BofA SECURITIES

AbbVie

Thoughts post the 4Q call

Reiterate Rating: NEUTRAL | PO: 167.00 USD | Price: 168.67 USD

Solid 4Q results, long-term guidance sets bullish tone

AbbVie reported a strong 4Q (+\$309M revs; +\$0.03 EPS) and raised 2024 EPS to \$11.05-11.25 (see our 40 initial thoughts). Importantly, we think ABBV shares (1D: +0.6%; DRG: -0.5%) responded positively to the bullish long-term outlook, including: 1) raising combined Skyrizi / Rinyog 2027 revenues to >\$27B from \$21B (vs. BofA \$22B). 2) Ubrelvy / Qulipta to >\$3B peak sales (vs. BofA \$2.5B), 3) return to oncology revenue growth in 2026, 4) Aesthetics peak sales of >\$9B in 2029 (vs. BofA \$7.7B), and 5) Vraylar peak sales approaching \$5B (vs. BofA \$4.6B). Furthermore, management guided to \$7.8B US Humira sales and -36% erosion, which is better than what the Street had been forecasting (-40%). Indeed, given greater formulary status visibility and a supply agreement in-place with Caremark / Cordavis (CVS), we've raised our 2024 US Humira sales estimates to \$7.4B (-39% vs. prior -43%). That said, we'd note that management acknowledged challenges of forecasting the US Humira erosion curve for 2025+ due to a number of uncertainties, including contracting and biosimilar interchangeability, which keeps us sidelined. Overall, our 24-29' sales CAGR is 4% (vs. "a high single-digit" CAGR) as we think there are clinical (see catalysts below) and commercial (e.g., I&I pricing pressures, macro uncertainty continuing to limit Aesthetics uptake, oral CGRP prescribing dynamics skewed in favor of PCP's) overhangs ex-Humira that may limit upside. We raise our PO to \$167 (from \$165) on better-than-expected 2024 outlook but maintain Neutral, taking a wait-and-see approach while additional overhangs are lifted.

2024 catalysts, assuming deal closure

Highlights from 2024 catalysts include: 1) phase 3 Venclexta data in high-risk MDS (VERONA study, likely 1H24), 2) pivotal pivekimab sunirine (ImmunoGen) data in 1L BPDCN (CADENZA study), 3) pivotal Elahere (ImmunoGen) data supportive of label expansion into platinum-sensitive ovarian cancer (PICCOLO study, mid-2024), 4) phase 3 Botox episodic migraine prevention data (likely 2H24), 5) pivotal phase 2 emraclidine (Cerevel) data in schizophrenia (likely 3Q24), 6) phase 2 data from ABBV-RGX-314 in wAMD and DR (2H24), and 7) Teliso-V updates (including regulatory filing path). We'd note that a number of 2024 catalysts are contingent on deal closures mid-2024.

Model Updates

We now forecast 2024 sales / EPS of 54.5B / 11.20, including OpEx estimates in-line with guidance. See p. 3 for model changes and abbreviations.

Estimates (Dec) (US\$)	2022A	2023A	2024E	2025E	2026E
EPS	13.77	11.10	11.20	11.90	13.05
GAAP EPS	6.62	2.78	2.32	3.09	4.53
EPS Change (YoY)	8.4%	-19.4%	0.9%	6.3%	9.7%
Consensus EPS (Bloomberg)			11.25	12.00	13.30
DPS	5.64	5.98	6.28	6.59	6.79
Valuation (Dec)					
P/E	12.2x	15.2x	15.1x	14.2x	12.9x
GAAP P/E	25.5x	60.7x	72.7x	54.6x	37.2x
Dividend Yield	3.3%	3.5%	3.7%	3.9%	4.0%
EV / EBITDA*	9.6x	13.8x	13.8x	13.1x	12.2x
Free Cash Flow Yield*	8.1%	5.8%	6.9%	7.9%	8.9%
* For full definitions of <i>iQ</i> method SM measures, see page 5.					

