

Allergan Inc

Equity Research United States

Restasis Kicker Drives Strong 2Q Upside Surprise

- Better-Than-Expected 2Q Results: Allergan reported better-thanexpected second quarter earnings of \$0.78 per share (\$0.05 above our estimate) on higher product sales of \$591 M (\$37.4 M above CSFB estimate). Core eye care sales tracked better-thanexpected at \$325 million (\$19 M above CSFB estimate), largely based on exceptional Restasis (dry eye) sales of \$46.3 M (up 130% and \$14.3 M above CSFB estimate). Restasis realized sales tracked well above IMS 60% volume growth indicators, supported by new DTC advertising campaign momentum. Botox also registered strong sales of \$212.5 M, up 20% vs. only 17% in 1Q and beating CSFB targets by \$7.3 M. Botox has also benefited from re-invigorated DTC campaign initiatives.
- Core Portfolio Strength: New promotional campaigns are effectively driving better-than-expected gains across Allergan's core pharmaceutical portfolio. Botox has re-established strength in core therapeutic markets, and appears to have strengthened its position in European cosmetic markets. Restasis has also emerged as a solid incremental earnings driver, with management elevating 2005 sales forecasts to a range of \$165-\$185 million.
- Earnings Revision and Target Price Adjustment: We are raising our 2005 earnings forecast by \$0.04 to a new level of \$3.22 to reflect second quarter upside. We are also adjusting upward our earnings forecasts by \$0.08 to \$3.73 in 06 and by \$0.11 to \$4.30 in 07 due to an elevated 05 base. Upward earnings revisions also support an upward revision in our target price from a prior level of \$88 to a new level of \$95.
- While Allergan has re-invigorated growth behind key eye care products, our Neutral stance reflects on-going concerns over Botox growth reliance. We estimate Botox represents over 50% of Allergan's core earnings base.

Allergan is a leading research-based specialty pharmaceutical company and is among the global leaders in ophthalmology (prescription drugs, OTC solutions, intraocular lenses).

research team

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Rating	NEUTRAL*
Price (26 Jul 05)	85.42 (US\$)
Target price (12 months)	95.00 (US\$)
52 week high - low	86.99 - 67.67
Market cap. (US\$m)	11,468.06
Enterprise value (US\$m)	11,468.06
Region / Country	Americas / United States
Sector	Specialty Pharmaceuticals
Analyst's Coverage Universe	Specialty Pharmaceuticals
Weighting (vs. broad market)	OVERWEIGHT
Date	27 July 2005

^{*} Stock ratings are relative to the coverage universe in each analyst's or each team's respective sector.



On 07/26/05 the S&P 500 index closed at 1,236.79

Year	12/04A	12/05E	12/06E
EPS (CSFB adj., US\$)	2.77	3.22	3.73
Prev. EPS (US\$)		3.18	3.65
P/E (x)	30.8	26.5	22.9
P/E rel. (%)	168.4	161.7	151.7
Q1 EPS	0.60	0.76	0.85
Q2	0.64	0.78	0.92
Q3	0.67	0.78	0.96
Ω4	0.86	0.89	1.00

Number of shares (m)	IC (12/05E	US\$m)	
134.26	.0 (.2/002	Σ, σσφ,	1,819.53
BV/Share (Current, US\$)	EV/IC (x)		•
			6.3
Net Debt (Current, US\$m)	Dividend (12/04A, US	\$m)
-167.0			0.39
Net debt/Total cap. (Current)	Dividend y	/ield	
5.0%			0.5%
Year	12/04A	12/05E	12/06E
Revenues (US\$m)	2,045.7	2,268.2	2,399.3
EBITDA (US\$m)	549.5	610.5	681.9
OCFPS (US\$)	_	_	_
P/OCF (x)	_	_	_
EV/EBITDA (x)	20.9	18.8	16.8
ROIC		13.2%	13.2%

Source: Company data, CREDIT SUISSE FIRST BOSTON (CSFB) estimates

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Allergan Inc

Investment Summary

Allergan reported better-than-expected second quarter earnings of \$0.78 per share (\$0.05 above our estimate) on higher product sales of \$591 M (\$37.4 M above CSFB estimate). Core eye care sales tracked better-than-expected at \$325 million (\$19 M above CSFB estimate), largely based on exceptional Restasis (dry eye) sales of \$46.3 M (up 130% and \$14.3 M above CSFB estimate). Restasis realized sales tracked well above IMS 60% volume growth indicators, supported by new DTC advertising campaign momentum. Botox also registered strong sales of \$212.5 M, up 20% vs. only 17% in 1Q and beating CSFB targets by \$7.3 M. Botox has also benefited from re-invigorated DTC campaign initiatives.

