

# **Arcus Biosciences**

# Gilead increases investment but near-term concerns remain; PO to \$25

Reiterate Rating: NEUTRAL | PO: 25.00 USD | Price: 15.30 USD

# Despite Gilead support still cautious on late-stage pipeline

We look for Arcus Biosciences (RCUS) shares to trade with strength after announcing it was amending its collaboration with Gilead (covered by Geoff Meacham), with Gilead making an additional equity investment of \$320M, increasing its ownership to 33%. The new deal is a positive for Arcus, extending its cash runway to 2027, ensuring funding of several early programs we've viewed favorably (e.g., HIF-2a). At the same time, we think discontinuation of ARC-10 removes a distraction with, in our view, tacit acknowledgement competing with Merck (Meacham) would be a challenge, especially with its position likely to expand given partnerships with multiple ADCs (see <a href="the-latest BI data">the-latest BI data</a>). But while we wouldn't be surprised if some also see positive read-throughs over Gilead's outlook on TIGIT, the core of Arcus' later-stage pipeline, we remain cautious on the MoA's clinical/commercial upside, the basis of our more circumspect thesis—especially given a recent spate of seemingly negative updates (see below). Thus while we recognize Arcus' improved balance sheet, after updating our model's TIGIT risk-adjustments (LoS: 31% from 35%), we still see shares as fairly valued. Reiterate Neutral, raising our PO to \$25 from \$23.

# TIGIT: sentiment cooling following latest setbacks

Although the unintended Roche (Jain/ Parry) SKY-01 OS update reignited enthusiasm for TIGIT, expectations have arguably fallen again, especially after the final readout was delayed once more, this time to 2H24—a move prompting our KOLs to increase the potential for a miss to 50% from 25-30% prior (see our follow-ups on the leak). In addition, Coherus (not covered) and Pfizer (Meacham) separately terminated their TIGIT programs. To be fair, TIGIT may well prove effective for some indications (liver/ gastric datasets have admittedly encouraged), with use of chemotherapy—including Arcus' STAR-221 (upper GI) and STAR-121/131 (NSCLC)—proving the difference-maker. But even if successful, with several other developers still moving forward, e.g., Merck, Roche, iTeos (not covered), BeiGene (not covered), we continue to see limited opportunities.

# Early-stage platform progressing with med-term potential

Among other updates, Arcus plans to use the additional funds to: initiate a phase 3 of HIF-2a inhibitor AB521 in ccRCC by early '25; and initiate a phase 3 for CD73 inhibitor quemliclustat in 1L pancreatic cancer by early '25e. Regarding the latter, we're not surprised Gilead is no longer shares costs (even as it retains the right to opt in later), with the initial data difficult to interpret given the refractory nature of the indication and some understandable questions about the early data (see our PDAC phase 1 takes).

Estimates (Dec) (US\$)	2021A	2022A	2023E	2024E	2025E
EPS	0.71	(3.71)	(3.97)	(2.94)	(3.79)
EPS Change (YoY)	NM	NM	-7.0%	25.9%	-28.9%
Consensus EPS (Bloomberg)			(4.04)	(4.07)	(4.74)
DPS	0	0	0	0	0
Valuation (Dec)					
P/E	21.5x	NM	NM	NM	NM
EV / EBITDA*	12.3x	NM	NM	NM	NM
Free Cash Flow Yield*	-24.6%	37.5%	-27.3%	-21.1%	-25.1%
* For full definitions of <i>IQ</i> method <sup>SM</sup> measures, see page 6.					

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Refer to important disclosures on page 7 to 9. Analyst Certification on page 4. Price
Objective Basis/Risk on page 4.

