



Sanofi SA (SNY)

Updated November 2nd, 2020 by Nathan Parsh

Key Metrics

Current Price:	\$45	5 Year CAGR Estimate:	12.1%	Market Cap:	\$113.5 billion
Fair Value Price:	\$57	5 Year Growth Estimate:	4.0%	Ex-Dividend Date:	5/7/2021 ¹
% Fair Value:	79%	5 Year Valuation Multiple Estimate:	4.9%	Dividend Payment Date:	5/29/2021 ²
Dividend Yield:	4.0%	5 Year Price Target	\$70	Years Of Dividend Growth:	26 ³
Dividend Risk Score:	C	Retirement Suitability Score:	C	Last Dividend Increase:	2.6%

Overview & Current Events

Sanofi, a global pharmaceutical leader, incorporated in 1994. The company develops and markets a variety of therapeutic treatments and vaccines. Pharmaceuticals account for ~72% of sales, vaccines makeup ~15% of sales and consumer healthcare contributing the remainder of sales. Sanofi is truly a global leader, with a third of sales coming from the U.S., a little more than a quarter coming from Western Europe, and the remainder of sales coming from emerging markets/rest of the world. Sanofi produces more than \$40 billion annual revenues. Sanofi is incorporated in France, but U.S. investors have access to the company through an American Depositary Receipt, or ADR.

On 10/29/2020, Sanofi announced third quarter earnings results. Unless otherwise noted, all figures are listed in U.S. dollars and constant exchange rates. Revenue increased 4.5% to \$11.1 billion, but was \$303 million lower than expected. The company's EPS of \$1.08 per ADR share was \$0.05 above estimates and a \$0.01, or 0.9%, improvement from the previous year.

Revenues for the Pharmaceutical division improved 4.5% while Specialty Care continued its strong performance by growing almost 24% year-over-year. Leading the way again was *Dupixent*, which treats patients with moderate-to-severe asthma. Sales were up almost 69% due to continued higher demand from adult and adolescent patients. *Dupixent* was approved for use in children ages 6 to 11 in the U.S. in May of this year. Total prescriptions grew 80% and new patients were higher by 25% even as patient visits slowed due COVID-19. *Dupixent* is now approved for use in adults in 44 countries and in adolescents in 18 countries. Sanofi estimates that the product can be launched in 50 additional countries. Oncology continues to produce high rates of growth as sales were up 37.6%. *Jevtana*, which treats prostate cancer that has spread to other parts of the body, had growth of 16% due to better demand in the U.S. and Europe. Sales for Rare Diseases improved 6.7%, led again by *Myozyme/Lumizyme*, treatment for Pompe disease, which grew 11.5%. Cardiovascular and Established Products declined 7.5% due to lower realized prices and a slight headwind from COVID-19. Vaccine sales reserved from the previous quarter and were up 13.6%. Influenza vaccines spiked 53.1% due to strong demand in the U.S., Europe and China. Consumer Healthcare fell 1.1% due to lower pharmacy foot traffic and declining demand for cough and cold products outside of the U.S. By region, U.S. sales were up 14.2%, Europe was higher by 3.7% and Rest of the World fell 1.7%. Sanofi raised its expectations for 2020 once again and now expects EPS to increase 7% to 8%, up from 6% to 7% previously.

Growth on a Per-Share Basis

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2025
EPS	\$2.76	\$2.98	\$2.60	\$2.25	\$2.00	\$1.82	\$1.78	\$2.36	\$3.19	\$3.33	\$3.58	\$4.36
DPS	\$1.47	\$1.76	\$1.69	\$1.91	\$1.91	\$1.61	\$1.66	\$1.64	\$1.86	\$1.74	\$1.78	\$2.17
Shares⁴	2622	2647	2647	2636	2639	2611	2584	2508	2500	2500	2500	2450

¹ Estimated date

² Estimated dividend payment date

³ In local currency

⁴ In millions of shares

Disclosure: This analyst has no position in the security discussed in this research report, and no plans to initiate one in the next 72 hours.



