

Genmab

Key takes from CEO sell-side

Maintain Rating: BUY | PO: 2,540 DKK | Price: 1,989 DKK

In focus: M&A, Hexabody CD38 and GEN1046

We provide some quick takes from Genmab's (GMAB) investor meeting: 1) Our greatest focus was further colour on business development intent, given the pivot towards later-stage development/commercial deals. Genmab clarified therapy area focus as 80% focussed on cancer, with a focus on antibody-based approaches. There is also some focus on I&I areas with peak sales in the c\$500m range that are likely too small for big-cap pharma. Genmab noted it had added BD management capability with numerous external hires; 2) Genmab was very vocal that pivot towards M&A had no read into its confidence in Hexabody CD38, where it remains convinced in clinical profile, but decision is with JNJ. Genmab discussed potential for MRD negativity to be used as potential surrogate endpoint for 1L studies and cited potential interest in CD38 being a "Frontrunner" programme; 3) Genmab repeated comments from the FY call on GEN1046. GEN1046 to come at conference 1H24 data (early look abstract, as well as longer follow-up). Single PIII start in 2024, though details being finalised with regulators.

Pipeline progress needed vs Darzalex patent debate

We forecast Darzalex loss of royalty from FY29, important given it is c50% of revenues prior to LOE and obviously a larger EBIT contributor. Pipeline progress through FY24 is imperative to build confidence in growth post Darzalex LOE with focus on two assets in particular. Upcoming data (1) CD38 Hexabody; and 2) 41BB assets makes GMAB a "binary" call in FY24 and each asset briefly discussed below. We maintain our Buy for pipeline optionality from Cd38 and GEN1046

CD38 and GEN1046 in greatest focus; Neither slam dunk

1) Genmab presented dose-expansion data at ASH. GMAB previously provided high-level comments on data noting: a) encouraging efficacy, with >VGPR c40% for CD38 (4 out 11 pts) vs Darzalex prior mid-teens (COLUMBA data); b) On safety, noted 2 grade 5 events not deemed treatment related by DSMB; and 2) On GEN1046, GMAB has final PII data (2L lung) in house and plans to discuss path forward with regulators.

Estimates (Dec) (DKK)	2022A	2023A	2024E	2025E	2026E
EPS (Adjusted)	84.5	66.6	75.9	108	129
EPS Change (YoY)	83.6%	-21.1%	13.9%	41.9%	19.7%
Dividend / Share	0	0	0	0	0
ADR EPS (Adjusted - US\$)	1.19	0.97	1.10	1.56	1.86
ADR Dividend / Share (US\$)	0	0	0	0	0
Valuation (Dec)					
P/E	23.6x	29.8x	26.2x	18.5x	15.4x
EV / EBITDA*	17.7x	20.9x	19.5x	13.9x	11.6x
Free Cash Flow Yield*	2.76%	5.39%	3.77%	5.29%	6.34%
* For full definitions of <i>iQ</i> method SM measures, see page 4.					

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Refer to important disclosures on page 5 to 8. Analyst Certification on page 3. Price
Objective Basis/Risk on page 3.

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19 February 2024

Equity

Sachin Jain, CFA >> Research Analyst MLI (UK) +44 20 7995 9676 s.iain@bofa.com

Graham Parry >> Research Analyst MLI (UK) +44 20 7996 0735 graham.parry@bofa.com

Joe Bowden >> Research Analyst MLI (UK) jbowden@bofa.com

Charlie Haywood >> Research Analyst MLI (UK) charlie.haywood@bofa.com

Stock Data

Price (Common / ADR) 1.989 DKK / 28.71 USD Price Objective 2.540 DKK / 37.00 USD Date Established 18-Jan-2024 / 18-Jan-2024 B-1-9 / B-1-9 Investment Opinion 1,825 DKK-2,947 DKK 52-Week Range Market Value (mn) 131.321 DKK Shares Outstanding (mn) 66.0 / 660.2 Average Daily Value (mn) 42 17 USD Free Float 97.8% BofA Ticker / Exchange GNMSF / CPH BofA Ticker / Exchange GMAB / NAS Bloomberg / Reuters GMAB DC / GMAB.CO ROE (2024E) 15.3% Net Dbt to Eqty (Dec-2023A) -44.9% ESGMeter™ Medium

