

## **Amphastar Pharmaceuticals**

# 4Q wrap: base business flat sequentially, but Baqsimi integration key to growth

Reiterate Rating: NEUTRAL | PO: 61.00 USD | Price: 54.74 USD

### 40 in-line print, no upsides emerged

Amphastar's 40 results were relatively in line on sales and EPS. On the company's base business, there were a few offsetting puts-and-takes, but nothing that warrants estimate revisions, in our view. On the recently acquired Bagsimi, AMPH reported \$22m in sales (profits from \$37.6m end-user sales), compared to our \$29m estimate. Ahead of a 1Q24 Baqsimi commercial salesforce transition, we expected AMPH to begin booking 100% of revenue and costs to flow through OpEx. On the call, the focus of questions was AMP-002 (injectable; action date passed 2Q23) and AMP-008 (inhalation, action date 2Q24), though no meaningful updates were provided. We lower our PO to \$61/share (from \$63/share) on 12x EV/EBITDA (from 12.5x EV/EBITDA previously), which is slightly more in line with peer valuation multiples. We reiterate our Neutral rating given tougher base business comps and given that branded Baqsimi (hypoglycemia rescue) looks fully appreciated by consensus.

### Key takeaways from conference call

In 4Q, generic glucagon sales increased Y/Y, primarily due to an increase in unit volumes attributable to competitors exiting the market. Management framed Gx glucagon comps as more challenging moving forward and expects some transition of patients to branded Baqsimi. On key hospital products, generic epinephrine as well as a number of smaller sized (by revenue) products (atropine, calcium chloride, and sodium bicarbonate) were tailwinds to growth in 4Q. On the call, management did not flag any known headwinds to base business products (e.g., competitors regaining supply). Products with a decrease in sequential net sales include enoxaparin and naloxone due to a decrease in unit volumes. On an aggregate basis, the product portfolio grew +29% Y/Y (versus +19% excluding Baqsimi). We forecast +23% Y/Y net sales growth in FY24E, aided by first-time Baqsimi integration.

### We reiterate our sales forecasts

We make no changes to our sales forecast, given that most notable Bagsimi miss was somewhat due to dynamics pertaining to transition. Our estimates for OpEx amid greater investment in salesforce to support Baqsimi growth remain the same as well.

Estimates (Dec) (US\$)	2022A	2023A	2024E	2025E	2026E
EPS	1.97	3.32	3.92	4.44	4.88
EPS Change (YoY)	43.8%	68.5%	18.1%	13.3%	9.9%
Consensus EPS (Bloomberg)			3.71	4.05	5.10
DPS	0	0	0	0	0
Valuation (Dec)					
P/E	27.8x	16.5x	14.0x	12.3x	11.2x
EV / EBITDA*	18.2x	10.7x	9.4x	8.6x	8.0x
Free Cash Flow Yield*	2.5%	10.0%	-0.1%	6.9%	8.2%
* For full definitions of <i>IQ</i> method <sup>SM</sup> measures, see page 4.					

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#### 29 February 2024

#### Equity

Key Changes		
(US\$)	Previous	Current
Price Obj.	63.00	61.00

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### Stock Data

Price	54.74 USD
Price Objective	61.00 USD
Date Established	29-Feb-2024
Investment Opinion	C-2-9
52-Week Range	31.86 USD - 67.66 USD
Mrkt Val (mn) / Shares Out	2,622 USD / 47.9
(mn)	
Free Float	77.6%
Average Daily Value (mn)	21.71 USD
BofA Ticker / Exchange	AMPH / NAS
Bloomberg / Reuters	AMPH US / AMPH.OQ
ROE (2024E)	21.8%
Net Dbt to Eqty (Dec-2023A)	5.7%

OpEx: operating expense

PO: price objective

# *iQprofile*<sup>™</sup> Amphastar Pharmaceuticals

US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Return on Capital Employed	16.9%	17.0%	13.9%	15.1%	15.7%
Return on Equity	21.2%	24.8%	21.8%	22.0%	22.4%
Operating Margin	25.6%	36.5%	34.1%	34.8%	36.0%
Free Cash Flow	65	262	(3)	180	215

