



# McKesson Corporation (MCK)

Updated August 23<sup>rd</sup>, 2022, by Josh Arnold

## Key Metrics

<b>Current Price:</b>	\$364	<b>5 Year CAGR Estimate:</b>	4.4%	<b>Market Cap:</b>	\$53 B
<b>Fair Value Price:</b>	\$317	<b>5 Year Growth Estimate:</b>	7.0%	<b>Ex-Dividend Date:</b>	08/31/22
<b>% Fair Value:</b>	116%	<b>5 Year Valuation Multiple Estimate:</b>	-3.0%	<b>Dividend Payment Date:</b>	10/03/22
<b>Dividend Yield:</b>	0.6%	<b>5 Year Price Target</b>	\$444	<b>Years Of Dividend Growth:</b>	15
<b>Dividend Risk Score:</b>	A	<b>Retirement Suitability Score:</b>	C	<b>Rating:</b>	Hold

## 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 189 years since, McKesson has grown into a powerhouse in the pharmaceutical and medical distribution industry and today, generates about \$276 billion in annual revenue and trades with a \$53 billion market capitalization.

McKesson reported first quarter earnings on August 3<sup>rd</sup>, 2022, and results were better than expected on both the top and bottom lines. Adjusted earnings-per-share came to \$5.83, smashing expectations by 53 cents. Revenue was up 7% year-over-year to \$67.2 billion, well ahead of expectations for less than \$65 billion.

Revenue growth was driven by the US Pharmaceutical segment, which saw higher specialty product volumes, including retail national account customers. The International segment saw lower revenue as a result of the planned divestiture of the European business, which was a slight headwind to revenue in Q1.

Earnings were driven by higher revenue, as well as a lower share count, but partially offset by a higher tax rate and lower contribution from COVID-19 vaccine distribution, kitting, and storage programs with the US government. There was also a small loss from the company's venture capital investments.

McKesson returned \$1.1 billion to shareholders in Q1, including \$1.0 billion in share repurchases, and \$71 million in dividend payments. Free cash flow was -\$1.0 billion, which was due to \$100 million invested in capital expenditures, as well as -\$941 million of operating cash flow.

Management raised the guidance range for this year and we've followed suit. We now stand at \$24.35 in estimated earnings-per-share for this year.

## Growth on a Per-Share Basis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
<b>EPS</b>	\$6.33	\$8.35	\$11.11	\$9.84	\$11.61	\$12.62	\$13.57	\$14.95	\$17.21	\$23.69	<b>\$24.35</b>	<b>\$34.15</b>
<b>DPS</b>	\$0.80	\$0.92	\$0.96	\$1.08	\$1.12	\$1.30	\$1.51	\$1.62	\$1.67	\$1.83	<b>\$2.16</b>	<b>\$3.03</b>
<b>Shares<sup>1</sup></b>	227	231	232	225	211	202	191	173	158	145	<b>140</b>	<b>120</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 7% 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.

<sup>1</sup> Share count in millions

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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 \$2.16 to \$3.03 in five years, but the dividend remains just a small fraction of earnings, and the yield is low as a result.

## Valuation Analysis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Now	2028
Avg. P/E	14.9	16.8	17.9	20.1	14.1	12.0	9.7	9.3	9.4	9.3	15.1	13.0
Avg. Yld.	0.8%	0.7%	0.5%	0.5%	0.7%	0.5%	1.1%	1.2%	1.0%	0.8%	0.6%	0.7%

The stock's price-to-earnings ratio has ebbed and flowed in the past decade but today, at 15.1 times earnings, it appears to be overvalued relative to its historical norm. We see fair value as 13 times earnings and thus, McKesson looks overvalued at the moment. This could provide a headwind 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	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
Payout	13%	11%	9%	11%	10%	10%	11%	11%	10%	8%	9%	9%

