



Bristol-Myers Squibb (BMY)

Updated May 4th, 2022 by Nathan Parsh

Key Metrics

Current Price:	\$75	5 Year CAGR Estimate:	11.9%	Market Cap:	\$161 B
Fair Value Price:	\$102	5 Year Growth Estimate:	3.0%	Ex-Dividend Date:	07/01/22 ¹
% Fair Value:	73%	5 Year Valuation Multiple Estimate:	6.4%	Dividend Payment Date:	08/05/22 ²
Dividend Yield:	2.9%	5 Year Price Target	\$119	Years Of Dividend Growth:	15
Dividend Risk Score:	A	Retirement Suitability Score:	B	Rating:	Buy

Overview & Current Events

Bristol-Myers Squibb was created when Bristol-Myers and Squibb merged on October 4th, 1989. Bristol-Myers can trace its corporate beginnings back to 1887. Today this leading drug maker of cardiovascular and anti-cancer therapeutics has annual revenues of about \$47 billion.

Bristol-Myers closed on its \$74 billion purchase of Celgene Corporation (CELG) on November 20th, 2019. We expect this acquisition to factor heavily into Bristol-Myers' results for the years to come.

On April 29th, 2022, Bristol-Myers reported first quarter results for the period ending March 31st, 2022. Revenue grew 4.8% to \$11.6 billion, beating expectations by \$260 million. Adjusted earnings-per-share of \$1.96 compared favorably to adjusted earnings-per-share of \$1.74 in the prior year and was \$0.07 above estimates.

Adjusting for unfavorable currency exchange, revenue grew 7%. U.S. revenues increased 10% to \$7.7 billion while international fell 3%. *Revlimid* sales declined 5% to \$2.8 billion due to loss of patent exclusivity. Weakness for this product is expected to continue. *Eliquis*, which prevents blood clots, grew 11% to \$3.2 billion due largely to strength in the U.S. and key international markets. *Eliquis* has become the top oral anticoagulant in several international countries since 2019 and had nearly \$11 billion in revenue for 2021, which was a 17% increase from the prior year. *Opdivo*, which treats cancers such as advanced renal carcinoma, was higher by 12% to \$1.9 billion due to higher demand across multiple indications. Revenue for *Orencia*, which treats rheumatoid arthritis, grew 6% to \$792 million. Gross margins expanded 450 basis points to 78.8% due to an impairment charge in the prior year and currency exchange. In December of 2021, the company authorized a \$15 billion share repurchase to take place over several years. The company will conduct an accelerated share repurchase program of up to \$5 billion over the course of the second and third quarter of the year.

Bristol-Myers provided an updated outlook for 2022 as well. Revenue guidance of close to \$47 billion was reaffirmed. The company now expects adjusted earnings-per-share in a range of \$7.44 to \$7.74 for the year, down from \$7.65 to \$7.95 previously. We have updated our forecast accordingly.

Growth on a Per-Share Basis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
EPS	\$1.16	\$1.54	\$1.20	\$0.93	\$2.65	\$3.01	\$3.98	\$4.69	\$6.44	\$7.51	\$7.59	\$8.80
DPS	\$1.37	\$1.41	\$1.45	\$1.49	\$1.53	\$1.57	\$1.60	\$1.64	\$1.80	\$1.96	\$2.16	\$2.76
Shares³	1630	1641	1662	1661	1664	1625	1623	1918	2252	2219	2164	2100

Bristol-Myers' earnings-per-share saw a small increase in the years during and directly following the last recession. Since 2012, earnings results have been varied. Overall, Bristol-Myers has seen earnings-per-share grow at a rate of 23.1% per year over the last decade, but much of this growth has occurred over the past three years. Due to the somewhat unpredictable nature of the company's results, we project 3% growth through 2027.

¹ Estimated ex-dividend date

² Estimated dividend payment date

³ In millions of shares

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Bristol-Myers has increased its dividend at a CAGR of 3.1% over the past 10 years. The trend had been that shareholders receive a \$0.01 dividend-per-quarter raise each year. However, that was broken over the past few years and the company increased its dividend by 10.2% for the February 1st, 2022 payment. We project 5% dividend growth annually over the next five years.

Valuation Analysis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Now	2027
Avg. P/E	28.7	28.6	43.6	---	23.9	20.4	13.0	13.7	9.6	8.3	9.9	13.5
Avg. Yld.	4.1%	3.2%	2.8%	2.3%	2.4%	2.8%	3.2%	2.6%	2.9%	3.1%	2.9%	2.3%

While Bristol-Myers was growing earnings from 2008-2012, the stock's price-to-earnings ratio barely budged. When earnings started to decline, the stock price accelerated, which led to some very high earnings multiples. We are reaffirming our target multiple of 13.5x earnings. This brings Bristol-Myers' valuation more in line with large pharma companies in the same situation. Bristol-Myers shares have increased \$10, or 15.4%, since our February 6th, 2022 report. Based off of guidance for 2022, shares have a P/E multiple of 9.9. Valuation could add 6.4% to annual returns if shares of Bristol-Myers reach our target by 2027.