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Sanofi saw earnings growth during the last recession, though there has been some variance in results in the past few years. This is the case with many ADRs and is often a result of currency fluctuations. We expect the company's pharmaceutical segment to continue to show growth in the coming years, leading to a 4% annual increase in earnings and dividends per share through 2025. The fluctuations in dividends received for the ADR is, again, due largely to currency exchanges, as Sanofi has increased its dividend for 26 consecutive years in its local currency. Sanofi pays an annual dividend, usually in May or June.

Valuation Analysis

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	Now	2025
Avg. P/E	12.2	12.0	15.3	22.7	25.7	26.8	22.6	19.5	13.8	15.1	12.6	16.0
Avg. Yld.	4.4%	4.9%	4.2%	3.7%	3.7%	3.3%	4.1%	3.6%	4.0%	3.5%	4.0%	3.1%

Shares of Sanofi have increased \$7, or 13.5%, since our 7/31/2020 update. We maintain our 2025 target price-to-earnings ratio of 16, which is in line with peers. Based off of revised guidance for earnings-per-share for 2020, shares trade with a price-to-earnings multiple of 12.6 today. If the stock expanded to our target valuation, investors would see an additional 4.9% in annual returns through 2025. The stock's 4.0% yield is well-above the yield of the S&P 500.

Safety, Quality, Competitive Advantage, & Recession Resiliency

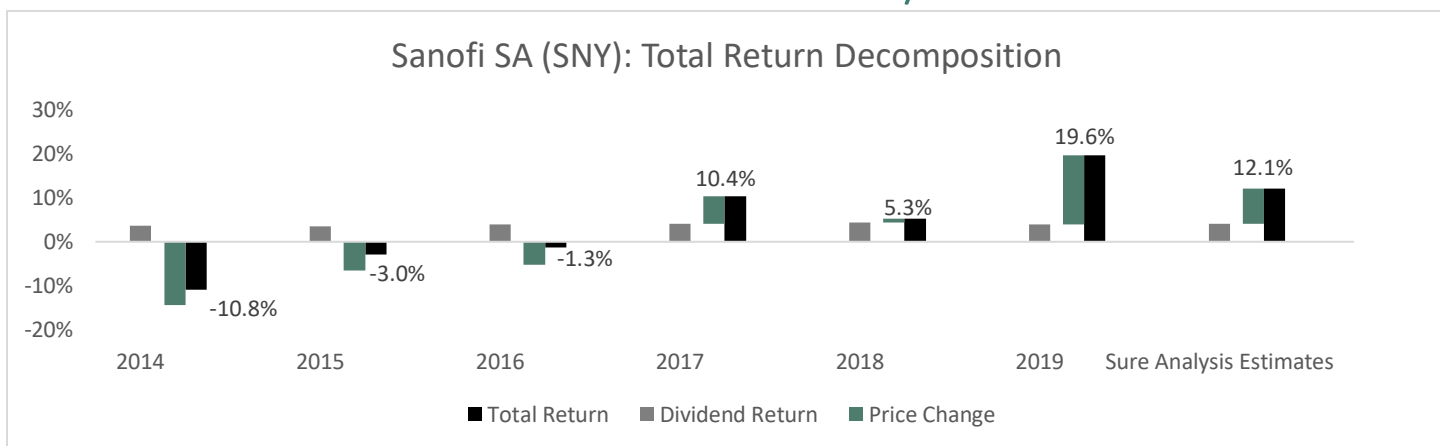
Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2025
Payout	53%	59%	65%	85%	96%	89%	93%	70%	58%	52%	50%	50%

Sanofi's specialty care division, especially in the areas of rare disease and immunology, have demonstrated high rates of growth. These areas are likely to be continued sources of strength for the company. Several of these products, such as *Dupixent*, are just starting to gain traction. Sanofi has also showed a willingness to use acquisitions to fund its growth. Given Sanofi's products are used to treat diseases, and thus, shouldn't be dependent upon strong economic conditions, we see Sanofi as a defensive play for when the next recession strikes.

