



# Sanofi SA (SNY)

Updated October 31<sup>st</sup>, 2022 by Nathan Parsh

## Key Metrics

<b>Current Price:</b>	\$43	<b>5 Year CAGR Estimate:</b>	17.8%	<b>Market Cap:</b>	\$109 B
<b>Fair Value Price:</b>	\$71	<b>5 Year Growth Estimate:</b>	4.0%	<b>Ex-Dividend Date:</b>	05/04/23
<b>% Fair Value:</b>	60%	<b>5 Year Valuation Multiple Estimate:</b>	10.6%	<b>Dividend Payment Date:</b>	05/30/23
<b>Dividend Yield:</b>	4.5%	<b>5 Year Price Target</b>	\$87	<b>Years Of Dividend Growth:</b>	27 <sup>1</sup>
<b>Dividend Risk Score:</b>	C	<b>Retirement Suitability Score:</b>	B	<b>Rating:</b>	Buy

## 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 annual revenues of about \$43 billion. Sanofi is incorporated in France, but U.S. investors have access to the company through an American Depositary Receipt, or ADR. Two ADR shares equal one share of the underlying company.

On October 28<sup>th</sup>, 2022, Sanofi announced third quarter results for the period ending September 30<sup>th</sup>, 2022. Revenue grew 2.0% to \$12.4 billion and beat estimates by \$432 million. The company's earnings-per-share per ADR of \$1.44 compared to \$1.23 in the prior year and was \$0.10 better than expected.

Unless otherwise noted, all figures are listed in U.S. dollars and at constant exchange rates. Revenue grew 9% year-over-year. Pharmaceutical revenues were higher by 5.1% during the quarter. Specialty Care remains especially impressive, with 19.9% revenue growth. *Dupixent*, which treats patients with moderate-to-severe asthma, grew 44.5% as both total prescriptions and new patient growth was robust. The product is now approved for use in adults in more than 60 countries and in adolescents in ~20 countries. Sanofi estimates that the product can be launched in ~50 additional countries. Oncology fell 8.4%. This was mostly due to a 13.3% decline in *Jevtana*, which treats prostate cancer that has spread to other parts of the body. The loss of partnership for *Libtayo*, which treats non-small cell lung cancer, also impacted results. Rare Diseases was higher by 7.7%, due to favorable purchasing patterns in most products. Vaccine revenue surged 23.5% as gains were seen in almost all areas, with particular strength in influenza and travel and endemic vaccines. Consumer Healthcare grew 1.9% as strength in cough and cold and digestive wellness were nearly offset by physical and mental wellness, allergy, pain care, personal care. By region, U.S. sales grew 15%, Europe increased 4.6%, and the rest of the world was higher by 4.5%. China was down 1.8%.

Sanofi revised its outlook for 2022 as well. The company now expects earnings-per-share growth of approximately 16% for the year, up from 15% and the low double-digit range previously. Currency is now expected to be a 9.5% to 10.5% tailwind to results, up from 7.5% to 8.5% and 4% to 5% 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
<b>EPS</b>	\$2.60	\$2.25	\$2.00	\$1.82	\$1.78	\$2.36	\$3.19	\$3.33	\$3.44	\$3.84	<b>\$4.45</b>	<b>\$5.41</b>
<b>DPS</b>	\$1.69	\$1.91	\$1.91	\$1.61	\$1.66	\$1.64	\$1.86	\$1.74	\$1.70	\$1.93	<b>\$1.92</b>	<b>\$2.34</b>
<b>Shares<sup>2</sup></b>	2647	2636	2639	2611	2584	2508	2500	2500	2500	2500	<b>2507</b>	<b>2450</b>

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

<sup>1</sup> In local currency

<sup>2</sup> In millions of shares

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pharmaceutical segment to continue to show growth in the coming years, leading to a 4% annual increase in earnings and dividends per share through 2027. This is below the company's guidance for the current year, but we are comfortable with this as the medium-term growth rate given the high base of earnings-per-share. The fluctuations in dividends received for the ADR is, again, due largely to currency exchanges, as Sanofi has increased its dividend for 27 consecutive years in its local currency. Sanofi pays an annual dividend, usually in May or June.

## Valuation Analysis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Now	2027
Avg. P/E	15.3	22.7	25.7	26.8	22.6	19.5	21.3	33.9	8.2	13.0	9.7	16.0
Avg. Yld.	4.2%	3.7%	3.7%	3.3%	4.1%	3.6%	4.3%	3.9%	3.4%	3.9%	4.5%	2.7%

Shares of Sanofi have decreased \$6, or 12.2%, since our August 1<sup>st</sup>, 2022 report. We maintain our 2027 target price-to-earnings ratio of 16, which is in line with peers and well below the long-term average. Based off of updated guidance for earnings-per-share for 2022, shares trade with a price-to-earnings ratio of 9.7 today. If the stock expanded to our target valuation, investors would see a tailwind of 10.6% added to annual returns through 2027. The stock's 4.5% yield is well-above the yield of the S&P 500.