### *iQ*method <sup>SM</sup> – Quality of Earnings\*

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Cash Realization Ratio	0.9x	1.7x	0.2x	0.9x	1.0x
Asset Replacement Ratio	1.0x	1.2x	1.5x	1.6x	1.7x
Tax Rate	20.1%	19.5%	18.6%	18.1%	17.3%
Net Debt-to-Equity Ratio	-10.7%	5.7%	13.5%	7.6%	6.5%
Interest Cover	NM	15.5x	15.5x	19.6x	23.6x

#### Income Statement Data (Dec)

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Sales	499	644	794	864	902
% Change	14.0%	29.1%	23.2%	8.9%	4.3%
Gross Profit	245	272	326	346	352
% Change	5.1%	11.2%	19.8%	5.9%	1.7%
EBITDA	153	261	296	326	350
% Change	32.9%	70.6%	13.6%	9.9%	7.4%
Net Interest & Other Income	2	(17)	(15)	(13)	(12)
Net Income (Adjusted)	103	176	208	235	259
% Change	51.7%	70.3%	18.3%	13.1%	10.0%

### Free Cash Flow Data (Dec)

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Net Income from Cont Operations (GAAP)	103	176	208	235	259
Depreciation & Amortization	25	25	25	25	25
Change in Working Capital	(31)	87	(188)	(28)	(15)
Deferred Taxation Charge	(16)	0	0	0	0
Other Adjustments, Net	8	5	(10)	(10)	(10)
Capital Expenditure	(24)	(31)	(38)	(42)	(43)
Free Cash Flow	65	262	-3	180	215
% Change	-7.6%	301.4%	NM	NM	19.5%
Share / Issue Repurchase	(40)	(40)	(42)	(44)	(46)
Cost of Dividends Paid	0	0	0	0	0
Change in Debt	0	0	0	0	0

### **Balance Sheet Data (Dec)**

(US\$ Millions)	2022A	2023A	2024E	2025E	2026E
Cash & Equivalents	156	622	417	431	477
Trade Receivables	89	115	141	154	160
Other Current Assets	133	162	196	212	221
Property, Plant & Equipment	238	257	282	311	342
Other Non-Current Assets	125	667	667	667	667
Total Assets	742	1,822	1,704	1,775	1,868
Short-Term Debt	3	13	13	13	13
Other Current Liabilities	92	235	108	108	108
Long-Term Debt	97	659	541	503	541
Other Non-Current Liabilities	22	25	25	25	25
Total Liabilities	213	933	687	650	687
Total Equity	529	889	1,017	1,125	1,180
Total Equity & Liabilities	742	1,822	1,704	1,775	1,868

<sup>\*</sup> For full definitions of  $\emph{\textbf{IQ}}\textit{method}^{\text{SM}}$  measures, see page 4.

### **Company Sector**

Pharmaceuticals

### **Company Description**

Amphastar (AMPH) is a biopharmaceutical company that develops and manufactures generic, innovative, and biosimilar products. Currently, the company sells over 20 products including epinephrine (11%), glucagon (17%), and recently acquired BAQSIMI. While the company has a global R&D and manufacturing footprint, revenue is mainly derived from the US.

### **Investment Rationale**

We rate AMPH Neutral on balanced risk-reward. We believe the bar for Amphastar to re-rate is high at current trading levels. From a risk/reward perspective, downside risks are 1) competitor supply dislocations that have been more recent tailwinds turn into headwinds, 2) pipeline visibility is low. Potential upside could come from the Baqsimi (glucagon rescue) launch, which offers more predictable (and visible) growth driver that should help expand company margins in the out-years.