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Refer to important disclosures on page 6 to 8. Analyst Certification on page 4. Price
Objective Basis/Risk on page 4.

Timestamp: 02 February 2024 05:17PM EST

02 February 2024

Equity

Key Changes		
(US\$)	Previous	Current
Price Obj.	165.00	167.00
2024E Rev (m)	53,803.5	54,506.6
2025E Rev (m)	57,193.8	57,665.8
2026E Rev (m)	60,456.5	60,516.5
2024E EPS	11.00	11.20
2025E EPS	11.80	11.90
2026E EPS	13.00	13.05
2024E EBITDA (m)	26,502.5	26,838.9
2025E EBITDA (m)	28,180.2	28,295.4
2026E EBITDA (m)	30,357.1	30,361.3

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Stock Data

Price	168.67 USD
Price Objective	167.00 USD
Date Established	2-Feb-2024
Investment Opinion	B-2-7
52-Week Range	130.96 USD - 172.85 USD
Mrkt Val (mn) / Shares Out (mn)	297,793 USD / 1,765.5
Free Float	99.9%
Average Daily Value (mn)	828.25 USD
BofA Ticker / Exchange	ABBV / NYS
Bloomberg / Reuters	ABBV US / ABBV.N
ROE (2024E)	65.7%
Net Dbt to Eqty (Dec-2023A)	193.6%
ESGMeter™	High

ESGMeter is a quantitative and fundamental based score that reflects our assessment of a company's Environmental, Social and Governance-related attributes. Refer to BofA ESGMeter Methodology".

