# Q1 ’24 Earnings Call

May 2, 2024

# Safe Harbor Statement

This presentation contains forward-looking statements that are based on the current expectations and beliefs of Amgen. All statements, other than statements of historical fact, are statements that could be deemed forward-looking statements, including any statements on the outcome, benefits and synergies of collaborations, or potential collaborations, with any other company (including BeiGene, Ltd. or Kyowa Kirin Co., Ltd.), the performance of Otezla® (apremilast) (including anticipated Otezla sales growth and the timing of non-GAAP EPS accretion), our acquisitions of Teneobio, Inc., ChemoCentryx, Inc., or Horizon Therapeutics plc (including the prospective performance and outlook of Horizon's business, performance and opportunities, any potential strategic benefits, synergies or opportunities expected as a result of such acquisition, and any projected impacts from the Horizon acquisition on our acquisition-related expenses going forward), as well as estimates of revenues, operating margins, capital expenditures, cash, other financial metrics, expected legal, arbitration, political, regulatory or clinical results or practices, customer and prescriber patterns or practices, reimbursement activities and outcomes, effects of pandemics or other widespread health problems on our business, outcomes, progress, and other such estimates and results. Forward-looking statements involve significant risks and uncertainties, including those discussed below and more fully described in the Securities and Exchange Commission (SEC) reports filed by Amgen, including our most recent annual report on Form 10-K and any subsequent periodic reports on Form 10-Q and current reports on Form 8-K. Unless otherwise noted, Amgen is providing this information as of the date of this presentation and does not undertake any obligation to update any forward-looking statements contained in this document as a result of new information, future events or otherwise.

No forward-looking statement can be guaranteed and actual results may differ materially from those we project. Our results may be affected by our ability to successfully market both new and existing products domestically and internationally, clinical and regulatory developments involving current and future products, sales growth of recently launched products, competition from other products including biosimilars, difficulties or delays in manufacturing our products and global economic conditions. In addition, sales of our products are affected by pricing pressure, political and public scrutiny and reimbursement policies imposed by third-party payers, including governments, private insurance plans and managed care providers and may be affected by regulatory, clinical and guideline developments and domestic and international trends toward managed care and healthcare cost containment. Furthermore, our research, testing, pricing, marketing and other operations are subject to extensive regulation by domestic and foreign government regulatory authorities. We or others could identify safety, side effects or manufacturing problems with our products, including our devices, after they are on the market. Our business may be impacted by government investigations, litigation and product liability claims. In addition, our business may be impacted by the adoption of new tax legislation or exposure to additional tax liabilities. If we fail to meet the compliance obligations in the corporate integrity agreement between us and the U.S. government, we could become subject to significant sanctions. Further, while we routinely obtain patents for our products and technology, the protection offered by our patents and patent applications may be challenged, invalidated or circumvented by our competitors, or we may fail to prevail in present and future intellectual property litigation. We perform a substantial amount of our commercial manufacturing activities at a few key facilities, including in Puerto Rico, and also depend on third parties for a portion of our manufacturing activities, and limits on supply may constrain sales of certain of our current products and product candidate development. An outbreak of disease or similar public health threat, such as COVID-19, and the public and governmental effort to mitigate against the spread of such disease, could have a significant adverse effect on the supply of materials for our manufacturing activities, the distribution of our products, the commercialization of our product candidates, and our clinical trial operations, and any such events may have a material adverse effect on our product development, product sales, business and results of operations. We rely on collaborations with third parties for the development of some of our product candidates and for the commercialization and sales of some of our commercial products. In addition, we compete with other companies with respect to many of our marketed products as well as for the discovery and development of new products. Discovery or identification of new product candidates or development of new indications for existing products cannot be guaranteed and movement from concept to product is uncertain; consequently, there can be no guarantee that any particular product candidate or development of a new indication for an existing product will be successful and become a commercial product. Further, some raw materials, medical devices and component parts for our products are supplied by sole third-party suppliers. Certain of our distributors, customers and payers have substantial purchasing leverage in their dealings with us. The discovery of significant problems with a product similar to one of our products that implicate an entire class of products could have a material adverse effect on sales of the affected products and on our business and results of operations. Our efforts to collaborate with or acquire other companies, products or technology, and to integrate the operations of companies or to support the products or technology we have acquired, may not be successful. There can be no guarantee that we will be able to realize any of the strategic benefits, synergies or opportunities arising from the Horizon acquisition, and such benefits, synergies or opportunities may take longer to realize than expected. We may not be able to successfully integrate Horizon, and such integration may take longer, be more difficult or cost more than expected. A breakdown, cyberattack or information security breach of our information technology systems could compromise the confidentiality, integrity and availability of our systems and our data. Our stock price is volatile and may be affected by a number of events. Our business and operations may be negatively affected by the failure, or perceived failure, of achieving our environmental, social and governance objectives. The effects of global climate change and related natural disasters could negatively affect our business and operations. Global economic conditions may magnify certain risks that affect our business. Our business performance could affect or limit the ability of our Board of Directors to declare a dividend or our ability to pay a dividend or repurchase our common stock. We may not be able to access the capital and credit markets on terms that are favorable to us, or at all.

This presentation includes GAAP and non-GAAP financial measures. In accordance with the requirements of SEC Regulation G, reconciliations between these two measures, if these slides are in hard copy, accompany the hard copy presentation or, if these slides are delivered electronically, are available on the Company's website at www.amgen.com within the Investors section.

