.9) |  |  |  |  | - | - |  |  |  |  |  |
| Free Cash Flow to Equity (€MM) | (11.0) | (17.5) | (36.6) | (44.7) | (57.7) | (92.2) | (105.1) | (120.1) | 26.7 | 152.0 | 229.4 | 218.4 | 141.8 | 90.0 | 55.3 | 38.8 | 380.4 |
| Discount Periods | 0 | 0 | 0 | 0 | 0.75 | 1.75 | 2.75 | 3.75 | 4.75 | 5.75 | 6.75 | 7.75 | 8.75 | 9.75 | 10.75 | 11.75 |  |
| Discounted FCFE (EMM) |  | - | - | (44.7) | (52.8) | (75.1) | (76.2) | (77.4) | 15.3 | 77.6 | 104.2 | 88.3 | 51.0 | 28.8 | 15.7 | 9.8 | 96.3 |


|  |  |
| :--- | ---: |
| Sum NPV FCFE | 160.8 |
| Net Cash 1 Q17 | 4.3 |
| FX EUR | EUSD |
| Implied Mkt. Cap (\$MM) | 1.10 |


| FX: EUR/USD | 1.10 |
| :--- | ---: |
| Implied Mkt. Cap (\$MM) | $\$ 227.3$ |
| PRQR Price Target | $\$ 10$ |

Discount Rate
Terminal Growth Rate
Diluted Shares Outstanding 1 Q17
Source: Leerink Partners Research

| Product | Event | Timing |
| :---: | :---: | :---: |
| QR-110 | Initiate Phase Ib/II (LCA) | 1H17 |
| QR-010 | Enrollment update | ECFS (Jun 7-10) |
| QR-010 | Phase Ib MAD Data (CF) | Mid-2017 |
| QR-010 | Initiate Phase II (CF) | 2018 |
| QR-110 | Phase Ib/II (LCA) Topline data | 2018 |
| QR-313 | Initiate Phase I (DEB) | 2018 |
| QR-010 | Phase II Data (CF) | 2019 |
| QR-010 | Initiate Phase III (CF) | Mid-2019 |
| QR-010 | Complete Enrollment for CF | YE19 |
| QR-010 | Phase III Data (CF) | 2 H 20 |
| QR-010 | NDA filing | 1 H 21 |
| QR-010 | PDUFA Date | 2 H 21 |

Source: SEC Filings and Leerink Partners Research

## Disclosures Appendix

## Analyst Certification

I, Joseph P. Schwartz, certify that the views expressed in this report accurately reflect my views and that no part of my compensation was, is, or will be directly related to the specific recommendation or views contained in this report.

## Valuation

We derive a $\$ 10$ price target for PRQR shares in 12 months based on a $12 \%$ discount rate and a $2 \%$ terminal growth rate, which we believe are appropriate given: (1) the early stage of $\operatorname{PRQR}$, and (2) the fact that our revenue estimates are already risk-adjusted via probabilities of success. We assume $20 \%$ and $0 \%$ probabilities of success for QR-010 in F508del homozygous and heterozygous cystic fibrosis patients, respectively. We model $\sim € 530 \mathrm{MM}$ in peak riskadjusted WW revenues in 2024E.

## Risks to Valuation

Risks include disappointing clinical data, regulatory and clinical setbacks, the potential for dilutive financing and commercial shortfalls. Since PRQR has only one product in clinical testing, any of the aforementioned setbacks could impact the stock significantly.




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| :---: | :---: | :---: | :---: | :---: |
| Rating | Count | Percent | Count | Percent |
| BUY [OP] | 120 | 62.2 | 29 | 24.2 |
| HOLD [MP] | 73 | 37.8 | 4 | 5.5 |
| SELL [UP] | 0 | 0.0 | 0 | 0.0 |

## Explanation of Ratings

Outperform (Buy): We expect this stock to outperform its benchmark over the next 12 months.
Market Perform (Hold/Neutral): We expect this stock to perform in line with its benchmark over the next 12 months.

Underperform (Sell): We expect this stock to underperform its benchmark over the next 12 months.
The degree of outperformance or underperformance required to warrant an Outperform or an Underperform rating should be commensurate with the risk profile of the company.

For the purposes of these definitions the relevant benchmark will be the S\&P600 ${ }^{\circledR}$ Health Care Index for issuers with a market capitalization of less than $\$ 2$ billion and the S\&P $50{ }^{\circledR}$ Health Care Index for issuers with a market capitalization over $\$ 2$ billion.

## Important Disclosures

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Leerink Partners LLC makes a market in ProQR Therapeutics N.V., Spark Therapeutics, Inc. and Vertex Pharmaceuticals Incorporated.
Leerink placed an Outperform rating on VRTX on April 1, 2008.

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