



Novartis AG (NVS)

Updated October 28th, 2020 by Nathan Parsh

Key Metrics

Current Price:	\$79	5 Year CAGR Estimate:	10.2%	Market Cap:	\$180.5 billion
Fair Value Price:	\$91	5 Year Growth Estimate:	4.0%	Ex-Dividend Date	3/4/2021 ¹
% Fair Value:	86%	5 Year Valuation Multiple Estimate:	2.9%	Dividend Payment Date:	3/8/2021 ²
Dividend Yield:	3.9%	5 Year Price Target	\$111	Years Of Dividend Growth:	24 ³
Dividend Risk Score:	B	Retirement Suitability Score:	B	Last Dividend Increase:	9.2% ⁴

Overview & Current Events

Novartis researches, develops and markets products to improve patients' health. The company's Innovative Medicines division offers medicines in the areas of oncology, cardiovascular, dermatology, respiratory and several others. Novartis' Sandoz division markets generic drugs. Novartis employs 109,000 people and has annual sales of more than \$49 billion. Novartis is incorporated in Switzerland, but U.S. investors have access to the company through an American Depositary Receipt, or ADR. There are more than 250 ADRs listed on the New York Stock Exchange, with NVS being one example. The company's spinoff of the Alcon division, which focuses on products related to eye care, was completed on 4/9/2019.

Novartis reported third quarter earnings results on 10/27/2020. All figures in U.S. dollars. The company's earnings-per-share of \$1.52 was 7.8% higher than the prior year and \$0.07 better than expected. Revenue inched higher by 0.7% to \$12.3 billion, but was \$322 million less than expected.

Innovative Medicines increased 1% in constant currency to \$9.8 billion driven by an 8% gain in volumes. This was offset by a 5% decline in pricing and a 3% headwind due to generic competition. *Cosentyx*, which treats plaque psoriasis and is the company's top selling product, grew 7% to more than \$1 billion despite fewer new patient starts related to COVID-19. *Entresto*, which is used to treat chronic heart failure, was higher by 45% to \$632 million due to higher patient market share. The Heart Failure Association of the European Society of Cardiology published a report in early 2019 in which *Entresto* is recommended as a first line treatment option for patients with systolic heart failure. Sales for *Tafinlar + Mekinist*, which treats melanoma, improved 14% to \$397 million due to a continued increase in demand. Sales for *Promacta/Revolade*, which helps lower the risk of bleeding, increased 16% to \$442 million. *Promacta/Revolade* continues to benefit from its first-line treatment for severe aplastic anemia in the U.S. *Kymriah*, used to treat patients with acute lymphoblastic leukemia that have relapsed, was higher by 51% to \$122 million as coverage and treatments expand. *Kymriah* was approved in the U.S. in 2017 for treatment of patients up to 25 years old and is now approved in 25 countries and showed especially strong growth rates in the U.S., Europe and Japan. Sandoz sales fell 3% to \$2.4 billion as COVID-19 reduced patient access for certain treatments. Net sales are higher by 4% for the first three quarters of the year while operating income has increased 11%. We reaffirm our expected earnings-per-share of \$5.71 for 2020.

Growth on a Per-Share Basis

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2025
EPS	\$4.26	\$3.78	\$3.89	\$3.70	\$4.13	\$2.92	\$2.82	\$3.28	\$5.14	\$5.28	\$5.71	\$6.95
DPS	\$1.94	\$2.36	\$2.41	\$2.43	\$2.76	\$2.67	\$2.72	\$2.72	\$2.94	\$2.57	\$3.09	\$3.76
Shares⁵	2301	2422	2472	2426	2399	2374	2374	2318	2300	2230	2254	2230

Novartis has increased earnings at a rate of 2.1% per year over the last decade; earnings actually grew during the last recession. Healthcare companies often perform well during recessions as people will seek out treatments for ailments

¹ Estimated date

² Estimated dividend payment date

³ In local currency

⁴ In local currency

⁵ Share count in millions

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regardless of the economic climate. Due to continued strength of the company's top selling products, we are reiterating our expect earnings-per-share annual growth rate of 4%.

Novartis pays an annual dividend, with the most recent paid on 3/5/2020, which was 9.2% higher than the previous year. The dividend for U.S. investors was maintained in 2016 and 2017 after being cut slightly in 2015 due to currency exchange. The company has increased its dividend 24 consecutive years in local currency. Free cash flow increased 15% to \$12.9 billion in 2019.

Valuation Analysis

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	Now	2025
Avg. P/E	12.4	15.2	14.8	19.8	21.4	33.3	27.3	24.5	16.3	17.9	13.8	16.0
Avg. Yld.	3.7%	4.1%	4.2%	3.3%	3.1%	2.7%	3.5%	3.4%	3.4%	2.7%	3.9%	3.4%

Novartis saw earnings-per-share decline at the same time the share price accelerated in the 2013-2015 period. We assign shares a fair value price-to-earnings multiple of 16 to help account for the wide variance in valuations over the last decade. This valuation is a premium to most peers, but we feel that the growth in the company's key products, as well as the expectation for new products to produce strong results, warrants the slight premium. Based off estimates for 2020, Novartis has a valuation of 13.8 times earnings. If shares were to reach our target by 2025, then valuation could add 2.9% to annual returns over this time period.

