



# McKesson Corporation (MCK)

Updated September 9<sup>th</sup>, 2020 by Josh Arnold

## Key Metrics

<b>Current Price:</b>	\$150	<b>5 Year CAGR Estimate:</b>	11.2%	<b>Market Cap:</b>	\$24.3 B
<b>Fair Value Price:</b>	\$182	<b>5 Year Growth Estimate:</b>	6.0%	<b>Ex-Dividend Date:</b>	08/31/20
<b>% Fair Value:</b>	82%	<b>5 Year Valuation Multiple Estimate:</b>	4.0%	<b>Dividend Payment Date:</b>	10/01/20
<b>Dividend Yield:</b>	1.1%	<b>5 Year Price Target</b>	\$244	<b>Years Of Dividend Growth:</b>	13
<b>Dividend Risk Score:</b>	A	<b>Retirement Suitability Score:</b>	C	<b>Last Dividend Increase:</b>	2.4%

## Overview & Current Events

McKesson Corporation traces its lineage to 1833 when its founders began to offer wholesale chemicals and pharmaceuticals in New York City. In the 187 years since, McKesson has grown into a powerhouse in the pharmaceutical and medical distribution industry and today, generates nearly \$240 billion in annual revenue and trades with a \$24 billion market capitalization.

McKesson reported first quarter earnings on August 3<sup>rd</sup>, with results coming in better than expected on the top and bottom lines. Total revenue was \$55.7 billion for the quarter, even with the year-ago period, but beating consensus estimates for a \$1.5 billion decline. All operating segments produced revenue declines year-over-year with the exception of the company's largest unit, US Pharma, which posted a modest 2% gain to \$45.1 billion.

Adjusted earnings-per-share came to \$2.77, a -16% decline year-over-year. The decline was driven by lower prescription volumes and primary care patient visits, as well as lapping the prior year contribution from the company's now-separated Change Healthcare unit. McKesson was able to partially offset some of this with a lower share count.

The company said the second half would be stronger from an earnings perspective, and updated its guidance for earnings-per-share from \$13.95 to \$14.75 for this year to \$14.70 to \$15.50. As a result, we've also boosted our estimate, which now stands at \$15.20.

McKesson also raised its dividend by 2% to a new annualized payout of \$1.68.

## Growth on a Per-Share Basis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
<b>EPS</b>	\$5.00	\$5.83	\$6.33	\$8.35	\$11.11	\$9.84	\$11.61	\$12.62	\$13.57	\$14.95	<b>\$15.20</b>	<b>\$20.34</b>
<b>DPS</b>	\$0.72	\$0.80	\$0.80	\$0.92	\$0.96	\$1.08	\$1.12	\$1.30	\$1.51	\$1.62	<b>\$1.68</b>	<b>\$2.36</b>
<b>Shares<sup>1</sup></b>	252	235	227	231	232	225	211	202	191	173	<b>173</b>	<b>155</b>

McKesson's earnings-per-share history is quite robust, having grown nearly every year in the past decade. Indeed, McKesson has managed to average more than 10% earnings-per-share growth annually over this time frame through organic revenue growth and many acquisitions. We do not believe that sort of growth is likely for the longer term as McKesson has grown much larger. As a result, it seems to have neared a plateau on operating margins and revenue growth, but we do still see 6% annual earnings-per-share growth as sustainable moving forward.

McKesson can achieve this result largely via revenue gains, which we forecast will be in the area of 3% for the foreseeable future. It continues to acquire growth in bolt-on acquisitions with companies that supplement its current offerings, a strategy that is unlikely to change. Margins have been flat for some time, so we expect that will continue. We note that the first quarter saw McKesson deviate from this, but it was due to extraordinary circumstances resulting from COVID-19.

