

# Novo Nordisk A/S (NVO)

\$48.96 (Stock Price as of 12/16/2025)

Price Target (6-12 Months): **\$40.00** 

Long Term: 6-12 Months Zacks Recommendation: Underperform
(Since: 12/03/25)

Prior Recommendation: Neutral

Short Term: 1-3 Months Zacks Rank: (1-5) 5-Strong Sell Zacks Style Scores: VGM: B

Value: C Growth: A Momentum: F

# **Summary**

Novo Nordisk is facing mounting operational and competitive headwinds. It cut 2025 sales and profit outlook twice due to citing weaker-than-expected momentum for Wegovy and Ozempic amid persistent supply issues, illegal compounded GLP-1 products and slower adoption across the U.S. and international obesity markets. Competitive intensity is escalating, with Lilly's tirzepatide-based drugs rapidly gaining market share, while AstraZeneca, Amgen, and Roche are expanding in obesity care. Novo Nordisk signed a deal with the Trump Administration that will cut U.S. semaglutide prices in 2026, but has already begun implementing the same, which could impact margins. The pipeline has also disappointed, with recent failures including ocedurenone, a CRL for insulin icodec, and underwhelming obesity data for CagriSema. The stock has underperformed the industry in the past year.

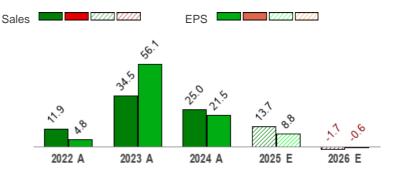
# Price, Consensus & Surprise<sup>(1)</sup>



## **Data Overview**

52 Week High-Low	\$109.04 - \$43.08
20 Day Average Volume (sh)	17,629,408
Market Cap	\$218.6 B
YTD Price Change	-43.1%
Beta	0.67
Dividend / Div Yld	\$0.82 / 1.7%
Industry	Large Cap Pharmaceuticals
Zacks Industry Rank	Bottom 23% (185 out of 243)

# Sales and EPS Growth Rates (Y/Y %)(1)



Last EPS Surprise	32.5%
Last Sales Surprise	-1.2%

EPS F1 Est- 4 week change -0.3% Expected Report Date 02/04/2026

Earnings ESP

12.8
13.7
2.5
4.7

# Sales Estimates (millions of \$)<sup>(1)</sup>

	Q1	Q2	Q3	Q4	Annual*
2026	11,479 E	11,275 E	11,392 E	11,595 E	47,045 E
2025	11,011 A	11,687 A	11,742 A	12,109 E	47,873 E
2024	9,516 A	9,821 A	10,505 A	12,255 A	42,122 A

# **EPS Estimates**<sup>(1)</sup>

	Q1	Q2	Q3	Q4	Annual*
2026	0.95 E	0.78 E	0.84 E	0.81 E	3.55 E
2025	0.92 A	0.97 A	1.02 A	0.90 E	3.57 E
2024	0.83 A	0.65 A	0.90 A	0.91 A	3.28 A

<sup>\*</sup>Quarterly figures may not add up to annual.

0.0%

<sup>(1)</sup> The data in the charts and tables, including the Zacks Consensus EPS and sales estimates, is as of 12/16/2025.

<sup>(2)</sup> The report's text and the price target are as of 12/04/2025.

## Overview

Bagsværd, Denmark-based Novo Nordisk is a global healthcare company and a prominent player in the diabetes market with a full portfolio of glucagon-like peptide 1 (GLP-1) receptor agonists, modern insulins and human insulins. The company is also a key player in hemophilia care, growth hormone therapy, hormone replacement therapy and obesity.

Novo Nordisk operates through two segments: Diabetes and obesity care and Rare disease. While the Diabetes and obesity care segment covers insulins, GLP-1, other protein-related products, obesity and oral anti-diabetic drugs, the Rare diseases segment includes hemophilia, growth hormone therapy and hormone replacement therapy.

