



West Pharmaceutical Services (WST)

Updated October 30th, 2022 by Jonathan Weber

Key Metrics

Current Price:	\$226	5 Year CAGR Estimate:	7.1%	Market Cap:	\$17B
Fair Value Price:	\$205	5 Year Growth Estimate:	9.0%	Ex-Dividend Date:	11/08/22
% Fair Value:	111%	5 Year Valuation Multiple Estimate:	-2.0%	Dividend Payment Date:	11/16/22
Dividend Yield:	0.3%	5 Year Price Target	\$315	Years Of Dividend Growth:	30
Dividend Risk Score:	A	Retirement Suitability Score:	C	Rating:	Hold

Overview & Current Events

West Pharmaceutical Services manufactures packaging and components involved in the distribution and application of pharmaceuticals. The company's products include *Zenith Crystal*, a medical glass alternative, and *SmartDose*, an automatic medication delivery system. West Pharmaceutical was founded in 1923 and is headquartered in Exton, PA. The company has increased its dividend for 30 consecutive years, which qualifies it to be a Dividend Champion.

West Pharmaceutical Services reported its third quarter earnings results on October 27. The company reported that its revenues totaled \$690 million, which represents a revenue decline of 3% compared to the prior year's quarter. West Pharmaceutical Services' revenues were lower than what the analyst community had expected, missing estimates by \$41 million. Revenues were negatively impacted by a strengthening dollar. Adjusted for that, West Pharmaceutical Services' organic revenues were up by a significantly stronger 4% year over year.

West Pharmaceutical Services generated adjusted earnings-per-share of \$2.03 during the third quarter, which represents a decline of 2% compared to the prior year's quarter. West Pharmaceutical Services lowered its revenue guidance to a range of \$2.83 billion to \$2.84 billion. Management is expecting earnings-per-share in a range of \$8.15 to \$8.20, which represents a decline versus the earnings-per-share the company recorded in 2021. This represents a reversal from West Pharmaceutical Services' previous guidance, as the company had guided for positive growth earlier.

Growth on a Per-Share Basis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
EPS	\$1.38	\$1.57	\$1.75	\$1.30	\$1.91	\$2.78	\$2.81	\$3.24	\$4.76	\$8.58	\$8.18	\$12.59
DPS	\$0.37	\$0.39	\$0.41	\$0.46	\$0.50	\$0.54	\$0.57	\$0.61	\$0.65	\$0.69	\$0.76	\$1.02
Shares¹	67	70	71	72	73	74	74	75	76	75	74	72

West Pharmaceutical grew its earnings-per-share at an attractive pace of 12% annually between 2009 and 2019. This included the recovery from the last financial crisis, when West Pharmaceutical Services' earnings-per-share growth rate was at an above-average level, during 2010 – 2014. During the last financial crisis, West Pharmaceutical Services' earnings-per-share declined by roughly 15%, which was a very solid performance versus most other companies.

West Pharmaceutical projects a long-term organic sales growth rate in a range of 6% to 8%. This seems optimistic, as West Pharmaceutical's revenues have grown at a slower pace of slightly less than 5% over the last 10 years. West Pharmaceutical Services' organic revenue growth rate accelerated during 2019 and 2020, however, which is why the company could be able to generate higher revenue growth in the future, compared to its historic growth rate. Tailwinds for the industry, such as rising healthcare spending, will help West Pharmaceutical in achieving sizeable revenue growth in coming years. Revenue growth will be one source for higher earnings, but a more favorable product mix will positively impact West Pharmaceutical's earnings growth as well. The company seeks to increase its revenues in the Proprietary Products segment, which has significantly higher margins than the Contract-Manufactured Products business. A recently announced buyback program could also help the company in growing its earnings-per-share.

¹ In Millions

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Valuation Analysis

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	Now	2027
Avg. P/E	17.2	23.7	26.1	43.8	38.1	36.0	34.9	46.3	59.5	54.7	27.6	25.0
Avg. Yld.	1.6%	1.0%	0.9%	0.8%	0.7%	0.6%	0.6%	0.4%	0.2%	0.1%	0.3%	0.3%

West Pharmaceutical Services has never been valued at an especially low valuation throughout the last past, but in the 2010-2013 time frame, its valuation was at least moderate, whereas the company's valuation expanded to a very high level in the following years. Today, West Pharmaceutical Services' valuation has come down considerably versus how the company's shares were valued in the last couple of years. We still believe that they are slightly overvalued. West Pharmaceutical is not as overvalued as it used to be, however, following share price declines in 2022.

Safety, Quality, Competitive Advantage, & Recession Resiliency

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2027
Payout	26.8%	24.8%	23.4%	35.4%	26.2%	19.4%	20.3%	18.8%	13.7%	8.0%	9.3%	8.1%