Final Thoughts & Recommendation

Sanofi is now projected to return 12.1% through 2025, up from our previous estimate of 8.8%. Third quarter results rebounded to show year-over-year growth. Sanofi's Specialty Care products remain in high demand, especially *Dupixent*, which is likely just scratching the surface of its potential. Vaccines, led by flu vaccines, also posted strong growth rates. We have raised our 2025 price target \$1 to \$70 due to revised guidance. Sanofi now receives a buy recommendation from Sure Dividend due to projected annual returns over the next five years.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Revenue	45,115	48,882	46,227	41,557	42,554	38,685	38,400	41,021	42,128	42,128
Gross Profit	32,658	33,733	31,960	27,875	28,949	26,568	26,557	27,869	28,625	28,721
Gross Margin	72.4%	69.0%	69.1%	67.1%	68.0%	68.7%	69.2%	67.9%	67.9%	68.2%
SG&A Exp.	10,802	11,863	11,482	10,558	11,204	10,411	10,490	11,407	11,642	11,064
D&A Exp.	6,799	7,743	6,309	6,767	4,362	4,745	3,653	4,174	5,053	
Operating Profit	11,254	10,658	9,884	8,861	8,560	7,974	8,180	7,976	7,524	8,356
Op. Margin	24.9%	21.8%	21.4%	21.3%	20.1%	20.6%	21.3%	19.4%	17.9%	19.8%
Net Profit	7,247	7,872	6,284	4,935	5,838	4,757	5,212	9,531	5,085	3,141
Net Margin	16.1%	16.1%	13.6%	11.9%	13.7%	12.3%	13.6%	23.2%	12.1%	7.5%
Free Cash Flow	10,865	10,509	8,432	7,501	8,294	6,822	6,752	6,142	4,215	
Income Tax	1,895	614	1,424	964	1,614	787	1,466	1,950	568	156

Balance Sheet Metrics

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Total Assets (\$B)	113.4	130.4	132.8	132.6	118.4	111.9	110.7	119.7	127.4	126.3
Cash & Equivalents	8,598	5,342	8,439	11,402	8,927	10,002	10,860	12,375	7,922	10,560
Acc. Receivable	8,654	10,417	9,928	9,433	8,693	8,075	7,729	8,657	8,305	
Inventories	6,676	7,838	8,436	8,771	7,980	7,124	7,290	8,180	8,553	21,489
Goodwill & Int.	59,065	80,595	77,055	72,536	65,349	56,396	54,091	63,997	75,639	68,432
Total Liabilities	42,527	57,393	56,752	53,884	50,008	48,227	49,641	49,876	59,909	60,072
Accounts Payable	3,724	4,123	4,219	4,147	4,440	4,173	4,543	5,558	5,766	17,109
Long-Term Debt	10,985	19,998	19,217	20,147	18,014	18,098	19,641	18,717	28,186	27,651
Total Equity	70,617	72,787	75,848	78,577	68,243	63,465	60,842	69,667	67,348	66,016
D/E Ratio	0.16	0.27	0.25	0.26	0.26	0.29	0.32	0.27	0.42	0.42

Profitability & Per Share Metrics

Year	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019
Return on Assets	6.4%	6.5%	4.8%	3.7%	4.7%	4.1%	4.7%	8.3%	4.1%	2.5%
Return on Equity	10.4%	11.0%	8.5%	6.4%	8.0%	7.2%	8.4%	14.6%	7.4%	4.7%
ROIC	8.8%	9.0%	6.7%	5.1%	6.3%	5.7%	6.4%	11.3%	5.5%	3.3%
Shares Out.	2622	2647	2647	2636	2639	2611	2584	2508	2500	2500
Revenue/Share	17.24	18.42	17.38	15.52	15.98	14.65	14.81	16.19	16.78	16.85
FCF/Share	4.15	3.96	3.17	2.80	3.12	2.58	2.61	2.42	1.68	

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

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