



# Sanofi SA (SNY)

Updated November 13<sup>th</sup>, 2023 by Nathan Parsh

## Key Metrics

<b>Current Price:</b>	\$46	<b>5 Year CAGR Estimate:</b>	16.3%	<b>Market Cap:</b>	\$116 B
<b>Fair Value Price:</b>	\$72	<b>5 Year Growth Estimate:</b>	4.0%	<b>Ex-Dividend Date:</b>	5/30/24 <sup>1</sup>
<b>% Fair Value:</b>	64%	<b>5 Year Valuation Multiple Estimate:</b>	9.3%	<b>Dividend Payment Date:</b>	6/21/24 <sup>2</sup>
<b>Dividend Yield:</b>	4.1%	<b>5 Year Price Target</b>	\$87	<b>Years Of Dividend Growth:</b>	27 <sup>3</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 \$49 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 27<sup>th</sup>, 2023, Sanofi reported third quarter results for the period ending September 30<sup>th</sup>, 2023. For the quarter, revenue grew 1.6% to \$12.6 billion, but this was \$10 million below estimates. The company's earnings-per-share per ADR of \$0.135 compared to \$1.44 in the prior year and was \$0.02 less than expected.

Unless otherwise noted, all figures are listed in U.S. dollars and at constant exchange rates. Revenue grew 3.2% year-over-year. Specialty Care remains continues to post strong results, showing 13.5% revenue growth during the quarter. *Dupixent*, which treats patients with moderate-to-severe asthma, grew 35.1% due to high demand in multiple markets and new-to-brand prescriptions. The product is 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. General Medicines declined 6.6% due to lower demand and biosimilar competition. The company has reduced its product portfolio to ~100 from 300 to focus on core assets. Vaccine revenue fell 0.6% due to lower influenza and meningitis vaccine demand. Consumer Healthcare grew 4.6% due to strong results for cough and cold, digestive wellness, and allergy products. The company announced that it intends to separate this business into a standalone publicly traded company by the fourth quarter of next year at the earliest. By region, U.S. grew 3%, Europe was up 5.6%, and the rest of the world was higher by 4.1%. China declined 3.8%.

Sanofi reaffirmed its outlook for 2023 as well. The company continues to expect earnings-per-share growth in the mid-single-digits, up from the low single-digits previously.

## Growth on a Per-Share Basis

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
<b>EPS</b>	\$2.25	\$2.00	\$1.82	\$1.78	\$2.36	\$3.19	\$3.33	\$3.44	\$3.84	\$4.27	<b>\$4.48</b>	<b>\$5.45</b>
<b>DPS</b>	\$1.91	\$1.91	\$1.61	\$1.66	\$1.64	\$1.86	\$1.74	\$1.70	\$1.93	\$1.92	<b>\$1.90</b>	<b>\$2.31</b>
<b>Shares<sup>4</sup></b>	2636	2639	2611	2584	2508	2500	2500	2500	2500	2507	<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> Estimated ex-dividend date

<sup>2</sup> Estimated dividend date

<sup>3</sup> In local currency

<sup>4</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 2028. 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	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	Now	2028
Avg. P/E	22.7	25.7	26.8	22.6	19.5	21.3	33.9	8.2	13.0	11.3	10.3	16.0
Avg. Yld.	3.7%	3.7%	3.3%	4.1%	3.6%	4.3%	3.9%	3.4%	3.9%	4.0%	4.1%	2.7%

Shares of Sanofi have declined \$7, or 13.2%, since our July 29<sup>th</sup>, 2023 report. We maintain our 2028 target price-to-earnings ratio of 16, which is in line with peers and well below the long-term average. Based off guidance for earnings-per-share for 2023, shares trade with a price-to-earnings ratio of 10.3 today. If the stock expanded to our target valuation, investors would see a tailwind of 9.3% added to annual returns through 2028. The stock's 4.1% yield is well-above the yield of the S&P 500.

