

THE BEST COMPANY YOU'VE NEVER HEARD OF

# TOLL ROAD ON HEALTHCARE



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## THE AGING POPULATION OF THE U.S. IS ONE OF THE BIGGEST MARKETS ON THE PLANET, AND IT'S A VERY IMPORTANT OPPORTUNITY FOR INVESTORS.

The reason that healthcare is such a unique market is that it suffers from almost no downturns.

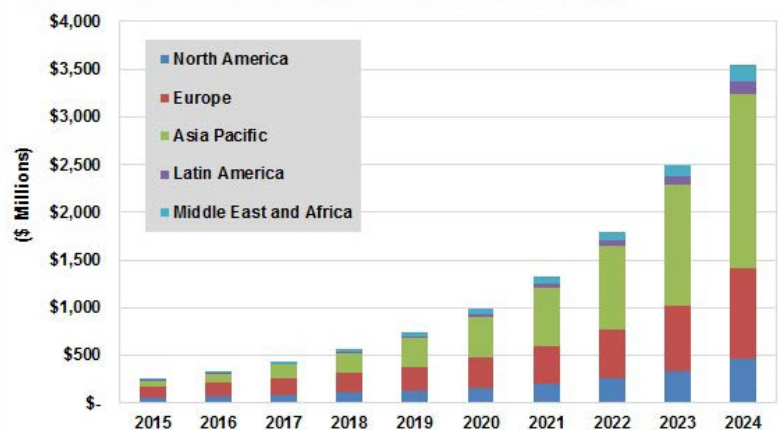
Whether the economy is doing well or in a recession, people need treatment, and with 80 million retirees in the U.S. alone, the demand for pharmaceutical products and medical products is exploding.

Healthcare will be big business going forward, since people are living much longer. In fact, the fastest growing age group by percentage is centenarians.

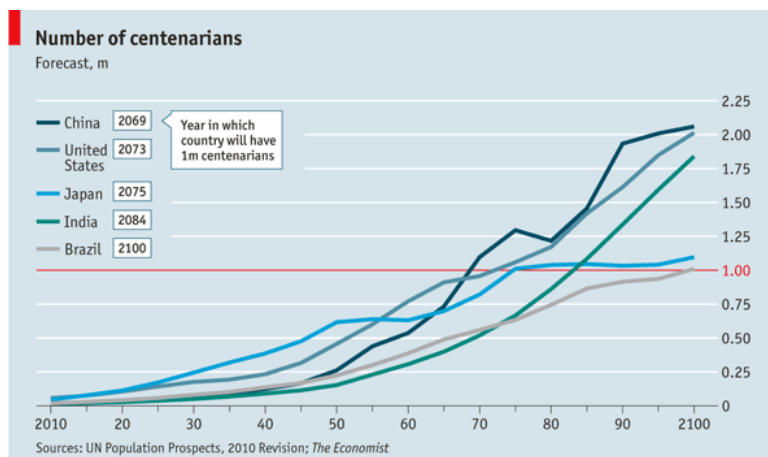
Health is one issue that people, rich or poor, do not cut back on in any significant way, no matter how their career or financial situation is.



Healthcare Biometrics Revenue by Region, World Markets: 2015-2024



Source: Tractica



40% of my net worth is invested in our Wealth Stocks, and the reason is that over the course of 20-30 years, a well-priced allocation of funds into undervalued Wealth Stocks is the wisest financial decision you can make.

The S&P 500 can return, on average, 7% per annum, which is much more than the 3.4% that most investors average, since they are gamblers at heart and make irrational financial decisions, but you must not fall prey to Wall Street, funding the lifestyle of the "fee industry."

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Wealth Stocks can return, with one push of a button and one transaction fee, 10%-12% over decades.

The reason these companies are able to do this is because they are the dominant companies in their sector, which means that culturally, the organizations have tremendous competitive advantages.

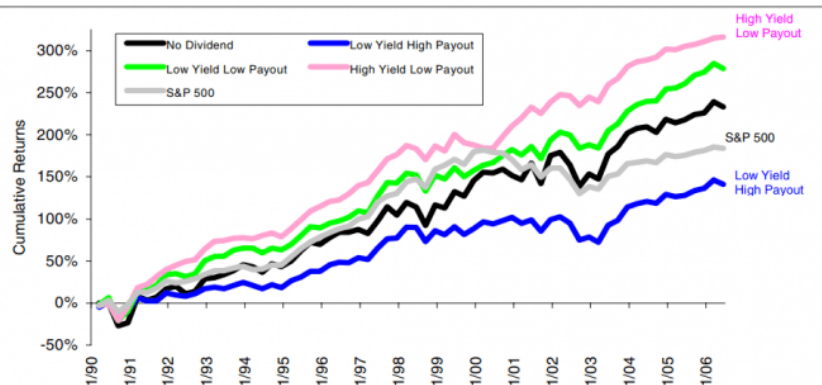
Focus your investing career on high-quality businesses that have a proven long-term record of stability, growth, and profitability. There is no reason to own a mediocre business when you can own a high-quality business.

