

## Pfizer

## **Our Conference Takeaways**

Maintain Rating: NEUTRAL | PO: 35.00 USD | Price: 29.58 USD

## Focus on commercial re-organization and execution ahead

Pfizer's conference presentation focused on the company's commercial re-organization, near-term launches, and long-term growth strategy. Specifically, we highlight the company's plans to: 1) focus on its ex-US commercial footprint, 2) reduce COVID product inventory and remove further COVID product uncertainties, and 3) actively manage the company's cost basis along with enhancements to the company's commercial structure. At the center of the company's strategic update is the Seagen deal closure (see our note on the PFE-SGEN deal closure), and recognition that oncology demand has unique characteristics that warrant an end-to-end commercial organization focused solely on oncology, with a focus on R&D output. Looking to 2024 forecasts, we think the midpoint of consensus revenue / non-GAAP EPS expectations look beatable at \$60.2B and \$2.21 and are modeling \$58.2B and \$2.20. Indeed, management affirmed prior guidance, lamenting about the company's confidence in ADC commercial prospects following robust 1L bladder cancer Padcev data and OpEx management, but acknowledging that margins may be pressured by the new product cycle in the near-term. Overall, we think Pfizer's presentation today largely recapitulates the company's prior stance on growth outlook and commercial strategy, which we think will take time to inflect, keeping us sidelined in 2024. Maintain Neutral on PFE, \$35 PO.

## Thoughts on ex-COVID portfolio growth

Pfizer's broad launch portfolio includes 18 new products, including: Elrexfio (myeloma), Velsipity (ulcerative colitis), Litfulo (alopecia) and Abrysvo (RSV vaccine), and line extensions for Xtandi and Braftovi/Mektovi. Company guidance for the new launch portfolio is \$20B, above consensus estimates of ~\$13B, a substantial gap that reflects the Street's skepticism. That said, we'd highlight that the RSV market opportunity may be larger than initially anticipated with Pfizer management calling it a "multi-billion" market opportunity with a planned maternal / pediatric launch in 2H24 to further accelerate growth. On ADC's, the company remains confident in its ability to maximize revenues from ongoing label and geographic expansion of the Seagen portfolio (guidance for \$10B+ peak sales, which we view as lofty). We'd add oncology clinical updates in the next 12-24 months include:1) Tukysa combination data in the maintenance setting for HER2+ breast cancers from HER2CLIMB-05 in (4Q24), 2) pivotal Tukysa data in 1L HER2+ CRC from MOUNTAINEER-03 (4Q25), and 3) pivotal Adcetris data in DLBCL from ECHELON-03 (4Q25).

## Thesis Impact

Having Seagen's pipeline / portfolio and its ADC platform now in-house at Pfizer is a major positive, in our view, but the cadence of new pipeline asset progression will be key. Overall, we think Pfizer has been strategic in deploying COVID cash to fund deals that help the company address its 2025+ LOE pitfall. That said, upside from new launches (including Seagen) and pipeline progression / prioritization will be key to multiple expansion from current levels. We view this as more of a 2025+ dynamic.

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Objective Basis/Risk on page 2.

Equity

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#### Stock Data

 Price
 29.58 USD

 Price Objective
 35.00 USD

 Date Established
 13-Dec-2023

 Investment Opinion
 B-2-7

 52-Week Range
 25.76 USD - 50.26 USD

 Mrkt Val (mn) / Shares Out
 170,109 USD / 5,750.8

 (mn)
 (mn)

Free Float 100.0%

Average Daily Value (mn) 1495.34 USD

BofA Ticker / Exchange PFE / NYS

Bloomberg / Reuters PFE US / PFE.N

ROE (2023E) 8.7%

Net Dbt to Eqty (Dec-2022A) 13.7%

ESGMeter™ High

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#### Abbreviations:

LOE: Loss of exclusivity ADC: antibody drug conjugate RSV: respiratory syncytial virus

P&L: Profit and loss BD: Business development

1L: first line

HER2: human epidermal growth factor receptor 2

CRC: colorectal cancer

DLBCL: diffuse large B cell lymphoma

## Price objective basis & risk

### Pfizer (PFE)

Our \$35/share for Pfizer is based on a 50/50 blended average of our discounted cash flow (DCF) analysis and P/E multiple based on the large cap global therapeutics group. For our DCF, we use a weighted-average cost of capital (WACC) of 7% and 2% terminal growth for an intrinsic value of \$47/share. Our P/E analysis assumes a 10x multiple of our 2024 EPS estimate, which yields a \$22 intrinsic value.

Downside risks: 1) sales downside, 2) inability for pipeline to overcome patent loss of exclusivities (LOEs) after 2025, 3) M&A transactions that are perceived to be value destructive.

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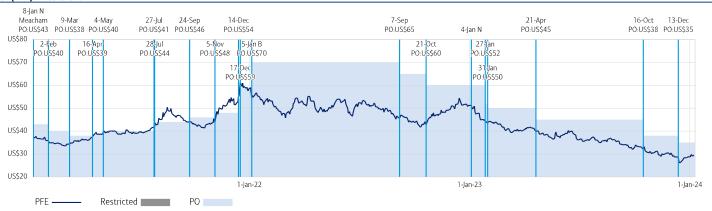
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#### Pfizer (PFE) Price Chart



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

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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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# Investment rating Total return expectation (within 12-month period of date of initial rating) Ratings dispersion guidelines for coverage cluster<sup>82</sup>

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

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