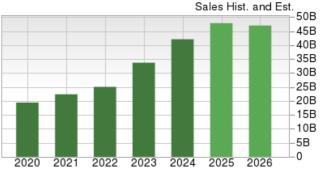
Novo Nordisk's most well-known drugs include Levemir, NovoRapid, Victoza, Ozempic, NovoMix, NovoSeven, Ryzodeg, Xultophy, Fiasp, Saxenda, Rybelsus and Norditropin, among several others. The company launched its first product for weight management, Saxenda, in the United States in 2015.

Wegovy, Novo Nordisk's other obesity care product, was approved by the FDA in June 2021. Since then, the drug has undergone several label expansions.

In September 2023, Novo Nordisk acquired Inversago Pharma for an upfront payment of up to \$1.075 billion. It added Inversago's lead development asset INV-202 (now monlunabant), an oral CB1 inverse agonist, to Novo Nordisk's diabetes and obesity care portfolio. In late

EPS Hist. and Est.

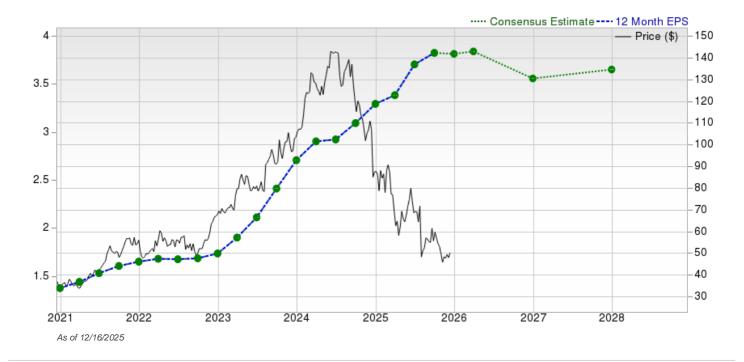
3.5
3
2.5
2
1.5
1
0.5
0.0



As of 12/16/2025

2024, Novo Nordisk completed the acquisition of Catalent, which is expected to boost the production of GLP-1 drugs.

Novo Nordisk generated revenues of DKK 290 billion in 2024 compared with DKK 232 billion in 2023. Revenues increased 25% in Danish kroner and 26% at the currency exchange rate. Ozempic sales increased 26% to DKK 120 billion, while Wegovy revenues grew 86% to DKK 58 billion. In 2024, Novo Nordisk recorded DKK 112 billion (up 17.4%) from its International Operations and DKK 178 billion (up 30.4%) from its North America Operations.



## **Reasons To Sell:**

▼ Presence of Illegal Compounded GLP-1 Versions Hindering Sales: Novo Nordisk sharply lowered its 2025 outlook for both sales and operating profit growth twice, citing weaker-than-expected momentum in key markets for its semaglutide-based obesity and diabetes drugs, Wegovy and Ozempic. The revised sales outlook reflects reduced growth expectations in the second half of 2025, largely due to ongoing challenges in the U.S. obesity market, where Wegovy is facing persistent use of unsafe, compounded GLP-1 drugs. Despite the FDA's mass compounding grace period ending in May 2025, Novo Nordisk reports that illegal sales of counterfeit semaglutide products continue under the guise of personalization, undermining Wegovy uptake. In response, the company is pursuing litigation and regulatory action to protect patients and market share.

Novo Nordisk is facing slower GLP-1 drugs growth due to the presence of compounded alternatives and rising competition. Patent expiry and pricing pressure across the diabetes market also remain a worry.

Wegovy's penetration in both the cash and insured channels has also lagged expectations due to slower market expansion and intensifying competition. Similarly, Ozempic is facing mounting competitive pressure in the U.S. GLP-1 diabetes space. Internationally, although Wegovy launches are progressing, its adoption in certain obesity markets has been slower than anticipated. To tackle the same, Novo Nordisk announced a major restructuring plan aimed at streamlining operations, improving decision-making speed and redeploying resources to its core growth areas in diabetes and obesity. The plan involves cutting about 9,000 jobs worldwide, including 5,000 in Denmark, representing roughly 11% of its workforce. Management expects the transformation to generate annualized savings of around DKK 8 billion by 2026, which will be reinvested in R&D, commercial execution, and manufacturing scale-up to address the growing global demand for obesity and diabetes treatments. The stock has underperformed in the industry in the past year, plunging 56.3% compared with the industry's 7.8% growth.