Here's the "secret sauce." Find high-yield (2.6%-3.5%) stocks that only pay a small portion of earnings as dividends so that the payout ratio has room to grow.

For the absolute best stocks, focus on those that are able to maintain growth, beat the competition, be extremely profitable, and still raise their dividends yearly.

## Dividend Yield and Payout Ratio

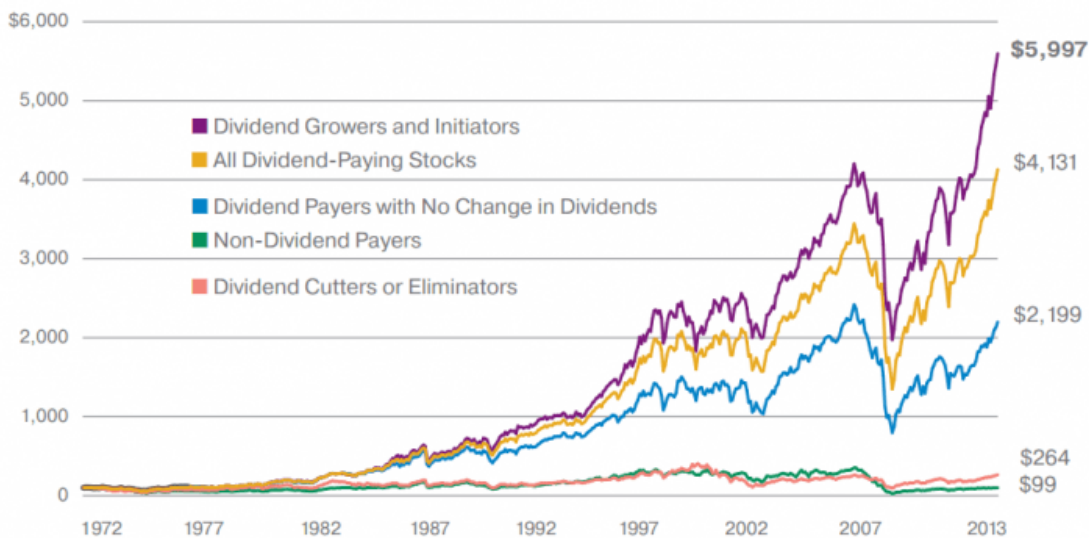
Equal-weighted performance from January 1990 to June 2006, quarterly rebalance



Source: Credit Suisse Quantitative Equity Research.

## S&P 500 Index: Dividend Growers Have Outperformed Over Time

Hypothetical performance of \$100 invested in each of the five strategies (1972–2013)



After researching 189 of the best Wealth Stock candidates on Wealth Research Group's Watch List, Cardinal Health (NYSE: CAH) is the No. 1 stock to accumulate right now.

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Cardinal Health is one of the three largest name brand and generic drug distributors in the U.S. Three companies have a combined ~85% market share in the U.S. pharmaceutical distribution industry. Cardinal Health serves over 25,000 U.S. pharmacies and provides resources to more than 70% of U.S. hospitals. It is also a top 10 medical distributor in China.



## CardinalHealth



**Cardinal Health has a scale-based competitive advantage over smaller competitors.**

Low margins (Cardinal Health has a thin 5% gross margin) in the prescription distribution industry limit new entrants and make the company's scale-based

competitive advantage more powerful.

That is exactly what Wal-Mart excels at as well – low-margin, steady business that keeps away competition.

This is, historically, the best time to accumulate shares in the past 30 years, and you'll be able to potentially earn returns that hedge fund managers promise their richest clients and charge a fortune for.

It might be the only global healthcare giant that is still under the radar of investors, and that's why I personally regard it as the last great chance to own a piece of the global healthcare pie on the cheap.

Its largest shareholders include Blackrock, the world's largest private equity fund, and Vanguard, the largest mutual fund conglomerate ever.