Exhibit 1: Allergan Variance Table

	(CSFB	Re	ported		
Allergan	2	2Q05E	2	Q05A	Va	riance
•						
Total Product Sales	\$	553.7	\$	591.0	\$	37.4
Eye Care	\$	306.0	\$	325.0	\$	19.0
Alphagan (total)	\$	65.0	\$	64.3	\$	(0.7)
Lumigan Line	\$	64.0	\$	61.5	\$	(2.5)
Restasis	\$	32.0	\$	46.3	\$	14.3
Botox	\$	205.2	\$	212.5	\$	7.3
Skin Care	\$	30.4	\$	30.4	\$	-
Cost of Revenues	\$	94.1	\$	94.1	\$	-
Gross Profit	\$	452.3	\$	479.3	\$	27.0
Gross Margin		81.7%		81.1%		- 60 bps
SG&A	\$	218.7	\$	240.7	\$	22.0
R&D	\$	98.0	\$	90.8	\$	(7.2)
Operating Income	\$	135.6	\$	147.8	\$	12.2
Operating Margin		25.0%		26.0%		+ 98 bps
Other Income	\$	1.9	\$	0.8	\$	(1.1)
Taxes	\$	39.9	\$	44.6	\$	4.7
Rate		29.0%		30.0%		+101 bps
Net Income	\$	97.4	\$	103.7	\$	6.3
EPS	\$	0.73	\$	0.78	\$	0.05
Shares		132.6		132.2		

Source: Company data, CSFB estimates

Allergan Core Franchise Performance

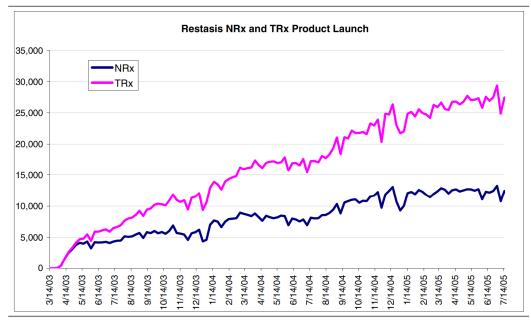
Restasis: Surprisingly Strong Sales in the Quarter

Restasis remains in a strong growth mode. IMS prescription trends continue to point to robust on-going uptake for Restasis in severe dry eye therapy. Allergan has been leveraging this momentum with the start of new DTC advertising in both print and TV channels.

Although Restasis total prescription trend in the quarter pointed to a 60% year-over-year growth rate, Allergan reported surprisingly strong sales of \$46.3 million, a 130% increase from the same period last year. Allergan raised price for Restasis by 3.5% in February this year.

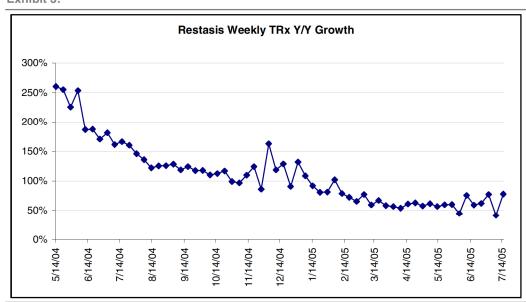
To reflect higher-than-expected Restasis sales in the second quarter, we are moving up our Restasis sales forecast from \$156 million to \$172 million for 2005, and from \$192 million to \$211 million in 2006.