▼ Rivalry in the Diabetes/Obesity Care Market: Lilly's FDA-approved tirzepatide medicines, which include diabetes drug Mounjaro and newly launched weight loss medicine, Zepbound, compete with Novo Nordisk's Ozempic and Wegovy.

Zepbound was approved in November 2023 and launched in December, while Mounjaro was approved in May 2022 for treating type II diabetes. In the first nine months of 2025, the drugs generated combined sales of \$24.8 billion, accounting for 54% of Eli Lilly's total revenues. Both Mounjaro and Zepbound include the same compound, tirzepatide, a dual GIP and GLP-1 receptor agonist (GIP/GLP-1 RA). Lilly also has a candidate in late-stage development, which puts significant pressure on Novo Nordisk.

AstraZeneca also entered the obesity market following an exclusive deal with Chinese private biotech Eccogene to develop the latter's oral drug, ECC5004, for treating obesity, type-II diabetes and other cardiometabolic conditions, in 2023. AstraZeneca plans to develop ECC5004 both as monotherapy and combination therapies.

Amgen also has a GLP-1 receptor candidate, MariTide (maridebart cafraglutide), for obesity in its pipeline. Roche also forayed into the obesity market after it acquired privately owned Carmot Therapeutics for \$2.7 billion in 2024.

▼ Pricing Pressure in the U.S. Market: Novo Nordisk's recent agreement with the U.S. Administration will significantly reset pricing for its semaglutide portfolio beginning in 2026, sharply reducing costs across Medicare Part D, Medicaid, and the TrumpRx cash-pay channel. Under the new framework, Ozempic and Wegovy, currently priced above \$1,000 per month or \$499 through NovoCare Pharmacy, will fall to \$350 through TrumpRx, with oral versions set at \$150 if approved. Medicare and Medicaid will pay \$245 for these therapies, supported by a new Part D pilot program and a three-year tariff exemption. While the company expects these measures to expand access and affordability, it has already flagged a low single-digit negative impact on global sales growth in 2026, with operational details still being finalized. Novo Nordisk has already begun implementing major cuts ahead of the 2026 rollout, offering introductory self-pay prices of \$199 for new patients and lowering standard self-pay pricing for most doses to \$349.

Despite the expected increase in eligible patients, the mandated price reductions introduce substantial uncertainty around the long-term profitability of the GLP-1 franchise. The U.S. remains Novo Nordisk's most important obesity market, and compressed pricing comes at a time of moderating demand, intensifying competition from Eli Lilly, and continued pressure from compounded semaglutide. The company's recent guidance cut and restructuring program underscore the financial and operational constraints it is navigating. With margins likely to tighten further, the ability to sustain innovation and fund next-generation R&D may become increasingly challenging, adding meaningful risk to Novo Nordisk's medium-term growth outlook.

▼ Pipeline Setbacks: With generic competition looming large over the company, Novo Nordisk's pipeline needs to deliver. In June 2024, the company announced the failure of the phase III CLARION-CKD study evaluating ocedurenone to treat patients with uncontrolled hypertension and CKD. Based on the interim analysis, an independent data monitoring committee determined that the study did not meet its primary endpoint of reducing systolic blood pressure from baseline. This conclusion triggered Novo Nordisk's decision to halt the CLARION-CKD study. Consequently, the company recognized an impairment loss of around DKK 5.7 billion related to the intangible asset in the second quarter of 2024.

In July 2024, Novo Nordisk received a complete response letter (CRL) against the regulatory filing for once-weekly basal insulin icodec for the treatment of diabetes mellitus in the United States. The CRL stated that the application in its current form could not be approved as the available data were not sufficient to conclude a positive benefit-risk in type 1 diabetes. The FDA has requested further details regarding the manufacturing process and the type 1 diabetes indication of insulin icodec before the review of the application can be completed.

Novo Nordisk failed to achieve the target weight loss of 25% with its next-generation obesity candidate, CagriSema, in two phase III obesity studies, which weighed heavily on the stock price. Such setbacks do not bode well for the company.