iQprofile[™] AbbVie

(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Return on Capital Employed	22.1%	18.3%	18.1%	19.0%	20.1%
Return on Equity	149.9%	90.4%	65.7%	54.6%	48.99
Operating Margin	52.0%	46.5%	46.3%	46.2%	47.39
Free Cash Flow	24,248	17,321	20,518	23,404	26,42
i Q method [™] – Quality of Earnings*					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Cash Realization Ratio	1.0x	0.9x	1.1x	1.1x	1.2
Asset Replacement Ratio	0.1x	0.4x	0.3x	0.3x	0.3
Tax Rate	13.0%	16.5%	15.7%	15.0%	15.09
Net Debt-to-Equity Ratio	313.4%	193.6%	130.5%	83.8%	56.89
Interest Cover	14.8x	15.1x	12.4x	14.3x	19.3
Income Statement Data (Dec)					
(US\$ Millions)	2022A	2023A	2024E	2025E	2026
Sales	58,054	54,318	54,507	57,666	60,51
% Change	3.4%	-6.4%	0.3%	5.8%	4.99
Gross Profit	49,441	45,423	45,513	48,439	51,20
% Change	5.9%	-8.1%	0.2%	6.4%	5.79
EBITDA	38,650	26,928	26,839	28,295	30,36
% Change	5.1%	-30.3%	-0.3%	5.4%	7.39
Net Interest & Other Income	(1,913)	(1,477)	(1,670)	(1,817)	(1,441
Net Income (Adjusted)	24,483	19,680	19,802	21,018	23,02
% Change	8.5%	-19.6%	0.6%	6.1%	9.6%
•	2022A	2023A	2024E	2025E	
Net Income from Cont Operations (GAAP)	24,606	19,854	19,875	21,101	23,11
Net Income from Cont Operations (GAAP) Depreciation & Amortization	24,606 8,467	19,854 1,675	19,875 1,591	21,101 1,654	23,110 1,72
Net Income from Cont Operations (GAAP) Depreciation & Amortization Change in Working Capital	24,606 8,467 2,503	19,854 1,675 (3,498)	19,875 1,591 (77)	21,101 1,654 614	23,116 1,725 715
Net Income from Cont Operations (GAAP) Depreciation & Amortization Change in Working Capital Deferred Taxation Charge	24,606 8,467 2,503 NA	19,854 1,675 (3,498) NA	19,875 1,591 (77) NA	21,101 1,654 614 NA	23,110 1,72 71: N
Net Income from Cont Operations (GAAP) Depreciation & Amortization Change in Working Capital Deferred Taxation Charge Other Adjustments, Net	24,606 8,467 2,503 NA (10,633)	19,854 1,675 (3,498) NA (116)	19,875 1,591 (77) NA (376)	21,101 1,654 614 NA 505	23,110 1,72 71: N/ 1,30
Net Income from Cont Operations (GAAP) Depreciation & Amortization Change in Working Capital Deferred Taxation Charge Other Adjustments, Net Capital Expenditure	24,606 8,467 2,503 NA (10,633) (695)	19,854 1,675 (3,498) NA (116) (595)	19,875 1,591 (77) NA (376) (495)	21,101 1,654 614 NA 505 (470)	23,110 1,720 711 N/ 1,300 (445
Net Income from Cont Operations (GAAP) Depreciation & Amortization Change in Working Capital Deferred Taxation Charge Other Adjustments, Net Capital Expenditure Free Cash Flow	24,606 8,467 2,503 NA (10,633) (695) 24,248	19,854 1,675 (3,498) NA (116) (595) 17,321	19,875 1,591 (77) NA (376) (495) 20,518	21,101 1,654 614 NA 505 (470) 23,404	23,110 1,72 711 N 1,300 (445 26,42
Net Income from Cont Operations (GAAP) Depreciation & Amortization Change in Working Capital Deferred Taxation Charge Other Adjustments, Net Capital Expenditure Free Cash Flow % Change	24,606 8,467 2,503 NA (10,633) (695) 24,248 10.3%	19,854 1,675 (3,498) NA (116) (595) 17,321 -28.6%	19,875 1,591 (77) NA (376) (495) 20,518 18.5%	21,101 1,654 614 NA 505 (470) 23,404 14.1%	23,110 1,72: 71: No 1,300 (445 26,42 12.99