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See Jargon Buster on page 3

iQprofile[™] Genmab

Key Income Statement Data (Dec)	2022A	2023A	2024E	2025E	2026E
(DKr Millions)					
Sales	14,595	16,474	19,584	24,670	28,360
EBITDA Adjusted	6,573	5,561	5,948	8,390	9,986
Depreciation & Amortization	(216)	(240)	(206)	(227)	(210)
EBIT Adjusted	6,357	5,321	5,742	8,163	9,776
Net Interest & Other Income	678	316	607	711	845
Tax Expense / Benefit	(1,513)	(1,285)	(1,397)	(1,952)	(2,337)
Net Income (Adjusted)	5,522	4,352	4,952	6,922	8,284
Average Fully Diluted Shares Outstanding	66.0	65.9	65.8	64.8	64.8
Key Cash Flow Statement Data					
Net Income (Reported)	5,522	4,352	4,952	6,922	8,284
Depreciation & Amortization	216	240	206	227	210
Change in Working Capital	(1,930)	1,362	(26.1)	(26.3)	(26.6)
Deferred Taxation Charge	0	0	0	0	0
Other CFO	104	1,426	117	0	0
Cash Flow from Operations	3,912	7,380	5,249	7,122	8,468
Capital Expenditure (Acquisition) / Disposal of Investments	(317)	(376)	(357)	(357)	(357)
	(2,405)	(875)	0	0	0
Other CFI Cash Flow from Investing	(39.0) (2,761)	(31.0) (1,282)	(357)	(357)	(357)
Share Issue / (Repurchase)	(908)	(564)	(3,500)	(337)	(337)
Cost of Dividends Paid	(906) NA	(304) NA	(3,300) NA	NA	NA NA
Increase (decrease) debt	160	157	0	0	0
Other CFF	(41.0)	(199)	0	0	0
Cash Flow from Financing	(789)	(606)	(3,500)	0	0
Total Cash Flow (CFO + CFI + CFF)	362	5,492	1,392	6,765	8,111
FX and other changes to cash	574	(518)	0.05	0,703	0,111
Change in Cash	936	4,974	1,392	6,765	8,111
Change in Net Debt	(776)	(4,817)	(1,392)	(6,765)	(8,111)
Net Debt	(9,370)	(14,187)	(15,579)	(22,344)	(30,455)
Key Balance Sheet Data					
Property, Plant & Equipment	799	955	1,161	1,337	1,484
Goodwill	0	0	0	0	0
Other Intangibles	146	101	46.2	0	0
Other Non-Current Assets	956	1,094	1,094	1,094	1,094
Trade Receivables	6,053	5,004	5,054	5,105	5,156
Cash & Equivalents	9,893	14,867	16,259	23,024	31,135
Other Current Assets	12,431	13,268	13,268	13,268	13,268
Total Assets	30,278	35,289	36,882	43,828	52,137
Long-Term Debt	523	680	680	680	680
Other Non-Current Liabilities	491	515	515	515	515
Short-Term Debt	0	0	0	0	0
Other Current Liabilities	1,823	2,484	2,625	2,649	2,674
Total Liabilities	2,837	3,679	3,820	3,844	3,869
Total Equity	27,441	31,610	33,062	39,984	48,268
Total Equity & Liabilities	30,278	35,289	36,882	43,828	52,137
Business Performance*					
Return On Capital Employed	20.4%	15.8%	14.7%	18.2%	18.2%
Return On Equity	22.2%	14.7%	15.3%	19.0%	18.8%
Operating Margin	43.6%	32.3%	29.3%	33.1%	34.5%
Free Cash Flow (MM)	3,595	7,004	4,892	6,765	8,111
Quality of Earnings*					
Cash Realization Ratio	0.71x	1.70x	1.06x	1.03x	1.02x
Asset Replacement Ratio	2.17x	2.03x	2.37x	1.98x	1.70x
Tax Rate	21.5%	22.8%	22.0%	22.0%	22.0%
Net Debt/Equity	-34.1%	-44.9%	-47.1%	-55.9%	-63.1%
Interest Cover	NM	NM	NM	NM	NM
* For full definitions of <i>IQ</i> method SM measures, see page 4					

^{*} For full definitions of *IQ*method^{≤M} measures, see page 4.

Company Sector

Pharmaceuticals

Company Description

Genmab is a Danish antibody company that uses its proprietary technology to generate fully human antibodies to disease targets provided by its collaborators. The company receives royalties on Arzerra (ofatumumab, anti-CD-20). Its most exciting asset is Darzalex, anti-CD-38 for multiple myeloma (MM). Darzalex is launched in relapsed MM and is also in the pipeline for earlier lines of therapy and solid tumours. Genmab has a number of partnerships with large biotech/big cap pharma.

Investment Rationale

Our Buy rating is driven by valuation upside potential and mid-term pipeline upside potential.

Stock Data

Shares / ADR	0.10
Price to Book Value	3.9x

Quarterly Earnings Estimates

	2023	2024
Q1	3.46A	9.90E
Q2	20.80A	19.09E
Q3	32.60A	21.21E
Q4	9.88A	25.87E



Jargon Buster

ASH American society of haematology

BD business development

DSMB data safety monitoring board

I&I immunology and inflammation

JNJ Johnson and Johnson

LOE loss of exclusivity

MRD minimal residual disease

PIII phase III

Pts patients

VGPR very good partial response

Price objective basis & risk

Genmab (GNMSF / GMAB)

Our DKK2540 PO (ADR: US\$37) is DCF-based given expected earnings volatility over the coming years driven by lumpy milestone payments. Assumptions: 1) a discount rate of 8.5% given the focus on lower-risk antibodies and significant portion of the pipeline partnered with big caps: 2) a terminal growth rate of 3%: 3) Individual assets valued based on a sum-of-the-parts.