### **Stock Data**

Average Daily Volume 396,626

### **Quarterly Earnings Estimates**

	2023	2024
Q1	0.62A	0.58E
Q2	0.65A	0.69E
Q3	1.15A	0.85E
04	0.89A	1.81E



### Price objective basis & risk

### **Amphastar Pharmaceuticals (AMPH)**

Our \$61 price objective is based on 12x EV/EBITDA multiple based on FY24E EBITDA outlook. We arrive out our 12x EV/EBITDA valuation multiple due to a more favorable gross margin and EBITDA margin profile relative to Spec Pharma peers as well as lower net leverage ratio. As such, the valuation multiple is reflective of that seen with some large-cap pharma companies with comparable growth profiles trading in the 12-13x EV/EBITDA range.

Downside risks: (1) slower-than-expected commercial uptake of Baqsimi and (2) generics base business erosion.

Upside risks: (1) better-than-expected commercial uptake of Baqsimi, (2) new generic product launches that drive upside to BofA/consensus revenue forecasts.

### **Analyst Certification**

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**US - Specialty Pharma & Biotechnology Coverage Cluster** 

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
BUY				
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	Arrowhead Pharmaceuticals	ARWR	ARWR US	Jason M. Gerberry
	bluebird bio	BLUE	BLUE US	Jason M. Gerberry
	Exelixis	EXEL	EXEL US	Jason M. Gerberry
	Fractyl Health	GUTS	GUTS US	Jason M. Gerberry
	Immunovant, Inc.	IMVT	IMVT US	Jason M. Gerberry
	Intra-Cellular Therapies	ITCI	ITCI US	Jason M. Gerberry
	lonis	IONS	IONS US	Jason M. Gerberry
	Jazz Pharmaceuticals	JAZZ	JAZZ US	Jason M. Gerberry
	Lyra Therapeutics	LYRA	LYRA US	Jason M. Gerberry
	Oculis Holding AG	OCS	OCS US	Jason M. Gerberry
	Relay Therapeutics	RLAY	RLAY US	Jason M. Gerberry
	Tarsus Pharmaceuticals	TARS	TARS US	Jason M. Gerberry
	Teva Pharmaceuticals	TEVA	TEVA US	Jason M. Gerberry
	Vaxcyte Inc	PCVX	PCVX US	Jason M. Gerberry
	Xenon Pharmaceuticals	XENE	XENE US	Jason M. Gerberry
NEUTRAL				
	Alkermes	ALKS	ALKS US	Jason M. Gerberry
	Amphastar Pharmaceuticals	AMPH	AMPH US	Jason M. Gerberry
	Axsome Therapeutics	AXSM	AXSM US	Jason M. Gerberry
	Galapagos	GLPG	GLPG US	Jason M. Gerberry
	ProKidney Corp	PROK	PROK US	Jason M. Gerberry
	Roivant	ROIV	ROIV US	Chi M. Fong
UNDERPERFORM				
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	FibroGen Inc.	FGEN	FGEN US	Jason M. Gerberry
	Harmony Biosciences	HRMY	HRMY US	Jason M. Gerberry
	Organon	OGN	OGN US	Jason M. Gerberry
	Viatris Inc.	VTRS	VTRS US	Jason M. Gerberry



### **US - Specialty Pharma & Biotechnology Coverage Cluster**

Investment rating Company BofA Ticker Bloomberg symbol Analyst

### *i***@**method<sup>™</sup> Measures Definitions

<b>Business Performance</b>	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 +	Sales
	Other LT Liabilities	
EV / EBITDA	Enterprise Value	Basic EBIT + Depreciation + Amortization

iQmethod <sup>34</sup> 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.

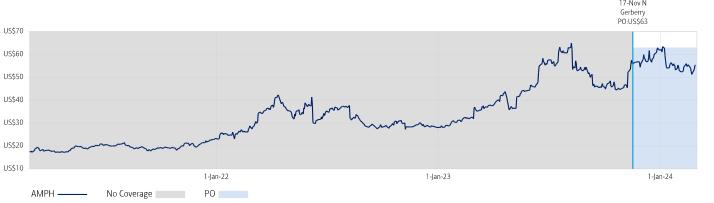
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### **Important Disclosures**

#### Amphastar (AMPH) 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<sup>R2</sup>

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

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