Timestamp: 29 January 2024 09:25PM EST

### 29 January 2024

## Equity

Key Changes		
(US\$)	Previous	Current
Price Obj.	23.00	25.00
2024E Rev (m)	181.0	281.0
2024E EPS	-4.15	-2.94
2025E EPS	-3.64	-3.79

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# Stock Data

Price	15.30 USD
Price Objective	25.00 USD
Date Established	29-Jan-2024
Investment Opinion	C-2-9
52-Week Range	12.95 USD - 25.47 USD
Mrkt Val (mn) / Shares Out	1,145 USD / 74.9
(mn)	
Free Float	64.2%
Average Daily Value (mn)	12.58 USD
BofA Ticker / Exchange	RCUS / NYS
Bloomberg / Reuters	RCUS US / RCUS.N
ROE (2023E)	-53.7%
Net Dbt to Eqty (Dec-2022A)	-31.4%
ESGMeter™	Medium

ESGMeter is not indicative of a company's future stock price performance and is not an investment recommendation or rating. ESGMeter is independent of BofA Global Research's equity investment rating, volatility risk rating, income rating, and price objective for that company. For full details, refer to "BofA ESGMeter Methodology".

#### Abbreviations:

Please see page 3

# **iQ**profile<sup>™</sup> Arcus Biosciences

iQmethod • Bus Performance*					
(US\$ Millions)	2021A	2022A	2023E	2024E	2025E
Return on Capital Employed	4.8%	-18.4%	-27.8%	-33.8%	-59.4%
Return on Equity	7.9%	-35.6%	-53.7%	-61.3%	-94.9%
Operating Margin	14.2%	-250.0%	-251.5%	-83.7%	-99.7%
Free Cash Flow	(282)	429	(313)	(241)	(288)

# *i***Q**method <sup>SM</sup> − **Quality of Earnings\***

(US\$ Millions)	2021A	2022A	2023E	2024E	2025E
Cash Realization Ratio	-4.8x	NM	NM	NM	NM
Asset Replacement Ratio	6.8x	1.5x	1.7x	1.5x	1.6x
Tax Rate	NM	0.4%	1.7%	NM	NM
Net Debt-to-Equity Ratio	-17.6%	-31.4%	-160.9%	-161.0%	-130.8%
Interest Cover	NA	NA	NA	NA	NA

#### Income Statement Data (Dec)

(US\$ Millions)	2021A	2022A	2023E	2024E	2025E
Sales	383	112	120	281	304
% Change	393.9%	-70.7%	7.4%	133.6%	8.1%
Gross Profit	383	112	120	281	304
% Change	393.9%	-70.7%	7.4%	133.6%	8.1%
EBITDA	58	(274)	(297)	(228)	(295)
% Change	NM	NM	-8.4%	23.2%	-29.4%
Net Interest & Other Income	0	14	15	17	19
Net Income (Adjusted)	53	(267)	(292)	(218)	(284)
% Change	NM	NM	-9.4%	25.3%	-30.1%

## Free Cash Flow Data (Dec)

(US\$ Millions)	2021A	2022A	2023E	2024E	2025E
Net Income from Cont Operations (GAAP)	56	(265)	(282)	(218)	(284)
Depreciation & Amortization	4	6	6	7	7
Change in Working Capital	(376)	623	(93)	(99)	(83)
Deferred Taxation Charge	NA	NA	NA	NA	NA
Other Adjustments, Net	59	74	66	80	84
Capital Expenditure	(26)	(9)	(10)	(11)	(12)
Free Cash Flow	-282	429	-313	-241	-288
% Change	NM	NM	NM	22.8%	-19.3%
Share / Issue Repurchase	220	0	0	0	0
Cost of Dividends Paid	0	0	0	0	0
Change in Debt	0	0	0	0	0

# **Balance Sheet Data (Dec)**

(US\$ Millions)	2021A	2022A	2023E	2024E	2025E
Cash & Equivalents	148	206	694	453	415
Trade Receivables	NA	NA	NA	NA	NA
Other Current Assets	1,114	861	25	30	34
Property, Plant & Equipment	32	35	39	43	47
Other Non-Current Assets	298	243	135	143	142
Total Assets	1,592	1,345	894	668	638
Short-Term Debt	NA	NA	NA	NA	NA
Other Current Liabilities	166	193	198	215	238
Long-Term Debt	0	0	0	0	0
Other Non-Current Liabilities	584	495	264	172	83
Total Liabilities	750	688	462	387	321
Total Equity	841	657	431	281	317
Total Equity & Liabilities	1,592	1,345	894	668	638

<sup>\*</sup> For full definitions of  $\emph{\textbf{IQ}}\textit{method}^{\text{SM}}$  measures, see page 6.