Exhibit 2:



Source: Company data, CSFB estimates

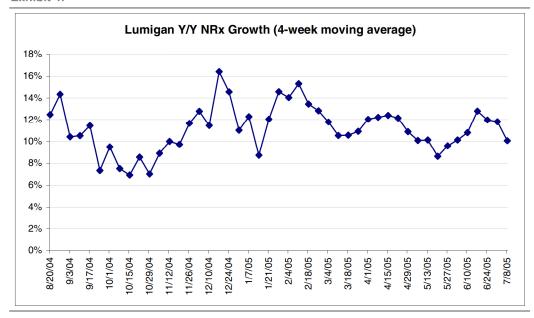
Exhibit 3:



Lumigan

Allergan reported slightly lower sales generated from Lumigan at \$61.5 million in the quarter. As shown in the relative growth chart below, the four-week moving average new prescription growth trends suggest Lumigan generating growth of about 10%-12% in volume terms.

Exhibit 4:

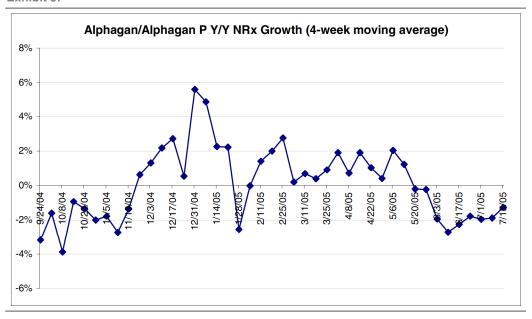


Source: Company data, CSFB estimates

Alphagan/Alphagan P

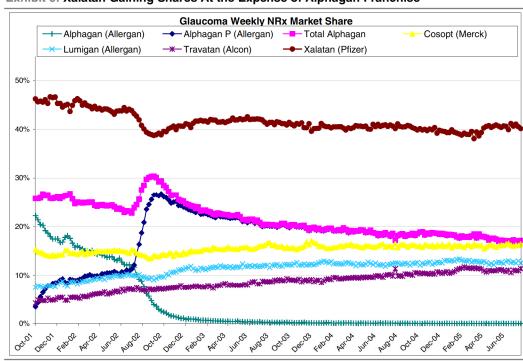
Allergan's Alphagan franchise has been losing ground largely to Pfizer's Xalatan. Chart 3 shows year-over-year new prescription growth rates of Alphagan/Alphagan P slid to the negative territory since May. Management expressed confidence that the FDA will approve a new Alphagan product formulation, Alphagan-Z, shortly. This product conversion strategy is largely expected to sustain core Alphagan franchise sales in the face of generic challenges from Alcon's Falcon generics operation.

Exhibit 5:



Source: Company data, CSFB estimates

Exhibit 6: Xalatan Gaining Shares At the Expense of Alphagan Franchise



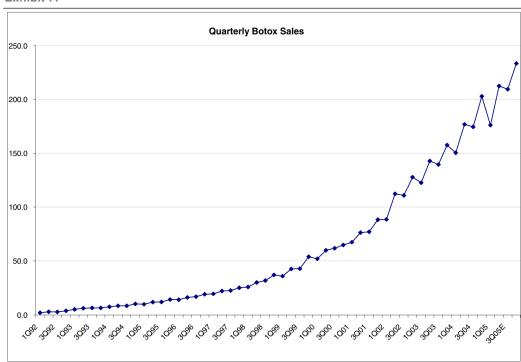
Botox

Botox remains a critical driver for Allergan, positioning to remain in a healthy growth mode in global cosmetic markets, considering its still early stage of introduction in Europe. This neurotoxin also possesses considerable opportunities in new therapeutic applications in new areas, such as hyperhidrosis and migraine headache therapy.

Allergan reported strong sales in Botox of \$212.5 million, up 20% vs. only 17% in 1Q (\$7.3 M above CSFB estimate), reflecting the re-introduction of the DTC campaign and the dissipation of the adverse publicity from an incident involving use of bogus Botox in Florida.

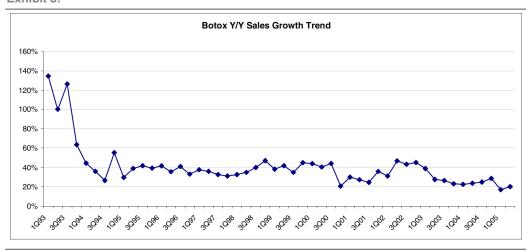
Allergan began a new national DTC campaign for Botox Cosmetic and regional ad campaign for Cosmetic Therapeutic (hyperhydrosis and cervical distonia) in late March. To reflect the effective new Botox DTC campaign, we are raising our 05 sales forecast from \$818 million to \$832 million.

