



# Amgen Inc.

# Takeaways from Rare Disease Day

Maintain Rating: NEUTRAL | PO: 315.00 USD | Price: 285.18 USD

## Rare disease a key growth pillar

This afternoon Amgen provided a more in-depth look at its Rare Disease portfolio, highlighting the potential growth opportunities presented in this therapeutic area given the breath of the company's commercial products and pipeline assets. Overall, while we are encouraged by the presentation which highlights 1) expansion opportunity for its four commercial products as well as future growth from development programs in areas that have been overlooked by investors and not currently in consensus models (e.g., gMG, IgG4-related diseases, Sjogren's, IPF), we think there's more wood to chop given the clinical and commercial risks associated with the development in these difficult autoimmune/ inflammatory diseases in an increasingly competitive environment. That said, for the commercial products, provider/payer education and commercial execution in the US and internationally will be key to drive future growth; for the development programs, we see will be seeing multiple phase 3 (gMG, IgG4-related disease) and phase 2 IPF data in 2H24, which could provide optionality and upside sentiment to Amgen's outlook. That said, obesity portfolio (AMG 133) remains key focus for investors, which we await for phase 2 data later this year (2H) in order to truly assess AMG 133's competitive profile. To that end, we maintain Neutral rating and \$315 PO.

## Tepezza opportunity remains significant

There remains a significant opportunity for TED in the US and internally given currently most of the treated TED patients have high CAS (clinical activity) score, with Tepezza market penetration in high single digits. Incremental growth from low CAS patients (4x high CAS) and international markets (Japan launch in 2025, Europe filing in 1H24) will drive growth in 2025 and beyond. Importantly, we think the development of subq formulation (phase 3 initiation in 1H24) will be key to improve commercial adoption. That said, Tepezza's potential hearing loss AE is a concern cited by KOLs and we note that there are several competitors (e.g., Tourmaline, Viridian, Immunovant) with assets in late-stage development that look to compete in this market in the near future.

## Uplizna oppty in gMG and IgG4 may be underappreciated

Among the programs discussed, we are most excited on gMG and IgG4. Indeed, we think it makes sense that targeting CD19 should achieve a better/more comprehensive B-cell depletion vs. CD20, which should have more impact on autoantibody production, a key determinant of gMG/ IgG4 diseases. Importantly, a 6-month dosing could provide convenience and differentiation vs currently approved therapies in gMG (FcRn, complement inhibitors). That said, B-cell depletion is often associated with serious infection risk and it's unclear whether such MoA could show at least a comparable efficacy vs SoC. Further, other MoA targets are also being investigated, including IL-6, which we expect to see phase 3 data (Roche's satralizumab) later this year.

## Sjögren's disease the next battle ground

Dazodalibep (CD40) is in phase 3 and has previously showed promising phase 2 data. That said, the field is crowded with competitors, including Bristol's TYK2 Sotyktu (in phase 3) and J&J's FcRn nipocalimab (positive phase 2 topline announced).

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#### 22 February 2024

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## **Stock Data**

285.18 USD Price Objective 315.00 USD Date Established 8-Jan-2024 Investment Opinion B-2-7 52-Week Range 211.71 USD - 329.72 USD Mrkt Val (mn) / Shares Out 152.622 USD / 535.2

Free Float 99.8% Average Daily Value (mn) 869.06 USD BofA Ticker / Exchange AMGN / NAS Bloomberg / Reuters AMGN US / AMGN.OQ ROF (2024F) 167.8% Net Dbt to Eqty (Dec-2023A) NA ESGMeter™ High

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Abbreviation:

IPF: idiopathic pulmonary fibrosis gMG: myasthenia gravis TED: Thyroid eye disease

IgG4: immunoglobulin G subclass 4 AE: adverse event

KOL: key opinion leader FcRN: neonatal Fc receptor MoA: mechanism of action SoC: standard of care

CD19/20: cluster of differentiation 19/20

TYK2: tyrosine kinase 2

## Price objective basis & risk

## Amgen Inc. (AMGN)

Our PO for AMGN is \$315 per share. We value AMGN using a sum of the parts NPV analysis of key marketed drugs (\$240/sh) and pipeline and others (\$156/sh), which assumes a range of weighted average cost of capital (WACC) from 5% and terminal growth rate ranging from -5% to -30% depending on the product lifecycle. Our PO also reflects -\$81/sh in net debt.

Upside risks to our price objective are 1) less than-expected base business erosion2) stronger-than-expected sales of Lumakras, Tezspire, Tepezza, and 3) competitor clinical trial failures

Downside risks to our price objective are 1) faster-than-expected revenue erosion from legacy brands, 2) slower-than-expected growth of new drug launches, and 3) clinical trial failures.

## **Analyst Certification**

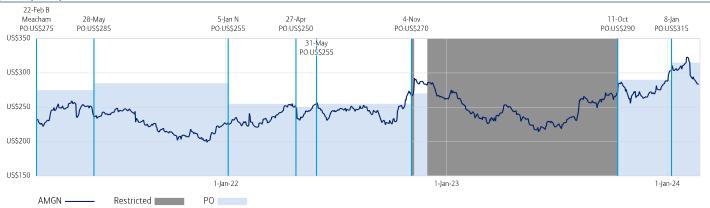
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#### Amgen Inc. (AMGN) Price Chart



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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Hold	832	23.54%	Hold	454	54.57%
Sell	807	22.84%	Sell	383	47.46%

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

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