# **Company Sector**

Biotechnology

# **Company Description**

Arcus is a clinical stage, oncology-focused biopharma. The company is building a novel portfolio of cancer treatments it intends to formulate into novel combinations for the treatment of both solid tumors and hematological malignancies. Currently, six assets are in the clinic. The company has entered into a number of partnerships with established oncology players, which are providing financial, technical, and eventually, potentially commercial support.

## **Investment Rationale**

Despite the breadth and depth of the late-stage pipeline, we are cautious on the near-term trial read-outs given questions we--and KOLs we spoke with--have about the clinical potential and market opportunities. Ahead of several de-risking events, we believe more compelling opportunities exist elsewhere in SMid-cap Biopharma

#### **Stock Data**

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# **Quarterly Earnings Estimates**

	2022	2023
Q1	-0.96A	-1.09A
Q2	-0.93A	-1.02A
Q3	-0.90A	-0.95A
04	-0.934	-0.90F



# Abbreviations:

**BI**: BrandImpact

**TIGIT**: T cell immunoreceptor with Ig and ITIM domains

ADCs: antibody-drug conjugates

MoAs: mechanism of action

LoS: likelihood of success

**GI**: gastrointestinal

**NSCLC**: non-small cell lung cancer **ccRCC**: clear cell renal carcinoma

CD73: ecto-5'-nucleotidase

1L: frontline

KOL: key opinion leader

PDAC: pancreatic ductal adenocarcinoma

OS: overall survival



# Price objective basis & risk

# **Arcus Biosciences (RCUS)**

Our 12-month price objective (PO) is based on our NPV analysis of revenue forecasts and estimated margin assumptions. We forecast sales of dom (anti-TIGIT), etruma (anti-A2a/A2b receptor), and zim (anti-PD-1), with profits and royalties distributed in accordance with partnership agreements. This includes sales of dom adjusted by an LOS range of 25-35% (vs. 30-45% prior) by indication, etruma (LOS: 15-20%) and zim (LOS: 15-45%). Given a WACC of 12% and a terminal growth rate ranging from 0% to -50%, we estimate a value of \$7/ share for the partnerships (\$3/sh for dom, \$1/sh for zim, \$1/sh for etruma, \$3/sh for licenses/ milestones). Together with \$17/sh for net cash and \$1/sh for the pipeline, our PO is \$25/ share.

Upside risks to our PO: 1) validation of clinical targets, 2) clear signals of clinical efficacy with good tolerability, 3) similar robust signals from the early pipeline, 4) expansion of collaboration deals for these assets, 5) accelerated regulatory timelines, and 6) strong commercial support from payers and providers

Downside risks to our PO: 1) clinical trial failures, 2) emergence of meaningful safety risks likely to pose regulatory and/or commercial headwinds, 3) limited signs of synergistic efficacy of combo regimens,4) regulatory delays, 5) competition from other players, 6) financial risks due to available cash to fund activities, 7) commercial pushback from payers and providers, and 8) current partners opting to discontinue their collaborations.

# **Analyst Certification**

I, Jason Zemansky, hereby certify that the views expressed in this research report accurately reflect my personal views about the subject securities and issuers. I also certify that no part of my compensation was, is, or will be, directly or indirectly, related to the specific recommendations or view expressed in this research report.

