



Amgen Inc (AMGN)

Updated February 3rd, 2021 by Nathan Parsh

Key Metrics

Current Price:	\$232	5 Year CAGR Estimate:	10.0%	Market Cap:	\$140 billion
Fair Value Price:	\$213	5 Year Growth Estimate:	9.0%	Ex-Dividend Date:	2/11/2021
% Fair Value:	109%	5 Year Valuation Multiple Estimate:	-1.7%	Dividend Payment Date:	3/8/2021
Dividend Yield:	3.0%	5 Year Price Target	\$327	Years Of Dividend Growth:	10
Dividend Risk Score:	B	Retirement Suitability Score:	B	Last Dividend Increase:	10.3%

Overview & Current Events

Amgen is the largest independent biotech company in the world. Amgen discovers, develops, manufactures and sells medicines that treat serious illnesses. The company focuses on six therapeutic areas: cardiovascular disease, oncology, bone health, neuroscience, nephrology, and inflammation. Amgen generates more than \$26 billion in annual revenues. Founded in 1980, the company began with just three employees. Today Amgen has more than 23,000 employees and operates in approximately 100 countries.

Amgen reported fourth quarter and full year earnings results on 2/2/2021. Revenue grew 6.9% to \$6.63 billion, which was \$60 million above estimates. Adjusted net income increased 3% to \$2.2 billion, but adjusted earnings-per-share improved 5% to \$3.81 due to a lower share count and topped estimates by \$0.47. For the year, revenue grew 9% to \$25.4 billion. Adjusted net income increased 8% to \$9.8 billion, but adjusted earnings-per-share grew 12% to \$16.60, again due to a lower share count and was \$0.62 ahead of our estimates.

Product revenue grew 8% as 13% volume growth were offset by lower selling prices. For the year, product sales grew 9% as 15% volume growth more than overcame lower net selling prices. Sales for *Enbrel*, which treats rheumatoid arthritis and remains Amgen's top grossing product, fell 5% for the quarter due to lower volumes as the rheumatology segment contracted due to COVID-19. This marks the third consecutive quarter of lower sales for the drug. *Neulasta*, which is now Amgen's third top grossing product, decreased 19% due to lower selling prices and weaker demand. Amgen expects this pressure to remain in the coming quarters due to biosimilar competition. *Prolia*, which treats osteoporosis and is now the company's second best-selling product, were flat. This was due to fewer patient starts related to COVID-19 and repeat customers fell due to the six-month dosing regimen for the drug. Osteoporosis diagnoses in the U.S. are at ~80% of pre-COVID-19 levels, up from 70% in the third quarter. Sales for *Repatha*, which is used to control cholesterol, grew 27% year-over-year due to a 49% improvement in volumes. Amgen reduced prices for *Repatha* in 2018 and this has allowed the product to capture market share. *Otezla*, which is used to treat inflammatory diseases, generated \$538 million of sales, more than triple from the prior year. *Otezla* is the fourth bestselling product in the company's portfolio. Amgen expects to see the product to expand to treat mild-to-moderate psoriasis in the U.S. and other geographies. *Otezla* was acquired from Celgene as part of that company's merger with Bristol-Myers Squibb (BMY). Amgen repurchased 5.3 million shares at an average price of \$226 during the quarter. For the full year, the company retired 15.2 million shares at an average price of \$230. Amgen has \$3 billion remaining under its existing share repurchase authorization. The company ended the year with \$10.6 billion of cash and cash equivalents.

For 2021, Amgen expects revenue of \$25.8 billion to \$26.6 billion and adjusted earnings-per-share of \$16.00 to \$17.00.

