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Daré Bioscience (NASDAQ/DARE)

BUY: Reports the Quarter - \$40M in Cash – Lots of Catalysts

November 14, 2022

Daré Bioscience reported 3rd Quarter results spending just over \$7M in the period and closing the quarter with \$40M in cash on the balance sheet. The company also announced positive topline data for DARE-VVA1 in a phase 1/2 clinical study of Vulvar and Vaginal Atrophy (VVA).

Investment Highlights

Third Quarter Revenue Recognized: Dare received \$18.0 million in non-dilutive cash, of which \$8.0 million represented a payment under an existing grant to fund the preclinical development of DARE-LARC1, (an investigational long-acting, reversible personal contraceptive system), and \$10.0 million which was part of the upfront payment under the license agreement with Organon to commercialize XACIATO, (revenue recognized in 2nd Quarter. In addition, after the Quarter ended, the company received a research and development cash rebate from the Australian government of approximately \$786,000 for clinical work performed in Australia in 2021.

Daré announced topline data from its P1/2 clinical study of **DARE-VVA1**. This is a proprietary formulation of tamoxifen being developed for the treatment of moderate to severe vulvar and vaginal atrophy. The randomized, double-blind, placebo-controlled study was designed to evaluate the safety, tolerability, pharmacokinetics, and pharmacodynamics of DARE-VVA1 in postmenopausal participants with moderate to severe VVA. The topline data from the study demonstrated the safety and tolerability of DARE-VVA1, as well as improvement in the vaginal cytology parameters and the bothersome vaginal symptoms associated with VVA. DARE-VVA1 has the potential to be the first therapeutic specifically approved for the treatment of VVA in U.S. patients with HR+ breast cancer. There are currently no FDA-approved products labeled for VVA treatment in HR+ breast cancer patients.

Other Highlights: 1. FDA's approval of the Investigational Device Exemption application allowing Dare to conduct a single-arm, open-label pivotal contraceptive efficacy study of Ovaprene. 2. Positive topline efficacy data from the Phase 1/2 clinical study of DARE-HRT1. 3. The completion of subject screening for Dare's exploratory Phase 2b RESPOND clinical study of Sildenafil Cream, 3.6% for female sexual arousal disorder.

Valuation: We assume that DARE-BV1 can be commercialized in 2023 and that Ovaprene can follow in the U.S. (2023) and in the EU in 2025. For Sildenafil cream, we expect commercialization in the U.S. in 2024 and in the EU in 2025. We assume a 30% discount rate in our Free Cash Flow to the Firm (FCFF), Discounted EPS (dEPS), and Sum-of-the-Parts (SOP) models due to the risks associated with each product. This results in models that are equally weighted and rounded to the nearest whole number for a \$3.00 price target.

Risks to our thesis include: (1) commercial; (2) clinical and regulatory; (3) partnership; (4) financial; and (5) legal and intellectual property.

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Current Price	\$0.95
Price Target	\$3.00
Near Term Catalysts to Drive Value	
DARE-BV1 NDA filing and two top-line data readouts targeted for 2021	
Source: Dare Bioscience	
Stock Data	
52-Week Range	\$0.88 - \$2.51
Shares Outstanding (mil.)	84.8
Market Capitalization (mil.)	\$80
Enterprise Value (mil.)	\$76
Debt to Capital	0%
Book Value/Share	\$2.20
Price/Book	-
Average Three Months Trading Volume (K)	499
Insider Ownership	2.0%
Institutional Ownership	9.0%
Short interest (mil.)	1.3%
Dividend / Yield	\$0.00/0.0%

