



# McKesson Corporation (MCK)

Updated February 3<sup>rd</sup>, 2023, by Josh Arnold

## Key Metrics

<b>Current Price:</b>	\$367	<b>5 Year CAGR Estimate:</b>	5.5%	<b>Market Cap:</b>	\$50 B
<b>Fair Value Price:</b>	\$333	<b>5 Year Growth Estimate:</b>	7.0%	<b>Ex-Dividend Date:</b>	02/28/23
<b>% Fair Value:</b>	110%	<b>5 Year Valuation Multiple Estimate:</b>	-1.9%	<b>Dividend Payment Date:</b>	04/03/23
<b>Dividend Yield:</b>	0.6%	<b>5 Year Price Target</b>	\$467	<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 \$50 billion market capitalization.

McKesson reported third quarter earnings on February 1<sup>st</sup>, 2023, and results were mixed. Revenue came to \$70.5 billion, up 2.8% year-over-year, but missing estimates by \$480 million. Adjusted earnings-per-share was \$6.90, which beat expectations by 54 cents.

Revenue was driven by growth in the US Pharmaceutical segment, which was due to strength in specialty product volumes, and strength in oncology. This was partially offset by lower revenues in the international business, driven by the divestiture of the company's European business.

Net income was \$1.1 billion, up sharply from a small loss in the year-ago period, which was attributable to a reduction in SG&A costs from \$3.1 billion to \$1.9 billion.

The company ended the year with \$2.8 billion in cash, down from \$3.5 billion a year ago. Some of that cash was spent on dividends, while some was spent on share repurchases.

We now see \$25.60 in earnings-per-share for this year following Q3 results, which would be a record should it be achieved.

## 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>\$25.60</b>	<b>\$35.91</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.

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.

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	14.3	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%	0.6%

The stock's price-to-earnings ratio has ebbed and flowed in the past decade but today, at 14.3 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%	8%	8%

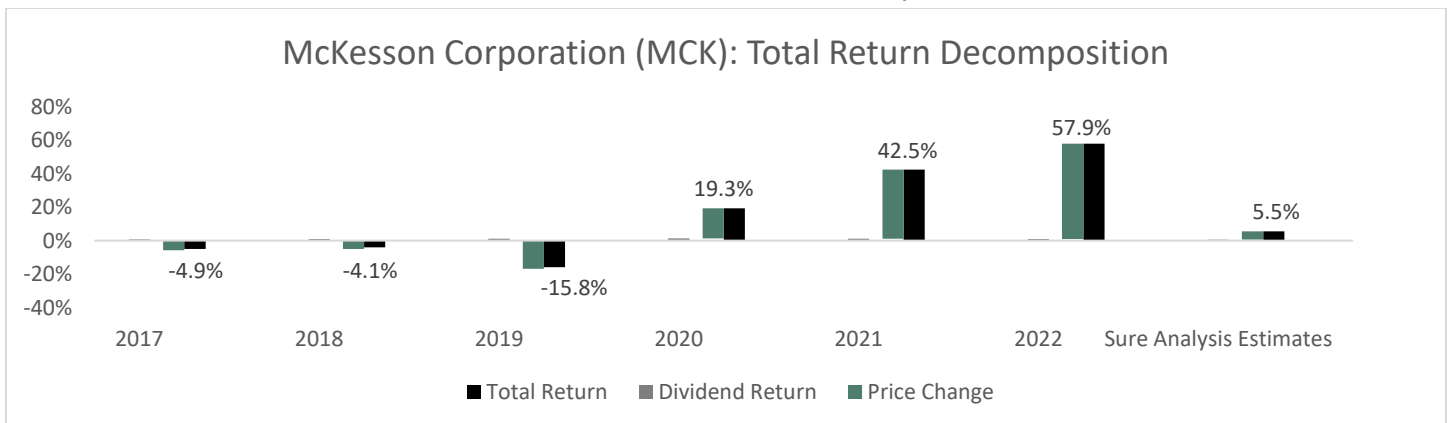
The payout ratio will remain very low barring a material strategic shift, which we are not forecasting. Instead, McKesson will almost certainly continue to boost earnings-per-share by reducing the float.