Net Income from Cont Operations (GAAP) Depreciation & Amortization Change in Working Capital Deferred Taxation Charge Other Adjustments, Net Capital Expenditure Free Cash Flow % Change Share / Issue Repurchase	24,606 8,467 2,503 NA (10,633) (695) 24,248 10.3% (1,225)	19,854 1,675 (3,498) NA (116) (595) 17,321 -28.6% 284	19,875 1,591 (77) NA (376) (495) 20,518 18.5% 285	21,101 1,654 614 NA 505 (470) 23,404 14.1%	23,110 1,72: 71: N/ 1,300 (445 26,42 ' 12.99 (3,000
Net Income from Cont Operations (GAAP) Depreciation & Amortization Change in Working Capital Deferred Taxation Charge Other Adjustments, Net Capital Expenditure Free Cash Flow % Change	24,606 8,467 2,503 NA (10,633) (695) 24,248 10.3%	19,854 1,675 (3,498) NA (116) (595) 17,321 -28.6%	19,875 1,591 (77) NA (376) (495) 20,518 18.5%	21,101 1,654 614 NA 505 (470) 23,404 14.1%	23,116 1,725 715 NA 1,309 (445 26,42 1 12.9% (3,000
Depreciation & Amortization Change in Working Capital Deferred Taxation Charge Other Adjustments, Net Capital Expenditure Free Cash Flow % Change Share / Issue Repurchase Cost of Dividends Paid	24,606 8,467 2,503 NA (10,633) (695) 24,248 10.3% (1,225) (10,043)	19,854 1,675 (3,498) NA (116) (595) 17,321 -28.6% 284 (10,640)	19,875 1,591 (77) NA (376) (495) 20,518 18.5% 285 (11,161)	21,101 1,654 614 NA 505 (470) 23,404 14.1% 284 (11,707)	23,116 1,725 715 NA 1,309 (445 26,42 1 12.9% (3,000
Net Income from Cont Operations (GAAP) Depreciation & Amortization Change in Working Capital Deferred Taxation Charge Other Adjustments, Net Capital Expenditure Free Cash Flow % Change Share / Issue Repurchase Cost of Dividends Paid Change in Debt	24,606 8,467 2,503 NA (10,633) (695) 24,248 10.3% (1,225) (10,043)	19,854 1,675 (3,498) NA (116) (595) 17,321 -28.6% 284 (10,640)	19,875 1,591 (77) NA (376) (495) 20,518 18.5% 285 (11,161)	21,101 1,654 614 NA 505 (470) 23,404 14.1% 284 (11,707)	23,11' 1,72' 71: N. 1,30' (445 26,42 12.99 (3,000 (12,047 (4,554)
Net Income from Cont Operations (GAAP) Depreciation & Amortization Change in Working Capital Deferred Taxation Charge Other Adjustments, Net Capital Expenditure Free Cash Flow % Change Share / Issue Repurchase Cost of Dividends Paid Change in Debt Balance Sheet Data (Dec)	24,606 8,467 2,503 NA (10,633) (695) 24,248 10.3% (1,225) (10,043) (12,433)	19,854 1,675 (3,498) NA (116) (595) 17,321 -28.6% 284 (10,640) (3,519)	19,875 1,591 (77) NA (376) (495) 20,518 18.5% 285 (11,161) (4,571)	21,101 1,654 614 NA 505 (470) 23,404 14.1% 284 (11,707) (3,564)	23,116 1,729 719 Nz 1,309 (445 26,42 12.99 (3,000 (12,047 (4,554
Net Income from Cont Operations (GAAP) Depreciation & Amortization Change in Working Capital Deferred Taxation Charge Other Adjustments, Net Capital Expenditure Free Cash Flow % Change Share / Issue Repurchase Cost of Dividends Paid Change in Debt Balance Sheet Data (Dec) (US\$ Millions)	24,606 8,467 2,503 NA (10,633) (695) 24,248 10.3% (1,225) (10,043) (12,433)	19,854 1,675 (3,498) NA (116) (595) 17,321 -28.6% 284 (10,640) (3,519)	19,875 1,591 (77) NA (376) (495) 20,518 18.5% 285 (11,161) (4,571)	21,101 1,654 614 NA 505 (470) 23,404 14.1% 284 (11,707) (3,564)	23,11' 1,72' 71: N 1,30' (445 26,42 12.99' (3,000 (12,047 (4,554)
