

# Johnson & Johnson

## **Our Conference Takeaways**

Maintain Rating: NEUTRAL | PO: 180.00 USD | Price: 161.53 USD

## A recap of EBR; Pharma BD focusing on POC assets

J&J's conference presentation was mostly a recap of what was discussed during the Enterprise Business Review Day (EBR) in December (see our takeaways from Enterprise Business Review Day), which is not a surprise. Our key takeaways include 1) management reaffirmed 2023 & 2024 guidance, 2) strong conviction in delivering \$57B Pharma revenue by 2025 given management's past record, 3) Pharma BD focus in areas with existing capabilities (Oncology, Immunology, and Neuroscience) and proof-ofconcept assets (less interest in already commercialized products), and 4) opportunity to see margin expansion commensurate with sales growth post LOE headwinds. Additionally, management emphasized multiple myeloma (MM) portfolio, Rybrevant/lazertinib, TARIS, and oral IL-23 as key revenue growth drivers in mid to long term, noting the large disconnects between J&J's internal projections vs. Street for MM bispecifics, Rybrevant/lazertinib, and TARIS. Lastly, on Ambrx deal announced this morning (see our takeaways on the deal), management sees Ambrx's PSMA ADC (ARX517) as a potential first-in-class and best-in-class agent for prostate cancer in the post anti-androgen therapy setting. Maintain Neutral, \$180 PO

## Important pipeline updates over next 12 months

While expectations are generally low for nipocalimab due to albumin binding/LDL safety concerns, there may be an upside opportunity for the phase 3 readouts in myasthenia gravis and warm autoimmune hemolytic anemia in early 2024 if nipocalimab can demonstrate a competitive efficacy/safety profile vs. Argenx's (covered by Tazeen Ahmad) Vyvgart. On TARIS, we will have a greater clarity on the long-term durability/tolerability profile of the pretzel system versus competitor CG Oncology's oncolytic virus in bladder cancer (see <u>CG bladder data</u> takeaway report; BOND-003 topline data by the end of 2024). Importantly, a positive aticaprant phase 3 data in adjunctive MDD (data expected in mid-2024) could lift the overall sentiment on the KOR (kappa opioid receptor) approach for the treatment of MDD, a multi-billion dollar opportunity (see our **NMRA** initiation report).

## Thesis Impact

We would not characterize today's presentation as particularly thesis-changing. Overall, while we like the science and portfolio differentiation in J&J Innovative Medicine, we don't see an event outside of a major talc settlement to drive shares significantly higher.

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## Stock Data

161.53 USD Price Objective 180.00 USD Date Established 18-Apr-2023 Investment Opinion 52-Week Range 144.95 USD - 179.76 USD Mrkt Val (mn) / Shares Out 431,544 USD / 2,671.6

(mn)

Average Daily Value (mn) 1156.49 USD BofA Ticker / Exchange JNJ / NYS Bloomberg / Reuters JNJ US / JNJ.N ROE (2023E) 33 9% Net Dbt to Eqty (Dec-2022A) 33.2% ESGMeter™ High

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#### Abbreviation:

ADC: antibody-drug conjugate

PSMA: Prostate-Specific Membrane Antigen HER2: human epidermal growth factor receptor 2

LDL: low-density lipoprotein

CLL: Chronic lymphocytic leukemia

LOE: Loss of exclusivity

POC: proof of concept

MDD: Major depressive disorder

## Price objective basis & risk

## Johnson & Johnson (JNJ)

Our price objective of \$180/share is based on a sum of the parts (SOTP) of roughly 18x MedTech multiple, and 14x pharma '24 multiple, slightly below peers given looming loss of exclusivity (LOE) and talc uncertainty, yielding \$57/share, and \$123/share, respectively.

The downside risks to our PO are slower growth in MedTech due to competitive pressure and faster-than-expected erosion from biosimilars to the pharma business.

Upside risks to our PO are better-than-expected launch of new products, better-than-expected clinical data for the pharma pipeline, quick resolution of talc litigation, and constructive M&A.

## **Analyst Certification**

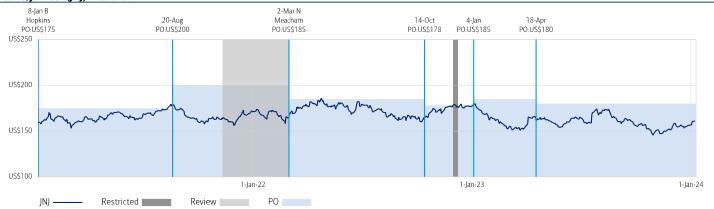
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Johnson & Johnson (JNJ) Price Chart



B: Buy, N: Neutral, U: Underperform, PO: Price Objective, NA: No longer valid, NR: No Rating

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Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	234	60.94%	Buy	115	49.15%
Hold	80	20.83%	Hold	36	45.00%
Sell	70	18.23%	Sell	29	41.43%

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Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
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# Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster<sup>82</sup>

Buy	≥ 10%	≤ 70%
Neutral	≥ 0%	≤ 30%
Underperform	N/A	≥ 20%

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