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

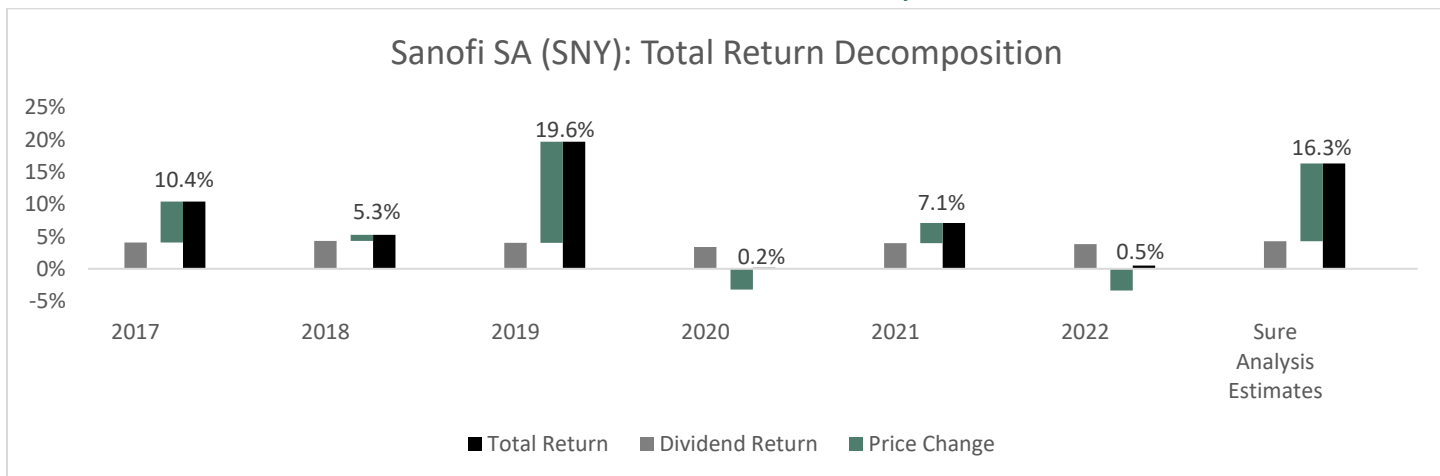
Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2028
Payout	85%	96%	89%	93%	70%	58%	52%	49%	50%	45%	42%	42%

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, should not 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 16.3% annually through 2028, up from our previous estimate of 13.1%. Our projected return stems from a 4% earnings growth rate, a starting yield of 4.1%, and a high single-digit contribution from multiple expansion. Sanofi continues to produce solid quarters with gains in its most important areas, particularly *Dupixent*. We reaffirm our five-year price target of \$87 due to EPS estimates for the year and continue to rate shares of Sanofi as a buy due to projected returns.

## Total Return Breakdown by Year



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## Income Statement Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Revenue	41,557	42,554	38,685	38,400	41,021	42,128	42,128	42,676	46,351	47,867
Gross Profit	27,875	28,949	26,568	26,557	27,869	28,625	28,721	28,793	31,851	33,424
Gross Margin	67.1%	68.0%	68.7%	69.2%	67.9%	67.9%	68.2%	67.5%	68.7%	69.8%
SG&A Exp.	10,558	11,204	10,411	10,490	11,407	11,642	11,064	10,724	11,305	11,065
D&A Exp.	6,767	4,362	4,745	3,653	4,174	5,053	8,342	4,207	2,029	
Operating Profit	8,444	8,963	7,916	8,330	8,156	7,386	8,089	9,014	10,823	12,530
Op. Margin	20.3%	21.1%	20.5%	21.7%	19.9%	17.5%	19.2%	21.1%	23.3%	26.2%
Net Profit	4,935	5,838	4,757	5,212	9,531	5,085	3,141	14,063	7,363	7,087
Net Margin	11.9%	13.7%	12.3%	13.6%	23.2%	12.1%	7.5%	33.0%	15.9%	14.8%
Free Cash Flow	7,501	8,294	6,822	6,752	6,142	4,215	6,636	6,093	4,420	
Income Tax	964	1,614	787	1,466	1,950	568	156	2,070	1,843	1,585

## Balance Sheet Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Total Assets	132639	118431	111868	110662	119746	127440	126283	140866	136140	133605
Cash & Equivalents	11,402	8,927	10,002	10,860	12,375	7,922	10,560	17,115	11,433	13,658
Acc. Receivable	9,433	8,693	8,075	7,729	8,657	8,305	8,891	9,214	8,569	
Inventories	8,771	7,980	7,124	7,290	8,180	8,553	8,955	10,273	9,867	22,430
Goodwill & Int.	72,536	65,349	56,396	54,091	63,997	75,639	68,432	77,223	78,647	74,419
Total Liabilities	53,884	50,008	48,227	49,641	49,876	59,909	60,072	63,198	57,982	54,771
Accounts Payable	4,147	4,440	4,173	4,543	5,558	5,766	5,951	6,513	6,997	20,198
Long-Term Debt	20,147	18,014	18,098	19,641	18,717	28,186	27,651	27,689	22,991	20,409
Total Equity	78,577	68,243	63,465	60,842	69,667	67,348	66,016	77,489	77,762	78,440
LTD/E Ratio	0.26	0.26	0.29	0.32	0.27	0.42	0.42	0.36	0.30	0.26

## Profitability & Per Share Metrics

Year	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Return on Assets	3.7%	4.7%	4.1%	4.7%	8.3%	4.1%	2.5%	10.5%	5.3%	5.3%
Return on Equity	6.4%	8.0%	7.2%	8.4%	14.6%	7.4%	4.7%	19.6%	9.5%	9.1%
ROIC	5.1%	6.3%	5.7%	6.4%	11.3%	5.5%	3.3%	14.1%	7.1%	7.1%
Shares Out.	2636	2639	2611	2584	2508	2500	2500	2500	2500	2507
Revenue/Share	15.52	15.98	14.65	14.81	16.19	16.78	16.76	16.93	18.42	19.12
FCF/Share	2.80	3.12	2.58	2.61	2.42	1.68	2.64	2.42	1.76	

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

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