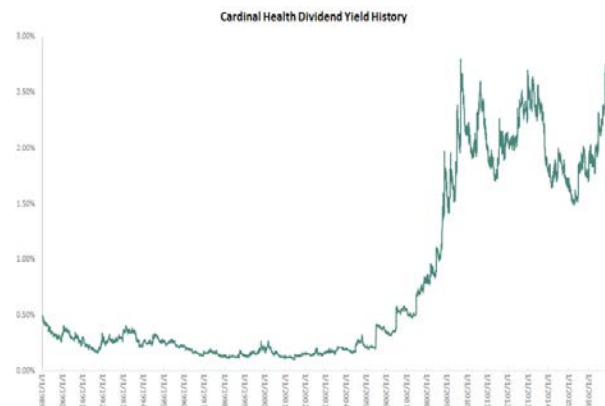
Cardinal Health distributes healthcare products and supplies.

It recently changed its compensation system to fee-for-service, making its cash flow steadier. Out of the three large pharmaceutical distribution companies, it is the most diversified, insulating it from possible risk in the distribution business.

**It has a massive customer base comprised of retailers, hospitals, and many more healthcare providers.**

It has a huge network of more than 5,000 medical suppliers, as well as 20,000 pharmacies. The company has an immense footprint in the healthcare industry, as it services more than 70% of hospitals in the U.S.

Cardinal Health (NYSE: CAH) operates in two main categories: pharmaceutical and medical.



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## Essential facts about Cardinal Health

A global, integrated healthcare products & services company

<b>&gt;\$121B</b> in FY16 revenues	<b>&gt;60</b> countries in which we operate
<b>~\$2.9B</b> in FY16 non-GAAP operating earnings, ~\$2.5B in FY16 GAAP operating earnings	<b>&gt;37K</b> employees worldwide
<b>&gt;70%</b> of U.S. hospitals use our resources	<b>~2.8B</b> healthcare products manufactured or sourced each year
<b>&gt;25K</b> U.S. pharmacies served	<b>&gt;2M</b> patients served in home healthcare, with nearly <b>40K</b> products

This company makes big money, and no single loss of customers can deviate the company's growth trajectory.

**This is a fortress of wealth.**

Superb companies have free cash flow that is accumulated in the company's treasury, but the ultimate companies know how to allocate

those funds.

Most CEOs make horrible allocation mistakes with shareholders' money – poorly-timed acquisitions, buying back expensive shares, sitting on too much cash, and worse of all, investing in new opportunities outside the core of the business.

Cardinal Health has a management team that makes important and well-timed decisions.

The company has grown substantially, and in 2016, it made beneficial acquisitions of 3 companies: Cordis, naviHealth, and Harvard Drug.

These deals significantly increased Cardinal Health's scale in pharmaceutical and medical distribution, particularly in cardiovascular and endovascular products.

Cardinal Health's competitive advantage is durable and long-lasting.

It basically operates a "toll road" business model, similar to an oil pipeline company.

**Cardinal Health and Cordis:  
What this means for us and the marketplace**

<b>Compelling value proposition</b>		<ul style="list-style-type: none"> <li>Addresses PPI – a major system pain point</li> <li>Broad product offering – will deliver value through an innovative approach to price, mix and product efficiency</li> <li>Well-deserved reputation for product quality and reliability</li> </ul>
<b>Leverages CAH supply chain expertise</b>		<ul style="list-style-type: none"> <li>Extensive and deep supply chain relationship with IDNs</li> <li>Wrap-around services (e.g., RFID inventory management)</li> <li>Increases scale, lowering acquisition / manufacturing costs</li> </ul>
<b>Integrated go-to-market model</b>		<ul style="list-style-type: none"> <li>Expanded sales presence in cardiovascular space</li> <li>Integrating into existing Cardinal Health strategic account sales teams</li> <li>Focused on total value of offering (product and service)</li> </ul>
<b>OUS growth opportunity</b>		<ul style="list-style-type: none"> <li>Expertise and talent in growing markets ex-U.S.</li> <li>Leverages existing China platform</li> <li>Potential for future growth</li> </ul>