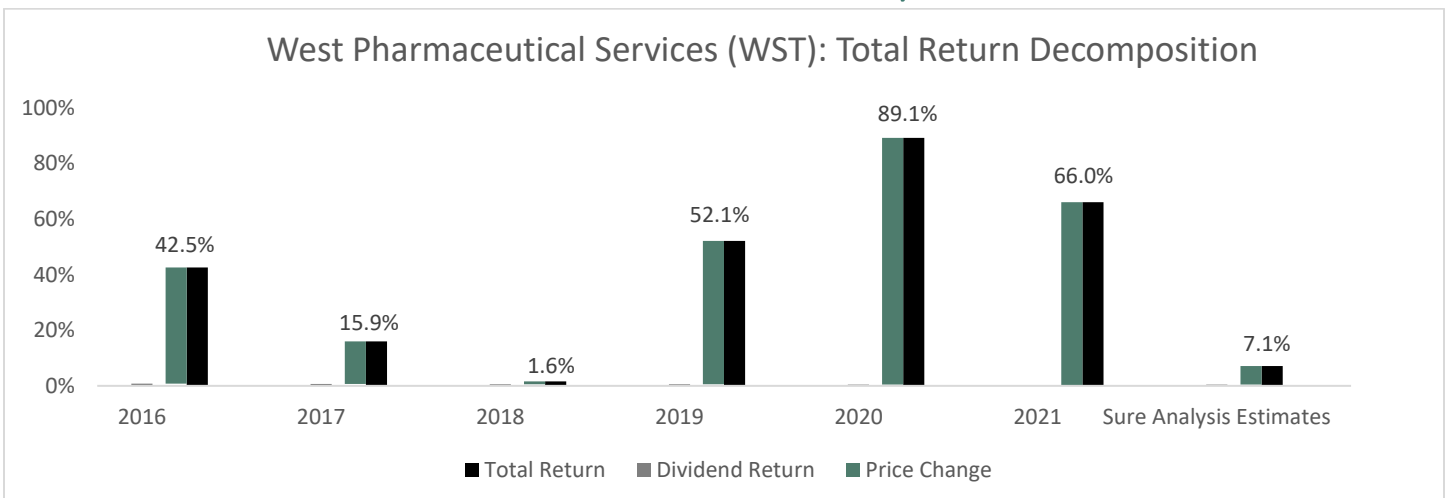
West Pharmaceutical Services' dividend payout ratio has never been high – the company has paid out less than one-third of its net profits in the form of dividends during each year of the last decade. Coupled with the fact that the company continued to raise its dividend during the last financial crisis, the payout appears to be very safe. At well below 1%, the yield is so low that the stock is very uninteresting for income investors.

West Pharmaceutical is not active in a cyclical industry, as demand for medical items and pharmacologic products is not really dependent upon economic conditions. This explains why West Pharmaceutical was not impacted by the last financial crisis to a large degree, showcased by the fact that earnings-per-share declined by just 15% peak-to-trough.

Final Thoughts & Recommendation

West Pharmaceutical Services is active in an industry that is poised to generate solid growth rates over the coming years, and which is also not very vulnerable to recessions. The coronavirus crisis was not a relevant headwind for the company. West Pharmaceutical Services also has a solid dividend growth track record. We still do not think that the company is attractive for income investors, mainly due to its low dividend yield. West Pharmaceutical Services' valuation has come down in 2022, but shares still trade above fair value today. Since forecasted total returns are solid, but not overly attractive, we rate the stock a hold at current prices.

Total Return Breakdown by Year



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Income Statement Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Revenue	1,266	1,368	1,421	1,400	1,509	1,599	1,717	1,840	2,147	2,832
Gross Profit	388	435	448	456	501	513	545	606	768	1,176
Gross Margin	30.6%	31.8%	31.5%	32.6%	33.2%	32.1%	31.8%	32.9%	35.8%	41.5%
SG&A Exp.	218	235	229	244	240	246	263	273	302	363
D&A Exp.	77	85	90	90	91	97	104	103	109	122
Operating Profit	136	162	181	178	225	228	242	299	419	760
Op. Margin	10.8%	11.8%	12.7%	12.7%	14.9%	14.2%	14.1%	16.2%	19.5%	26.8%
Net Profit	81	112	127	96	144	151	207	242	346	662
Net Margin	6.4%	8.2%	8.9%	6.8%	9.5%	9.4%	12.0%	13.1%	16.1%	23.4%
Free Cash Flow	55	65	71	81	49	133	184	241	298	331
Income Taxes	33	40	47	26	54	81	41	59	73	107

Balance Sheet Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Total Assets	1,564	1,672	1,670	1,695	1,717	1,863	1,979	2,341	2,794	3,314
Cash & Equivalents	162	230	255	275	203	236	337	439	616	763
Accounts Receivable	175	186	179	181	201	253	288	319	385	489
Inventories	162	177	182	181	199	215	215	236	321	378
Goodwill & Int. Ass.	163	163	151	142	126	129	126	138	142	133
Total Liabilities	835	765	713	671	599	583	583	768	939	978
Accounts Payable	103	108	103	120	122	138	130	157	213	232
Long-Term Debt	412	374	336	298	229	197	196	257	255	253
Shareholder's Equity	729	906	957	1,024	1,118	1,280	1,396	1,573	1,855	2,335
LTD/E Ratio	0.56	0.41	0.35	0.29	0.20	0.15	0.14	0.16	0.14	0.11

Profitability & Per Share Metrics

Year	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
Return on Assets	5.4%	6.9%	7.6%	5.7%	8.4%	8.4%	10.8%	11.2%	13.5%	21.7%
Return on Equity	11.7%	13.7%	13.6%	9.7%	13.4%	12.6%	15.5%	16.3%	20.2%	31.6%
ROIC	7.5%	9.3%	9.9%	7.3%	10.8%	10.7%	13.5%	14.1%	17.6%	28.2%
Shares Out.	67	70	71	72	73	74	74	75	76	75
Revenue/Share	17.64	19.17	19.52	18.97	20.12	21.21	22.78	24.40	28.32	37.11
FCF/Share	0.77	0.91	0.97	1.09	0.66	1.76	2.44	3.19	3.93	4.33

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

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