Safety, Quality, Competitive Advantage, & Recession Resiliency

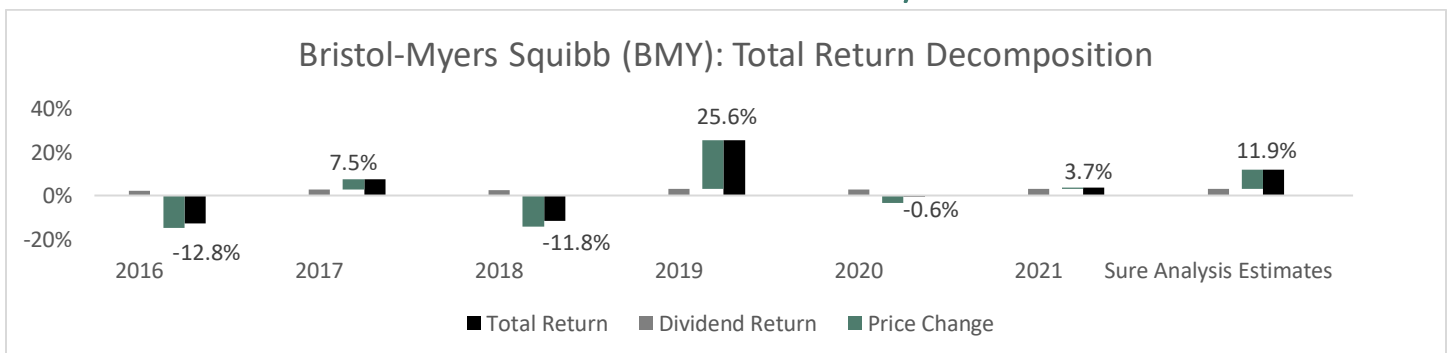
Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
Payout	118%	92%	121%	160%	58%	52%	40%	35%	28%	26%	28%	31%

The company's competitive advantage is its ability to either create (through research & development) or acquire patents for pharmaceuticals with high potential revenue. Bristol-Myers top three selling pharmaceuticals, *Revlimid*, *Opdivo* and *Eliquis*, have shown solid growth rates and are expected to see high peak annual sales, though the former has now lost patent exclusivity in certain markets. The addition of Celgene should add to the top and bottom lines. Bristol-Myers saw earnings increase during the last recession, which is quite normal for drug companies. Even in a recession, people will seek treatment for health problems, especially those of the cancer variety.

Final Thoughts & Recommendation

Following first quarter results, Bristol-Myers Squibb is now expected to offer a total annual return of 11.9% through 2027, down from our prior estimate of 15.7%. Projected returns stem from a 3% earnings growth rate, 2.9% starting dividend yield, and a mid-single-digit tailwind from possible multiple expansion. Bristol-Myers saw growth in most of its top products once again, though the expected decline in *Revlimid* is an area to watch. We have lowered our five-year price target \$3 to \$119 due to the company's revised guidance for the year, but reiterate our buy rating on Bristol-Myers due to projected returns.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Revenue	17621	16385	15879	16560	19427	20776	22561	26145	42518	
Gross Profit	13011	11766	11947	12651	14458	14762	16094	18067	30745	
Gross Margin	73.8%	71.8%	75.2%	76.4%	74.4%	71.1%	71.3%	69.1%	72.3%	
SG&A Exp.	5175	5104	5699	5001	4979	4751	4551	4871	7661	
D&A Exp.	681	763	467	376	382	789	637	1746	10380	
Operating Profit	3932	2931	1714	1730	4467	3446	5114	5913	2177	
Op. Margin	22.3%	17.9%	10.8%	10.4%	23.0%	16.6%	22.7%	22.6%	5.1%	
Net Profit	1960	2563	2004	1565	4457	1007	4920	3439	-9015	
Net Margin	11.1%	15.6%	12.6%	9.5%	22.9%	4.8%	21.8%	13.2%	-21.2%	
Free Cash Flow	6393	3008	2622	1285	1843	4220	6115	7374	13299	
Income Tax	-161	311	352	446	1408	4156	1021	1515	2124	

Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Total Assets	35897	38592	33749	31748	33707	33551	34986	129944	118481	
Cash & Equivalents	1656	3586	5571	2385	4237	5421	6911	12346	14546	
Acc. Receivable	1708	1690	2100	2948	3774	4347	4636	6476	7219	
Inventories	1657	1498	1560	1221	1241	1166	1195	4293	2074	
Goodwill & Int.	16413	9414	8780	8300	8260	8073	7629	86457	73790	
Total Liabilities	22259	23356	18766	17324	17360	21704	20859	78246	80599	
Accounts Payable	2202	2559	2487	1565	1664	2248	1892	2445	2713	
Long-Term Debt	7394	8340	7832	6689	6708	7962	7349	46733	50676	
Total Equity	13623	15154	14852	14266	16177	11741	14031	51598	37822	
LTD/E Ratio	0.54	0.55	0.53	0.47	0.41	0.68	0.52	0.91	1.34	

Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Return on Assets	5.7%	6.9%	5.5%	4.8%	13.6%	3.0%	14.4%	4.2%	-7.3%	
Return on Equity	13.3%	17.8%	13.4%	10.7%	29.3%	7.2%	38.2%	10.5%	-20.2%	
ROIC	9.2%	11.5%	8.6%	7.1%	20.2%	4.7%	23.8%	5.7%	-9.6%	
Shares Out.	1688	1662	1670	1679	1680	1652	1637	1712	2258	
Revenue/Share	10.44	9.86	9.51	9.86	11.56	12.58	13.78	15.27	18.83	
FCF/Share	3.79	1.81	1.57	0.77	1.10	2.55	3.74	4.31	5.89	

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

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