# Agenda

| | |
|---|---|
| Introduction | Justin Claeys |
| Opening Remarks | Bob Bradway |
| Research & Development Update | Jay Bradner |
| Global Commercial Update | Murdo Gordon |
| Rare Disease Update | Vikram Karnani |
| Q1 '24 Results and Outlook | Peter Griffith |
| Q&A | All |

# Strong Long-term Growth Outlook Driven by Innovative Pipeline and Marketed Products

- Delivered strong revenue growth across our four pillars, with 10 brands achieving double-digit volume growth in Q1 2024
- Expanded our international business and reached more patients with 17% ex-U.S. volume growth
- Advanced innovative pipeline with multiple potentially first-in-class and/or best-in-class medicines
- Invested $1.3B in research and development, while leveraging technology and artificial intelligence across the enterprise

# Global Commercial Update

# Q1 '24 Global Commercial Update

## $ Millions, Net Sales

| | Q1 '24 | | | Q1 '23 | YoY |
|---|---|---|---|---|---|
| | U.S. | ROW | Total | Total | Total |
| Repatha® | 273 | 244 | 517 | 388 | 33% |
| Prolia® | 657 | 342 | 999 | 927 | 8% |
| EVENITY® | 236 | 106 | 342 | 254 | 35% |
| BLINCYTO® | 153 | 91 | 244 | 194 | 26% |
| Vectibix® | 120 | 127 | 247 | 233 | 6% |
| KYPROLIS® | 234 | 142 | 376 | 358 | 5% |
| LUMAKRAS®/LUMYKRAS™ | 53 | 29 | 82 | 74 | 11% |
| XGEVA® | 366 | 195 | 561 | 536 | 5% |
| Nplate® | 190 | 127 | 317 | 362 | (12%) |
| MVASI® | 105 | 97 | 202 | 202 | —% |
| TEZSPIRE® | 173 | — | 173 | 96 | 80% |
| Otezla® | 293 | 101 | 394 | 392 | 1% |
| Enbrel® | 561 | 6 | 567 | 579 | (2%) |
| AMJEVITA®/AMGEVITA™ | 30 | 138 | 168 | 164 | 2% |
| TEPEZZA®** | 419 | 5 | 424 | — | N/A |
| KRYSTEXXA®** | 235 | — | 235 | — | N/A |
| UPLIZNA®** | 70 | 10 | 80 | — | N/A |
| TAVNEOS® | 45 | 6 | 51 | 23 | * |
| Ultra rare products** | 166 | 3 | 169 | — | N/A |
| EPOGEN® | 41 | — | 41 | 60 | (32%) |
| Aranesp® | 100 | 249 | 349 | 355 | (2%) |
| Parsabiv® | 65 | 40 | 105 | 91 | 15% |
| Neulasta® | 87 | 31 | 118 | 249 | (53%) |
| Other products*** | 301 | 56 | 357 | 309 | 16% |
| Total Product Sales | $4,973 | $2,145 | $7,118 | $5,846 | 22% |
| Total Revenue | | | $7,447 | $6,105 | 22% |

*Change in excess of 100%*

***Horizon-acquired products, and the Ultra rare products consist of RAVICTI®, PROCYSBI®, ACTIMMUNE®, BUPHENYL®, and QUINSAIR®.*

****Consists of (i) KANJINTI®, Aimovig®, RIABNI®, Corlanor®, NEUPOGEN®, AVSOLA®, IMLYGIC®, Sensipar®/Mimpara™, BEKEMV™, and WEZLANA™/WEZENLA™, where Biosimilars total $176 million in Q1 '24 and $121 million in Q1 '23; and (ii) Horizon-acquired products including RAYOS®, PENNSAID®, and DUEXIS®.*

*N/A = not applicable*





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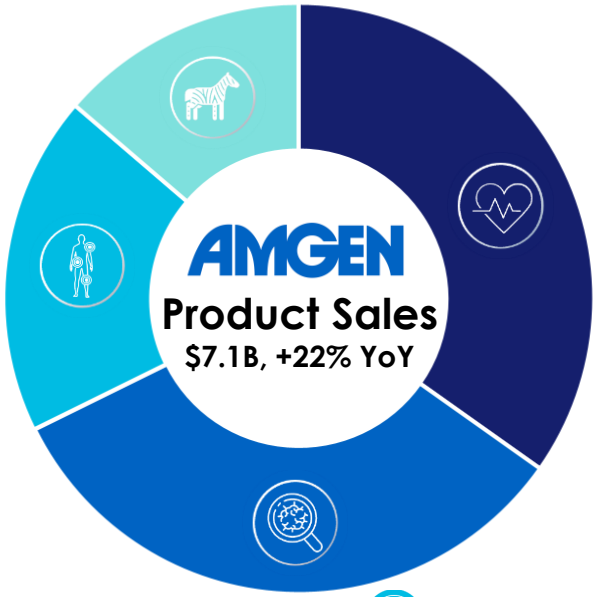
# Product Sales Increased 22% YoY in Q1, Driven by 25% Volume Growth




General Medicine
Inflammation
Oncology
Rare Disease

## Highlights

- Ten products delivered at least double-digit volume growth in Q1, including Repatha®, TEZSPIRE®, EVENITY®, BLINCYTO®, and TAVNEOS®.
- U.S. volume grew 29% and ex-U.S. volume grew 17%.





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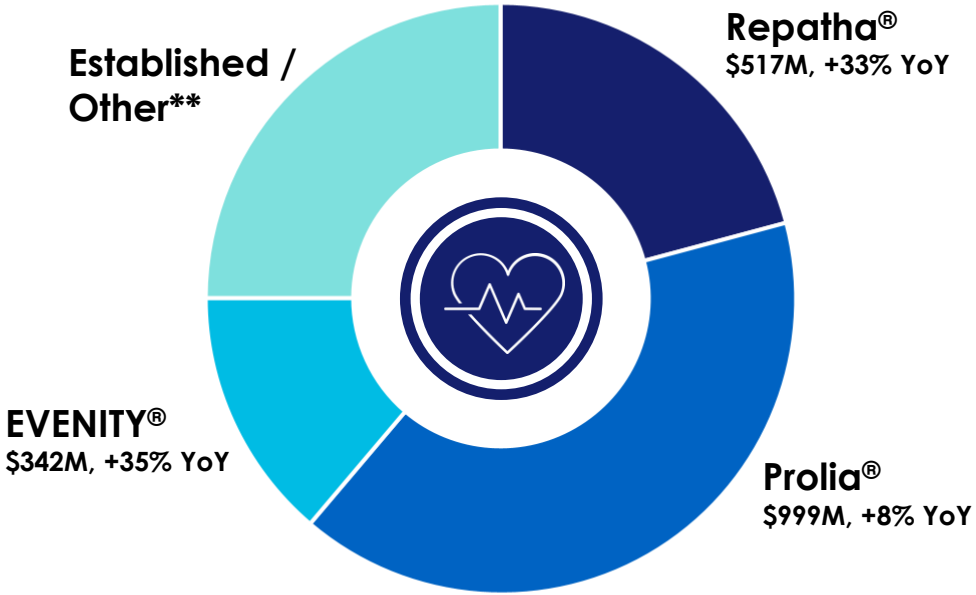
# General Medicine Generated Over $2B of Sales in Q1




