

11 December 2009

## Merrion Pharmaceuticals

| Year end | Revenue (€m) | PBT* (€m) | EPS* (c) | DPS (c) | P/E (x) | Yield (%) |
|----------|--------------|-----------|----------|---------|---------|-----------|
| 12/07    | 0.5          | (12.1)    | (1.6)    | 0.0     | N/A     | N/A       |
| 12/08    | 1.3          | (5.1)     | (0.3)    | 0.0     | N/A     | N/A       |
| 12/09e   | 6.1          | (2.2)     | (0.1)    | 0.0     | N/A     | N/A       |
| 12/10e   | 5.1          | (4.5)     | (0.3)    | 0.0     | N/A     | N/A       |

Note: \*PBT and EPS are normalised, excluding goodwill amortisation and exceptional items. Anticipated milestones not included in forecasts.

### Investment summary: Oral insulin goes clinical

Merrion Pharmaceuticals' value proposition has improved markedly with two recent events. Novo has started Phase I trials of oral insulin. Although these do not report until 2011, a €2m milestone has been paid. Second, Novartis has filed Zometa for breast cancer with the FDA. As the patent expires in 2012-13, Novartis needs to extend Zometa's life cycle. Orazol, as an oral version, offers a way to exploit the adjuvant breast cancer indication now filed, giving Merrion a very robust position.

### Oral insulin (NN1952) goes live

We anticipated a trial of oral insulin in H110 and the Novo announcement shows the project is ahead of expectations. It will be run in a total of 80 Type 1 and Type 2 diabetics in Germany. No dose or design details are available. Data is expected in H111. The formulation uses a protease resistant insulin analogue to survive better in the gut and enable more consistent dosing. The announcement triggers a €2m cash milestone. We expect a further €2m during 2010 on GLP-1 (not in our forecasts).

### Novartis: Suitor or Achilles' heel?

Novartis is clearly keen to get Zometa used in adjuvant breast cancer treatment with its new FDA application confirmed. However, with 2012-13 patent expiry looming, life cycle management demands a new formulation. Either Novartis licenses Orazol or it risks a large oncology competitor, like Roche, eating into its market. At \$1.4bn sales now, with \$2bn+ possible with breast cancer, that would be painful.

### Financials

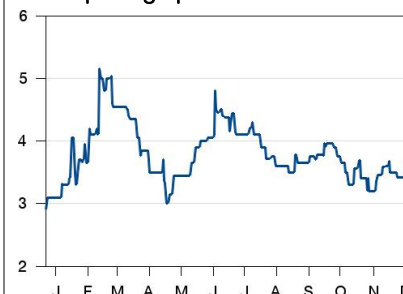
The €2m payment is, we assume, booked fully in FY09. A further €2m for GLP-1 might occur in FY10 and an insulin Phase II could trigger payments in FY11. Cash rises to €8.6m at the year end; the company appears funded though till 2012-13.

### Valuation: Potential for rapid value growth on partnering

Using a risk-adjusted NPV methodology, we are indicating a value of €103m or €5.81 per share fully diluted including the milestone. A partnership on Orazol should lead to rapid value progression. These numbers underestimate the new speculative potential of the shares as there are now interesting investor scenarios for 2010.

Price **€3.6**  
Market cap **€62m**

#### Share price graph



#### Share details

Code 3MP  
Listing IEX  
Sector Pharmaceuticals  
Shares in issue 17.1m

#### Price

52-week High Low  
€5.15 €2.00

#### Balance sheet at 31 December 2009\*

Debt/equity (%) N/A  
NAV per share (c) 18  
Net cash (€m) 5.3

\* Edison estimates.

#### Business

Merrion Pharmaceuticals is an Irish company that uses technology acquired from Elan to reformulate injectable drugs into oral formulations. Its lead projects are Orazol, insulin and GLP-1 (the last two in collaboration with Novo Nordisk).

