

## Summary of the financial reports for Amgen from 2010-2018

By David Belk MD

First, some definitions:

*-Sales/revenue:* For these reports I try to stick to the revenues from pharmaceutical sales only whenever possible. Many of these companies have other product lines such as medical devices, over-the counter (OTC) health aids or nutritional products. When possible, I separate out the revenues from those product sales, though.

*-Profit:* Net income after taxes. Many companies will add or subtract money from taxes or other revenue/fees from discontinued items to their net income after taxes. In such cases I'll use net income attributable to that company for profit.

*-Research* includes research and development and purchased in-process research.

*-Marketing* is usually listed as Selling, informational, and administrative. It includes more than just the money spent on direct to consumer advertising. The marketing budget also includes money spent on pharmaceutical representatives that visit your doctor, free drug samples left at doctors' offices, payments to doctors who give "educational" talks on behalf of pharmaceutical companies, etc...

There are other administrative expenses that are not directly related to marketing lumped into this budget. This might even include such expenses as litigation costs to fight lawsuits against these companies. Still, the pharmaceutical companies could list their marketing budget as a separate expense if they wanted the way Bristol-Myers Squibb once listed their advertising budget separately, so it's their choice not to. Anyway, much of what Pharmaceutical companies call research is really just marketing so all figures should be taken with a grain of salt.

*-Rebates/Chargebacks:* Rebates are payments that go mostly to pharmacy benefit managers (PBMs) and providers who administer medications in a clinical setting in the U.S. These rebates are incentives for the PBMs "prefer" certain medications when deciding which medications to cover. Chargebacks are normally refunds given to medication suppliers to balance the rebates given to the PBMs. Both rebates and chargebacks are normally deducted from the total pharmaceutical revenue of a company prior to the revenue being assessed, and not listed as an expense.

*-Revisions:* When a figure is revised in a subsequent report it's often because that company divested one or more products by either selling that line to another company or splitting off a new company. When companies do this, they often retroactively deduct the revenues and expenses related to that division from the finances of previous years, but not the profits. This makes year over year comparisons for these companies challenging. For the most part, I only use original data, and not revised data in such cases.

**Amgen** makes several medications including hematopoietic growth factors, monoclonal antibodies and other biologic agents. By far, the majority of their revenue comes from sales in the United States (Close to 80%). Nearly two thirds of Amgen’s revenue since 2010 has come from the sale of four medications: Enbrel, Aransep, Prolia and Neulasta.

Here are the composite totals for Amgen from 2010-2018:

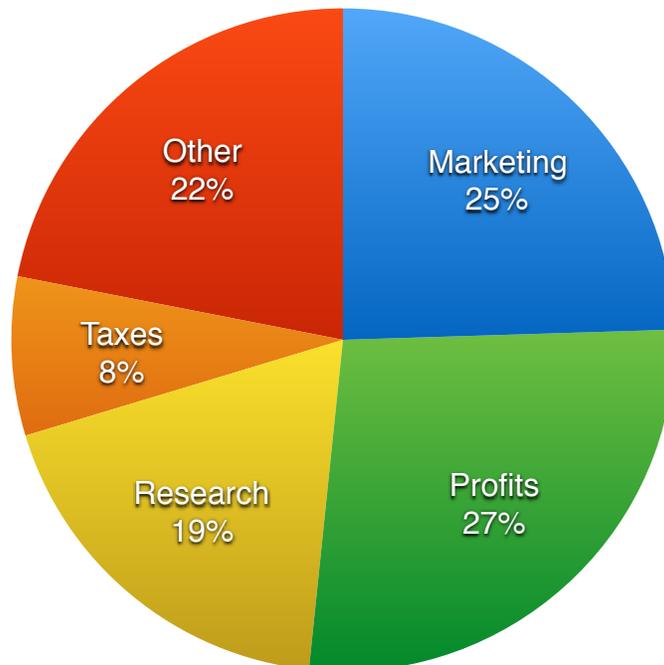
Total Product Sales:	\$171 Billion
Total Profit:	\$48 Billion
Total Spent on Research:	\$33 Billion
Total Spent on Marketing:	\$43 Billion
Total Spent on Taxes:	\$14 Billion
US Revenue:	\$133 Billion
Revenue from All Other Countries:	\$38 Billion

Total Executive pay for Amgen was \$39.89 million in 2017 with \$16.9 million going to their CEO Robert A. Bradway.

