



McKesson Corporation (MCK)

Updated February 5th, 2021 by Josh Arnold

Key Metrics

Current Price:	\$186	5 Year CAGR Estimate:	8.0%	Market Cap:	\$30 B
Fair Value Price:	\$204	5 Year Growth Estimate:	5.0%	Ex-Dividend Date:	03/01/21
% Fair Value:	90%	5 Year Valuation Multiple Estimate:	2.1%	Dividend Payment Date:	04/01/21
Dividend Yield:	0.9%	5 Year Price Target	\$263	Years Of Dividend Growth:	13
Dividend Risk Score:	A	Retirement Suitability Score:	C	Last Dividend Increase:	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 188 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 \$30 billion market capitalization.

McKesson reported third quarter earnings on February 2nd, 2021 with results coming in ahead of expectations on both the top and bottom lines. Total revenue was \$62.6 billion in Q3, up 6% year-over-year. As with prior quarters, the gain was driven by the US Pharm segment, with market growth and higher specialty volumes being partially offset by the conversion of consumers from branded drugs to generic.

The international business saw revenue decline -6% on a reported basis and -10% on a forex-adjusted basis, driven by lower contributions from the company's joint venture in Germany with Walgreens. Med-Surg Solutions revenue was up 43% year-over-year to \$3.1 billion, driven by demand for COVID-19 tests. The Prescriptions Technology Solutions business saw revenues rise 9% year-over-year to \$777 million, driven by new brand support programs and higher volumes of existing programs.

The company took a pre-tax charge of \$8.1 billion related to opioid litigation, but on an adjusted basis, earnings-per-share rose 21% year-over-year to \$4.60. Following strong results in Q3, we have raised our estimate of earnings-per-share for this year to \$17.20.

McKesson also authorized a further \$2 billion in share repurchases, good for another ~6% of the float. We've lowered our share count forecasts for this year and 2026 accordingly.

Growth on a Per-Share Basis

Year	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2026
EPS	\$5.00	\$5.83	\$6.33	\$8.35	\$11.11	\$9.84	\$11.61	\$12.62	\$13.57	\$14.95	\$17.20	\$21.95
DPS	\$0.72	\$0.80	\$0.80	\$0.92	\$0.96	\$1.08	\$1.12	\$1.30	\$1.51	\$1.62	\$1.68	\$2.36
Shares¹	252	235	227	231	232	225	211	202	191	173	163	145

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 5% 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% to 5% 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.

¹ Share count in millions

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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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 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.

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	10.8	12.0
Avg. Yld.	1.1%	1.0%	0.8%	0.7%	0.5%	0.5%	0.7%	0.5%	1.1%	1.2%	0.9%	0.9%

The stock's price-to-earnings ratio has ebbed and flowed in the past decade but today, at 10.8 times earnings, it appears to be 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%	10%	11%

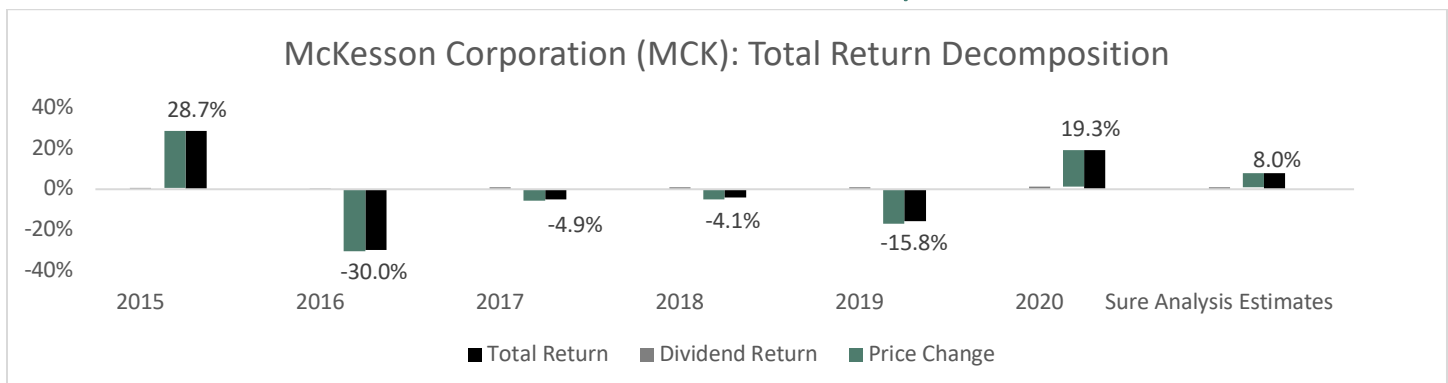
The payout ratio will remain very low barring a material strategic shift, which we are not forecasting. Instead, McKesson will almost certainly continue to boost earnings-per-share by reducing the float, as it did once again in fiscal 2020.

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 held up well during 2020 given its product assortment that offers healthcare consumers things they need, and not discretionary items.

Final Thoughts & Recommendation

McKesson continues to look somewhat 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 8% annual total returns going forward, consisting of the current 0.9% yield, 5% 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. We reiterate the stock at a hold 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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