



# McKesson Corporation (MCK)

Updated August 20<sup>th</sup>, 2021, by Josh Arnold

## Key Metrics

<b>Current Price:</b>	\$199	<b>5 Year CAGR Estimate:</b>	8.1%	<b>Market Cap:</b>	\$31 B
<b>Fair Value Price:</b>	\$244	<b>5 Year Growth Estimate:</b>	3.0%	<b>Ex-Dividend Date:</b>	08/31/21
<b>% Fair Value:</b>	82%	<b>5 Year Valuation Multiple Estimate:</b>	4.1%	<b>Dividend Payment Date:</b>	10/01/21
<b>Dividend Yield:</b>	0.9%	<b>5 Year Price Target</b>	\$282	<b>Years Of Dividend Growth:</b>	14
<b>Dividend Risk Score:</b>	A	<b>Retirement Suitability Score:</b>	C	<b>Last Dividend Increase:</b>	11.9%

## 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 about \$250 billion in annual revenue and trades with a \$31 billion market capitalization.

McKesson reported first quarter earnings on August 4<sup>th</sup>, 2021, and results were well ahead of expectations for both the top and bottom lines. Revenue was \$62.7 billion in Q1, up 13% year-over-year, driven by growth in the U.S. Pharmaceutical segment. This was largely from higher volumes from retail national account customers and market growth, which was partially offset by the conversion of branded to generic pharmaceuticals; this has been a nearly constant headwind for McKesson in recent years, and likely will be for years to come.

The company said it earned \$5.56 per share on an adjusted basis in Q1, up from \$2.77 in the same period of 2020. The doubling of earnings was driven by the recovery of prescription volumes, primary care patient visits, the company's involvement in the distribution of the COVID-19 vaccine in the U.S., and the related kitting program from the federal government.

McKesson announced after the end of the quarter that it entered into an agreement to sell its European businesses in France, Italy, Ireland, Portugal, Belgium, and Slovenia for about \$1.5 billion. Earnings-per-share guidance was raised to \$19.80 to \$20.40 for this fiscal year, which assumes continued contribution from the company's involvement in the COVID-19 program in the U.S. Finally, McKesson boosted its dividend for the 14<sup>th</sup> consecutive year, this time raising the payout 11.9% to a new annualized rate of \$1.88 per share.

## Growth on a Per-Share Basis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
<b>EPS</b>	\$5.83	\$6.33	\$8.35	\$11.11	\$9.84	\$11.61	\$12.62	\$13.57	\$14.95	\$17.21	<b>\$20.30</b>	<b>\$23.53</b>
<b>DPS</b>	\$0.80	\$0.80	\$0.92	\$0.96	\$1.08	\$1.12	\$1.30	\$1.51	\$1.62	\$1.67	<b>\$1.88</b>	<b>\$2.64</b>
<b>Shares<sup>1</sup></b>	235	227	231	232	225	211	202	191	173	158	<b>148</b>	<b>125</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 3% annual earnings-per-share growth as sustainable moving forward.

McKesson can achieve this result largely via revenue gains, as 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.

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. We note that the COVID tailwind from last year and this year will potentially abate in fiscal 2023 and beyond.

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 \$1.88 to \$2.64 in five years, but the dividend remains just a small fraction of earnings.

## Valuation Analysis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Now	2027
Avg. P/E	13.8	14.9	16.8	17.9	20.1	14.1	12.0	9.7	9.3	9.4	9.8	12.0
Avg. Yld.	1.0%	0.8%	0.7%	0.5%	0.5%	0.7%	0.5%	1.1%	1.2%	1.0%	0.9%	0.9%

The stock's price-to-earnings ratio has ebbed and flowed in the past decade but today, at 9.8 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, and we note McKesson is not a high-income stock.

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

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
Payout	13%	13%	11%	9%	11%	10%	10%	11%	11%	10%	9%	11%

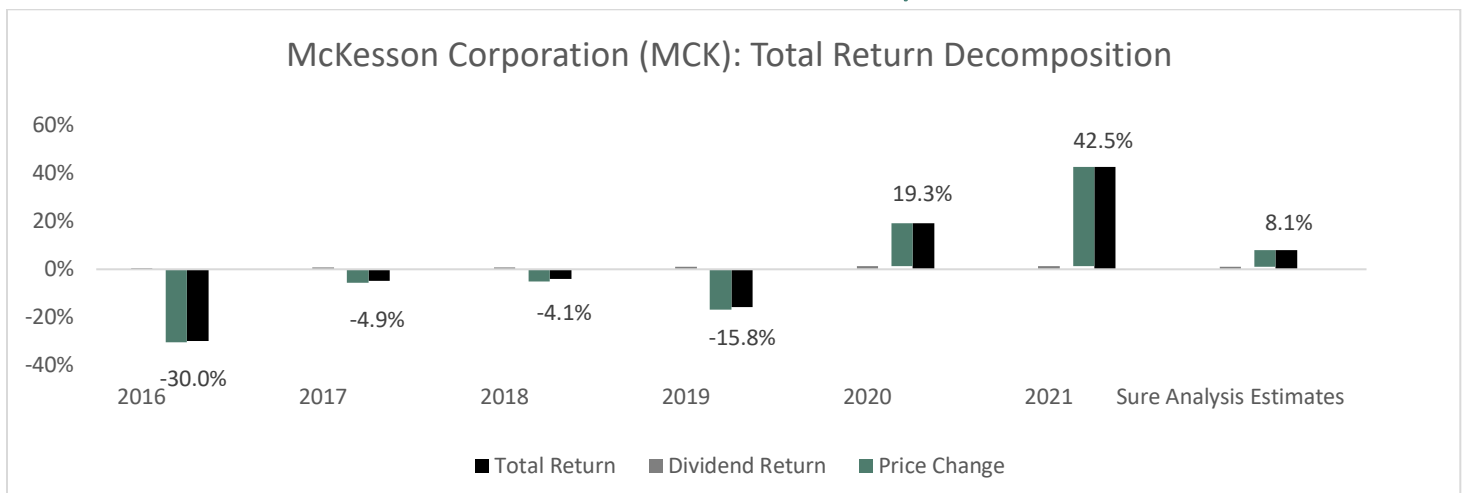
The payout ratio will remain very low barring a material strategic shift, which we are not forecasting. Instead, McKesson will almost certainly continue to boost earnings-per-share by reducing the float, as it did once again in fiscal 2021.

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 calendar 2020 given its product assortment that offers healthcare consumers things they need, and not discretionary items.

## Final Thoughts & Recommendation

McKesson offers a modest growth outlook, a robust share repurchase program and a valuation that is still under our view of fair value. We are forecasting 8.1% annual total returns going forward, consisting of the current 0.9% yield, 3% earnings-per-share growth and a tailwind from a rising valuation. 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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