# Risks<sup>(2)</sup> (to the Underperform recommendation)

• Strong Foothold in the Diabetes Market: Novo Nordisk has a strong presence in the Diabetes care market, with one of the broadest diabetes portfolios in the industry. The company's global diabetes value market share as of September-end stands at 31.6%, fueled by Rybelsus, Ozempic and Victoza, putting up a strong performance.

In the first nine months of 2025, Novo Nordisk's GLP-1 sales in diabetes increased 10%, depicting greater patient outreach and market capture by its GLP-1 products. Novo Nordisk continues to be the global market leader in the diabetes GLP-1 segment, with a 49.3% value market share as of the end of the third quarter of 2025.

The company has also been investing heavily to expand its manufacturing capacity as part of its strategic move to entrench its diabetes and obesity care market leadership for its GLP-1 products.

Novo Nordisk's once-weekly subcutaneous diabetes injection, Ozempic, is already approved in 0.25 mg, 0.5 mg, 1 mg and 2 mg doses for treating type II diabetes (T2D) in adults, adjunct to diet and exercise. Ozempic is also approved for reducing the risk of major cardiovascular events (MACE) in adults with T2D, established cardiovascular disease and chronic kidney disease. Regulatory filings seeking the label expansion of Ozempic for treating peripheral artery disease are currently under review in the United States and the EU. Novo Nordisk has also secured approval for the label expansion of Rybelsus as an adjunct to standard of care for the prevention of MACE in the United States and the EU. It is currently the first and only oral GLP-1 receptor agonist approved for T2D, with proven cardiovascular benefits.

In 2024, Novo Nordisk received approval in the EU and several other countries for its once-weekly basal insulin icodec under the brand name Awiqli, for the treatment of both type I and type II diabetes in adults. The approval of additional diabetic treatments is reassuring as it strengthens Novo Nordisk's already strong diabetes portfolio further.

• Obesity Care Drugs Driving Growth: The FDA approval of semaglutide as a weekly 2.4-mg injection in 2021, for weight management in people living with obesity, provided a huge boost to the company's top line. The drug is marketed under the brand name Wegovy. Due to increasing demand for Wegovy, the company anticipates periodic supply constraints for the same in the international markets. Despite these uncertainties, the drug has been witnessing increased demand trends in the United States, which is expected to continue in future quarters. The company also markets Saxenda for obesity treatment, but its sales have been declining due to generic erosion.

In the first nine months of 2025, sales of Obesity care products increased 41%, driven by both North America Operations and International Operations. Novo Nordisk is the global obesity care market leader with a branded volume market share of 59.2% as of September 2025. The company has been investing heavily in ramping up production capacity, underscoring its commitment to addressing the growing global demand for its medical products. Wegovy is currently approved for reducing MACE, easing HFpEF symptoms, treating MASH with fibrosis, and relieving osteoarthritis-related knee pain in obesity. Regulatory filings in the EU and the United States are also seeking approval for a higher dose of Wegovy (7.2 mg), which demonstrated an average weight loss of 21%, with one-third of participants shedding at least 25% of their body weight compared with placebo in a late-stage study.

In May 2025, the FDA accepted for review Novo Nordisk's regulatory application seeking the approval of oral semaglutide 25 mg for obesity. A final decision from the regulatory body is expected soon. If approved, this would mark the first oral GLP-1 therapy for obesity and could drive a notable increase in demand for Wegovy.

# **Last Earnings Report**

## Novo Nordisk Q3 Earnings & Revenues Miss, GLP-1 Drugs Face US Hurdles

Novo Nordisk reported third-quarter 2025 earnings of 70 cents per American Depositary Receipt (ADR), which missed the Zacks Consensus Estimate of 77 cents. The company had reported earnings of 90 cents per ADR in the year-ago quarter.

Revenues of \$11.74 billion increased 5% year over year in the Danish kroner (DKK) and 11% at the constant exchange rate (CER) in the reported quarter, driven by higher Diabetes and Obesity Care sales as GLP-1 product sales increased year over year, along with greater Rare disease sales. However, total revenues missed the Zacks Consensus Estimate of \$11.88 billion.