The buyback should continue to meaningfully reduce the float over time, which we see as a key driver of earnings-per-share growth. We remain somewhat cautious due to an increasingly hostile regulatory environment for drug wholesalers

<sup>1</sup> Share count in millions

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like McKesson. In addition, constant pressure on pricing from regulators, as well as strong generic conversion are headwinds. However, recent results have been quite supportive of long-term growth, excluding Q1.

The dividend has never been a priority for McKesson and that is not likely to change anytime soon. We see the payout rising from today's \$1.68 to \$2.36 in five years, but the dividend remains just a small fraction of earnings.

## Valuation Analysis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	Now	2026
Avg. P/E	13.6	13.8	14.9	16.8	17.9	20.1	14.1	12.0	9.7	9.3	<b>9.9</b>	<b>12.0</b>
Avg. Yld.	1.1%	1.0%	0.8%	0.7%	0.5%	0.5%	0.7%	0.5%	1.1%	1.2%	<b>1.1%</b>	<b>1.0%</b>

The stock's price-to-earnings ratio has ebbed and flowed in the past decade but today, at 9.9 times earnings, it appears undervalued relative to its historical norm. We see fair value as 12 times earnings and thus, McKesson offers a reasonable value to prospective shareholders in our view. This could provide a small tailwind to total returns over the next five years if the stock's valuation reverts to more normalized levels. The yield should remain about where it is for the foreseeable future.

## Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
Payout	13%	13%	13%	11%	9%	11%	10%	10%	11%	11%	<b>11%</b>	<b>12%</b>

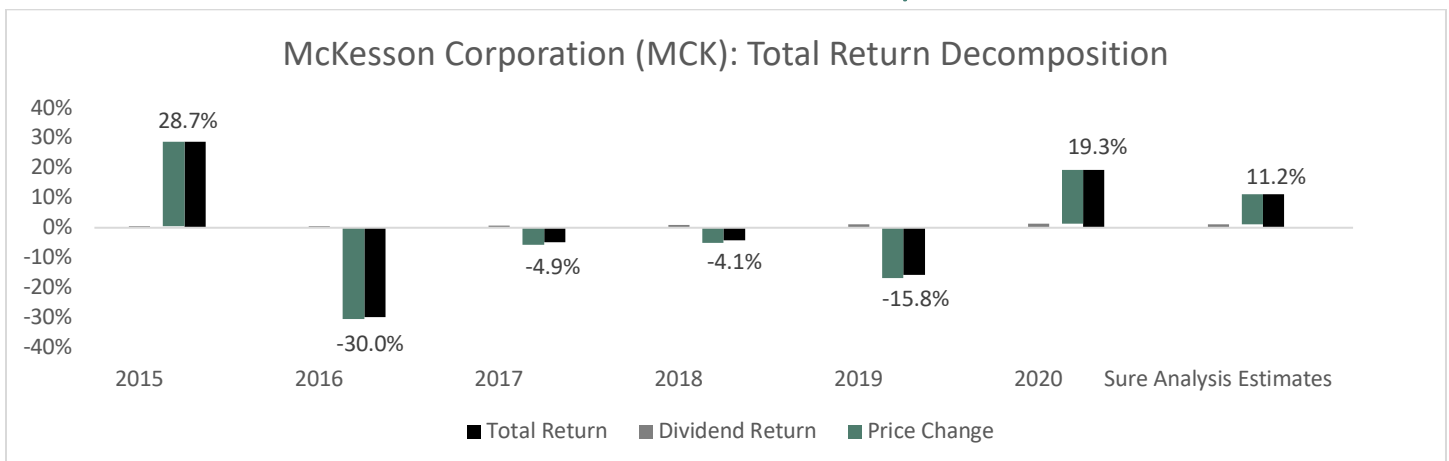
The payout ratio will remain very low barring a material strategic shift, which we are not forecasting. Instead, McKesson will almost certainly continue to boost earnings-per-share by reducing the float, as it did once again in fiscal 2020.

Its competitive advantage is in its willingness to adapt and shift to the changing needs of its customers, its willingness to buy growth and its immense scale, which affords purchasing power. McKesson should hold up well during this recession given its product assortment that offers healthcare consumers things they need, and not discretionary items.