Growth on a Per-Share Basis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
EPS	\$5.25	\$6.46	\$7.60	\$8.70	\$10.38	\$11.65	\$12.58	\$14.40	\$14.82	\$16.60	\$16.50	\$25.39
DPS	\$0.56	\$1.44	\$1.88	\$2.44	\$3.16	\$4.00	\$4.60	\$5.28	\$5.80	\$6.40	\$7.04	\$10.83
Shares¹	796	756	755	760	754	738	720	640	598	585	585	560

¹ Share count in millions

Disclosure: This analyst has a long position in the security discussed in this research report.



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Amgen's earnings not only held up during the last recession, but grew. Over the last ten years, the company has grown earnings at a rate of 12.2% per year. We expect earnings-per-share to grow at a more modest rate of 9% annually due to strength in new products and share repurchases. Amgen has been aggressively repurchasing its own shares. The company retired 3% of outstanding shares annually from 2011 and 2020.

Valuation Analysis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	Now	2026
Avg. P/E	10.7	11.8	13.7	15.1	15.2	13.4	13.6	13.4	16.3	13.8	14.1	12.9
Avg. Yld.	1.0%	1.9%	1.8%	1.9%	2.0%	2.6%	2.7%	2.8%	2.4%	2.8%	3.0%	3.3%

Shares of Amgen have increased \$17, or 7.9%, since our 10/30/2020 update. Based off of initial guidance for 2021, Amgen trades with a multiple of 14.1 times earnings. The ten-year average price-to-earnings multiple is 12.9, which we see as fair value. If shares were to revert to our target multiple by 2026, then valuation would be a 1.7% headwind to annual returns over this period of time. Even with double-digit earnings growth, Amgen has never seen its price-to-earnings multiple expand to very high levels. The market seems to understand that some of the company's bestselling drugs have declining revenues and valuations have remained subdued as a result.

Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
Payout	11%	22%	25%	28%	30%	34%	37%	37%	39%	39%	43%	43%

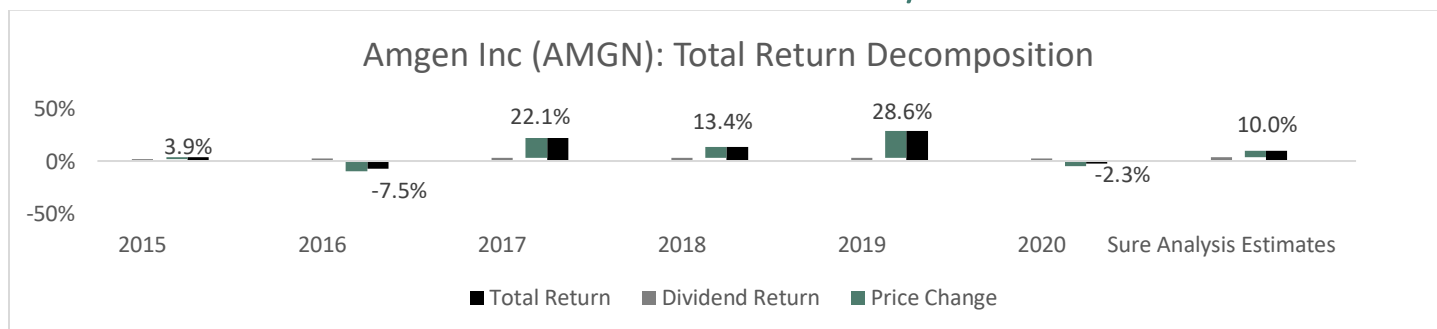
Amgen's profitability held up very well during the last recession. Companies in the health care sector are often recession resistant as people will seek treatment for their health issues regardless of economic conditions. The company also has a very low payout ratio that will allow it to continue to raise its dividend going forward, even in a prolonged recession.

Amgen is the largest biotech company in the world, giving it size and scale over its peers. This allows the company to reduce net selling price on products, such as with *Repatha*, to take market share. Another key competitive advantage Amgen has over its peers is the company's ability to bring new products to market. The company launched nine new products in 2018 and reduced its development cycle timeline by 36 months. Amgen spent 17.4% of 2020 sales on R&D.

