First Quarter Report to Wall Street

Aimmune on Wall Street

Aimmune announced its First Quarter Financial Results on May 8th with robust data from recent clinical trials, a scheduled FDA Advisory Committee date in September, and enough funding to take AR101 through commercialization in both the U.S. and Europe. With our AR201 egg allergy phase 2 trial expected to initiate mid-2019, the pipeline is growing, which should expand the value of the CODIT platform as we go forward.

In his comments on our Q1 earnings call, Jayson Dallas focused on what is at hand: "We are well on track to introduce AR101 as potentially the first-ever approved treatment for peanut allergy, a significant milestone for our Company, the allergist community, and the millions of people who live with the daily risk of serious reactions to accidental peanut exposure." He went on to say, "We continue to work with the FDA to facilitate an expeditious review.... We are continuing our medical education through our MSL Team and are fully ramping up our commercial efforts and scaling our organization to be launch ready by Q4 this year."

Financial analysts who participated in the conference call affirmed the Q1 results and performance in their following reports. Commenting on the recent valuation of the stock, Charles Duncan, financial analyst for Cantor Fitzgerald commented, "Knowing that 'hope is not a strategy,' we view the recent share price downdraft as resulting in a more-than-provocative value for longer horizon investors."

Others were encouraged as well by the new market research coming out of the commercial side of Aimmune as we work to better understand the food allergy opportunity. Notably, we highlighted that the 30% of allergists who are either willing and ready or near-ready to prescribe AR101 upon a FDA approval today see 70% of the peanut allergic population. Kennen MacKay, analyst for RBC Capital said, "We are impressed by the progress AIMT has made educating physicians and integrating commentary, and we await further granular detail around pricing and payer receptiveness over the coming months." Every analyst maintained their stock price target with one exception; Paul Choi of Goldman Sachs reduced his target from $34 to $24 per share based on "lower assumed pricing of AR101." Considering that AR101 is the first medicine of its kind in the unproven food allergy field, he believed that "with the absence of comprehensive Quality of Life and pharmacoeconomic data associated with allergen desensitization...there may not be sufficient recognition [yet] of the potential value of AR101 to patients and the healthcare system to support our prior price estimate." The recent release of data on Quality of Life at EAACI in the first week of June should help to improve Choi's position [see our earlier article on EAACI].

Our CFO, Eric Bjerkholt, commented after the call: "It went very well. Of course, being out front with a first ever potential treatment for food allergy has Wall Street being cautious. But we believe we are in a great position to add to our shareholder base in the next several quarters adding more long-term investors who believe in the value of our AR101 product and our pipeline. We are going to be very active over the summer and plan to meet potential new shareholders in both the U.S. and in Europe"