## Highlights

- **Repatha® sales increased 33% YoY, driven by 44% volume growth, partially offset by 13% lower net selling price*.**
- **Prolia® sales increased 8% YoY, primarily driven by volume growth.**
- **EVENITY® sales increased 35% YoY, primarily driven by volume growth.**

*EVENITY® is developed and commercialized in collaboration with UCB globally, as well as our collaboration partner Astellas in Japan.*
**Net selling price represents the impact of list price changes as well as contracting and access changes.*
***Established / Other consists of EPOGEN®, Aranesp®, Parsabiv®, Aimovig®, Corlanor®, and Sensipar®/Mimpara™.*





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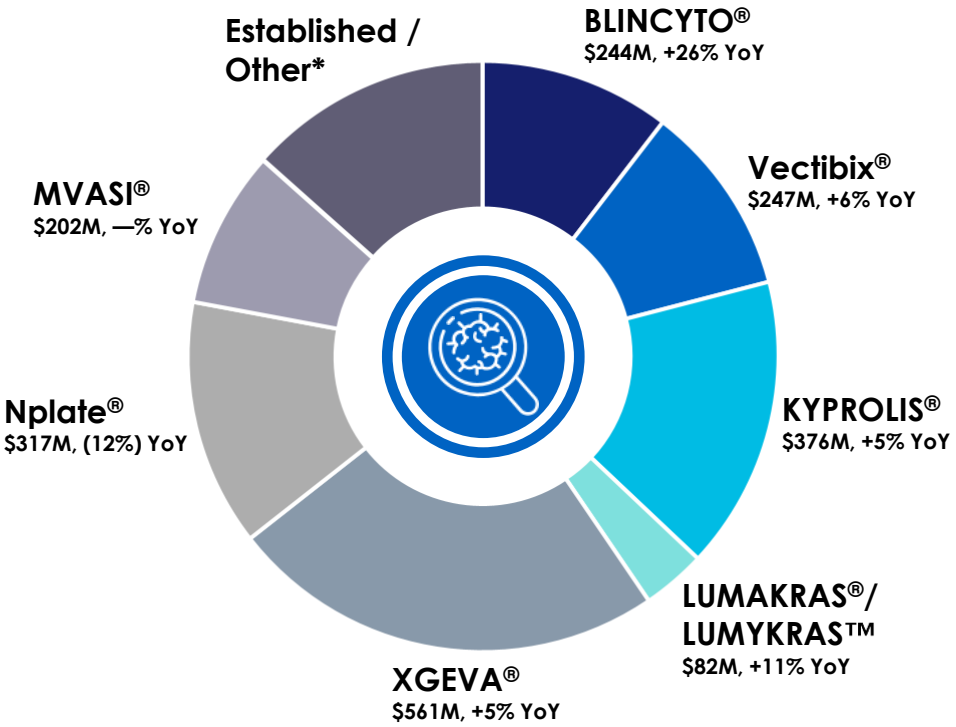
# Oncology Generated Over $2B of Sales in Q1




## Highlights

- **BLINCYTO® sales increased 26% YoY, driven by broad prescribing across academic and community segments for patients with B-cell precursor acute lymphoblastic leukemia.**
- **Excluding a U.S. government order of $82 million in Q1'23, Nplate® sales grew 13% YoY, primarily driven by volume growth.**

**Established / Other consists of Neulasta®, KANJINTI®, RIABNI®, NEUPOGEN®, and IMLYGIC®.*





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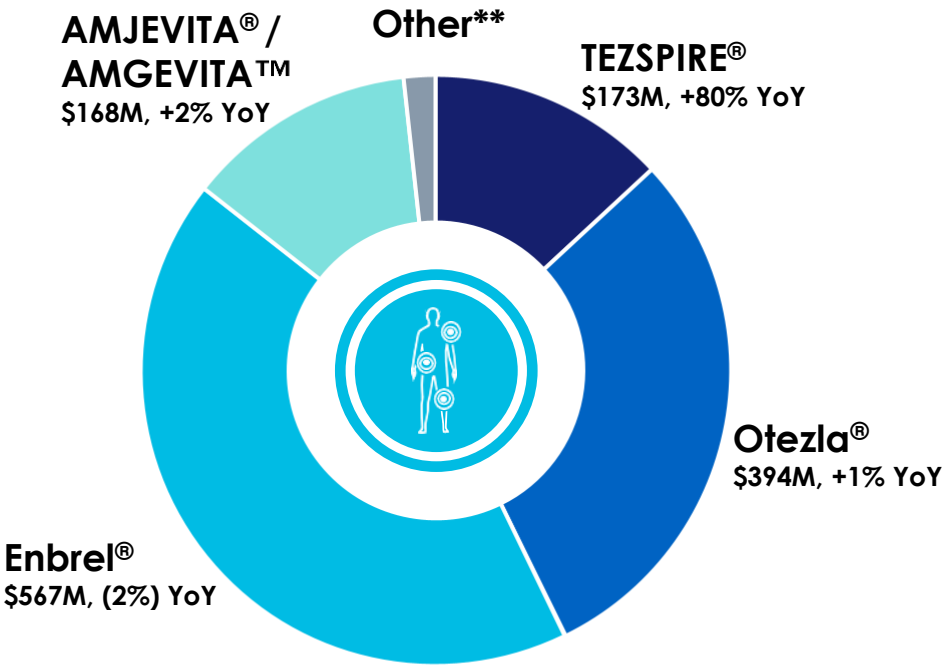
# Inflammation Generated Over $1B of Sales in Q1




## Highlights

- **TEZSPIRE®'s unique, differentiated profile has broad potential to treat 2.5 million patients worldwide with severe uncontrolled asthma.**
- **Otezla® sales increased 1% YoY.**
- **Enbrel® sales decreased 2% YoY, driven by volume decline, partially offset by higher inventory levels*.**