<http://insiders.morningstar.com/trading/executive-compensation.action?t=AMGN>

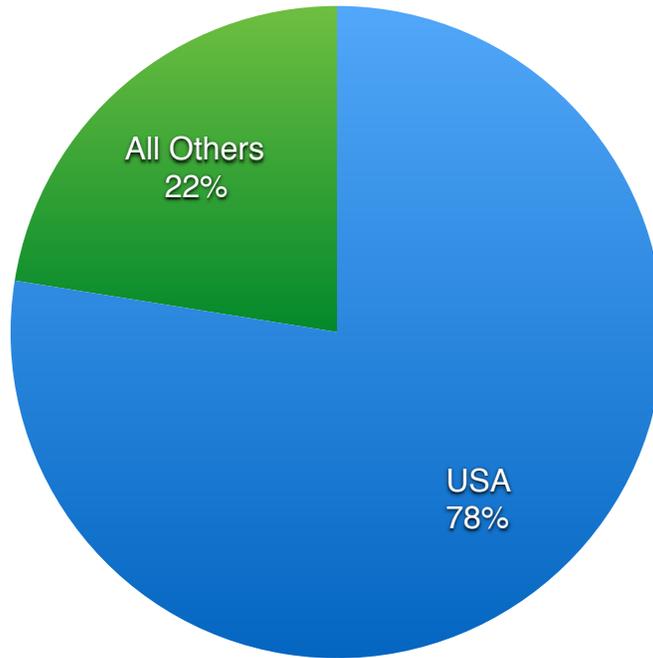
[http://truecostofhealthcare.net/pharmaceutical\\_financial\\_index/](http://truecostofhealthcare.net/pharmaceutical_financial_index/)