Earnings Reporting Date	Nov 05, 2025
Sales Surprise	-1.18%
EPS Surprise	32.47%

**FY Quarter Ending** 

Earnings Reporting Date	Nov 05, 2025
Sales Surprise	-1.18%
EPS Surprise	32.47%
Quarterly EPS	1.02
Annual EPS (TTM)	3.82

12/31/2024

All growth rates mentioned below are on a year-over-year basis and at CER.

#### NVO's Q3 Results in Detail

Novo Nordisk operates under two segments: Diabetes and Obesity Care, and Rare disease.

The Diabetes and Obesity Care segment reported sales of DKK 70.26 billion in the guarter under review, representing an 11% increase. In Diabetes Care, fast-acting insulin Fiasp's revenues were up 67%. NovoRapid revenues declined 2% and Human insulin revenues decreased 23%. Premix insulin (Ryzodeg and NovoMix) revenues decreased 1%. Sales of long-acting insulins (Tresiba, Xultophy, Levemir and Awiqli) increased 9% in the third quarter.

Ozempic, which had earlier witnessed a strong launch and solid uptake, recorded sales of DKK 30.74 billion for the quarter, up 9%. Rybelsus recorded sales of DKK 5.44 billion for the quarter, up 4%. Victoza sales recorded DKK 0.55 billion during the reported quarter.

Obesity Care (Saxenda and Wegovy) sales were up 18% to DKK 21.11 billion. Wegovy's sales growth rate continues to slow, with third-quarter sales reaching DKK 20.35 billion, up 23%, as growth was impacted by the availability of illegal compounded versions in Novo Nordisk's largest obesity market, the United States, as well as increased competition from Eli Lilly.

Sales in the Rare disease segment were up 9% to DKK 4.72 billion in the third quarter of 2025. Sales of rare blood disorder products were DKK 2.92 billion, up 3%. Sales of hemophilia A products increased 18%. Sales of hemophilia B products increased 29%. Sales of NovoSeven declined 13% to DKK 1.65 billion. Sales of Novo Nordisk's rare endocrine disorder products jumped 20% to DKK 1.39 billion.

Sales and distribution costs climbed 14% in the reported quarter to DKK 16 billion. This increase was due to promotional activities related to Wegovy in the United States. In International Operations, costs related to the Wegovy launch and promotional activities for Ozempic contributed to the increase.

Research and development (R&D) costs shot up 65% to DKK 15.39 billion. R&D expenses rose due to higher spending on late-stage obesity research and one-time restructuring charges of about DKK 4 billion tied to the 2025 transformation and project closures, partly offset by the prioryear ocedurenone impairment.

#### **NVO Cuts 2025 Outlook**

Novo Nordisk further slashed the upper end of its 2025 guided range for both sales and operating profit growth. It now expects sales to increase 8-11%, down from the previous 8-14% range, and operating profit to grow 4-7% compared to the earlier 4-10% estimate, all at CER.

Novo Nordisk narrowed its full-year guidance as it continues to expect slower growth for its GLP-1 portfolio in diabetes and obesity amid intensifying competition, pricing pressure in the United States and continued mass compounding. While demand remains solid globally, especially in international markets, foreign-exchange headwinds and the absence of earlier U.S. gross-to-net benefits are weighing on reported performance. The company continues to pursue broader access initiatives and channel expansion for Wegovy, but competitive dynamics and pricing constraints are tempering expectations.

Operating profit guidance was also trimmed, reflecting the lower sales outlook and costs tied to recent M&A, including Akero and Omeros, along with ongoing investments from the company-wide transformation and Catalent site integration. While some spending reductions help offset these pressures, foreign-exchange headwinds are reducing reported earnings growth.

#### **Recent News**

## Seeks Extra-Fast Nod From FDA for Higher Dose of Wegovy - Nov. 26

Novo Nordisk announced that it has submitted a regulatory filing seeking label expansion for a higher dose of its blockbuster obesity drug, Wegovy (injectable semaglutide).

The FDA filing seeks approval for a 7.2 mg dose of the drug, which Novo Nordisk claims provides an option for "greater weight loss potential" than what is currently being offered by the available doses.