*TEZSPIRE® is developed in collaboration with AstraZeneca.*
**Inventory represents wholesaler and, based on prescription data, end-user inventories.*
***Other consists of AVSOLA® and WEZLANA™/WEZENLA™.*





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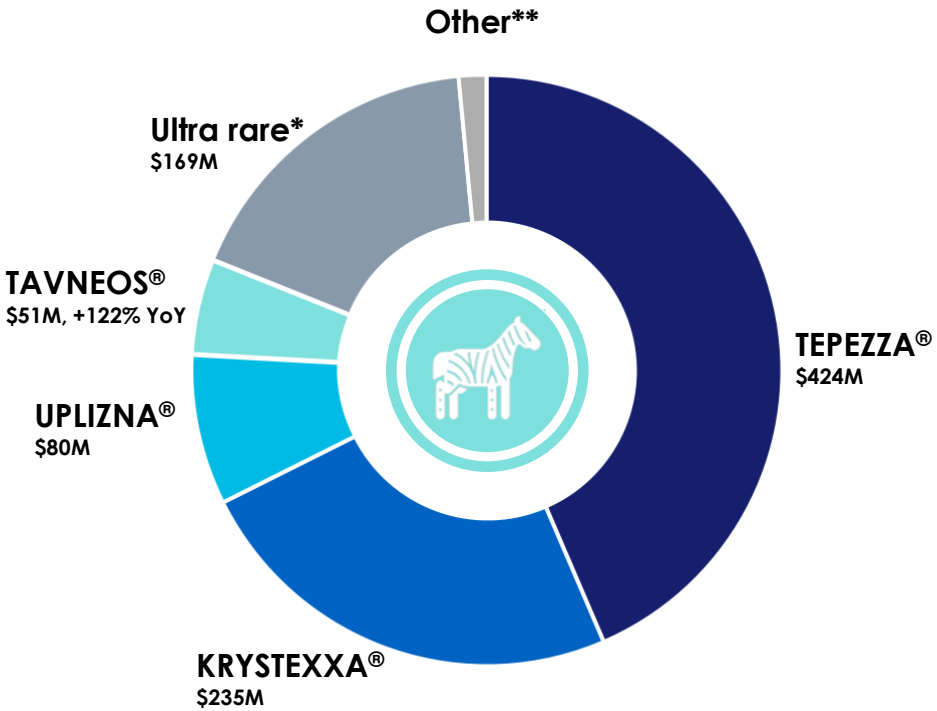
# Rare Disease Generated Over $950M of Sales in Q1




## Highlights

- **Products added through our Horizon acquisition include TEPEZZA®, KRYSTEXXA®, UPLIZNA®, and Ultra rare*.**
- **TAVNEOS® sales increased 122% YoY, driven by volume growth.**

**Ultra rare products consist of RAVICTI®, PROCYSBI®, ACTIMMUNE®, BUPHENYL®, and QUINSAIR®.*
***Other consists of BEKEMV™, RAYOS®, PENNSAID®, and DUEXIS®.*





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# R&D Update

# Pipeline in General Medicine Focused on Potentially Best-in-class Therapies in Large Patient Populations

## GENERAL MEDICINE: SELECTED PIPELINE PROGRAMS

### MariTide (maridebart cafraglutide, AMG 133)

- A Phase 2 study of MariTide, a multispecific molecule that inhibits the gastric inhibitory polypeptide receptor (GIPR) and activates the glucagon like peptide 1 (GLP-1) receptor, in adults with overweight or obesity with or without type 2 diabetes mellitus is ongoing, with topline data anticipated in late 2024.
- Planning for a comprehensive Phase 3 program across multiple indications remains on track.

### AMG 786

- A Phase 1 study of AMG 786, a small molecule obesity program, is complete.

# Pipeline in General Medicine Focused on Potentially Best-in-class Therapies in Large Patient Populations

## GENERAL MEDICINE: SELECTED PIPELINE PROGRAMS (Continued)

### Olpasiran

- Ocean(a)-Outcomes trial, a Phase 3 cardiovascular outcomes study of olpasiran, a potentially best-in-class siRNA molecule that reduces Lp(a), is **fully enrolled**.

### Repatha®

- EVOLVE-MI, a Phase 4 study of Repatha® administered within 10 days of an acute myocardial infarction to reduce the risk of CV events, continues to **enroll** patients.
- VESALIUS-CV, a Phase 3 CV outcomes study of Repatha® in patients at high CV risk without prior myocardial infarction or stroke, is **ongoing**.

*siRNA = small interfering ribonucleic acid; Lp(a) = lipoprotein (a); CV = cardiovascular.*





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# Pipeline in Oncology Focused on High-Conviction Targets, Differentiated Therapies, and Large Effect Size

## ONCOLOGY: SELECTED PIPELINE PROGRAMS

**Tarlatamab**

- Priority regulatory review underway in advanced SCLC with **June 12 PDUFA date**.
- **Advancing** a comprehensive global clinical development program in earlier stages of SCLC.

**BLINCYTO®**

- Priority regulatory review underway in earlier disease for CD19-positive B-ALL with **June 21 PDUFA date**.
- **Advancing** into first-line B-ALL and developing subcutaneous administration.

**Xaluritamig**

- Phase 1 study of monotherapy and combination therapy in mCRPC cancer is **advancing**.
- Additional studies **planned** in patients with early prostate cancer.

*SCLC = small cell lung cancer; PDUFA = Prescription Drug User Fee Act; CD19 = cluster of differentiation 19; B-ALL = B-cell precursor acute lymphoblastic leukemia; mCRPC = metastatic castrate resistant prostate cancer . Xaluritamig, formerly AMG 509, is being developed pursuant to a research collaboration with Xencor, Inc..*





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# Pipeline in Oncology Focused on High-Conviction Targets, Differentiated Therapies, and Large Effect Size

## ONCOLOGY: SELECTED PIPELINE PROGRAMS (Continued)

### AMG 193

- A Phase 1/1b/2 study **continues** to enroll patients with advanced MTAP-null solid tumors in the dose-expansion portion of the study.
- Two additional Phase 1b studies of AMG 193 alone or in combination with other therapies in patients with advanced MTAP-null solid tumors were **initiated**.
- A Phase 1/2 study of AMG 193 in combination with IDE397, is **enrolling** patients.

