

TG Therapeutics

4Q23 Earnings Takeaways: Briumvi sales meet but don't exceed expectations

Reiterate Rating: UNDERPERFORM | PO: 7.00 USD | Price: 13.91 USD

2023 sales meet but don't exceed expectations

TG Therapeutics (TGTX) shares trading down in 2024 (YTD: -16%; NBI: +3%) even after beating expectations on 2023 sales (\$39.9M sales in 4Q23e prior cons: \$35.5M, prior BofA: ~\$36M). We also note slowing growth rate in new scripts per quarter while total active centers/providers growing means that scripts per provider is decreasing (4Q: 1100 new scripts from 640 providers (1.72 scripts/provider), 30: 900 new scripts from 500 providers (1.8 scripts/provider); 2Q: 800 new scripts from 340 providers (2.35 scripts/provider)). With minimal increase in sales from 4Q23 numbers to 1Q24 company guidance (\$41M-\$46M, consensus: \$45M, BofA: \$41M), we remain cautious to give a definitive verdict with one quarter of strong sales especially with several nuances and caveats to be watched. Reiterate Underperform and \$7 PO.

Ocrevus still market leader by far, subq to extend lead

Our observations from listening in on Roche's FY23 earnings include that the large pharma remains nonchalant towards Briumvi's potential for competition. With Ocrevus continuing to be the market leader in US/EU with 24% market share (300k patients being treated globally), and higher retention rates as compared to other MS medicines as emphasized by Roche's management, not to mention the imminent Ocrevus subq approval this year. TG's commentary remains confident on competing with the large pharma, especially with its own upcoming subq. That said, it is unclear whether the timing of Briumvi subq will be early enough for meaningful market capture.

Briumvi survey: Briumvi may be weaker than expected

We surveyed 40 KOLs in a survey (see our report here) to gauge clinical sentiment on Briumvi, here are our key findings: 1) 10% say Briumvi is first-choice, 15% say it's the top CD20 (we note it is nowhere near the popularity of Ocrevus (35% say it's their first choice, 52% say it's the best anti-CD20). 2) Pro-Briumvi KOLs generally treat smaller patient population (~60 on average per year) versus pro-Ocrevus prescribers tending to treat at much larger centers (~145 new patients on average per year). 3) If we adjust by weighting for a prescriber's total patients treated, our survey suggests only 4% (drop from 10%) of patients on Briumvi versus 36% of patients being put on Ocrevus.

Estimates (Dec) (US\$)	2022A	2023A	2024E	2025E	2026E
EPS	(1.46)	0.09	0.18	0.71	1.51
EPS Change (YoY)	44.5%	NM	100.0%	294.4%	112.7%
Consensus EPS (Bloomberg)			(0.07)	0.45	1.40
DPS	0	0	0	0	0
Valuation (Dec)					
P/E	NM	154.6x	77.3x	19.6x	9.2x
EV / EBITDA*	NM	93.9x	51.0x	16.8x	8.4x
Free Cash Flow Yield*	-8.4%	-1.7%	2.3%	6.2%	12.4%
* For full definitions of <i>IQ</i> method SM measures, see page 6.					

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Objective Basis/Risk on page 4. Timestamp: 28 February 2024 09:22AM EST

28 February 2024

Equity

Key Changes		
(US\$)	Previous	Current
2024E EPS	0.17	0.18
2025E EPS	0.70	0.71
2026E EPS	1.50	1.51

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Stock Data

Price	13.91 USD
Price Objective	7.00 USD
Date Established	5-Jan-2024
Investment Opinion	C-3-9
52-Week Range	6.46 USD - 35.67 USD
Mrkt Val (mn) / Shares Out	2,106 USD / 151.4
(mn)	
Free Float	90.3%
Average Daily Value (mn)	54.78 USD
BofA Ticker / Exchange	TGTX / NAS
Bloomberg / Reuters	TGTX US / TGTX.OQ
ROE (2024E)	17.8%
Net Dbt to Eqty (Dec-2023A)	-37.5%
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:

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CD20: Cluster of differentiate 20