Exhibit 7:



Allergan Inc

Exhibit 8:



Source: Company data, CSFB estimates

Earnings Revision and Target Price Adjustment

We are raising our 2005 earnings forecast by \$0.04 to a new level of \$3.22 to reflect second quarter's \$0.05 earnings upside. We are also adjusting upward our earnings forecasts by \$0.08 to \$3.73 in 06 and by \$0.11 to \$4.30 in 07 due to an elevated 05 base.

The elevation in Allergan's earnings foundation prompted us to raise our target price for the stock from a prior level of \$88 to a higher level of \$95.

Conclusion

New promotional campaigns are effectively driving better-than-expected gains across Allergan's core pharmaceutical portfolio. Botox has re-established strength in core therapeutic markets, and appears to have strengthened its position in European cosmetic markets. Restasis has also emerged as a solid incremental earnings driver, with management elevating 2005 sales forecasts to a range of \$165-\$185 million.

We are raising our 2005 earnings forecast by \$0.04 to a new level of \$3.22 to reflect second quarter upside. We are also adjusting upward our earnings forecasts by \$0.08 to \$3.73 in 06 and by \$0.11 to \$4.30 in 07 due to an elevated 05 base. Upward earnings revisions also support an upward revision in our target price from a prior level of \$88 to a new level of \$95.

While Allergan has re-invigorated growth behind key eye care products, our Neutral stance reflects on-going concerns over Botox growth reliance. We believe Botox represents over 50% of Allergan's core earnings base.

Exhibit 9: CSFB Value Equation Analysis

	Market Expectations	CSFB Expectations
Income Statement Data:		
Fiscal Year (Income statement date):	2006	2006
Sales (Income statement date):	2,399.3	2,399.3
EBITA	681.9	681.9
EBITA margin (%):	28.4%	28.4%
Tax rate:	28.5	28.5
Analyst EPS Estimate	\$3.71	\$3.70
Business Model Value Creation:		
EBITA (3-5 year) growth rate:	14.4	13.8
Pretax Capital Efficiency (ROIIC)	85.0	85.0
Note: Aftertax ROIIC (%)	61%	61%
Investment Neighborhood:		
Required Rate of Return (cost of capital):	11.50	11.50
C.A.P. (Duration of value creation):	Dec-2021	Dec-2021
		12-month Price Targe
CSFB Value-Equation Share Price Est.:	\$89.20	\$95.06
Price Date:	27-Jul-05	27-Jul-06
Actual Price	\$88.80	\$88.80
Diff (%)	0%	7%