Safety, Quality, Competitive Advantage, & Recession Resiliency

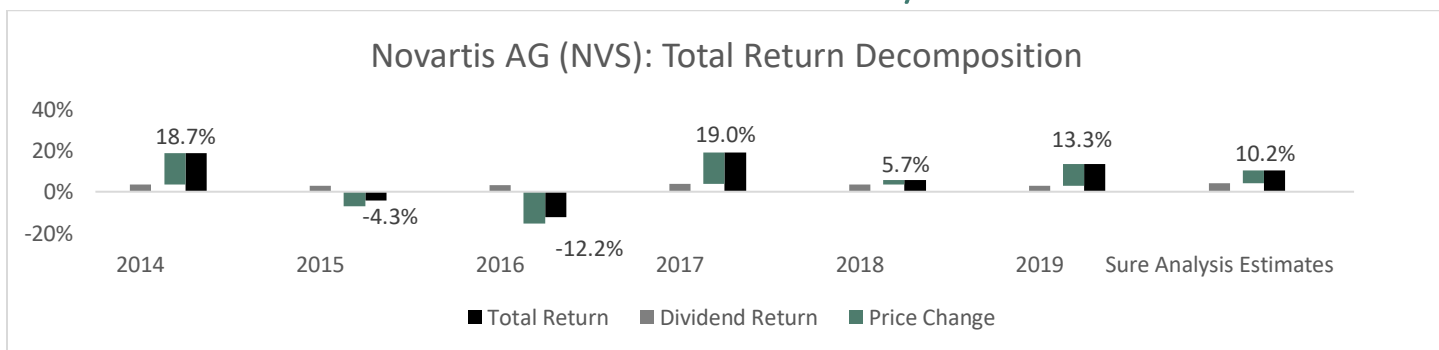
Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2025
Payout	46%	62%	62%	66%	67%	91%	97%	83%	57%	49%	54%	54%

The chief competitive advantage for Novartis is its Innovative Medicines division, which has shown impressive growth over the last year. Four different products have reached the \$1 billion annual sales mark. Another key advantage for the company is Novartis' willingness to spend on research and development. The company spent more than \$9 billion on R&D over the last year. This level of R&D spending should pay off as Novartis expects to bring to market 14 different products over the next two years with the potential for at least a billion dollars in peak sales.

Final Thoughts & Recommendation

Novartis is now expected to return 10.2% annually through 2025, up from our prior estimate of 8.1%. The company saw strong growth rates in numerous products even with COVID-19 acting as a headwind. Investors had been encouraged to wait for a pullback prior to purchasing at the time our update. With the stock down 9% since our last report and now offering the potential for double-digits returns over the next five years, Novartis receives a buy recommendation from Sure Dividend.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Revenue	51561	59375	51971	52716	53634	50387	49436	50135	53166	48,677
Gross Profit	37073	40392	36105	36137	36289	32983	31916	32960	34759	34,252
Gross Margin	71.9%	68.0%	69.5%	68.6%	67.7%	65.5%	64.6%	65.7%	65.4%	70.4%
SG&A Exp.	15797	18049	15117	15241	14993	14247	14192	14997	16471	14,369
D&A Exp.	3419	5788	4442	4405	4682	5471	6043	6076	6892	5,826
Operating Profit	11526	10780	11507	10983	11089	8977	8268	8629	8169	9,086
Op. Margin	22.4%	18.2%	22.1%	20.8%	20.7%	17.8%	16.7%	17.2%	15.4%	18.7%
Net Profit	9794	8940	9270	9175	10210	17783	6712	7703	12611	11,732
Net Margin	19.0%	15.1%	17.8%	17.4%	19.0%	35.3%	13.6%	15.4%	23.7%	24.1%
Free Cash Flow	11835	11922	11422	9796	10493	8392	8596	9875	10917	11,368
Income Tax	1733	1483	1706	1498	1545	1106	1119	1296	1221	1,793

Balance Sheet Metrics

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Total Assets (\$B)	123.32	117.50	124.19	126.25	125.39	131.56	130.12	133.08	145.56	118.37
Cash & Equivalents	5319	3709	5552	6687	13023	4674	7007	8860	13271	11,112
Acc. Receivable	9873	10323	10051	9902	8275	8180	8202	8600	8727	8,301
Inventories	6093	5930	6744	7267	6093	6226	6255	6867	6956	5,982
Goodwill & Int.	64923	61912	61421	58867	53143	65391	62320	61747	74013	55,311
Total Liabilities	53549	51556	54928	51782	54543	54434	55233	58852	66871	62,819
Accounts Payable	4788	4989	5593	6148	5419	5668	4873	5169	5556	5,424
Long-Term Debt	22943	20229	19726	18018	20411	21931	23802	28532	32148	27,199
Total Equity	63196	65844	69137	74343	70766	77046	74832	74168	78614	55,474
D/E Ratio	0.36	0.31	0.29	0.24	0.29	0.28	0.32	0.38	0.41	0.49

Profitability & Per Share Metrics

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Return on Assets	9.0%	7.4%	7.7%	7.3%	8.1%	13.8%	5.1%	5.9%	9.1%	8.9%
Return on Equity	16.2%	13.9%	13.7%	12.8%	14.1%	24.1%	8.8%	10.3%	16.5%	17.5%
ROIC	11.9%	10.0%	10.6%	10.1%	11.1%	18.7%	6.8%	7.6%	11.8%	12.1%
Shares Out.	2,301	2,422	2,472	2,426	2,399	2,374	2,374	2,318	2,300	2,230
Revenue/Share	22.41	24.61	21.26	21.27	21.71	20.67	20.60	21.15	22.68	20.99
FCF/Share	5.14	4.94	4.67	3.95	4.25	3.44	3.58	4.16	4.66	4.90

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

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