### Nplate®

- A Phase 3 study of Nplate® in chemotherapy-induced thrombocytopenia in gastrointestinal, pancreatic, or colorectal malignancies is **fully enrolled**. Data readout is anticipated in **H2 2024.**

*MTAP = methylthioadenosine phosphorylase.*
*IDE397 is an investigational MAT2A inhibitor from IDEAYA Biosciences.*





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# Pipeline in Oncology Focused on High-Conviction Targets, Differentiated Therapies, and Large Effect Size

## ONCOLOGY: SELECTED PIPELINE PROGRAMS (Continued)

**LUMAKRAS®**

- **Advancing** Phase 3 studies in first-line non-small cell lung cancer and first-line colorectal cancer.

**Bemarituzumab**

- **Enrolling** Phase 3 studies in first-line gastric cancer.





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# Pipeline in Inflammation Focused on Difficult-to-treat Diseases With High Unmet Need

## INFLAMMATION: SELECTED PIPELINE PROGRAMS

### TEZSPIRE®

- A Phase 2 study of TEZSPIRE® in COPD is **complete**
  - TEZSPIRE® numerically reduced the annualized rate of moderate or severe COPD exacerbations vs. placebo by 17% (90% CI: -6, 36; p=0.1042).
  - More reductions were observed in a subgroup of patients with baseline BEC ≥ 150 cells/µL (37% [95% CI: 7, 57]). The trend in reduction was greater in a small number of subjects with BEC ≥ 300 cells/µL.
  - Data will be presented at the American Thoracic Society Conference later this month.
- Studies in additional indications:
  - A Phase 3 in chronic rhinosinusitis with nasal polyps is **fully enrolled**. Primary analysis is anticipated in **H2 2024**.
  - A Phase 3 in eosinophilic esophagitis continues to **enroll** patients.

*COPD = chronic obstructive pulmonary disease; BEC = blood eosinophil count; CI = confidence interval;. TEZSPIRE® is being developed in collaboration with AstraZeneca.*





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# Pipeline in Inflammation Focused on Difficult-to-treat Diseases With High Unmet Need

## INFLAMMATION: SELECTED PIPELINE PROGRAMS (Continued)

### Rocatinlimab

- The eight study ROCKET Phase 3 program in moderate-to-severe atopic dermatitis, continues to enroll patients.
- To date, over 2,800 patients have been enrolled in the ROCKET program, with three studies having **completed enrollment**.
- The Phase 3 HORIZON study, is **fully enrolled** with data readout anticipated in **H2 2024**.
- A Phase 2 study in moderate to severe asthma was **initiated**.

*Rocatinlimab, formerly AMG 451/KHK4083, is being developed in collaboration with Kyowa Kirin.*





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# Multiple Pipeline Programs in Rare Disease to Drive Additional Growth

## RARE DISEASE: SELECTED PIPELINE PROGRAMS

### TEPEZZA®

- **Enrolling** Phase 3 study in Japan for chronic/low clinical activity score thyroid eye disease.
- **Initiated** a Phase 3 study evaluating subcutaneous administration.
- Regulatory submissions were **completed** in Australia, Canada, Great Britain and the European Medicines Agency.

### KRYSTEXXA®

- The Phase 4 AGILE study was **completed**. At the 60-minute infusion duration, 67.2% of patients achieved a response with safety in line with the current administration of KRYSTEXXA®.

### UPLIZNA®

- Phase 3 studies in myasthenia gravis and IgG4-related disease are ongoing with data readout anticipated in **H2 2024**.

*IgG4 = Immunoglobulin G4.*





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# Multiple Pipeline Programs in Rare Disease to Drive Additional Growth

## RARE DISEASE: SELECTED PIPELINE PROGRAMS (Continued)

### Dazodalibep

- Two Phase 3 studies in Sjögren's disease are **enrolling** patients; the first in patients with moderate-to-severe systemic disease activity, the second study in patients with moderate-to-severe symptomatic burden and low-to-no systemic disease activity.

### Daxdilimab

- Phase 2 studies for discoid lupus erythematosus and dermatomyositis and anti-synthetase inflammatory myositis are **enrolling** patients.

### Fipaxalparant (formerly AMG 670/HZN 825)

- A Phase 2 study in idiopathic pulmonary fibrosis has **completed** enrollment, with data readout expected in **H2 2024**.
- A Phase 2 study in diffuse cutaneous systemic sclerosis continues to **enroll** patients.

# Important Pipeline Milestones in 2024

## GENERAL MEDICINE

- **MariTide** Phase 2 data readout late 2024
- ✓ **AMG 786** Phase 1 study complete
- ✓ **Olpasiran** Phase 3 enrollment completion H1 2024

## ONCOLOGY

- **Tarlatamab** PDUFA date 6/12/24
- ✓ **Tarlatamab** Phase 3 study in 1L ES-SCLC to be initiated H1 2024
- ✓ **Tarlatamab** Phase 3 study in LS-SCLC to be initiated H1 2024
- **BLINCYTO®** global regulatory submissions for Phase 3 early-stage B-ALL H1 2024; PDUFA date 6/21/24
- **BLINCYTO®** Phase 3 subcutaneous administration study in B-ALL initiation H2 2024 to H1 2025
- **LUMAKRAS®** Phase 3 third-line CRC U.S. submission H1 2024
- ✓ **LUMAKRAS®** Phase 3 study in first-line CRC initiation H1 2024
- **Nplate®** Phase 3 chemotherapy-induced thrombocytopenia in GI malignancies data readout H2 2024

## INFLAMMATION

- ✓ **TEZSPIRE®** Phase 2 COPD data readout H1 2024
- **TEZSPIRE®** Phase 3 chronic rhinosinusitis with nasal polyps primary analysis H2 2024
- **Rocatinlimab** Phase 3 HORIZON study data readout H2 2024
- **Rocatinlimab** Phase 3 study in prurigo nodularis initiation H2 2024

## RARE DISEASE

- ✓ **TEPEZZA®** Japan submission H1 2024
- ✓ **TEPEZZA®** Phase 3 study in TED subcutaneous administration initiation H1 2024
- **UPLIZNA®** Phase 3 myasthenia gravis data readout H2 2024
- **UPLIZNA®** Phase 3 IgG4-related disease data readout H2 2024
- **Fipaxalparant** (formerly AMG 670/HZN 825) Phase 2 IPF data readout H2 2024