Net Income from Cont Operations (GAAP) Depreciation & Amortization Change in Working Capital Deferred Taxation Charge Other Adjustments, Net Capital Expenditure Free Cash Flow % Change Share / Issue Repurchase Cost of Dividends Paid Change in Debt Balance Sheet Data (Dec) (US\$ Millions) Cash & Equivalents	24,606 8,467 2,503 NA (10,633) (695) 24,248 10.3% (1,225) (10,043) (12,433)	19,854 1,675 (3,498) NA (116) (595) 17,321 -28.6% 284 (10,640) (3,519) 2023A 8,811	19,875 1,591 (77) NA (376) (495) 20,518 18.5% 285 (11,161) (4,571)	21,101 1,654 614 NA 505 (470) 23,404 14.1% 284 (11,707) (3,564)	23,116 1,729 719 1,309 (445 26,42 12.99 (3,000 (12,047 (4,554) 2026 18,033 10,446
Net Income from Cont Operations (GAAP) Depreciation & Amortization Change in Working Capital Deferred Taxation Charge Other Adjustments, Net Capital Expenditure Free Cash Flow % Change Share / Issue Repurchase Cost of Dividends Paid Change in Debt Balance Sheet Data (Dec) (US\$ Millions) Cash & Equivalents Trade Receivables	24,606 8,467 2,503 NA (10,633) (695) 24,248 10.3% (1,225) (10,043) (12,433) 2022A 9,201 11,254	19,854 1,675 (3,498) NA (116) (595) 17,321 -28.6% 284 (10,640) (3,519) 2023A 8,811 9,208	19,875 1,591 (77) NA (376) (495) 20,518 18.5% 285 (11,161) (4,571) 2024E 10,863 9,025	21,101 1,654 614 NA 505 (470) 23,404 14.1% 284 (11,707) (3,564) 2025E 15,614 9,687	23,116 1,729 719 1,309 (445 26,42 12.99 (3,000 (12,047 (4,554) 2026 18,033 10,446 10,520
Net Income from Cont Operations (GAAP) Depreciation & Amortization Change in Working Capital Deferred Taxation Charge Other Adjustments, Net Capital Expenditure Free Cash Flow % Change Share / Issue Repurchase Cost of Dividends Paid Change in Debt Balance Sheet Data (Dec) (US\$ Millions) Cash & Equivalents Trade Receivables Other Current Assets	24,606 8,467 2,503 NA (10,633) (695) 24,248 10.3% (1,225) (10,043) (12,433) 2022A 9,201 11,254 8,008	19,854 1,675 (3,498) NA (116) (595) 17,321 -28.6% 284 (10,640) (3,519) 2023A 8,811 9,208 9,367	19,875 1,591 (77) NA (376) (495) 20,518 18.5% 285 (11,161) (4,571) 2024E 10,863 9,025 9,095	21,101 1,654 614 NA 505 (470) 23,404 14.1% 284 (11,707) (3,564) 2025E 15,614 9,687 9,754	23,116 1,729 719 1,309 (445 26,42 12.99 (3,000 (12,047 (4,554) 2026 18,033 10,446 10,520 4,604
Net Income from Cont Operations (GAAP) Depreciation & Amortization Change in Working Capital Deferred Taxation Charge Other Adjustments, Net Capital Expenditure Free Cash Flow % Change Share / Issue Repurchase Cost of Dividends Paid Change in Debt Balance Sheet Data (Dec) (US\$ Millions) Cash & Equivalents Trade Receivables Other Current Assets Property, Plant & Equipment	24,606 8,467 2,503 NA (10,633) (695) 24,248 10.3% (1,225) (10,043) (12,433) 2022A 9,201 11,254 8,008 4,935	19,854 1,675 (3,498) NA (116) (595) 17,321 -28.6% 284 (10,640) (3,519) 2023A 8,811 9,208 9,367 4,889	19,875 1,591 (77) NA (376) (495) 20,518 18.5% 285 (11,161) (4,571) 2024E 10,863 9,025 9,095 4,806	21,101 1,654 614 NA 505 (470) 23,404 14.1% 284 (11,707) (3,564) 2025E 15,614 9,687 9,754 4,710	23,116 1,729 719 1,309 (445 26,42 12.99 (3,000 (12,047 (4,554) 2026 18,033 10,446 10,520 4,604 98,943