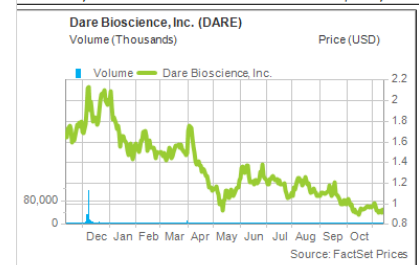


Exhibit 1. Income Statement

DARE: Income Statement (\$'000)																	
: YE December	2018A	2019A	2020A	2021A	1Q22A	2Q22A	3Q22A	4Q22E	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E
Revenue:																	
DARE-BV1				-						-	61,058	90,740	132,156	157,122	204,318	233,807	265,341
Ovaprene										-	97,747	312,168	539,450	780,176	1,034,949	1,304,400	1,589,181
Sildenafil Cream											-	1,479,033	2,245,765	2,947,017	3,446,180	3,715,473	3,865,579
Total Product Sales				-	-	-	-	-	-	-	158,805	1,881,942	2,917,371	3,884,315	4,685,447	5,253,680	5,720,100
DARE-BV1 Royalty Revenue (US)				-						-	15,264	22,685	33,039	39,281	51,079	58,452	66,335
Ovaprene Royalty Revenue (US)										-	24,437	50,350	77,805	106,873	137,626	170,139	204,490
Ovaprene Royalty Revenue (EU)												27,692	57,057	88,171	121,111	155,961	192,805
Sildenafil Cream Royalty Revenue (US)												230,994	330,448	406,307	455,238	473,630	492,765
Sildenafil Cream Royalty Revenue (EU)												138,765	230,994	330,448	406,307	455,238	473,630
Total royalties, collaborative revenue				-	-	10,000	-	-	10,000	-	39,701	470,485	729,343	971,079	1,171,362	1,313,420	1,430,025
Total Revenue Received by Dare				-	-	10,000	-	-	10,000	-	39,701	470,485	729,343	971,079	1,171,362	1,313,420	1,430,025
Expenses:																	
Costs of Goods Sold				-	-	-	-	-	1,700	-	6,749	79,983	123,988	165,083	199,131	223,281	243,104
%COGS		17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%	17%
General & Administrative	4,656	5,266	6,550	8,351	2,570	2,793	2,652	1,172	9,186	10,105	11,115	12,227	13,449	14,794	16,274	17,901	19,691
Research & Development	6,414	8,546	20,769	30,618	5,805	6,798	4,462	15,083	32,148	33,756	37,131	36,389	35,661	34,948	33,550	32,208	31,564
License Expense	625	533	83	100	25	25	25	30	105	110	116	122	128	134	141	148	155
Impairment of Goodwill	5,188																
Total Expenses	16,882	14,345	27,402	39,069	8,401	9,616	7,139	16,284	41,439	43,971	48,362	48,737	49,238	49,876	49,964	50,257	51,410
Operating Income (Loss)	(16,882)	(14,345)	(27,402)	(39,069)	(8,401)	384	(7,139)	(16,284)	(31,439)	(43,971)	(8,661)	51,990	118,664	184,448	259,853	334,297	412,223
Other income (expense)	143	81	2	2	2	30	119	(149)	2	2	2	2	2	2	2	2	2
Trigger Down Dvd & Fx		(790)	(7)	2,520		(136)		397									
Pretax Income	(16,739)	(15,054)	(27,408)	(38,696)	(8,399)	278	(7,020)	(16,433)	(31,574)	(43,969)	(8,659)	51,992	118,666	184,451	259,855	334,297	412,223
Income Taxes												7,799	23,733	55,335	85,752	123,690	152,522
Tax Rate											0%	15%	20%	30%	33%	37%	37%
GAAP Net Income (Loss)	(16,817)	(15,061)	(27,408)	(38,645)	(8,399)	278	(7,251)	(16,433)	(31,804)	(43,969)	(8,659)	51,992	118,666	184,451	259,855	334,297	412,223
Fx Translation	(79)		11	64	(9)		(231)										
GAAP Total Comprehensive Income (Loss)	-	(15,061)	(27,397)	(38,759)	(8,408)	278	(7,251)	(16,433)	(31,804)	(43,969)	(8,659)	51,992	118,666	184,451	259,855	334,297	412,223
GAAP-EPS	(1.57)	(0.97)	(0.91)	(0.63)	(0.10)	0.00	(0.08)	(0.19)	(0.37)	(0.50)	(0.09)	0.55	1.20	1.79	2.42	3.00	3.55
Fully Diluted EPS	(1.69)	(0.90)	(0.91)	(0.63)	(0.10)	0.00	(0.08)	(0.19)	(0.37)	(0.50)	(0.09)	0.55	1.20	1.79	2.42	3.00	3.55
Wgtd Avg Shrs (Bas) - '000s	10,732	15,799	30,091	61,154	83,944	84,683	84,823	85,671	84,780	87,834	91,400	95,112	98,974	102,992	107,174	111,526	116,054
Wgtd Avg Shrs (Dil) - '000s	11,422	16,736	30,091	61,154	83,944	84,683	84,823	85,671	84,780	87,834	91,400	95,112	98,974	102,992	107,174	111,526	116,054

Source: Company reports and Dawson James

Source: Dawson James estimates, company reports

Risk Analysis

In addition to the typical risks associated with development-stage specialty pharmaceutical companies, potential risks specific to Daré are as follows:

Financial risk. The company may need to raise capital in the marketplace in order to successfully push its products into the next phase, and there can be no assurances that the company will be able to successfully raise capital and or do so on favorable terms.

Clinical and regulatory risk. Lead products must start and complete clinical trials. Trials may not produce results sufficient for regulatory approval.

Partnership risk. Daré may seek partnerships for clinical development support and commercialization. We have no specific knowledge of any discussions with possible partners today, and there can be no assurances that the company will be able to secure a favorable partnership.