KOL: Key opinion leader MS: Multiple sclerosis

iQprofile[™]TG Therapeutics

iQmethod [™] – Bus Performance*					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Return on Capital Employed	-75.7%	11.6%	16.9%	36.4%	43.5%
Return on Equity	-134.0%	12.7%	17.8%	44.9%	53.7%
Operating Margin	-6,924.2%	8.8%	11.8%	28.3%	41.4%
Free Cash Flow	(176)	(37)	48	130	260
iQmethod SM – Quality of Earnings*					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Cash Realization Ratio	NM	-2.8x	1.7x	1.1x	1.1x
Asset Replacement Ratio	0x	0.8x	1.0x	1.2x	1.4>
Tax Rate	NM	3.0%	NM	NM	NM
Net Debt-to-Equity Ratio	-32.8%	-37.5%	-36.6%	-51.2%	-65.7%
Interest Cover	-18.9x	1.6x	2.8x	9.6x	21.3x
Income Statement Data (Dec)					
(US\$ Millions)	2022A	2023A	2024E	2025E	20261
Sales	3	234	325	423	579
% Change	-58.4%	8.290.0%	39.2%	30.0%	37.0%
Gross Profit	3	220	278	371	503
% Change	-57.3%	NM	26.7%	33.6%	35.4%
EBITDA	(191)	22	40	121	241
% Change	44.3%	NM	84.2%	203.8%	98.8%
Net Interest & Other Income	(5)	(8)	(10)	(9)	(8)
Net Income (Adjusted)	(198)	13	29	115	244
% Change	43.0%	NM	131.4%	291.7%	112.4%
Free Cash Flow Data (Dec)					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Net Income from Cont Operations (GAAP)	(198)	13	29	115	244
Depreciation & Amortization	2	1	1	2	2
Change in Working Capital	(2)	(69)	(1)	(4)	(2)
Deferred Taxation Charge	NA	NÁ	ŇÁ	ŇÁ	NΑ
Other Adjustments, Net	22	19	19	19	19
Capital Expenditure	0	(1)	(1)	(2)	(2)
Free Cash Flow	-176	-37	48	130	260
% Change	40.5%	79.2%	NM	172.4%	100.6%
Share / Issue Repurchase	1	50	0	0	C
Cost of Dividends Paid	0	0	0	0	C
Change in Debt	(1)	0	0	0	C
Balance Sheet Data (Dec)					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Cash & Equivalents	102	91	110	205	426
Trade Receivables	0	0	0	0	C
Other Current Assets	66	91	123	158	198
Property, Plant & Equipment	0	0	0	0	1
Other Non-Current Assets	25	27	32	33	36
Total Assets	194	209	264	396	661
	1	2	2	2	3
Short-Term Debt Other Current Liabilities	2 52	30	34	33	34

81

0

135

59

194

37

0

69

141

209

38

0

75

189

264

37

73

323

396

0

Company Sector

Biotechnology

Company Description

TG Therapeutics is a biopharmaceutical company specializing in B-cell therapies for targeted oncology and MS. The company's pipeline current consists of a commercial-ready asset for MS (ublituximab), and early-stage treatments for B-cell malignancies.

Investment Rationale

Our Underperform is predicated on the following reasons: 1) ublituximab efficacy data not promising in comparison with control arm, 2) hour-long infusion time not a sufficient differentiator, 3) vaccine tolerance and infection rate still a concern for anti-CD20s, 4) Switch from current anti-CD20 unlikely, 5) discounted pricing feasibility diminishing, 6) lack of early pipeline value leaves uncertainty for 2023-2026, 7) complete oncology pipeline disbandment may induce further concerns.

Stock Data

38

75

586

662

Average Daily Volume

3,937,832

Long-Term Debt

Total Liabilities

Total Equity

Other Non-Current Liabilities

Total Equity & Liabilities

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

Exhibit 1: TGTX Model Changes Minor adjustments to OpEx

	20	24E	202	25E	20	26E
\$ in thousands	Prior	Current	Prior	Current	Prior	Current
Product revenue	236,183	236,183	343,729	343,729	510,189	510,189
License revenue	89,100	89,100	79,200	79,200	69,300	69,300
Total Revenues	325,283	325,283	422,929	422,929	579,489	579,489
COGS	47,237	47,237	51,559	51,559	76,528	76,528
R&D	76,715	80,002	72,880	76,002	70,693	73,721
SG&A	163,816	159,518	180,198	175,470	194,614	189,507
Total Operating Expenses	287,768	286,756	304,637	303,030	341,835	339,757
Operating Income	37,515	38,527	118,292	119,899	237,653	239,732
Interest income	(5,587)	(4,287)	(5,028)	(3,859)	(4,526)	(3,473)
Interest expense	15,134	13,877	13,620	12,489	12,258	11,240
Pretax Income	27,968	28,938	109,700	111,268	229,921	231,965
Net income to common (GAAP)	28,343	29,323	113,249	114,865	241,803	243,951
Earnings per share (non-GAAP)	0.17	0.18	0.70	0.71	1.50	1.51
Shares outstanding diluted	162,276	162,276	161,992	161,992	161,708	161,708