#### Valuation

|              | 2008 | 2009e | 2010e |
|--------------|------|-------|-------|
| P/E relative | N/A  | N/A   | N/A   |
| P/CF         | N/A  | N/A   | N/A   |
| EV/Sales     | N/A  | N/A   | N/A   |
| ROE          | N/A  | N/A   | N/A   |

#### Geography based on revenues

|    | UK   | Europe | US | Other |
|----|------|--------|----|-------|
| 0% | 100% | 0%     | 0% | 0%    |

#### Analysts

Dr John Savin 020 3077 5713  
jsavin@edisoninvestmentresearch.co.uk  
Robin Davison 020 3077 5737  
rdavison@edisoninvestmentresearch.co.uk

## Strategic possibilities

Merrion was created in 2004 through the acquisition of the assets of one of Elan's drug delivery units for €2m plus 5% equity and a 10% royalty. The company listed on the Irish Enterprise Exchange (IEX) in December 2007 at €4.05 a share to raise €8m gross giving a capitalisation of €67.2m. The company uses its GIPET technology to reformulate injectable pharmaceuticals, mostly already marketed, for oral delivery. An oral formulation can open up a completely new market and reshape an existing one – as could be the case for Orazol in early-stage breast cancer, with Novo to develop oral insulin, now in Phase I, and GLP-1 for diabetes.

Merrion's core IP is the GIPET technology. Since its IPO, Merrion has enhanced the product portfolio and technology acquired from Elan. The project with Novo Nordisk is a major \$116m collaboration with about €3.5m yearly development funding, plus a royalty, and the entry of insulin in Phase I. As Merrion moves towards pivotal clinical studies on Orazol, the regulatory strategy of using the FDA's 505(b)2 regulations on generic equivalents will be tested. Orazol is likely to be partnered during 2010 in our view. The overall portfolio is in Exhibit 1.

**Exhibit 1: Merrion's R&D portfolio**

| Product                           | Drug uses   | Notes   | Merrion clinical status   |
|-----------------------------------|---|---|---|
| Orazol (zoledronic acid) /MER-101 | Prevention of skeletal related events (fractures) and bone metastases in solid tumours and multiple myeloma and for osteoporosis. | Zometa (Novartis) is dosed as a 4mg iv infusion every month for SREs and as a once yearly 5mg iv infusion for osteoporosis. Novartis's patents expire in 2013 and, if successful, Orazol could be on the market by this time. | Phase II biomarker data indicate that weekly oral Orazol (20mg) is as effective as monthly iv Zometa (4mg). The intention is that a large partner would conduct registration trials, Novartis would be ideal. |
| Almerol (alendronate)/ MER-103    | Bisphosphonate indicated for prevention/treatment of osteoporosis. Paget's disease.   | Fosamax (Merck & Co) generic since 2008; other bisphosphonate patents expire 2011-12. Oral doses are 10mg/5mg per day or 70mg/35mg weekly (treatment/prevention). Liquid dose is also available.                              | A Phase I study showed that 6mg Almerol might be equivalent to 70mg Fosamax. Advantages include night-time administration (although not with food).   |
| MER-104 (acyline)                 | GnRH agonist for prostate/breast cancer.  | Would require full clinical development. Addresses a large market but with many established products.   | NIH has run trials of an injectable in 125 volunteers. Merrion has run a nine patient Phase I and a four patient dose escalation study.   |
| MER-102/ fondaparinux             | Factor Xa antagonist for prevention/treatment of thrombosis and embolism following surgery.                                       | Arixtra (GlaxoSmithKline) is available as daily 2.5mg sc injection. It is usually combined with an anticoagulant and typically administered for five to nine days.  | Preclinical evaluation showing 13-17% bioavailability. GIPET shown to work with other heparin products in Phase I studies.  |
| Oral insulin analogue             | Diabetes. Possibly taken before or with meals as a supplement.  | Potential major innovation with more 'natural' mode of insulin action but must deliver at a predictable dose and time.  | Phase I designation with an 80 patient study in Type 1 and 2 diabetes underway in Germany. Data will be reported in H111.   |
| Oral GLP-1 analogue               | Type 2 diabetes.  | Byetta (exenatide, Lilly) is daily sc; a weekly formulation is under FDA review. Victoza (liraglutide, Novo) has EMEA approval.   | Preclinical evaluation of candidates. Will require an extensive clinical development programme.   |
| Ferring compound                  | N/A   | Evaluation that may convert into a licensing deal. Product not disclosed.   | Preclinical   |
| Other                             | Various   | Evaluations of oral versions of difficult products.   | Research  |

Source: Merrion Pharmaceuticals reports, Edison Investment Research commentary

### IP closer to being secured

Merrion's GIPET technology uses well-known compounds, all designated by the FDA to be generally regarded as safe (GRAS), to enhance drug absorption. These are formulated using an enteric coated tablet to release the drug in the duodenum (upper small intestine). GIPET technology has been shown in more than 20 clinical studies to improve the oral absorption of a wide range of

drugs (from small molecules to small proteins). GIPET offers a broad platform to deliver many different peptides, like insulin, and hard-to formulate small molecules like zoledronic acid. Verbal confirmation of the grant of the specific US patent claiming zoledronic acid delivered with GIPET technology has been received and a formal response is awaited. The grant of this patent, and the allowed claim scope, may also be a key to a good Orazol partnering deal. The broad European GIPET patent is granted.