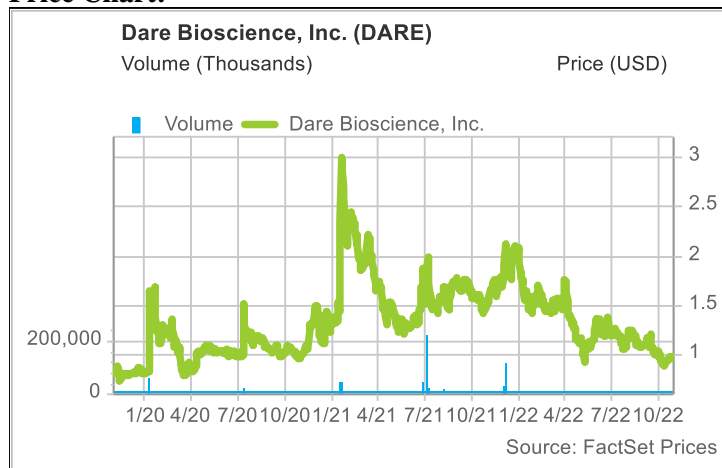
Commercial risk. There are no assurances that the company will be able to secure favorable pricing, commercially launch products, and achieve significant market share to become profitable.

Legal and intellectual property risk. The company may have to defend its patents and technical know-how, and there can be no assurances that the patents will not be infringed or will be held as valid if challenged, and or that the company may infringe on third parties' patents.

Companies mentioned in this report:

Important Disclosures:

Price Chart:



Price target and rating changes over the past three years:

- Initiation – Buy – 7/18/2018 – Price Target \$8.00
- Update Report – Buy – 9/6/2018 – Price Target \$8.00
- Transfer of Coverage – Buy – 7/18/2019 – Price Target \$4.00
- Update Report – Buy – 8/13/2019 – Price Target \$4.00
- Update Report – Buy – 8/15/2019 – Price Target \$4.00
- Update Report – Buy – 9/10/2019 – Price Target \$4.00
- Update Report – Buy – 11/11/2019 – Price Target \$4.00
- Update Report – Buy – 11/12/2019 – Price Target \$4.00
- Update Report – Buy – 12/11/2019 – Price Target \$4.00
- Update Report – Buy – 1/13/2020 – Price Target \$4.00
- Update Report – Buy – 1/27/2020 - Price Target \$4.00
- Price Target Change – Buy – 3/31/2020 – Price Target changed from \$4.00 to \$3.00
- Update Report – Buy – 5/15/2020 - Price Target \$3.00
- Update Report – Buy – 9/1/2020 - Price Target \$3.00
- Update Report – Buy – 11/13/2020 - Price Target \$3.00
- Price Target Change – Buy – 12/7/2020 - Price Target changed from \$3.00 to \$4.00

Price Target Change – Buy – 3/30/2021 - Price Target changed from \$4.00 to \$3.00

Update Report – Buy – 4/27/2021 - Price Target \$3.00

Update Report – Buy – 5/13/2021 - Price Target \$3.00

Update Report – Buy – 6/29/2021 - Price Target \$3.00

Update Report – Buy – 8/9/2021 - Price Target \$3.00

Update Report – Buy – 8/12/2021 - Price Target \$3.00

Update Report – Buy – 11/23/2021 - Price Target \$3.00

Update Report – Buy – 12/8/2021 - Price Target \$3.00

Update Report – Buy – 2/28/2022 - Price Target \$3.00

Update Report – Buy – 3/31/2022 - Price Target \$3.00

Update Report – Buy – 4/20/2022 - Price Target \$3.00

Update Report – Buy – 5/12/2022 - Price Target \$3.00

Update Report – Buy – 7/1/2022 - Price Target \$3.00

Update Report – Buy – 8/10/2022 - Price Target \$3.00

Update Report – Buy – 8/24/2022 - Price Target \$3.00

Update Report – Buy – 8/30/2022 - Price Target \$3.00

Update Report – Buy – 10/10/2022 - Price Target \$3.00

Update Report – Buy – 10/17/2022 - Price Target \$3.00

Update Report – Buy – 11/1/2022 - Price Target \$3.00

Update Report – Buy – 11/14/2022 - Price Target \$3.00

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- 1) **Buy:** the analyst believes the price of the stock will appreciate and produce a total return of at least 20% over the next 12-18 months;
- 2) **Neutral:** the analyst believes the price of the stock is fairly valued for the next 12-18 months;
- 3) **Sell:** the analyst believes the price of the stock will decline by at least 20% over the next 12-18 months and should be sold.

The following chart reflects the range of current research report ratings for all companies, followed by the analysts of the Firm. The chart also reflects the research report ratings relating to those companies for which the Firm has performed investment banking services.

Current as of 10-Nov-22

	Company Coverage		Investment Banking	
Ratings Distribution	# of Companies	% of Total	# of Companies	% of Totals
Market Outperform (Buy)	23	77%	3	13%
Market Perform (Neutral)	6	20%	1	17%
Market Underperform (Sell)	1	3%	0	0%
Total	30	100%	4	13%

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