

## Futura Medical

Gearing up for further launches in 2023

5 April 2023

- Futura Medical's preliminary FY22 financial results confirm that key events regarding the commercialisation of erectile dysfunction (ED) treatment MED3000 are progressing on track and as planned. These include the initial launches in Europe with partner Cooper Consumer Health, and in the US, where FDA regulatory clearance continues to be expected in Q223 and commercial partnering discussions are ongoing.
- Cash at end-December 2022 was £4.0m (FY21: £10.4m), which with continued tight cost control should be sufficient well beyond key upcoming catalysts, ie the US regulatory decision and securing a US commercial deal. Initial MED3000 sales should also extend the runway and importantly, management expects to report first European revenues with interim results in September. Although visibility is currently limited on the magnitude of potential revenues, we note that "conservative" estimates have been used in the preparation of the financial statements on a going concern basis.
- In the **US**, a full response to questions from the FDA and the requested non-clinical confirmatory data were submitted at end March, with MED3000 regulatory clearance expected during Q223 and discussions with several potential US partners underway. In **Europe**, MED3000, branded as [Eroxon](#) and sold by partner Cooper Consumer Health, became available in stores and retail pharmacies in Belgium on 1 April 2023 with other market launches expected shortly. Eroxon is already available through online channels in Europe. Launches are also planned with partners in the **Middle East** in H223, with marketing authorisations granted in four countries, including the UAE.
- Futura Medical has MED3000 production rights, receiving an agreed price for manufacture and supply. The contract manufacturing supply chain is ready for commercial production and has sufficient capacity in place for the expected commercial demand. The first production orders for launch stocks have been successfully completed. Additional manufacturers in both Europe and the US are being evaluated to provide additional capacity.

Price	45.0p
Market Cap	£132.25m
Primary exchange	AIM
Sector	Healthcare
Company Code	FUM
Corporate client	Yes

### Company description:

Futura Medical is an R&D driven small pharma company, with a novel DermaSys transdermal delivery platform. The lead programme, a topically applied gel (MED3000), has been approved as an OTC product for ED (erectile dysfunction) in Europe, and is under FDA review in the US.

**Trinity Delta view:** Futura Medical is set for a pivotal 2023. FDA clearance, which is anticipated in Q223, would position MED3000 as the first OTC (over-the-counter, ie without a doctor's prescription) clinically proven treatment for ED in the US. A commercial partner for the important US market will be key, hence it is highly encouraging that several discussions are active and ongoing. With partners already secured for multiple major ex-US markets and first launches in progress, commercial momentum is growing. As we have noted previously, the market opportunity for MED3000 given the differentiated and rapid onset of action (ahead of typical oral PDE5 treatments) could be significant, and the US opportunity alone more than underpins the current share price. Even modest success in any of the regions targeted for launch would be transformational for Futura Medical. Our valuation is £270m, equivalent to 94p per share.

### Analysts

**Lala Gregorek**  
lgregorek@trinitydelta.org  
+44 (0) 20 3637 5043

**Philippa Gardner**  
pgardner@trinitydelta.org  
+44 (0) 20 3637 5042

**Philippa Gardner**

[pgardner@trinitydelta.org](mailto:pgardner@trinitydelta.org)  
+44 (0) 20 3637 5042

**Lala Gregorek**

[lgregorek@trinitydelta.org](mailto:lgregorek@trinitydelta.org)  
+44 (0) 20 3637 5043

**Franco Gregori**

[fgregori@trinitydelta.org](mailto:fgregori@trinitydelta.org)  
+44 (0) 20 3637 5041

### Disclaimer

Trinity Delta Research Limited ("TDRL"; firm reference number: 725161), which trades as Trinity Delta, is an appointed representative of Equity Development Limited ("ED"). The contents of this report, which has been prepared by and is the sole responsibility of TDRL, have been reviewed, but not independently verified, by ED which is authorised and regulated by the FCA, and whose reference number is 185325.

ED is acting for TDRL and not for any other person and will not be responsible for providing the protections provided to clients of TDRL nor for advising any other person in connection with the contents of this report and, except to the extent required by applicable law, including the rules of the FCA, owes no duty of care to any other such person. No reliance may be placed on ED for advice or recommendations with respect to the contents of this report and, to the extent it may do so under applicable law, ED makes no representation or warranty to the persons reading this report with regards to the information contained in it.

In the preparation of this report TDRL has used publicly available sources and taken reasonable efforts to ensure that the facts stated herein are clear, fair and not misleading, but make no guarantee or warranty as to the accuracy or completeness of the information or opinions contained herein, nor to provide updates should fresh information become available or opinions change.

Any person who is not a relevant person under section of Section 21(2) of the Financial Services & Markets Act 2000 of the United Kingdom should not act or rely on this document or any of its contents. Research on its client companies produced by TDRL is normally commissioned and paid for by those companies themselves ('issuer financed research') and as such is not deemed to be independent, as defined by the FCA, but is 'objective' in that the authors are stating their own opinions. The report should be considered a marketing communication for purposes of the FCA rules. It has not been prepared in accordance with legal requirements designed to promote the independence of investment research and it is not subject to any prohibition on dealing ahead of the dissemination of investment research. TDRL does not hold any positions in any of the companies mentioned in the report, although directors, employees or consultants of TDRL may hold positions in the companies mentioned. TDRL does impose restrictions on personal dealings. TDRL might also provide services to companies mentioned or solicit business from them.

This report is being provided to relevant persons to provide background information about the subject matter of the note. This document does not constitute, nor form part of, and should not be construed as, any offer for sale or purchase of (or solicitation of, or invitation to make any offer to buy or sell) any Securities (which may rise and fall in value). Nor shall it, or any part of it, form the basis of, or be relied on in connection with, any contract or commitment whatsoever. The information that we provide is not intended to be, and should not in any manner whatsoever be, construed as personalised advice. Self-certification by investors can be completed free of charge at [www.fisma.org](http://www.fisma.org). TDRL, its affiliates, officers, directors and employees, and ED will not be liable for any loss or damage arising from any use of this document, to the maximum extent that the law permits.

Copyright 2023 Trinity Delta Research Limited. All rights reserved.

More information is available on our website: [www.trinitydelta.org](http://www.trinitydelta.org)