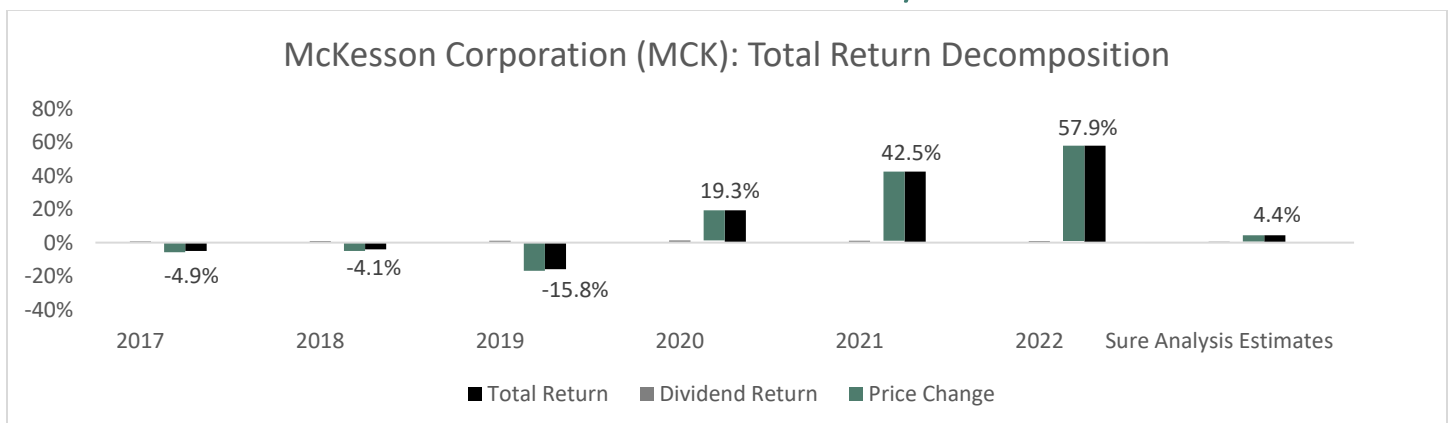
The payout ratio will remain very low barring a material strategic shift, which we are not forecasting. Instead, McKesson will almost certainly continue to boost earnings-per-share by reducing the float.

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 ahead of our view of fair value. We are forecasting 4.4% annual total returns going forward, consisting of the current 0.6% yield, 7% earnings-per-share growth and a headwind from a contracting valuation. We reiterate the stock at a hold rating.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Revenue (\$B)	122.3	122.2	137.4	179.0	190.9	198.5	208.4	214.3	231.1	238.2
Gross Profit	6,402	6,881	8,352	11,411	11,416	11,271	11,184	11,754	12,023	12,148
Gross Margin	5.2%	5.6%	6.1%	6.4%	6.0%	5.7%	5.4%	5.5%	5.2%	5.1%
SG&A Exp.	3,727	4,110	5,388	7,901	7,379	7,447	8,138	8,403	9,168	8,849
D&A Exp.	493	581	735	1,017	885	910	951	949	922	887
Operating Profit	2,273	2,338	2,507	3,118	3,645	3,483	2,921	3,280	2,759	3,299
Operating Margin	1.9%	1.9%	1.8%	1.7%	1.9%	1.8%	1.4%	1.5%	1.2%	1.4%
Net Profit	1,403	1,338	1,263	1,476	2,258	5,070	67	34	900	(4,539)
Net Margin	1.1%	1.1%	0.9%	0.8%	1.2%	2.6%	0.0%	0.0%	0.4%	-1.9%
Free Cash Flow	2,552	2,083	2,717	2,567	2,995	4,182	3,765	3,479	3,868	3,901
Income Tax	514	587	757	815	908	1,614	(53)	356	18	(695)

## Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Total Assets	33,093	34,786	51,759	53,870	56,523	60,969	60,381	59,672	61,247	65,015
Cash & Equivalents	3,149	2,456	4,193	5,341	4,048	2,783	2,672	2,981	4,015	6,278
Acc. Receivable	8,562	8,683	12,169	13,117	14,519	14,602	14,349	14,941	17,201	17,106
Inventories	10,073	10,335	12,986	14,296	15,335	15,278	16,310	16,709	16,734	19,246
Goodwill & Int.	6,782	8,675	14,798	13,258	12,807	14,251	15,026	13,047	12,516	12,371
Total Liabilities	26,262	27,716	41,441	45,785	47,515	49,696	50,324	51,385	55,938	64,840
Accounts Payable	16,114	16,108	21,128	25,166	28,585	31,022	32,177	33,853	37,195	38,975
Long-Term Debt	3,980	4,873	10,594	9,844	8,114	8,545	7,880	7,595	7,387	7,148
Total Equity	6,831	7,070	8,522	8,001	8,924	11,095	9,804	8,094	5,092	(21)
LTD/E Ratio	0.58	0.69	1.24	1.23	0.91	0.77	0.80	0.94	1.45	---

## Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Return on Assets	4.4%	3.9%	2.9%	2.8%	4.1%	8.6%	0.1%	0.1%	1.5%	-7.2%
Return on Equity	20.0%	19.3%	16.2%	17.9%	26.7%	50.7%	0.6%	0.4%	13.7%	-179%
ROIC	12.7%	11.8%	7.7%	7.6%	12.9%	27.4%	0.4%	0.2%	6.3%	-45.3%
Shares Out.	235	227	231	232	225	211	202	191	173	158
Revenue/Share	487.33	511.28	589.67	761.89	819.24	890.28	996.92	1,087.9	1,269.5	1,483.4
FCF/Share	10.17	8.72	11.66	10.92	12.85	18.75	18.01	17.66	21.25	24.29

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

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