## Final Thoughts & Recommendation

McKesson continues to look attractive as it offers a decent growth outlook, a robust share repurchase program and a valuation that is still under our view of fair value. We are forecasting 11.2% annual total returns going forward, consisting of the current 1.1% yield, 6% earnings-per-share growth and a tailwind from a rising valuation. That would make McKesson attractive for investors seeking growth or value, but its low yield would make it unattractive for investors seeking high levels of income. Due to the lower valuation, we're upgrading McKesson to a buy rating.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Revenue (\$B)	112.1	122.3	122.2	137.4	179.0	190.9	198.5	208.4	214.3	231.1
Gross Profit	5,970	6,402	6,881	8,352	11,411	11,416	11,271	11,184	11,754	12,023
Gross Margin	5.3%	5.2%	5.6%	6.1%	6.4%	6.0%	5.7%	5.4%	5.5%	5.2%
SG&A Exp.	3,529	3,727	4,110	5,388	7,901	7,379	7,447	8,138	8,403	9,168
D&A Exp.	496	493	581	735	1,017	885	910	951	949	922
Operating Profit	2,034	2,273	2,338	2,507	3,118	3,645	3,483	2,921	3,280	2,759
Operating Margin	1.8%	1.9%	1.9%	1.8%	1.7%	1.9%	1.8%	1.4%	1.5%	1.2%
Net Profit	1,202	1,403	1,338	1,263	1,476	2,258	5,070	67	34	900
Net Margin	1.1%	1.1%	1.1%	0.9%	0.8%	1.2%	2.6%	0.0%	0.0%	0.4%
Free Cash Flow	1,950	2,552	2,083	2,717	2,567	2,995	4,182	3,765	3,479	3,868
Income Tax	505	514	587	757	815	908	1,614	(53)	356	18

## Balance Sheet Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Total Assets	30,886	33,093	34,786	51,759	53,870	56,523	60,969	60,381	59,672	61,247
Cash & Equivalents	3,612	3,149	2,456	4,193	5,341	4,048	2,783	2,672	2,981	4,015
Acc. Receivable	7,982	8,562	8,683	12,169	13,117	14,519	14,602	14,349	14,941	17,201
Inventories	9,225	10,073	10,335	12,986	14,296	15,335	15,278	16,310	16,709	16,734
Goodwill & Int.	5,972	6,782	8,675	14,798	13,258	12,807	14,251	15,026	13,047	12,516
Total Liabilities	23,666	26,262	27,716	41,441	45,785	47,515	49,696	50,324	51,385	55,938
Accounts Payable	---	16,114	16,108	21,128	25,166	28,585	31,022	32,177	33,853	37,195
Long-Term Debt	4,004	3,980	4,873	10,594	9,844	8,114	8,545	7,880	7,595	7,387
Total Equity	7,220	6,831	7,070	8,522	8,001	8,924	11,095	9,804	8,094	5,092
D/E Ratio	0.55	0.58	0.69	1.24	1.23	0.91	0.77	0.80	0.94	1.45

## Profitability & Per Share Metrics

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Return on Assets	4.1%	4.4%	3.9%	2.9%	2.8%	4.1%	8.6%	0.1%	0.1%	1.5%
Return on Equity	16.3%	20.0%	19.3%	16.2%	17.9%	26.7%	50.7%	0.6%	0.4%	13.7%
ROIC	11.4%	12.7%	11.8%	7.7%	7.6%	12.9%	27.4%	0.4%	0.2%	6.3%
Shares Out.	252	235	227	231	232	225	211	202	191	173
Revenue/Share	426.17	487.33	511.28	589.67	761.89	819.24	890.28	996.92	1,087.9	1,269.5
FCF/Share	7.41	10.17	8.72	11.66	10.92	12.85	18.75	18.01	17.66	21.25

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

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