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

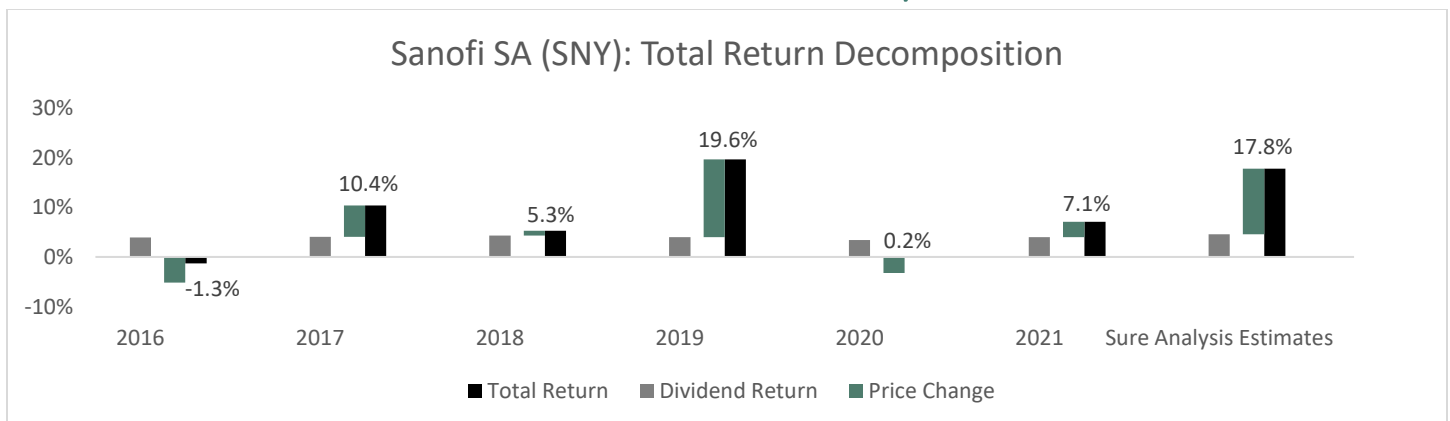
Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
Payout	65%	85%	96%	89%	93%	70%	58%	52%	49%	50%	43%	43%

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 expected to return 17.8% annually through 2027, up from our previous estimate of 14.6%. Our projected return stems from a 4% earnings growth rate, starting yield of 4.5%, and a low double-digit contribution from multiple expansion. Sanofi continues to see very strong performances in its most important areas, particularly *Dupixent*. We have raised our five year-year price target \$1 to \$87 due to revised EPS estimates and continue to view Sanofi as a buy 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
<b>Revenue</b>	46,227	41,557	42,554	38,685	38,400	41,021	42,128	42,128	42,676	46,351
<b>Gross Profit</b>	31,960	27,875	28,949	26,568	26,557	27,869	28,625	28,721	28,793	31,851
<b>Gross Margin</b>	69.1%	67.1%	68.0%	68.7%	69.2%	67.9%	67.9%	68.2%	67.5%	68.7%
<b>SG&amp;A Exp.</b>	11,482	10,558	11,204	10,411	10,490	11,407	11,642	11,064	10,724	11,305
<b>D&amp;A Exp.</b>	6,309	6,767	4,362	4,745	3,653	4,174	5,053	8,342	4,207	
<b>Operating Profit</b>	10,131	8,444	8,963	7,916	8,330	8,156	7,386	8,089	9,014	10,823
<b>Op. Margin</b>	21.9%	20.3%	21.1%	20.5%	21.7%	19.9%	17.5%	19.2%	21.1%	23.3%
<b>Net Profit</b>	6,284	4,935	5,838	4,757	5,212	9,531	5,085	3,141	14,063	7,363
<b>Net Margin</b>	13.6%	11.9%	13.7%	12.3%	13.6%	23.2%	12.1%	7.5%	33.0%	15.9%
<b>Free Cash Flow</b>	8,432	7,501	8,294	6,822	6,752	6,142	4,215	6,636	6,093	
<b>Income Tax</b>	1,424	964	1,614	787	1,466	1,950	568	156	2,070	1,843

## Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Total Assets</b>	132778	132639	118431	111868	110662	119746	127440	126283	140866	136140
<b>Cash &amp; Equivalents</b>	8,439	11,402	8,927	10,002	10,860	12,375	7,922	10,560	17,115	11,433
<b>Acc. Receivable</b>	9,928	9,433	8,693	8,075	7,729	8,657	8,305	8,891	9,214	
<b>Inventories</b>	8,436	8,771	7,980	7,124	7,290	8,180	8,553	8,955	10,273	22,479
<b>Goodwill &amp; Int.</b>	77,055	72,536	65,349	56,396	54,091	63,997	75,639	68,432	77,223	78,647
<b>Total Liabilities</b>	56,752	53,884	50,008	48,227	49,641	49,876	59,909	60,072	63,198	57,982
<b>Accounts Payable</b>	4,219	4,147	4,440	4,173	4,543	5,558	5,766	5,951	6,513	19,697
<b>Long-Term Debt</b>	19,217	20,147	18,014	18,098	19,641	18,717	28,186	27,651	27,689	22,991
<b>Total Equity</b>	75,848	78,577	68,243	63,465	60,842	69,667	67,348	66,016	77,489	77,762
<b>LTD/E Ratio</b>	0.25	0.26	0.26	0.29	0.32	0.27	0.42	0.42	0.36	0.30

## Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
<b>Return on Assets</b>	4.8%	3.7%	4.7%	4.1%	4.7%	8.3%	4.1%	2.5%	10.5%	5.3%
<b>Return on Equity</b>	8.5%	6.4%	8.0%	7.2%	8.4%	14.6%	7.4%	4.7%	19.6%	9.5%
<b>ROIC</b>	6.7%	5.1%	6.3%	5.7%	6.4%	11.3%	5.5%	3.3%	14.1%	7.1%
<b>Shares Out.</b>	2647	2636	2639	2611	2584	2508	2500	2500	2500	2500
<b>Revenue/Share</b>	17.38	15.52	15.98	14.65	14.81	16.19	16.78	16.76	16.93	18.50
<b>FCF/Share</b>	3.17	2.80	3.12	2.58	2.61	2.42	1.68	2.64	2.42	

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

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