Exhibit 10: Allergan Sales Analysis

•			Mar-04	Jun-04 S	Sep-04	Dec-04		Mar-05	Jun-05	Sep-05	Dec-05			
	FY 2002	FY 2003	10A	20A	30A	4 <u>Q</u> A	FY 2004	10A	20A	30E	40E	FY 2005	FY 2006	FY 2007
Eye Care Pharmaceuticals														
	108.6	11.0	1.0	0.0	0.0	0.0	1.0	1.0	9.0	0.0	0.0	1.6	1.0	
	140.0	275.8	68.3	62.4	73.0	65.2		64.7	62.0	0.09	20.0			•
			•			-		1.0	1.7	2.0	2.0	12.7	33.0	0.09
	248.6	286.8	69.3	62.4	73.0	65.2	269.9	2.99	64.3	92.0	55.0	251.0	204.2	205.7
	123.1	181.4	53.5	57.3	60.3	61.8	232.9	62.0	61.5	96.0	0.89	257.5	301.3	331.4
													7.8	24.2
	123.1	181.4	53.5	57.3	60.3	61.8	232.9	62.0	61.5	96.0	0.89	257.5	309.1	355.4
	371.7	468.2	127.7	125.0	137.9	131.3	521.9	133.3	130.2	136.0	128.0	528.5	533.3	581.1
	74.8	83.0	22.5	26.0	31.2	32.0	111.7	24.8	28.6	34.3	35.2	122.9	135.2	148.7
	97.0	70.0	10.0	0.9	1.0	3.0	20.0	2.0	2.0	1.0	1.0	0.9	4.8	3.8
		35.0	15.0	19.0	19.0	23.0	76.0	24.8	25.0	24.0	25.3	99.1	109.0	114.5
	97.0	105.0	25.0	25.0	20.0	26.0	0.96	26.8	27.0	25.0	26.3	105.1	113.8	118.3
	14.0	1.5	00	3.0	3.0	3.0	110	2.0	30	3.0	3.0	11.0	11.0	110
	19.3	19.3	3.0	4.7	4.8	3.4	16.0	2.9	4.7	4.7	3.4	15.7	15.7	15.7
		38.4	21.3	20.1	24.1	34.3	8.66	37.3	46.3	45.0	43.0	171.6	211.1	236.4
		,										'		
		38.4	21.3	20.1	24.1	34.3	8.66	37.3	46.3	45.0	43.0	171.6	211.1	236.4
	32.7	32.2	8.0	8.0	0.9	8.0	30.0	8.6	10.0	8.0	9.8	32.4	38.1	41.2
Elestat/Relestat (Epinastine)	1	2.0	5.6	8.0	0.9	10.0	29.6	7.3	10.4	9.0	13.0	39.7	51.6	67.1
	32.7	37.2	13.6	16.0	12.0	18.0	29.6	15.9	20.4	17.0	21.6	72.1	89.7	108.2
														32.0
			•	•	•		•					•		2.0
	163.0	173.0	45.0	43.0	40.0	45.0	170.0	43.0	20.0	20.0	45.0		_	155.0
	54.7	57.6	12.0	14.8	12.4	12.0	51.2	12.0	14.8	15.0	12.0	53.8	53.8	52.2
	827.2	999.5	272.1	277.6	285.4	302.0	1,137.2	298.0	325.0	330.1	314.5	1,245.7	1,308.6	1,446.6
	439.7	563.9	150.7	176.9	174.6	202.9	705.1	176.3	212.5	209.5	233.3	831.7	938.0	1,069.5
Total Botox Franchise Growth	45%	28%	22%	24%	25%	29%	25%	17%	20%	20%	15%	18%	13%	14%
	62.1	65.9	16.7	16.0	17.5	19.5	69 7	0 10	20.5	0000	21.5	85.0	89.0	93.7
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		7.63	<u>.</u>	6.7	9.	t o	0.63	· ·	6.	9	t o	0.63	0.62	0.63
	90.2	109.3	24.7	24.4	24.8	29.5	104.1	29.8	30.4	30.0	32.6	122.8	129.2	136.7
	14%	21%	%9-	-1%	-15%	%0	-2%	21%	25%	21%	10%	18%	2%	%9
	1,357.1	1,672.7	447.5	478.9	484.8	534.4	1,946.4	504.1	567.9	569.6	580.4	2,200.1	2,375.7	2,652.8