### **Novo collaboration: Oral insulin and GLP-1**

Merrion has two partnered diabetes programmes with Novo Nordisk, covering oral insulin and oral GLP-1. Insulin could be applicable to both types 1 and 2 diabetes, whereas GLP-1 targets mid to late-stage type 2 diabetics. This collaboration provides research income of c €3.5m per year and a clear route to market for two potential blockbuster products. A particular strength is that Novo has a wide variety of insulin analogues to which other oral insulin projects do not have access. Novo has selected GIPET as suitable for delivery of these analogues and a Phase I study in oral insulin with candidate NN1952 has now started in Germany. This will report in the first half of 2011. It is very important that any oral insulin product be able to demonstrate consistent and reliable dosing and the initial market is likely to be type 1 patients as they are easier to assess.

The insulin deal with Novo Nordisk has \$58m of milestones. Of this, €2m has been paid and c €18m more is development related, with the rest payable on approval or on achievement of sales targets.

The oral GLP-1 product with Novo Nordisk, is likely to be based on liraglutide or analogues modified to be more protease resistant and therefore better suited to oral delivery. An oral GLP-1 needs to be clinically differentiated from the oral small-molecule alternatives. The deal is the same as for insulin but perhaps with a six month lag.

### **Development of Orazol**

Orazol uses Merrion's GIPET technology to deliver zoledronic acid, the active element in Novartis's Zometa, in an oral dosage form. In a 56-day Phase II study (data reported in May 2009), 20mg of Orazol weekly (22 patients treated) showed the same clinical effects as two 4mg iv doses of Zometa (eight patients) on the basis of the bone markers NTX and CTX<sup>1</sup> and calcium. Although too small to show statistical significance or non-inferiority, the study provided some indications that bone pain abated faster with Orazol than with Zometa. Orazol was also well tolerated.

#### **The breast cancer opportunity**

Novartis's Zometa is a blockbuster for prevention of skeletal related events (SREs), where it has c 90% of a market worth c \$1.4bn. There is now growing interest in the use of Zometa as a breast anti-cancer treatment. Novartis has now stated that it filed an FDA application for Zometa in adjuvant breast cancer therapy in late 2009. If approved, this could dramatically expand the market. However, Zometa's patent extensions expire in 2012 in the EU and in 2013 in the US.

The clinical evidence for breast cancer use starts with a 2007 subgroup analysis<sup>2</sup> of breast cancer patients treated with Zometa. In this study, a 40% reduction in the NTX bone biomarker was associated with an 11% lower risk of death and a 12% lower risk of a first SRE.

<sup>1</sup> It is generally accepted that the risk of skeletal related events (SREs) – basically bones fractures – is reduced if these markers fall by 40-60% (as was seen with Orazol). However, the link between bone mineral density and SREs is less clear. Regulatory agencies have not used bone biomarkers to date as trial endpoints.

<sup>2</sup> Lipton, A. *et al.*, *The Oncologist*. 2007;12:1,035–1,043.

Furthermore, in a 2009 Austrian study on 1,800 patients, Zometa plus endocrine therapy reduced the risk of disease progression by 36%, with 94% of patients having a disease-free survival of over 47 months compared with 90.8% on endocrine therapy alone ( $p=0.01$ ). This is highly positive and could encourage off-label use.

In a retrospective subgroup analysis from the AZURE (adjuvant zoledronic acid to reduce recurrence) trial completed in 2008, women who received Zometa plus chemotherapy before surgery had a 33% reduction in tumour size compared with chemotherapy alone ( $p=0.002$ ), and fewer needed mastectomy. This provides strong evidence that Zometa could be used in early-stage, post-treatment breast cancer patients where a tablet would be the preferred dosing route.

A further indication could be for osteoporosis but this market is competitive, with long-acting oral formulations of other products. However, Orazol could be longer-acting and better tolerated.

Zometa is also used in prostate cancer as 70% of late-stage patients develop bone metastasis. There are many small-scale studies showing enhanced bone mineral density but only one placebo-controlled trial has been run. The evidence of effectiveness is less strong in this disease.