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. In addition, the company is constantly reevaluating its portfolio, divesting non-core assets and using proceeds to acquire future growth. 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 strong growth outlook, a robust share repurchase program and a valuation that is ahead of our view of fair value. We are forecasting 5.5% annual total returns going forward, consisting of the current 0.6% yield, 7% earnings-per-share growth and a 1.9% 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	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Revenue (\$B)</b>	122.2	137.4	179.0	190.9	198.5	208.4	214.3	231.1	238.2	264.0
<b>Gross Profit</b>	6,881	8,352	11,411	11,416	11,271	11,184	11,754	12,023	12,148	13,130
<b>Gross Margin</b>	5.6%	6.1%	6.4%	6.0%	5.7%	5.4%	5.5%	5.2%	5.1%	5.0%
<b>SG&amp;A Exp.</b>	4,110	5,388	7,901	7,379	7,447	8,138	8,403	9,168	8,849	10,537
<b>D&amp;A Exp.</b>	581	735	1,017	885	910	951	949	922	887	760
<b>Operating Profit</b>	2,338	2,507	3,118	3,645	3,483	2,921	3,280	2,759	3,299	2,593
<b>Operating Margin</b>	1.9%	1.8%	1.7%	1.9%	1.8%	1.4%	1.5%	1.2%	1.4%	1.0%
<b>Net Profit</b>	1,338	1,263	1,476	2,258	5,070	67	34	900	(4,539)	1,114
<b>Net Margin</b>	1.1%	0.9%	0.8%	1.2%	2.6%	0.0%	0.0%	0.4%	-1.9%	0.4%
<b>Free Cash Flow</b>	2,083	2,717	2,567	2,995	4,182	3,765	3,479	3,868	3,901	3,899
<b>Income Tax</b>	587	757	815	908	1,614	(53)	356	18	(695)	636

## Balance Sheet Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
<b>Total Assets</b>	34,786	51,759	53,870	56,523	60,969	60,381	59,672	61,247	65,015	63,298
<b>Cash &amp; Equivalents</b>	2,456	4,193	5,341	4,048	2,783	2,672	2,981	4,015	6,278	3,532
<b>Acc. Receivable</b>	8,683	12,169	13,117	14,519	14,602	14,349	14,941	17,201	17,106	16,438
<b>Inventories</b>	10,335	12,986	14,296	15,335	15,278	16,310	16,709	16,734	19,246	18,702
<b>Goodwill &amp; Int.</b>	8,675	14,798	13,258	12,807	14,251	15,026	13,047	12,516	12,371	11,510
<b>Total Liabilities</b>	27,716	41,441	45,785	47,515	49,696	50,324	51,385	55,938	64,840	65,090
<b>Accounts Payable</b>	16,108	21,128	25,166	28,585	31,022	32,177	33,853	37,195	38,975	38,086
<b>Long-Term Debt</b>	4,873	10,594	9,844	8,114	8,545	7,880	7,595	7,387	7,148	5,879
<b>Total Equity</b>	7,070	8,522	8,001	8,924	11,095	9,804	8,094	5,092	(21)	(2,272)
<b>LTD/E Ratio</b>	0.69	1.24	1.23	0.91	0.77	0.80	0.94	1.45	---	-2.59

## Profitability & Per Share Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2021
<b>Return on Assets</b>	3.9%	2.9%	2.8%	4.1%	8.6%	0.1%	0.1%	1.5%	-7.2%	1.7%
<b>Return on Equity</b>	19.3%	16.2%	17.9%	26.7%	50.7%	0.6%	0.4%	13.7%	-179%	---
<b>ROIC</b>	11.8%	7.7%	7.6%	12.9%	27.4%	0.4%	0.2%	6.3%	-45.3%	17.6%
<b>Shares Out.</b>	227	231	232	225	211	202	191	173	158	154
<b>Revenue/Share</b>	511.28	589.67	761.89	819.24	890.28	996.92	1,087.9	1,269.5	1,483.4	1,713.0
<b>FCF/Share</b>	8.72	11.66	10.92	12.85	18.75	18.01	17.66	21.25	24.29	25.30

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

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