*PDUFA = Prescription Drug User Fee Act; ES = extensive stage; SCLC = small cell lung cancer; LS = limited stage; B-ALL = B-cell precursor acute lymphoblastic leukemia; CRC = colorectal cancer; GI = gastrointestinal; COPD = chronic obstructive pulmonary disease; TED = thyroid eye disease; IgG4 = Immunoglobulin G4; IPF = idiopathic pulmonary fibrosis.*
*Xaluritamig, formerly AMG 509, is being developed pursuant to a research collaboration with Xencor, Inc. TEZSPIRE® is being developed in collaboration with AstraZeneca. Rocatinlimab, formerly AMG 451/KHK4083, is being developed in collaboration with Kyowa Kirin.*





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# Q1 ’24
# Business Results and Outlook

# Q1 '24 Financial Results

## $ Millions, Except Non-GAAP EPS

| Item | Q1 '24 | | Q1 '23 | | % Incr./(Decr.) |
|---|---|---|---|---|---|
| Revenue | $7,447 | | $6,105 | | 22% |
| Product Sales | 7,118 | | 5,846 | | 22% |
| Other Revenues | 329 | | 259 | | 27% |
| Non-GAAP Operating Expenses | 4,369 | | 3,284 | | 33% |
| Cost of Sales *% of product sales* | 1,340 | *18.8 %* | 1,016 | *17.4 %* | 32% |
| R&D *% of product sales* | 1,317 | *18.5 %* | 1,044 | *17.9 %* | 26% |
| SG&A *% of product sales* | 1,712 | *24.1 %* | 1,224 | *20.9 %* | 40% |
| Non-GAAP Operating Income *% of product sales* | 3,078 | *43.2 %* | 2,821 | *48.3 %* | 9% |
| Other Income/(Expense) | (549) | | (215) | | * |
| Non-GAAP Net Income | 2,140 | | 2,141 | | 0% |
| Non-GAAP EPS | $3.96 | | $3.98 | | (1%) |
| Average Shares (millions) | 541 | | 538 | | 1% |
| Non-GAAP Tax Rate | 15.4% | | 17.8% | | (2.4) pts. |

*Change in excess of 100%.

*All income statement items for Q1 '24 and/or Q1 '23, except revenue, are non-GAAP financial measures—if this slide is in hard copy, see reconciliations accompanying the presentation, or if this slide is delivered electronically, see reconciliations available at www.amgen.com within the Investors section.*





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# Strong Balance Sheet With Free Cash Flows of $0.5B in Q1 '24

## $ Billions, Except Dividends Paid Per Share

| Cash Flow Data | Q1 '24 | Q1 '23 |
|---|---|---|
| Capital Expenditures | $0.2 | $0.3 |
| Free Cash Flow* | 0.5 | 0.7 |
| Share Repurchases | — | — |
| YoY Dividend Increase | 6% | 10% |
| Dividends Paid Per Share | $2.25 | $2.13 |
| **Balance Sheet Data** | **3/31/24** | **12/31/23** |
| Cash and Investments | $9.7 | $10.9 |
| Debt Outstanding | 64.0 | 64.6 |

**Non-GAAP financial measure—if this slide is in hard copy, see reconciliations accompanying the presentation, or if this slide is delivered electronically, see reconciliations available at: www.amgen.com within the Investors section.*

# 2024 Guidance

| | Guidance | Comments |
|---|---|---|
| Revenue | $32.5B–$33.8B | Revised from $32.4B–$33.8B |
| Non-GAAP EPS* | $19.00–$20.20 | Revised from $18.90–$20.30 |
| Non-GAAP Tax Rate* | 15.0% – 16.0% | Revised from 16.0%–17.0% |
| Capital Expenditures | ~$1.1B | Unchanged |

**Non-GAAP financial measure—if this slide is in hard copy, see reconciliations accompanying the presentation, or if this slide is delivered electronically, or amounts pertain to previously issued financial guidance, see reconciliations available at www.amgen.com within the Investors section.*





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# Q1 ’24 Earnings Call

May 2, 2024

# Reconciliations

# Amgen Inc.
# Consolidated Statements of (Loss) Income - GAAP
# (In millions, except per - share data)
# (Unaudited)

| | Three months ended March 31, | |
|---|---|---|
| | 2024 | 2023 |
| Revenues: | | |
| Product sales | $ 7,118 | $ 5,846 |
| Other revenues | 329 | 259 |
| Total revenues | 7,447 | 6,105 |
| Operating expenses: | | |
| Cost of sales | 3,200 | 1,720 |
| Research and development | 1,343 | 1,058 |
| Selling, general and administrative | 1,808 | 1,258 |
| Other | 105 | 148 |
| Total operating expenses | 6,456 | 4,184 |
| Operating income | 991 | 1,921 |
| Other income (expense): | | |
| Interest expense, net | (824) | (543) |
| Other (expense) income, net | (235) | 2,064 |
| (Loss) income before income taxes | (68) | 3,442 |
| Provision for income taxes | 45 | 601 |
| Net (loss) income | $ (113) | $ 2,841 |
| (Loss) earnings per share: | | |
| Basic | $ (0.21) | $ 5.32 |
| Diluted | $ (0.21) | $ 5.28 |
| Weighted-average shares used in calculation of (loss) earnings per share: | | |
| Basic | 536 | 534 |
| Diluted | 536 | 538 |

# Amgen Inc.
# Consolidated Balance Sheets - GAAP
# (In millions)

| | March 31, 2024 (Unaudited) | December 31, 2023 |
|---|---|---|
| **Assets** | | |
| Current assets: | | |
| Cash and cash equivalents | $ 9,708 | $ 10,944 |
| Trade receivables, net | 6,776 | 7,268 |
| Inventories | 8,724 | 9,518 |
| Other current assets | 2,821 | 2,602 |
| Total current assets | 28,029 | 30,332 |
| Property, plant and equipment, net | 6,002 | 5,941 |
| Intangible assets, net | 31,372 | 32,641 |
| Goodwill | 18,570 | 18,629 |
| Other noncurrent assets | 9,007 | 9,611 |
| Total assets | $ 92,980 | $ 97,154 |
| **Liabilities and Stockholders' Equity** | | |
| Current liabilities: | | |
| Accounts payable and accrued liabilities | $ 15,755 | $ 16,949 |
| Current portion of long-term debt | 3,959 | 1,443 |
| Total current liabilities | 19,714 | 18,392 |
| Long-term debt | 60,061 | 63,170 |
| Long-term deferred tax liabilities | 1,862 | 2,354 |
| Long-term tax liabilities | 3,964 | 4,680 |
| Other noncurrent liabilities | 2,357 | 2,326 |
| Total stockholders' equity | 5,022 | 6,232 |
| Total liabilities and stockholders' equity | $ 92,980 | $ 97,154 |
| Shares outstanding | 536 | 535 |