## **Novartis and Novo: A prisoner's dilemma**

---

As FDA approval of Zometa for adjuvant breast cancer could take a year, this leaves just enough time to get the market underway before generic competitors take over as patents expire in 2012 in the EU and 2013 in the US. To get further patent protection, Novartis needs a new formulation and Orazol as an oral dose form would be ideal for chronic breast cancer use. Weekly oral administration also has a better side effect and tolerability profile than the single monthly iv dosing. Novartis could wait for more data, but this risks a well resourced major competitor in oncology – like Roche – getting the oral position and taking the market. It is too late to develop a proprietary oral formulation. The least risky option would be a deal.

Acquisition is a possibility, and in theory it might be much cheaper than a deal. But Novo is unlikely to want a product range and technology that could potentially reshape the diabetes market in another company's control, although it would control the immediate product rights. It would be easier for Novo to acquire and license to Novartis.

In the classic prisoner's dilemma game, parties working separately achieve a worse outcome than if they use a mutually beneficial strategy. Merion investors will reap rewards from any competition among suitors during 2010.

## Valuation – 2010 a deal year?

There is scope for value progression on Orazol to perhaps €8.80 per share when the 50% partnering risk is removed and the development timetable confirmed. Clinical data on both oral insulin and GLP-1 analogues should be value enhancing but oral insulin will not report until H111 and we would expect headline results only. We indicate a value of €103m or €5.81 per share fully diluted, using a risk-adjusted NPV methodology, and including the immediate €2m payment. This value is based on 2020 sales projections, a 12.5% discount rate and a prospective P/E multiple of 8x. Details of the valuation parameters are shown in Exhibit 2.

### Exhibit 2: Valuation parameters

Note: Revenue estimates are not risk adjusted. Probability is the technical development risk adjustment multiplied by the probability of partnering, hence for Orazol 60% x 50% = 30%.

| Product      | Indication             | Peak sales (€m) | Royalty (%) | 2020 rev's (€m) | Probability (%) |
|--------------|------------------------|-----------------|-------------|-----------------|-----------------|
| Orazol       | Early breast cancer    | 586             | 15          | 88              | 10              |
| Orazol       | Metastatic bone cancer | 666             | 15          | 100             | 60              |
| Orazol       | Osteoporosis           | 100             | 10          | 10              | 10              |
| Almerol      | Osteoporosis           | 221             | 10          | 22              | 7.5             |
| Oral insulin | Diabetes               | 1,200           | 5           | 60              | 20              |
| Oral GLP-1   | Diabetes               | 600             | 5           | 30              | 10              |
| MER-102      | Anti-thrombotic        | 50              | 20          | 8               | 10              |
| <b>Total</b> |                        | <b>3,423</b>    |             | <b>318</b>      |                 |

Source: Edison Investment Research

## Financials

Our model now suggests FY09 revenues of €6.1m (2008: €1.3m), of which some €3.4m are from Novo Nordisk, about €0.3m from other contracts and €0.9m deferred revenues from the presumed up-front payment. We assume that the €2m Phase I upfront payment is booked as a whole in FY09 rather than being spread over the trial period. We forecast an FY09 R&D expense of €5.1m (2008: €3.9m), including about €1m of costs directly associated with the Novo contract. Losses in 2009 should reduce to c €2.0m (2008: €5.1m) as revenues rise. Merrion pays 10% of its milestones and royalties to Elan as a royalty so we expect only €1.8m of the Novo payment to hit the bottom line.

It is possible that FY10 could see another payment from Novo in respect of Phase I/II oral GLP-1 development. In addition, any licensing deal on Orazol could generate a major up-front payment, possibly €20m plus development milestones. As per our policy, no milestones are shown in the model but the likely milestones mean that there will probably be no funding need until at least 2012. In October, Merrion raised €600,000 from a placing of 164,383 shares with Enterprise Ireland at €3.65 per share. Year-end cash will be about €8.5m (net cash €7.1m) (excluding any Elan royalty creditor items).