Source: BofA Global Research Estimates

BofA GLOBAL RESEARCH



Price objective basis & risk

TG Therapeutics (TGTX)

Our \$7/\$share price objective is based on a probability adjusted NPV for ublituximab (\$6/\$sh), TG1801 (\$0/\$sh), and cash (\$1/\$sh). We apply a WACC of 10-13% and -3% (ublituximab) to -5% (TG1801) terminal growth rate.

Downside risks are: 1) ublituximab efficacy data not promising in comparison with control arm, 2) hour-long infusion time not a sufficient convenience differentiator, 3) vaccine tolerance and infection rate still a concern for anti-CD20s, 4) switch from current anti-CD20 unlikely, 5) discounted pricing feasibility diminishing, 6) lack of early pipeline value leaves uncertainty for 2023-2026, 7) complete oncology pipeline disbandment may induce further concerns.

Upside risks are: 1) ublituximab launch could be stronger than expected, 2) ublituximab approval could induce more-than-expected strength in shares, 3) pipeline synergy means possibility for combos, 4) cost reduction/synergies with deleted oncology pipeline might yield positives.

Analyst Certification

I, Alec W. Stranahan, 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
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	LLYUS	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
	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
	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

US - Biopharmaceuticals Coverage Cluster

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
	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
	Johnson & Johnson	JNJ	JNJ US	Geoff Meacham
	Kymera Therapeutics	KYMR	KYMR US	Geoff Meacham
	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	Alec W. Stranahan
	Y-mAbs Therapeutics, Inc	YMAB	YMAB US	Alec W. Stranahan
UNDERPERFORM	Timbos merapeutics, inc	IIVIAD	TIVIAD 03	Alec W. Strananan
UNDERPERFURM	All Mr. I	ALL VID	ALVIDLIC	. 7
	AlloVir, Inc.	ALVR	ALVR US	Jason Zemansky
	CureVac	CVAC	CVAC US	Geoff Meacham
	Day One Biopharmaceuticals	DAWN	DAWN US	Alec W. Stranahan
	Novavax	NVAX	NVAX US	Alec W. Stranahan
	Regeneron Pharmaceuticals Inc.	REGN	REGN US	Geoff Meacham
	Reneo Pharmaceuticals	RPHM	RPHM US	Jason Zemansky
	TG Therapeutics	TGTX	TGTX US	Alec W. Stranahan
	United Therapeutics Corporation	UTHR	UTHR US	Greg Harrison, CFA
RSTR				
	Janux Therapeutics	JANX	JANX US	Alec W. Stranahan
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EV / EBITDA

*IQ*method[™] Measures Definitions

Business Performance	Numerator	Denominator
Return On Capital Employed	NOPAT = (EBIT + Interest Income) \times (1 $-$ Tax Rate) + Goodwill Amortization	Total Assets — Current Liabilities + ST Debt + Accumulated 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

Enterprise Value Basic EBIT + Depreciation + Amortization Manethod 34 is the set of BofA Global Research standard measures that serve to maintain global consistency under three broad headings: Business Performance, Quality of Earnings, and validations. The key features of iQmethod are: A consistently structured, detailed, and transparent methodology. Guidelines to maximize the effectiveness of the comparative valuation process, and to identify some common pitfalls.

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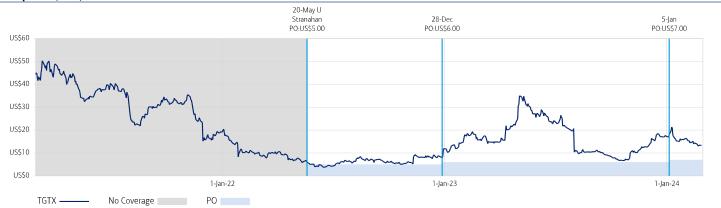
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Important Disclosures

TG Therapeutics (TGTX) 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%

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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%
nderperform	N/A	≥ 20%

R2Ratings dispersions may vary from time to time where BofA Global Research believes it better reflects the investment prospects of stocks in a Coverage Cluster.

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