**Amgen Inc.**
**GAAP to Non-GAAP Reconciliations**
**(Dollars In millions)**
**(Unaudited)**

| | Three months ended March 31, | |
|---|---|---|
| | 2024 | 2023 |
| **GAAP cost of sales** | $ 3,200 | $ 1,720 |
| **Adjustments to cost of sales:** | | |
| Acquisition-related expenses (a) | (1,860) | (669) |
| Certain net charges pursuant to our restructuring and cost savings initiatives | — | (35) |
| **Total adjustments to cost of sales** | (1,860) | (704) |
| **Non-GAAP cost of sales** | $ 1,340 | $ 1,016 |
| **GAAP cost of sales as a percentage of product sales** | 45.0 % | 29.4 % |
| Acquisition-related expenses (a) | (26.2) | (11.4) |
| Certain net charges pursuant to our restructuring and cost savings initiatives | 0.0 | (0.6) |
| **Non-GAAP cost of sales as a percentage of product sales** | 18.8 % | 17.4 % |
| **GAAP research and development expenses** | $ 1,343 | $ 1,058 |
| **Adjustments to research and development expenses:** | | |
| Acquisition-related expenses (b) | (26) | (14) |
| **Non-GAAP research and development expenses** | $ 1,317 | $ 1,044 |
| **GAAP research and development expenses as a percentage of product sales** | 18.9 % | 18.1 % |
| Acquisition-related expenses (b) | (0.4) | (0.2) |
| **Non-GAAP research and development expenses as a percentage of product sales** | 18.5 % | 17.9 % |
| **GAAP selling, general and administrative expenses** | $ 1,808 | $ 1,258 |
| **Adjustments to selling, general and administrative expenses:** | | |
| Acquisition-related expenses (b) | (96) | (34) |
| **Non-GAAP selling, general and administrative expenses** | $ 1,712 | $ 1,224 |
| **GAAP selling, general and administrative expenses as a percentage of product sales** | 25.4 % | 21.5 % |
| Acquisition-related expenses (b) | (1.3) | (0.6) |
| **Non-GAAP selling, general and administrative expenses as a percentage of product sales** | 24.1 % | 20.9 % |
| **GAAP operating expenses** | $ 6,456 | $ 4,184 |
| **Adjustments to operating expenses:** | | |
| Adjustments to cost of sales | (1,860) | (704) |
| Adjustments to research and development expenses | (26) | (14) |
| Adjustments to selling, general and administrative expenses | (96) | (34) |
| Certain net charges pursuant to our restructuring and cost savings initiatives (c) | 1 | (141) |
| Certain other expenses (d) | (106) | (7) |
| **Total adjustments to operating expenses** | (2,087) | (900) |
| **Non-GAAP operating expenses** | $ 4,369 | $ 3,284 |

| | Three months ended March 31, | |
|---|---|---|
| | 2024 | 2023 |
| **GAAP operating income** | $ 991 | $ 1,921 |
| Adjustments to operating expenses | 2,087 | 900 |
| **Non-GAAP operating income** | $ 3,078 | $ 2,821 |
| **GAAP operating income as a percentage of product sales** | 13.9 % | 32.9 % |
| Adjustments to cost of sales | 26.2 | 12.0 |
| Adjustments to research and development expenses | 0.4 | 0.2 |
| Adjustments to selling, general and administrative expenses | 1.3 | 0.6 |
| Certain net charges pursuant to our restructuring and cost savings initiatives (c) | 0.0 | 2.5 |
| Certain other expenses (d) | 1.4 | 0.1 |
| **Non-GAAP operating income as a percentage of product sales** | 43.2 % | 48.3 % |
| **GAAP interest expense, net** | $ (824) | $ (543) |
| **Adjustments to interest expense, net:** | | |
| Interest expense on acquisition-related debt (e) | — | 123 |
| **Non-GAAP interest expense, net** | $ (824) | $ (420) |
| **GAAP other (expense) income, net** | $ (235) | $ 2,064 |
| **Adjustments to other (expense) income, net** | | |
| Interest income and other expenses on acquisition-related debt (e) | — | (6) |
| Net losses (gains) from equity investments (f) | 510 | (1,853) |
| **Total adjustments to other (expense) income, net** | 510 | (1,859) |
| **Non-GAAP other income, net** | $ 275 | $ 205 |
| **GAAP (loss) income before income taxes** | $ (68) | $ 3,442 |
| **Adjustments to (loss) income before income taxes:** | | |
| Adjustments to operating expenses | 2,087 | 900 |
| Adjustments to interest expense, net | — | 123 |
| Adjustments to other (expense) income, net | 510 | (1,859) |
| **Total adjustments to (loss) income before income taxes** | 2,597 | (836) |
| **Non-GAAP income before income taxes** | $ 2,529 | $ 2,606 |
| **GAAP provision for income taxes** | $ 45 | $ 601 |
| **Adjustments to provision for income taxes:** | | |
| Income tax effect of the above adjustments (g) | 359 | (117) |
| Other income tax adjustments (h) | (15) | (19) |
| **Total adjustments to provision for income taxes** | 344 | (136) |
| **Non-GAAP provision for income taxes** | $ 389 | $ 465 |
| **GAAP tax as a percentage of income before taxes** | (66.2)% | 17.5 % |
| **Adjustments to provision for income taxes:** | | |
| Income tax effect of the above adjustments (g) | 82.2 | 1.0 |
| Other income tax adjustments (h) | (0.6) | (0.7) |
| **Total adjustments to provision for income taxes** | 81.6 | 0.3 |
| **Non-GAAP tax as a percentage of income before taxes** | 15.4 % | 17.8 % |
| **GAAP net (loss) income** | $ (113) | $ 2,841 |
| **Adjustments to net (loss) income:** | | |
| Adjustments to (loss) income before income taxes, net of the income tax effect | 2,238 | (719) |
| Other income tax adjustments (h) | 15 | 19 |
| **Total adjustments to net (loss) income** | 2,253 | (700) |
| **Non-GAAP net income** | $ 2,140 | $ 2,141 |