Source: Company data, CSFB estimates

Exhibit 11: Allergan Income Statement Analysis

			Mar-04	2004 Jun-04 S	t Sep-04	Dec-04		Mar-05	2005 S 20-UNL	5 Sep-05	Dec-05			
	FY 2002	FY 2003	10A	20A	30A	4 <u>0</u> A	FY 2004	10A	20A	3 <u>0E</u>	4QE	FY 2005	FY 2006	FY 2007
Total Product Sales	1,357.1	1,672.7	447.5	478.9	484.8	534.4	1,945.7	504.1	567.9	9.695	580.4	2,222.0	2,399.3	2,679.2
Contract Sales	63.6	82.7	24.9	27.3	26.0	21.8	100.0	23.1	23.1	0.0	0.0	46.2	0.0	0.0
Total Sales	1,420.7	_	472.4	506.2	510.8	556.2	2,045.7	527.2	591.0	9.695	580.4	2,268.2	2,399.3	2,679.2
Cost of Revenues Gross Profit	<u>253.6</u> 1,167.1	320.3 1,435.1	87.6 384.8	96.2 410.0	99.1 411.7	103.8 452.4	386.7 1,659.0	94.1 433.1	<u>111.7</u> 479.3	<u>108.2</u> 461.4	107.4 473.0	421.4 1,846.8	427.5 1,971.8	455.5 2,223.7
Total Gross Profit	1.170.8		384.8	410.0	411.7	452.4	1.659.0	433.1	479.3	461.4	473.0	1.846.8	1.971.8	2.223.7
0	7 902		00	1001	100	000	770	5	040	7		1000	900	000
Sack Research & Development Operating income/EBIT	230.9 343.2		86.1 1.8.1	196.7 124.8	83.0 133.2	88.0 158.3	345.6 534.5	81.9 141.1	90.8 147.8	106.5 144.1	202.0 108.5 162.5	387.7 595.5	408.2 666.9	455.5 771.7
Interest Expense	-19.4		-3.7	-3.7	-6.8	6. 6.	-18.1	4.5	-4.6	13	1.	-15.3	-12.5	-12.5
Interest Income	18.7		2.0	2.2	2.6	7.3	14.1	5.4	6.1	4.3	4.7	20.5	20.4	24.5
Other Total other income (expense)	0.0 0.0	-5.6 -8.2	-2.5 -4.2	-1.2 -2.7	-1.4 -5.6	3.7	4.8 8.8	1.9	0.8	1.0 2.2	2.6	2.3	12.0 19.9	16.1
Pretax income	343.2	429.3	113.9	122.1	127.6	162.0	525.7	143.0	148.6	146.3	165.1	603.0	686.9	787.8
Provision for income taxes	96.3		34.2	36.4	38.4	46.8	155.8	41.7	44.6	42.4	46.6	175.3	195.8	224.5
Minority Interest	0.7	0.8	0.3	0.4	0.2	0.3	1.2	0.3	0.3	0.3	0.3	1.2	1.2	1.2
Net Income	246.2	305.1	79.4	85.3	89.0	114.9	368.7	101.0	103.7	103.6	118.2	426.5	489.9	562.1
Average shares	131.5	132.5	133.0	133.7	132.2	133.0	133.0	132.6	132.2	132.2	132.2	132.3	131.4	130.6
Earnings per share	1.87	2.30	0.60	0.64	0.67	0.86	2.77	0.76	0.78	0.78	0.89	3.22	3.73	4.30
Margin Analysis														
Gross margin Gross Margin (Pharma)	82.2%	81.8%	81.5% 85.4%	81.0%	80.6%	81.3%	81.1%	82.2%	81.1%	81.0%	81.5%	81.4%	82.2%	83.0%
Gross Margin (Contract)			10.0%	10.0%	10.0%	10.0%		10.0%	10.0%					
SG&A % sales	42.0%		38.2%	38.9%	38.3%	37.1%	38.1%	39.9%	40.7%	37.0%	34.8%	38.1%	37.4%	37.2%
SG&A % pharma sales	44.0%		40.4%	41.1%	40.3%	38.6%	40.0%	41.7%	42.4%	32.0%	34.8%	38.9%		
R&D % sales R&D % pharma sales	16.3%	17.4% 18.3%	19.2%	18.5%	16.2% 17.1%	15.8%	16.9% 17.8%	15.5% 16.2%	15.4% 16.0%	18.7% 18.7%	18.7%	17.1%	17.0%	17.0%
Operating margin	24.2%		26.4%	26.1%	27.5%	29.6%	26.1%	28.0%	26.0%	25.3%	28.0%	26.3%	27.8%	28.8%
Pre-tax margin	24.2%		25.5%	25.5%	26.3%	30.3%	25.7%	28.4%	26.2%	25.7%	28.4%	26.6%	28.6%	29.4%
Tax rate	28.1%		30.0%	29.8%	30.1%	28.9%	29.6%	29.2%	30.0%	29.0%	28.2%	29.1%	28.5%	28.5%
Net margin	17.3%	17.4%	17.7%	17.8%	18.4%	21.5%	18.0%	20.0%	18.3%	18.2%	20.4%	18.8%	20.4%	21.0%
Year/Year Changes														
Sales	19%	23%	21%	14%	15%	16%	16.3%	12.6%	18.6%	17.5%	8.6%	14.2%	8.0%	11.7%
Gross profit	23%		19%	13%	14%	16%	15.5%	12.6%	16.9%	12.1%	4.6%	11.3%	6.8%	12.8%
SG&A B&D	19% 23%	32%	6% 54%	15%	15% %	22% -4%	12.3%	16.3% -4 9%	22.4% 2.6%	%8.7 %8.80	-2.0%	10.9%	Э. Э. Э.	11.1%
Net income	25%		12%	22%	17%	30%	20.8%	27.2%	21.6%	16.3%	2.9%	15.7%	14.9%	14.7%
Earnings per share	27%	23%	11%	21%	18%	%62	20.4%	27.6%	23.0%	16.3%	3.5%	16.3%	15.6%	15.5%

