

Dexcom

Stelo approved & no Rx required - barriers removed faster than expected

Maintain Rating: BUY | PO: 170.00 USD | Price: 121.78 USD

Stelo approval early, bigger surprise is no Rx needed

This afternoon Dexcom (DXCM) announced FDA approval of Stelo, its 15-day sensor for type 2 non-insulin users, which surprisingly was cleared for use without a prescription. The approval timing seems earlier than expected since DXCM announced it was filed with the FDA in Q4'23, but the launch timing of this summer is consistent with previous expectations. The more significant surprise is that Stelo will be available over the counter (no Rx required) to people 18+ not on insulin therapy. This lowers the barrier to adoption and broadens the TAM beyond the 25m type 2 not on insulin people in the US to more mass-market consumer users. We knew Stelo was going to be a cash pay product initially but thought it would require a prescription. We maintain our Buy rating on DXCM as Stelo could open up a completely new TAM which we believe has very little value today in the current stock price.

Still \$40m rev in 2024 but now looks more conservative

Stelo accounts for 1pt of growth in DXCM's 2024 revenue growth guidance of 16-21% which is about \$40m. DXCM said this had already assumed summer launch timing and the expanded over the counter/no prescription indication. DXCM is not sharing much more information on the feature set or pricing at this point, waiting closer to launch, but it will be generating interest from its website ahead of launch and provide updates.

What we know about Stelo so far

Stelo was designed based on the desires of the non insulin patient population including having insights from an accurate sensor without interruption from alarms through the day and night and curated data that is meaningful with appropriate actions. DXCM notes this population looks to CGM for positive encouragement and is motivated by being able to connect actions to positive outcomes. DXCM plans to learn from the first quarter and a half of launch to enable product changes/improvements through software enhancements. ABT has a \$500m cash pay business which speaks to the amount of existing demand especially given ABT's Libre is not designed specifically for this patient population. More traditional reimbursement for Stelo is expected over time (previously said 2 to 3 years). DXCM will accumulate data over time and build a case for reimbursement with CMS and payers.

15 day approved... what it means for G7 15 day

Stelo is a positive step for DXCM getting 15 day onto G7 but we think this is more likely a 2025-2026 item. The 15 day sensor on Stelo is not yet meeting the sensor life percentages of the 10 day G7 but DXCM is in the middle of clinical testing and scientific evaluation of some fundamental science changes that will make it more reliable for the 15-day period. Stelo sensor life saw 77.9% of sensors lasting the full 15 days. In other words, when using the product per the package labeling, approximately 20% of sensors may not last for the full 15 days, 10% of these sensors may last less than 12 days.

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Stock Data

Price 121 78 USD Price Objective 170.00 USD Date Established 2-lan-2024 Investment Opinion C-1-9 52-Week Range 74.75 USD - 139.55 USD Mrkt Val (mn) / Shares Out 46,948 USD / 385.5

Free Float 99 4% Average Daily Value (mn) 388.45 USD BofA Ticker / Exchange DXCM / NAS DXCM US / DXCM.OQ Bloomberg / Reuters ROE (2024E) 29.0% Net Dbt to Eqty (Dec-2023A) 90.3% ESGMeter™ Medium

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TAM = total addressable market

Rx = prescription

OTC = over the counter

ABT = Abbott Labs

CGM = continuous glucose monitor

CMS = Centers for Medicare & Medicaid Services



Price objective basis & risk

Dexcom (DXCM)

Our \$170 PO is based on 45x our 2025 EBITDA, a premium given DXCM can grow EBITDA faster than mature large caps. High quality large cap names (BSX/SYK) trade at 19x EBITDA. We maintain our Buy rating as we see multi-year, increasingly profitable revenue growth coming from basal with some potential new insights into TAM expansion over the next 1-2 years with the non-insulin product coming to market.

Upside risks are strategic activity, less of an impact than expected from competition, and faster approvals for DXCM's pipeline products. Downside risks are introduction of a pharmaceutical that better treats diabetes, increased competition in glucose sensing, inability to move into new market opportunities or geographies (i.e. setbacks with expected TAM expansion due to regulatory/reimbursement coverage delays), or pricing pressure.

Analyst Certification

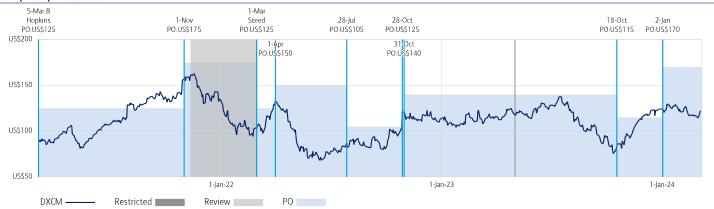
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Dexcom (DXCM) Price Chart



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

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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%

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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^{R2}

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

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