Note: Numbers may not add due to rounding

**Amgen Inc.**
**GAAP to Non-GAAP Reconciliations**
**(In millions, except per-share data)**
**(Unaudited)**
**(Continued from previous slide)**

The following table presents the computations for GAAP and non-GAAP diluted earnings per share:

| | Three months ended March 31, 2024 | | Three months ended March 31, 2023 | |
|---|---|---|---|---|
| | GAAP | Non-GAAP | GAAP | Non-GAAP |
| Net (loss) income | $ (113) | $ 2,140 | $ 2,841 | $ 2,141 |
| Shares (Denominator): | | | | |
| Weighted-average shares for basic (loss) earnings per share | 536 | 536 | 534 | 534 |
| Effect of dilutive securities (i) | — | 5 | 4 | 4 |
| Weighted-average shares for diluted (loss) earnings per share (i) | 536 | 541 | 538 | 538 |
| Diluted (loss) earnings per share | $ (0.21) | $ 3.96 | $ 5.28 | $ 3.98 |

a) The adjustments related primarily to noncash amortization of intangible assets and fair value step-up of inventory acquired from business acquisitions.
b) For the three months ended March 31, 2024, the adjustments related primarily to acquisition-related costs related to our Horizon acquisition. For the three months ended March 31, 2023, the adjustments related primarily to noncash amortization of intangible assets from business acquisitions.
c) For the three months ended March 31, 2023, the adjustments related primarily to separation costs associated with our restructuring plan initiated in early 2023.
d) For the three months ended March 31, 2024, the adjustments related primarily to a net impairment charge for an in-process R&D asset and changes in contingent consideration liabilities, both related to our Teneobio, Inc. acquisition from 2021. For the three months ended March 31, 2023, the adjustments related to changes in contingent consideration liabilities.
e) For the three months ended March 31, 2023, the adjustments included (i) interest expense and income on senior notes issued in March 2023 and (ii) debt issuance costs and other fees related to our bridge credit and term loan credit agreements, incurred prior to the closing of our acquisition of Horizon.
f) For the three months ended March 31, 2024 and 2023, the adjustments related primarily to our BeiGene, Ltd. equity fair value adjustment.
g) The tax effect of the adjustments between our GAAP and non-GAAP results takes into account the tax treatment and related tax rate(s) that apply to each adjustment in the applicable tax jurisdiction(s). Generally, this results in a tax impact at the U.S. marginal tax rate for certain adjustments, including the majority of amortization of intangible assets and certain gains and losses on our investments in equity securities, whereas the tax impact of other adjustments, including the amortization of acquired inventory and expenses related to restructuring and cost savings initiatives, depends on whether the amounts are deductible in the respective tax jurisdictions and the applicable tax rate(s) in those jurisdictions. Due to these factors, the effective tax rate for the adjustments to our GAAP income before income taxes for the three months ended March 31, 2024, was 13.8% compared to 14.0% for the corresponding period of the prior year.
h) The adjustments related to certain acquisition items, prior period and other items excluded from GAAP earnings.
i) During periods of net loss, diluted loss per share is equal to basic loss per share as the anti-dilutive effect of potential common shares is disregarded.

**Amgen Inc.**
**Reconciliations of Cash Flows**
**(In millions)**
**(Unaudited)**

| | Three months ended March 31, | |
|---|---|---|
| | **2024** | **2023** |
| Net cash provided by operating activities | $ 689 | $ 1,064 |
| Net cash (used in) provided by investing activities | (217) | 1,358 |
| Net cash (used in) provided by financing activities | (1,708) | 21,509 |
| (Decrease) increase in cash and cash equivalents | (1,236) | 23,931 |
| Cash and cash equivalents at beginning of period | 10,944 | 7,629 |
| Cash and cash equivalents at end of period | $ 9,708 | $ 31,560 |

| | Three months ended March 31, | |
|---|---|---|
| | **2024** | **2023** |
| Net cash provided by operating activities | $ 689 | $ 1,064 |
| Capital expenditures | (230) | (344) |
| Free cash flow | $ 459 | $ 720 |

**Amgen Inc.**
**Reconciliation of GAAP EPS Guidance to Non-GAAP EPS Guidance for the Year Ending December 31, 2024**
**(Unaudited)**

| | | | | | |
|---|---|---|---|---|---|
| **GAAP diluted EPS guidance** | $ | 7.15 | — | $ | 8.40 |
| **Known adjustments to arrive at non-GAAP*:** | | | | | |
| Acquisition-related expenses (a) | | 10.98 | — | | 11.03 |
| Net losses from equity investments | | | 0.74 | | |
| Other | | | 0.08 | | |
| **Non-GAAP diluted EPS guidance** | $ | 19.00 | — | $ | 20.20 |

* The known adjustments are presented net of their related tax impact, which amount to approximately $2.61 per share.

(a) The adjustments primarily include noncash amortization of intangible assets and fair value step-up of inventory acquired in business combinations.

Our GAAP diluted EPS guidance does not include the effect of GAAP adjustments triggered by events that may occur subsequent to this press release such as acquisitions, asset impairments, litigation, changes in fair value of our contingent consideration obligations and changes in fair value of our equity investments.

**Reconciliation of GAAP Tax Rate Guidance to Non-GAAP Tax Rate Guidance for the Year Ending December 31, 2024**
**(Unaudited)**

| | | | |
|---|---|---|---|
| GAAP tax rate guidance | 9.5 % | — | 11.0 % |
| Tax rate of known adjustments discussed above | 5.0% | — | 5.5% |
| Non-GAAP tax rate guidance | 15.0 % | — | 16.0 % |

# Q1 ’24 Earnings Call

May 2, 2024