## Exhibit 3: Financials

| Year end 31 December                            | €000s | 2007<br>IFRS    | 2008<br>IFRS    | 2009e<br>IFRS  | 2010e<br>IFRS  | 2011e<br>IFRS  |
|---|-------|-----------------|-----------------|----------------|----------------|----------------|
| <b>PROFIT &amp; LOSS</b>                        |       |                 |                 |                |                |                |
| <b>Revenue</b>                                  |       | <b>469</b>      | <b>1,340</b>    | <b>6,100</b>   | <b>5,082</b>   | <b>5,432</b>   |
| Cost of Sales                                   |       | (107)           | (443)           | (800)          | (1,025)        | (1,113)        |
| Gross Profit                                    |       | 363             | 897             | 5,300          | 4,057          | 4,319          |
| <b>EBITDA</b>                                   |       | <b>(5,624)</b>  | <b>(5,056)</b>  | <b>(2,058)</b> | <b>(4,194)</b> | <b>(4,299)</b> |
| <b>Operating Profit (before GW and except.)</b> |       | <b>(5,859)</b>  | <b>(5,425)</b>  | <b>(2,408)</b> | <b>(4,544)</b> | <b>(4,649)</b> |
| Goodwill Amortisation                           |       | 0               | 0               | 0              | 0              | 0              |
| Exceptionals                                    |       | 0               | 0               | 0              | 0              | 0              |
| Other   |       | 0               | 0               | 0              | 0              | 0              |
| <b>Operating Profit</b>                         |       | <b>(5,859)</b>  | <b>(5,425)</b>  | <b>(2,408)</b> | <b>(4,544)</b> | <b>(4,649)</b> |
| Net Interest                                    |       | (6,217)         | 363             | 180            | 54             | (51)           |
| <b>Profit Before Tax (norm)</b>                 |       | <b>(12,076)</b> | <b>(5,062)</b>  | <b>(2,228)</b> | <b>(4,490)</b> | <b>(4,700)</b> |
| <b>Profit Before Tax (FRS 3)</b>                |       | <b>(12,076)</b> | <b>(5,062)</b>  | <b>(2,228)</b> | <b>(4,490)</b> | <b>(4,700)</b> |
| Tax   |       | 0               | 0               | 0              | 0              | 0              |
| <b>Profit After Tax (norm)</b>                  |       | <b>(12,076)</b> | <b>(5,062)</b>  | <b>(2,228)</b> | <b>(4,490)</b> | <b>(4,700)</b> |
| <b>Profit After Tax (FRS 3)</b>                 |       | <b>(12,076)</b> | <b>(5,062)</b>  | <b>(2,228)</b> | <b>(4,490)</b> | <b>(4,700)</b> |
| Average Number of Shares Outstanding (m)        |       | 7.5             | 16.6            | 16.7           | 17.1           | 17.1           |
| EPS - normalised (c)                            |       | (1.6)           | (0.3)           | (0.1)          | (0.3)          | (0.3)          |
| EPS - FRS 3 (c)                                 |       | (1.6)           | (0.3)           | (0.1)          | (0.3)          | (0.3)          |
| Dividend per share (c)                          |       | 0.0             | 0.0             | 0.0            | 0.0            | 0.0            |
| Gross Margin (%)                                |       | 77.3            | 67.0            | 86.9           | 79.8           | 79.5           |
| EBITDA Margin (%)                               |       | N/A             | N/A             | N/A            | N/A            | N/A            |
| Operating Margin (before GW and except.) (%)    |       | N/A             | N/A             | N/A            | N/A            | N/A            |
| <b>BALANCE SHEET</b>                            |       |                 |                 |                |                |                |
| <b>Fixed Assets</b>                             |       | <b>967</b>      | <b>788</b>      | <b>3,438</b>   | <b>3,388</b>   | <b>3,338</b>   |
| Intangible Assets                               |       | 180             | 0               | 0              | 0              | 0              |
| Tangible Assets                                 |       | 787             | 788             | 3,438          | 3,388          | 3,338          |
| Investment in associates                        |       | 0               | 0               | 0              | 0              | 0              |
| <b>Current Assets</b>                           |       | <b>11,299</b>   | <b>8,893</b>    | <b>9,226</b>   | <b>5,001</b>   | <b>2,820</b>   |
| Stocks  |       | 0               | 0               | 0              | 0              | 0              |
| Debtors   |       | 429             | 753             | 750            | 750            | 750            |
| Cash  |       | 10,870          | 8,140           | 8,476          | 4,251          | 2,070          |
| <b>Current Liabilities</b>                      |       | <b>(2,131)</b>  | <b>(4,009)</b>  | <b>(5,525)</b> | <b>(5,740)</b> | <b>(8,309)</b> |
| Creditors                                       |       | (2,131)         | (4,009)         | (5,525)        | (5,740)        | (8,309)        |
| Short term borrowings                           |       | 0               | 0               | 0              | 0              | 0              |
| <b>Long Term Liabilities</b>                    |       | <b>0</b>        | <b>0</b>        | <b>(2,850)</b> | <b>(2,850)</b> | <b>(2,749)</b> |
| Long term borrowings                            |       | 0               | 0               | (2,100)        | (2,100)        | (2,000)        |
| Other long term liabilities                     |       | 0               | 0               | (750)          | (750)          | (749)          |
| <b>Net Assets</b>                               |       | <b>10,135</b>   | <b>5,671</b>    | <b>4,288</b>   | <b>(201)</b>   | <b>(4,900)</b> |
| <b>CASH FLOW</b>                                |       |                 |                 |                |                |                |
| <b>Operating Cash Flow</b>                      |       | <b>(3,902)</b>  | <b>(2,907)</b>  | <b>1,656</b>   | <b>(3,979)</b> | <b>(1,731)</b> |
| Net Interest                                    |       | 174             | 299             | 180            | 54             | (51)           |
| Tax   |       | 0               | 0               | 0              | 0              | 0              |
| Capex   |       | (193)           | (135)           | (3,000)        | (300)          | (300)          |
| Acquisitions/disposals                          |       | 0               | 0               | 0              | 0              | 0              |
| Financing                                       |       | 5,836           | 11              | 1,500          | 0              | 0              |
| Dividends                                       |       | 0               | 0               | 0              | 0              | 0              |
| Net Cash Flow                                   |       | 1,915           | (2,732)         | 336            | (4,225)        | (2,082)        |
| <b>Opening net debt/(cash)</b>                  |       | <b>(8,967)</b>  | <b>(10,870)</b> | <b>(8,140)</b> | <b>(7,126)</b> | <b>(2,901)</b> |
| HP finance leases initiated                     |       | 0               | 0               | (750)          | 0              | 0              |
| Other   |       | (13)            | 3               | (600)          | 0              | 0              |
| <b>Closing net debt/(cash)</b>                  |       | <b>(10,870)</b> | <b>(8,140)</b>  | <b>(7,126)</b> | <b>(2,901)</b> | <b>(819)</b>   |