Final Thoughts & Recommendation

After fourth quarter earnings results, Amgen is now projected to offer a total annual return of 10% through 2026, down slightly from our previous estimate of 10.8%. *Enbrel* and *Neulasta* continue to face headwinds and COVID-19 also impacted growth in other areas. Under more normal circumstances, Amgen's newer products are producing robust growth rates. We have increased our 2026 price target \$10 due to 2026 EPS estimates and maintain our buy rating on Amgen due to projected returns.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Revenue	15,582	17,265	18,676	20,063	21,662	22,991	22,849	23,747	23,362	25,424
Gross Profit	12,874	14,066	15,330	15,641	17,435	18,829	18,780	19,646	19,006	19,265
Gross Margin	82.6%	81.5%	82.1%	78.0%	80.5%	81.9%	82.2%	82.7%	81.4%	75.8%
SG&A Exp.	4,499	4,814	5,184	4,699	4,846	5,062	4,870	5,332	5,150	5,730
D&A Exp.	1,060	1,088	1,286	2,092	2,108	2,105	1,955	1,946	2,206	
Operating Profit	4,312	5,577	5,867	6,191	8,470	9,794	9,973	10,263	9,674	9,139
Op. Margin	27.7%	32.3%	31.4%	30.9%	39.1%	42.6%	43.6%	43.2%	41.4%	35.9%
Net Profit	3,683	4,345	5,081	5,158	6,939	7,722	1,979	8,394	7,842	7,264
Net Margin	23.6%	25.2%	27.2%	25.7%	32.0%	33.6%	8.7%	35.3%	33.6%	28.6%
Free Cash Flow	4,552	5,168	5,598	7,949	9,137	9,616	10,513	10,558	8,532	10,497
Income Tax	467	664	184	427	1,039	1,441	7,618	1,151	1,296	869

Balance Sheet Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Total Assets	48,871	54,298	66,125	69,009	71,449	77,626	79,954	66,416	59,707	62,948
Cash & Equivalents	6,946	3,257	3,805	3,731	4,144	3,241	3,800	6,945	6,037	
Acc. Receivable	2,896	2,518	2,697	2,546	2,995	3,165	3,237	3,580	4,057	4,525
Inventories	2,484	2,744	3,019	2,647	2,435	2,745	2,834	2,940	3,584	3,893
Goodwill & Int.	14,334	16,630	28,230	27,481	26,428	25,030	23,370	22,142	34,116	31,276
Total Liabilities	29,842	35,238	44,029	43,231	43,366	47,751	54,713	53,916	50,034	53,539
Accounts Payable	642	905	787	995	965	917	1,352	1,207	1,371	
Long-Term Debt	21,428	26,529	32,128	30,715	31,429	34,596	35,342	33,929	29,903	32,986
Total Equity	19,029	19,060	22,096	25,778	28,083	29,875	25,241	12,500	9,673	9,409
D/E Ratio	1.13	1.39	1.45	1.19	1.12	1.16	1.40	2.71	3.09	3.51

Profitability & Per Share Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Return on Assets	8.0%	8.4%	8.4%	7.6%	9.9%	10.4%	2.5%	11.5%	12.4%	11.8%
Return on Equity	17.1%	22.8%	24.7%	21.5%	25.8%	26.6%	7.2%	44.5%	70.7%	76.1%
ROIC	9.5%	10.1%	10.2%	9.3%	12.0%	12.5%	3.2%	15.7%	18.2%	17.7%
Shares Out.	796	756	755	760	754	738	720	640	598	585
Revenue/Share	17.09	21.94	24.41	26.06	28.28	30.49	31.09	35.71	38.36	43.09
FCF/Share	4.99	6.57	7.32	10.32	11.93	12.75	14.30	15.88	14.01	17.79

Note: All figures in millions of U.S. Dollars unless per share or indicated otherwise.

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