Source: Company data, CSFB estimates

Companies Mentioned (Price as of 27 Jul 05)

Allergan Inc (AGN, \$85.42, NEUTRAL, TP \$88.00, OVERWEIGHT)

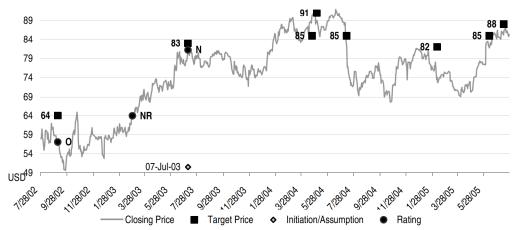
Disclosure Appendix

Important Global Disclosures

I, Ken Kulju, certify that (1) the views expressed in this report accurately reflect my personal views about all of the subject companies and securities and (2) no part of my compensation was, is or will be directly or indirectly related to the specific recommendations or views expressed in this report.

See the Companies Mentioned section for full company names.

3-Year Price, Target Price and Rating Change History Chart for AGN



 $\label{eq:current:o-outperform; N=Neutral; U=Underperform; R=Restricted; NR=Not Rated Prior to 9-Sep-02: SB=Strong Buy; B=Buy; H=Hold; S=Sell; R=Restricted; NR=Not Rated Prior to 9-Sep-02: SB=Strong Buy; B=Buy; H=Hold; S=Sell; R=Restricted; NR=Not Rated Prior to 9-Sep-02: SB=Strong Buy; B=Buy; H=Hold; S=Sell; R=Restricted; NR=Not Rated Prior to 9-Sep-02: SB=Strong Buy; B=Buy; H=Hold; S=Sell; R=Restricted; NR=Not Rated Prior to 9-Sep-02: SB=Strong Buy; B=Buy; H=Hold; S=Sell; R=Restricted; NR=Not Rated Prior to 9-Sep-02: SB=Strong Buy; B=Buy; H=Hold; S=Sell; R=Restricted; NR=Not Rated Prior to 9-Sep-02: SB=Strong Buy; B=Buy; H=Hold; S=Sell; R=Restricted; NR=Not Rated Prior to 9-Sep-02: SB=Strong Buy; B=Buy; H=Hold; S=Sell; R=Restricted; NR=Not Rated Prior to 9-Sep-02: SB=Strong Buy; B=Buy; H=Hold; S=Sell; R=Restricted; NR=Not Rated Prior to 9-Sep-02: SB=Strong Buy; B=Sell; R=Restricted; NR=Not Rated Prior to 9-Sep-02: SB=Sell; NR=Not Rated Prior to$

AGN	Closing	Target		Initiation/
Date	Price (US\$)	Price (US\$)	Rating	Assumption
9/6/02	57.09	64	OUTPERFORM	
2/27/03	63.89		NOT RATED	
7/7/03	81.21	83	NEUTRAL	X
4/22/04	90.64	85		
5/3/04	89.1	91		
7/12/04	81.91	85		
2/8/05	74.12	82		
6/10/05	81.75	85		
7/14/05	86.2	88		

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Underperform:** The stock's total return is expected to underperform the industry average* by 10-15% or more over the next 12 months.

*The industry average refers to the average total return of the analyst's industry coverage universe (except with respect to Asia/Pacific, Latin America and Emerging Markets, where stock ratings are relative to the relevant country index, and CSFB HOLT Small and Mid-Cap Advisor stocks, where stock ratings are relative to the regional CSFB HOLT Small and Mid-Cap Advisor investment universe.

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Restricted	3%	

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Price Target: (12 months) for (AGN)

Method: CSFB Value Equation

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