Upside risks to our PO are increased sales from key assets, increased penetration of biologics, pipeline success (focus on epcoritamab).

Downside risks to our PO are Darzalex commercial execution, clinical trial failure, failure of management to deliver additional partnership deals/progress assets through the pipeline, risk of litigation, adverse currency moves.

Analyst Certification

I, Sachin Jain, CFA, 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.

EMEA - Pharma & Biotech Coverage Cluster

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
BUY				
	AstraZeneca	AZN	AZN US	Sachin Jain, CFA
	AstraZeneca	AZNCF	AZN LN	Sachin Jain, CFA
	Genmab	GNMSF	GMAB DC	Sachin Jain, CFA
	Genmab	GMAB	GMAB US	Sachin Jain, CFA
	Grifols S.A.	GIFLF	GRF SM	Graham Parry
	Grifols S.A B	GRFS	GRFS US	Graham Parry
	Grifols S.A B	GIFOF	GRF/P SM	Graham Parry
	Lonza AG	LZAGF	LONN SW	Charlie Haywood
	Lonza AG	LZAGY	LZAGY US	Charlie Haywood
	Merck KGaA	MKGAF	MRK GY	Sachin Jain, CFA
	Merck KGaA	MKKGY	MKKGY US	Sachin Jain, CFA
	Novartis	NVSEF	NOVN SW	Graham Parry
	Novartis	NVS	NVS US	Graham Parry
	Novo Nordisk	NONOF	NOVOB DC	Sachin Jain, CFA
	Novo Nordisk	NVO	NVO US	Sachin Jain, CFA



EMEA - Pharma & Biotech Coverage Cluster

Investment rating	Company	BofA Ticker	Bloomberg symbol	Analyst
	Sandoz Group AG	SDZXF	SDZ SW	Graham Parry
	Sandoz Group AG	SDZNY	SDZNY US	Graham Parry
	Sanofi	SNYNF	SAN FP	Graham Parry
	Sanofi	SNY	SNY US	Graham Parry
	Sartorius AG	SUVPF	SRT3 GY	Charlie Haywood
NEUTRAL				
	H. Lundbeck A/S	HLUKF	HLUNB DC	Sachin Jain, CFA
	lpsen	IPSEF	IPN FP	Sachin Jain, CFA
	Roche Holdings	RHHBF	ROG SW	Sachin Jain, CFA
	Roche Holdings	RHHBY	RHHBY US	Sachin Jain, CFA
UNDERPERFORM				
	Bayer	BAYZF	BAYN GY	Sachin Jain, CFA
	Bayer	BAYRY	BAYRY US	Sachin Jain, CFA
	GSK Plc	GSK	GSK US	Graham Parry
	GSK Plc	GLAXF	GSK LN	Graham Parry
	Orion	ORINF	ORNBV FH	Graham Parry
	UCB	UCBJF	UCB BB	Graham Parry
	UCB	UCBJY	UCBJY US	Graham Parry
RVW				
	Idorsia	IDRSF	IDIA SW	Sachin Jain, CFA

IQmethod[™] 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
D		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	FBIT	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
LV/ LDITO!	Enterprise value	busic Ebri - Bepreciation - Amorazation

Method ** 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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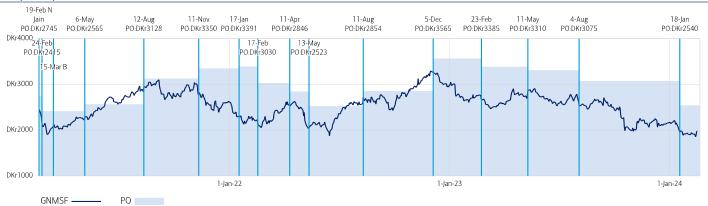
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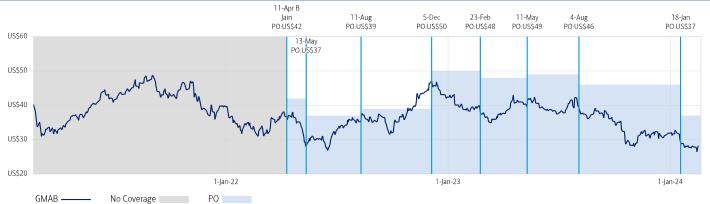
Genmab (GNMSF) Price Chart



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.

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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%

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%

 Underperform
 N/A
 ≥ 20%

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