### Proportional Allocation of Revenue 2010-2018

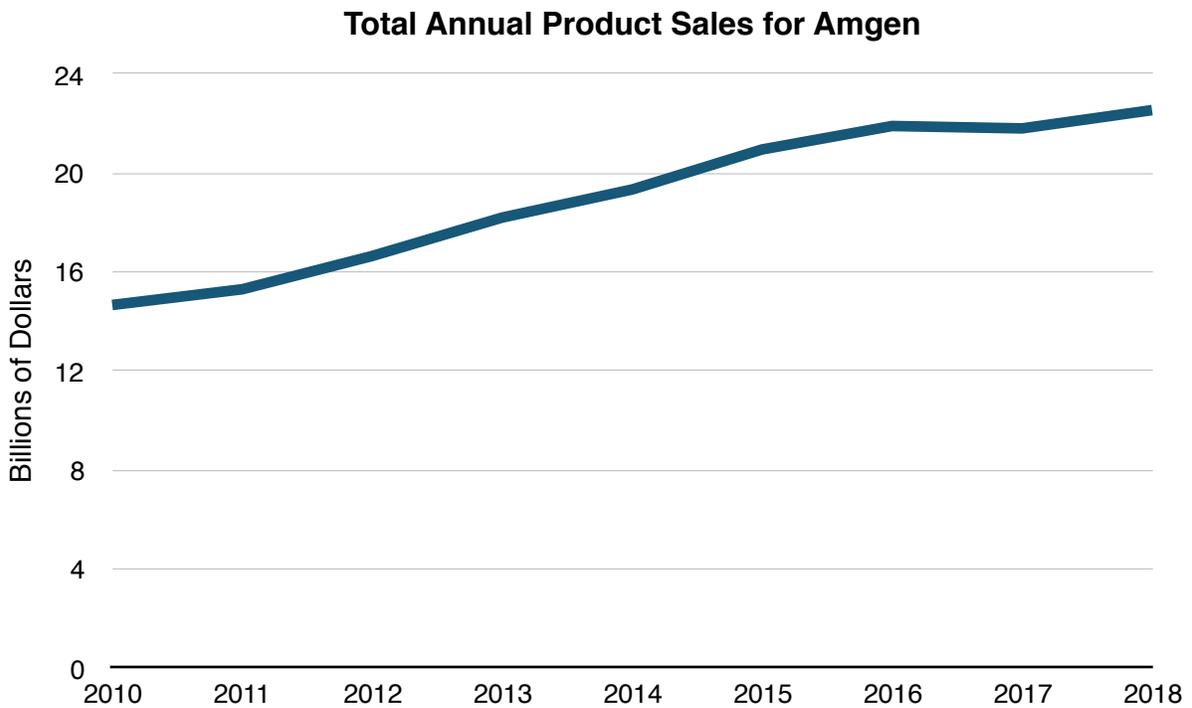


**Figure 1:** The proportion of Amgen’s total revenue that was allocated toward research, marketing, taxes and profits.

### Proportion of Amgen's Revenue from US vs. All Other Countries

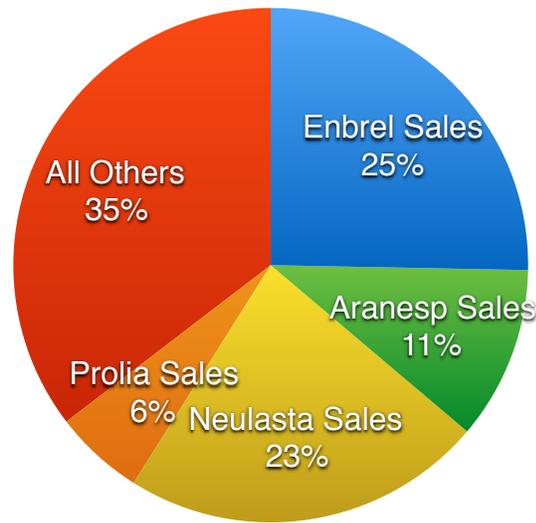


**Figure 2:** 78% of Amgen's revenue since 2010 has come from sales in the U.S.

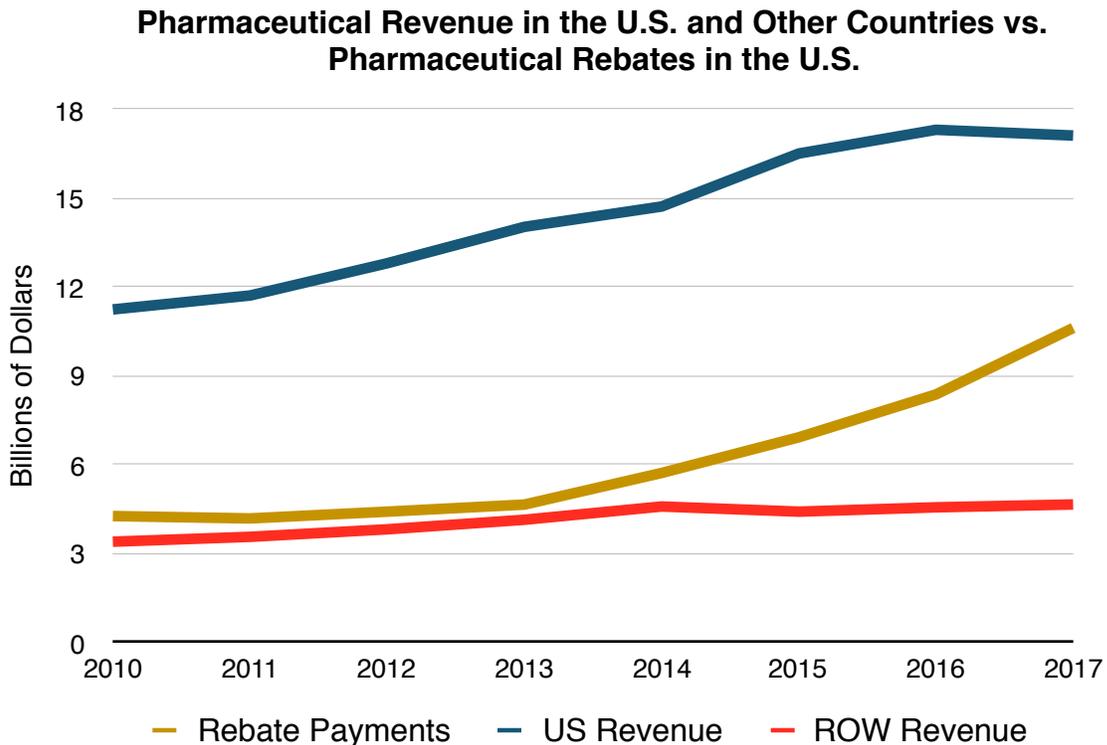


**Figure 3:** Annual total product sales for Amgen have risen steadily since 2010, though less in recent years.

### Proportion of Amgen's Total Sale Revenues Since 2010



**Figure 4:** Nearly two thirds of Amgen's total sales revenue since 2010 came from the sale of just four medications.



**Figure 5:** Rebates definitely boost sales for pharmaceutical companies. Increasing rebates given by Amgen to PBMs in the U.S. (yellow line) have clearly led to a proportional increase in revenues from U.S. sales (blue line) relative to their sales in the rest of the world (red line).