**US - Biopharmaceuticals Coverage Cluster** 

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
•	company	Don't Heiter	Diocinica Symbol	riiuiyse
BUY				
	89bio, Inc	ETNB	ETNB US	Geoff Meacham
	Acumen Pharma	ABOS	ABOS US	Geoff Meacham
	Agios Pharmaceuticals	AGIO	AGIO US	Greg Harrison, CFA
	Amylyx Pharmaceuticals	AMLX	AMLX US	Geoff Meacham
	BioMarin	BMRN	BMRN US	Geoff Meacham
	BioXcel Therapeutics	BTAI	BTAI US	Greg Harrison, CFA
	BridgeBio Pharma	BBIO	BBIO US	Greg Harrison, CFA
	Caribou	CRBU	CRBU US	Geoff Meacham
	CRISPR Therapeutics	CRSP	CRSP US	Geoff Meacham
	Eli Lilly and Company	LLY	LLY US	Geoff Meacham
	Gilead Sciences Inc.	GILD	GILD US	Geoff Meacham
	HUTCHMED	HCM	HCM US	Alec W. Stranahan
	Immatics	IMTX	IMTX US	Alec W. Stranahan
	Insmed Incorporated	INSM	INSM US	Jason Zemansky
	Intellia Therapeutics	NTLA	NTLA US	Greg Harrison, CFA
	Janux Therapeutics	JANX	JANX US	Geoff Meacham
	Keros	KROS	KROS US	Greg Harrison, CFA
	Kiniksa Pharmaceuticals, Ltd.	KNSA	KNSA US	Geoff Meacham
	Krystal Biotech	KRYS	KRYS US	Alec W. Stranahan
	Kura Oncology	KURA	KURA US	Jason Zemansky
	Liquidia Corporation	LQDA	LQDA US	Greg Harrison, CFA
	Lyell Immunopharma	LYEL	LYEL US	Geoff Meacham
	MeiraGTx	MGTX	MGTX US	Alec W. Stranahan
	Merck & Co.	MRK	MRK US	Geoff Meacham
	Mineralys Therapeutics	MLYS	MLYS US	Greg Harrison, CFA



# **US - Biopharmaceuticals Coverage Cluster**

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
	Neumora Therapeutics	NMRA	NMRA US	Geoff Meacham
	Rani Therapeutics	RANI	RANI US	Geoff Meacham
	Regenxbio, Inc.	RGNX	RGNX US	Alec W. Stranahan
	Revolution Medicines	RVMD	RVMD US	Alec W. Stranahan
	Rocket Pharmaceuticals, Inc.	RCKT	RCKT US	Greg Harrison, CFA
	Royalty Pharma	RPRX	RPRX US	Geoff Meacham
	Sana Biotechnology	SANA	SANA US	Geoff Meacham
	SpringWorks	SWTX	SWTX US	Alec W. Stranahan
	Syndax Pharmaceuticals	SNDX	SNDX US	Jason Zemansky
	Travere Therapeutics Inc	TVTX	TVTX US	Greg Harrison, CFA
	Turnstone Biologics	TSBX	TSBX US	Geoff Meacham
	Vertex Pharmaceuticals Inc.	VRTX	VRTX US	Geoff Meacham
	Werewolf Therapeutics	HOWL	HOWL US	Jason Zemansky
				•
	Xencor	XNCR	XNCR US	Alec W. Stranahan
NEUTRAL				
	AbbVie	ABBV	ABBV US	Geoff Meacham
	Alector, Inc	ALEC	ALEC US	Greg Harrison, CFA
	Amgen Inc.	AMGN	AMGN US	Geoff Meacham
	Arcus Biosciences	RCUS	RCUS US	Jason Zemansky
	Beam Therapeutics	BEAM	BEAM US	Greg Harrison, CFA
	Biogen Inc.	BIIB	BIIB US	Geoff Meacham
	Bristol-Myers Squibb	BMY	BMY US	Geoff Meacham
	Cytokinetics, Incorporated	CYTK	CYTK US	Jason Zemansky
	Editas Medicine	EDIT	EDIT US	Greg Harrison, CFA
	Erasca	ERAS	ERAS US	Alec W. Stranahan
	Esperion	ESPR	ESPR US	Jason Zemansky
	Exscientia	EXAI	EXALUS	Alec W. Stranahan
	IGM Biosciences	IGMS	IGMS US	Greg Harrison, CFA
				Geoff Meacham
	Johnson & Johnson	JNJ KYMR	JNJ US KYMR US	Geoff Meacham
	Kymera Therapeutics			
	Moderna	MRNA	MRNA US	Geoff Meacham
	Pfizer	PFE	PFE US	Geoff Meacham
	Recursion Pharmaceuticals, Inc.	RXRX	RXRX US	Alec W. Stranahan
	Tyra Biosciences	TYRA	TYRA US	Greg Harrison, CFA
	Vir	VIR	VIR US	Geoff Meacham
	Y-mAbs Therapeutics, Inc	YMAB	YMAB US	Alec W. Stranahan
UNDERPERFORM				
	AlloVir, Inc.	ALVR	ALVR US	Jason Zemansky
	CureVac	CVAC	CVAC US	Geoff Meacham
	Day One Biopharmaceuticals	DAWN	DAWN US	Alec W. Stranahan
	LianBio	LIAN	LIAN US	Geoff Meacham
	Novavax	NVAX	NVAX US	Alec W. Stranahan
	Regeneron Pharmaceuticals Inc.	REGN	REGN US	Geoff Meacham
	Reneo Pharmaceuticals	RPHM	RPHM US	Jason Zemansky
		TGTX	TGTX US	Alec W. Stranahan
	TG Therapeutics			
	United Therapeutics Corporation	UTHR	UTHR US	Greg Harrison, CFA