Source: Edison Investment Research

## EDISON INVESTMENT RESEARCH LIMITED

Edison is Europe's leading independent investment research company. It has won industry recognition, with awards in both the UK and internationally. The team of 50 includes over 30 analysts supported by a department of supervisory analysts, editors and assistants. Edison writes on more than 250 companies across every sector and works directly with corporates, investment banks, brokers and fund managers. Edison's research is read by every major institutional investor in the UK, as well as by the private client broker and international investor communities. Edison was founded in 2003 and is authorised and regulated by the Financial Services Authority.

## DISCLAIMER

Copyright 2009 Edison Investment Research Limited. All rights reserved. This report has been commissioned by Merrion Pharmaceuticals and prepared and issued by Edison Investment Research Limited for publication in the United Kingdom. All information used in the publication of this report, has been compiled from publicly available sources that are believed to be reliable, however we do not guarantee the accuracy or completeness of this report. Opinions contained in this report represent those of the research department of Edison Investment Research Limited at the time of publication. The research in this document is intended for professional advisors in the United Kingdom for use in their role as advisors. It is not intended for private individuals or investors. This is not a solicitation or inducement to buy, sell, subscribe, or underwrite securities or units. This document is provided for information purposes only and should not be construed as an offer or solicitation for investment. This research is non-objective. Edison Investment Research Limited does not conduct investment business and as such does not hold any positions in the securities mentioned in this report. However its directors, officers, employees and contractors may have a position in any or related securities mentioned in this report. Edison Investment Research Limited or its affiliates may perform services or solicit business from any of the companies mentioned in this report. The value of securities mentioned in this report can fall as well as rise and are subject to large and sudden swings. In addition it may be difficult or not possible to buy, sell or obtain accurate information about the value of securities mentioned in this report. Past performance is not necessarily a guide to future performance.

## Edison Investment Research

Lincoln House, 296-302 High Holborn, London, WC1V 7JH ■ tel: +44 (0)20 3077 5700 ■ fax: +44 (0)20 3077 5750 ■ www.edisoninvestmentresearch.co.uk  
Registered in England, number 4794244. Edison Investment Research is authorised and regulated by the Financial Services Authority.