Net Income from Cont Operations (GAAP) Depreciation & Amortization Change in Working Capital Deferred Taxation Charge Other Adjustments, Net Capital Expenditure Free Cash Flow % Change Share / Issue Repurchase Cost of Dividends Paid Change in Debt Balance Sheet Data (Dec) (US\$ Millions) Cash & Equivalents Trade Receivables Other Current Assets Property, Plant & Equipment Other Non-Current Assets	24,606 8,467 2,503 NA (10,633) (695) 24,248 10.3% (1,225) (10,043) (12,433) 2022A 9,201 11,254 8,008 4,935 105,407	19,854 1,675 (3,498) NA (116) (595) 17,321 -28.6% 284 (10,640) (3,519) 2023A 8,811 9,208 9,367 4,889 103,856	19,875 1,591 (77) NA (376) (495) 20,518 18.5% 285 (11,161) (4,571) 2024E 10,863 9,025 9,095 4,806 102,335	21,101 1,654 614 NA 505 (470) 23,404 14.1% 284 (11,707) (3,564) 2025E 15,614 9,687 9,754 4,710 100,704	23,11' 1,72' 71: N, 1,30' (445 26,42 12.99 (3,000 (12,047 (4,554) 2026 18,03: 10,44: 10,52! 4,600 98,94: 142,544
Net Income from Cont Operations (GAAP) Depreciation & Amortization Change in Working Capital Deferred Taxation Charge Other Adjustments, Net Capital Expenditure Free Cash Flow % Change Share / Issue Repurchase Cost of Dividends Paid Change in Debt Balance Sheet Data (Dec) (US\$ Millions) Cash & Equivalents Trade Receivables Other Current Assets Property, Plant & Equipment Other Non-Current Assets Total Assets	24,606 8,467 2,503 NA (10,633) (695) 24,248 10.3% (1,225) (10,043) (12,433) 2022A 9,201 11,254 8,008 4,935 105,407 138,805	19,854 1,675 (3,498) NA (116) (595) 17,321 -28.6% 284 (10,640) (3,519) 2023A 8,811 9,208 9,367 4,889 103,856 136,130	19,875 1,591 (77) NA (376) (495) 20,518 18.5% 285 (11,161) (4,571) 2024E 10,863 9,025 9,095 4,806 102,335 136,125	21,101 1,654 614 NA 505 (470) 23,404 14.1% 284 (11,707) (3,564) 2025E 15,614 9,687 9,754 4,710 100,704 140,469	23,11' 1,72' 71: N, 1,30' (445' 26,42' 12.99' (3,000' (12,047' (4,554') 2026' 18,03: 10,44' 10,52' 4,60' 98,94' 142,54' 4,42-
Net Income from Cont Operations (GAAP) Depreciation & Amortization Change in Working Capital Deferred Taxation Charge Other Adjustments, Net Capital Expenditure Free Cash Flow % Change Share / Issue Repurchase Cost of Dividends Paid Change in Debt Balance Sheet Data (Dec) (US\$ Millions) Cash & Equivalents Trade Receivables Other Current Assets Property, Plant & Equipment Other Non-Current Assets Total Assets Short-Term Debt	24,606 8,467 2,503 NA (10,633) (695) 24,248 10.3% (1,225) (10,043) (12,433) 2022A 9,201 11,254 8,008 4,935 105,407 138,805 4,136	19,854 1,675 (3,498) NA (116) (595) 17,321 -28.6% 284 (10,640) (3,519) 2023A 8,811 9,208 9,367 4,889 103,856 136,130 4,752	19,875 1,591 (77) NA (376) (495) 20,518 18.5% 285 (11,161) (4,571) 2024E 10,863 9,025 9,095 4,806 102,335 136,125 4,416	21,101 1,654 614 NA 505 (470) 23,404 14.1% 284 (11,707) (3,564) 2025E 15,614 9,687 9,754 4,710 100,704 140,469 4,761	23,11' 1,72' 71: N/ 1,30' (445' 26,42' 12.99' (3,000' (12,047' (4,554') 2026' 18,03: 10,44' 10,52' 4,60' 98,94' 142,54' 4,42' 20,97'