# *IQ*method<sup>™</sup> Measures Definitions

Business Performance	Numerator	Denominator
Return On Capital Employed	NOPAT = (EBIT + Interest Income) × (1 — Tax Rate) + Goodwill Amortization	
Return On Equity	Net Income	Shareholders' Equity
Operating Margin	Operating Profit	Sales
Earnings Growth	Expected 5 Year CAGR From Latest Actual	N/A
Free Cash Flow	Cash Flow From Operations — Total Capex	N/A
Quality of Earnings	Numerator	Denominator
Cash Realization Ratio	Cash Flow From Operations	Net Income
Asset Replacement Ratio	Capex	Depreciation
Tax Rate	Tax Charge	Pre-Tax Income
Net Debt-To-Equity Ratio	Net Debt = Total Debt — Cash & Equivalents	Total Equity
Interest Cover	EBIT	Interest Expense
Valuation Toolkit	Numerator	Denominator
Price / Earnings Ratio	Current Share Price	Diluted Earnings Per Share (Basis As Specified)
Price / Book Value	Current Share Price	Shareholders' Equity / Current Basic Shares
Dividend Yield	Annualised Declared Cash Dividend	Current Share Price
Free Cash Flow Yield	Cash Flow From Operations – Total Capex	Market Cap = Current Share Price × Current Basic Shares
Enterprise Value / Sales	EV = Current Share Price × Current Shares + Minority Equity + Net Debt + Other LT Liabilities	Sales

EV / EBITDA Enterprise Value Basic EBIT + Depreciation + Amortization

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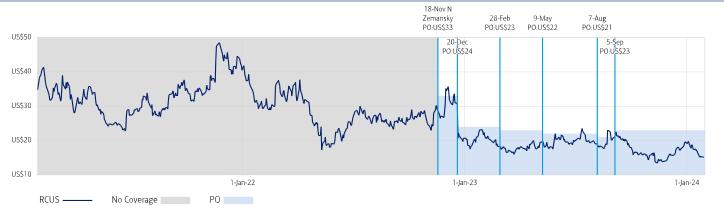
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# **Important Disclosures**

#### **Arcus Biosciences (RCUS) Price Chart**



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

The Investment Opinion System is contained at the end of the report under the heading "Fundamental Equity Opinion Key". Dark grey shading indicates the security is restricted with the opinion suspended. Medium grey shading indicates the security is under review with the opinion withdrawn. Light grey shading indicates the security is not covered. Chart is current as of a date no more than one trading day prior to the date of the report.

#### Equity Investment Rating Distribution: Health Care Group (as of 31 Dec 2023)

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%

#### Equity Investment Rating Distribution: Global Group (as of 31 Dec 2023)

Coverage Universe	Count	Percent	Inv. Banking Relationships R1	Count	Percent
Buy	1895	53.62%	Buy	1083	57.15%
Hold	832	23.54%	Hold	454	54.57%
Sell	807	22.84%	Sell	383	47.46%

R1 Issuers that were investment banking clients of BofA Securities or one of its affiliates within the past 12 months. For purposes of this Investment Rating Distribution, the coverage universe includes only stocks. A stock rated Neutral is included as a Hold, and a stock rated Underperform is included as a Sell.

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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>R2</sup>

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

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