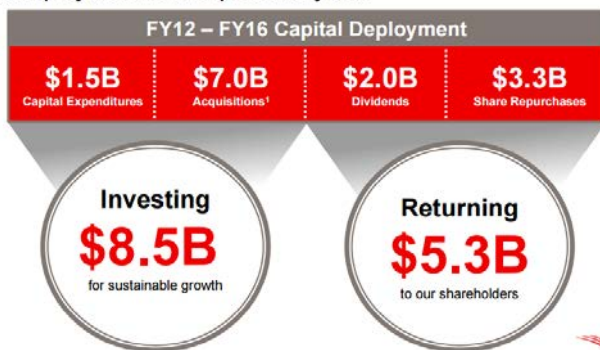
**CARDINAL HEALTH WILL CONTINUE TO GENERATE GROWTH AND STEADY PROFITABILITY AS LONG AS PRESCRIPTION DRUGS AND MEDICAL SUPPLIES NEED TO BE DISTRIBUTED.**

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The healthcare industry is changing rapidly, and management has forecasted these trends and is adapting to them:

1. Increasing global demand driven by aging demographics.
2. Pressures of rising costs of care: U.S. payment models transitioning from fee-for-service to value and outcomes.
3. Healthcare consumerism: U.S. consumers are more engaged and financially responsible for their own health.
4. Shifts in how and where care is delivered: integrated delivery networks take more risk, coordinate, and shift care to most efficient settings.
5. Traditional branded pharmaceuticals are increasingly displaced by generics on one end and high-priced specialty agents on the other.
6. The government is becoming both a payer and regulator.

Capital deployment for the past five years



Just like Wealth Research Group noticed that shares are undervalued, so is management, and it's buying back \$3.3 billion worth of shares.

**That will make existing shareholders richer – tax-free.**

The company currently has a dividend yield of 2.2% and a payout ratio of around 35%. The company has compounded its dividend payments at 25% per year over the last decade.

This growth rate is unsustainable, but dividends should continue to increase at around 10% per year over the next several years.

Cardinal Health also has an above-average expected earnings-per-share growth rate over the next several years. The company's management is anticipating 10% to 15% earnings-per-share growth.

Growth will come from Cardinal Health's investments in China, share repurchases, and an aging United States population.

**The use of prescription medicine is only increasing.**

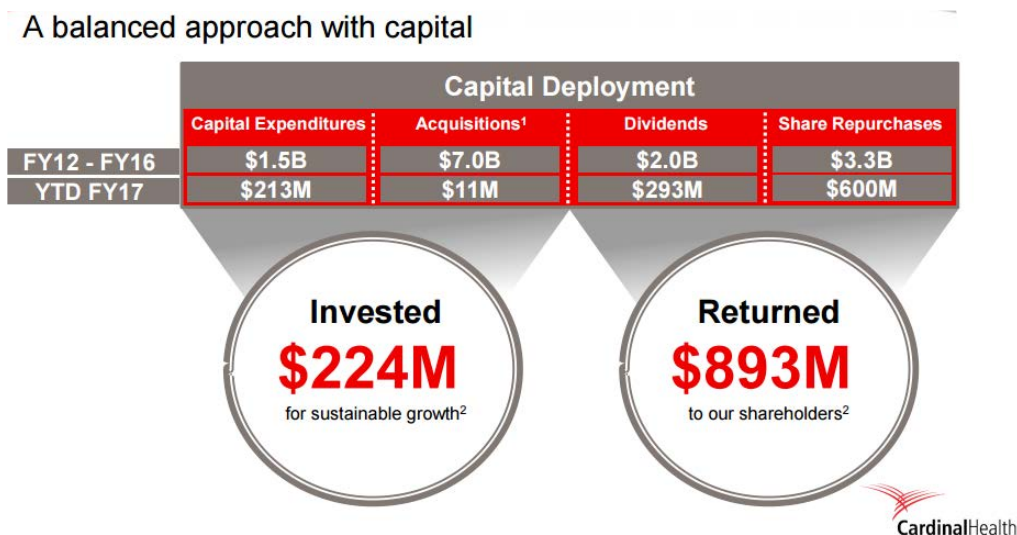
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These trends will continue as baby boomers continue to age and society becomes more receptive of younger people taking a host of prescription medications.

Bottom line, this stock can grow at about 11%-12%, which is almost 75% higher than the S&P 500, with far less risk.

In 2017, the market is starting to appreciate this behemoth, and that's why it is the perfect timing to research this company to the bone.

A company that can return 350% more cash to shareholders than it needs to grow is a cash machine.



**Our Recommendation: Accumulate Shares of Cardinal Health (NYSE: CAH) Under \$77.43.**

At that price, the stock is an absolute bargain.

## DISCLAIMER

Wealth Research Group LLC has received one hundred thousand dollars for a ninety day digital marketing agreement. We currently own no shares, but plan to purchase shares seven days after the start of our marketing, all of these shares will have a self-imposed six month hold.

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