Net Income from Cont Operations (GAAP) Depreciation & Amortization Change in Working Capital Deferred Taxation Charge Other Adjustments, Net Capital Expenditure Free Cash Flow % Change Share / Issue Repurchase Cost of Dividends Paid Change in Debt Balance Sheet Data (Dec) (US\$ Millions) Cash & Equivalents Trade Receivables Other Current Assets Property, Plant & Equipment Other Non-Current Assets Total Assets Short-Term Debt Other Current Liabilities Long-Term Debt Other Non-Current Liabilities	24,606 8,467 2,503 NA (10,633) (695) 24,248 10.3% (1,225) (10,043) (12,433) 2022A 9,201 11,254 8,008 4,935 105,407 138,805 4,136 25,402 59,135 32,845	19,854 1,675 (3,498) NA (116) (595) 17,321 -28.6% 284 (10,640) (3,519) 2023A 8,811 9,208 9,367 4,889 103,856 136,130 4,752 19,176 55,000 30,859	19,875 1,591 (77) NA (376) (495) 20,518 18.5% 285 (11,161) (4,571) 2024E 10,863 9,025 9,095 4,806 102,335 136,125 4,416 18,169 50,765 28,787	21,101 1,654 614 NA 505 (470) 23,404 14.1% 284 (11,707) (3,564) 2025E 15,614 9,687 9,754 4,710 100,704 140,469 4,761 19,449 46,856 26,386	23,116 1,725 715 N/ 1,309 (445 26,42 12.9% (3,000 (12,047 (4,554) 2026 18,033 10,448 10,520 4,604 98,943 142,548 4,424 20,976 42,638 23,328
Net Income from Cont Operations (GAAP) Depreciation & Amortization Change in Working Capital Deferred Taxation Charge Other Adjustments, Net Capital Expenditure Free Cash Flow % Change Share / Issue Repurchase Cost of Dividends Paid Change in Debt Balance Sheet Data (Dec) (US\$ Millions) Cash & Equivalents Trade Receivables Other Current Assets Property, Plant & Equipment Other Non-Current Assets Total Assets Short-Term Debt Other Current Liabilities Long-Term Debt Other Non-Current Liabilities Total Liabilities	24,606 8,467 2,503 NA (10,633) (695) 24,248 10.3% (1,225) (10,043) (12,433) 2022A 9,201 11,254 8,008 4,935 105,407 138,805 4,136 25,402 59,135 32,845 121,518	19,854 1,675 (3,498) NA (116) (595) 17,321 -28.6% 284 (10,640) (3,519) 2023A 8,811 9,208 9,367 4,889 103,856 136,130 4,752 19,176 55,000	19,875 1,591 (77) NA (376) (495) 20,518 18.5% 285 (11,161) (4,571) 2024E 10,863 9,025 9,095 4,806 102,335 136,125 4,416 18,169 50,765 28,787 102,136	21,101 1,654 614 NA 505 (470) 23,404 14.1% 284 (11,707) (3,564) 2025E 15,614 9,687 9,754 4,710 100,704 140,469 4,761 19,449 46,856	23,116 1,725 715 N/ 1,309 (445 26,42 † 12.9% (3,000 (12,047 (4,554) 2026 18,033 10,448 10,520 4,604 98,943 142,548 4,424 20,976 42,639 23,328 91,36 7
Net Income from Cont Operations (GAAP) Depreciation & Amortization Change in Working Capital Deferred Taxation Charge Other Adjustments, Net Capital Expenditure Free Cash Flow % Change Share / Issue Repurchase Cost of Dividends Paid Change in Debt Balance Sheet Data (Dec) (US\$ Millions) Cash & Equivalents Trade Receivables Other Current Assets Property, Plant & Equipment Other Non-Current Assets Total Assets Short-Term Debt Other Current Liabilities Long-Term Debt Other Non-Current Liabilities	24,606 8,467 2,503 NA (10,633) (695) 24,248 10.3% (1,225) (10,043) (12,433) 2022A 9,201 11,254 8,008 4,935 105,407 138,805 4,136 25,402 59,135 32,845	19,854 1,675 (3,498) NA (116) (595) 17,321 -28.6% 284 (10,640) (3,519) 2023A 8,811 9,208 9,367 4,889 103,856 136,130 4,752 19,176 55,000 30,859	19,875 1,591 (77) NA (376) (495) 20,518 18.5% 285 (11,161) (4,571) 2024E 10,863 9,025 9,095 4,806 102,335 136,125 4,416 18,169 50,765 28,787	21,101 1,654 614 NA 505 (470) 23,404 14.1% 284 (11,707) (3,564) 2025E 15,614 9,687 9,754 4,710 100,704 140,469 4,761 19,449 46,856 26,386	2026 23,116 1,725 715 NA 1,309 (445 26,421 12.9% (3,000 (12,047 (4,554 10,526 4,602 98,943 142,548 4,422 20,976 42,633 23,328 91,367 51,148

Company Sector

Pharmaceuticals

Company Description

AbbVie is a research-based global pharmaceutical business which has been spun off from Abbott (ABT). AbbVie develops and markets drugs in areas such as immunology, virology, and oncology.

Investment Rationale

We rate ABBV a Neutral: 1) transition period moving away from reliance on Humira that will require growth from newly launched drugs and Allergan to maintain top-line levels 2) opportunities to create upside in non-Humira sales that are still to be seen, 3) significant competition in the I&I market where newly launched blockbusters Rinvoq & Skyrizi will need to capture market share

Stock Data

Average Daily Volume

4,910,487

Quarterly Earnings Estimates

	2023	2024
Q1	2.46A	2.48E
Q2	2.91A	2.86E
Q3	2.95A	2.88E
04	2.79A	3.02E



Exhibit 1: AbbVie model updatesWe highlight changes in key model parameters below

	2024	E	202	5E
\$ in millions except per share	Prior	Current	Prior	Current
Humira US	\$6,951	\$7,418	\$5,700	\$6,082
Humira OUS	1,804	\$1,863	1,533	\$1,583
Skyrizi	10,324	10,477	11,927	12,105
Rinvoq	4,876	5,244	5,785	6,221
Imbruvica	2,871	2,871	2,386	2,386
Venclexta	2,676	2,554	3,089	2,866
Botox	5,721	5,650	6,080	6,005
Vraylar	3,339	3,318	3,861	3,832
Ubrelvy	954	991	1,053	1,092
Total Revenue	\$53,803	\$54,507	\$57,194	\$57,666
COGS	8,958	8,994	9,151	9,227
SG&A	12,886	12,809	13,955	14,070
R&D	7,048	7,457	7,561	7,727
Net Income	19,592	19,875	21,004	21,101
Non-GAAP EPS	\$11.00	\$11.20	\$11.80	\$11.90

Source: BofA Global Research estimates

BofA GLOBAL RESEARCH

Abbreviations:

I&I: inflammation and immunology IBD: inflammatory bowel disease

1L: first line

BPDCN: blastic plasmacytoid dendritic cell neoplasm wAMD: wet age-related macular degeneration DR: diabetic retinopathy

CGRP: Calcitonin gene-related peptide PCP: primary care physician



Price objective basis & risk

AbbVie (ABBV)

Our \$167 price objective (PO) is based on a 50/50 blended valuation of our DCF and 2025 non-GAAP EPS estimate P/E multiple of 12x (giving a value of \$148). Our 12x P/E multiple lags peers (18.0x) due to concentration risk of the company's assets and LOE concerns to limit significant growth in the future. We assume a 7% WACC and a -1% terminal growth in our estimates to arrive at our \$187 DCF valuation.

Downside risks are underachievement of key growth drivers, clinical pipeline failure(s), and reduced cash flow generation to pay down debt or dividend.

Analyst Certification

I, Geoff Meacham, 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	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
	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



US - Biopharmaceuticals Coverage Cluster

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
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	EXAI US	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	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
	TG Therapeutics	TGTX	TGTX US	Alec W. Stranahan
	United Therapeutics Corporation	UTHR	UTHR US	Greg Harrison, CFA

*IQ*method[™] Measures Definitions

Numerator

Rusiness Performance

Dusilless Feriorillatice	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

Denominator

in method sink 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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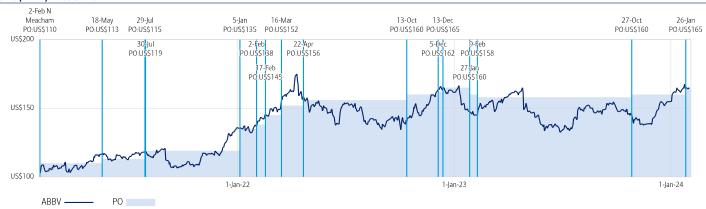
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Disclosures

Important Disclosures

AbbVie (ABBV) 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%
Jnderperform	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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