For this filing, Novo Nordisk is seeking an extra-fast review through the FDA's Commissioner's National Priority Voucher (CNPV) pilot program. This program is designed to significantly fast-track the review of drugs and biologics addressing serious or life-threatening diseases with high unmet medical needs, reducing the standard review period from 10-12 months (6-8 months in case the drug is granted priority review designation) to just 1-2 months. The CNPV voucher was granted to the company by the agency earlier this month.

The filing is supported by data from the phase III STEP UP study, which showed that participants who took a 7.2 mg dose of Wegovy for 72 weeks achieved an average weight loss of 20.7% compared with 2.4% with placebo and 17.5% with a 2.4 mg Wegovy dose.

Novo Nordisk also reported additional analyses from the study, which showed that 33.2% of people who took the 7.2 mg dose achieved a weight loss of at least 25% compared with 16.7% of participants in the 2.4mg dose group. No patients in the placebo arm met this criterion.

A similar regulatory filing is currently under review with the EMA, also supported by data from the STEP UP study. A final decision is expected in the first quarter of 2026.

### Amycretin Shows Strong Weight Loss in Type 2 Diabetes - Nov. 25

Novo Nordisk announced positive data from a phase II study evaluating its investigational pipeline candidate, amycretin, in people with T2D.

The phase II study was a combined multiple ascending dose study, which evaluated six weekly injected doses of amycretin from 0.4 mg to 40 mg and three daily oral doses of 6 mg, 25 mg, and 50 mg. Participants were treated for up to 36 weeks.

From a mean baseline body weight of 99.2 kg, patients receiving subcutaneous amycretin achieved statistically significant weight loss of up to 14.5% compared to 2.6% in people treated with placebo. Likewise, from a mean baseline body weight of 101.1 kg, patients taking oral amycretin achieved statistically significant weight loss of up to 10.1% compared to 2.5% in the placebo group.

The data also showed that people who stayed on treatment, with an average starting HbA1c blood sugar level of 7.8%, once-weekly subcutaneous amycretin lowered HbA1c by up to 1.8% by week 36. Up to 89.1% of patients reached HbA1c levels below 7%, and up to 76.2% achieved levels at or below 6.5%.

Meanwhile, starting from an average HbA1c level of 8.0%, people taking once-daily oral amycretin achieved dose-dependent reductions of up to 1.5% by week 36. With oral treatment, 77.6% of patients reached HbA1c levels below 7% and 62.6% reached levels at or below 6.5%.

In comparison, patients receiving placebo saw much smaller HbA1c reductions — only 0.2% in the subcutaneous group and 0.4% in the oral group. In the phase II study, both the injectable and oral forms of amycretin were generally safe and well-tolerated, with side effects similar to those seen with other incretin and amylin-based treatments.

Based on these data, the phase III program on amycretin for adults with T2D is planned to be initiated in 2026.

## Rybelsus Misses Goals in 2 Alzheimer's Studies - Nov. 24

Novo Nordisk reported disappointing top-line data from the two-year primary analysis of two late-stage studies evaluating Rybelsus (oral semaglutide 14 mg) for early-stage symptomatic Alzheimer's disease (AD).

Per the data readout, Novo Nordisk's phase III evoke and evoke+ studies failed to demonstrate clinical superiority of Rybelsus over placebo in the reduction of progression of AD, as measured by the change in the CDR-SB score at week 104, compared to baseline. Although treatment with Rybelsus improved AD-related biomarkers in both studies, these changes did not lead to a measurable slowing of disease progression.

The CDR scale is a research-standard tool that assesses cognitive and functional abilities in AD through interviews with patients and their care partners. The summary score (CDR-SB) is widely used in clinical studies to gauge disease severity and progression.

However, the drug was well tolerated and demonstrated an acceptable safety profile in the AD patient population in the phase III evoke and evoke+ studies, which was consistent with that observed in previous semaglutide studies.

Based on the disappointing 104-week efficacy results observed in the overall study population, Novo Nordisk has decided to discontinue the 52-week extension period in the evoke and evoke+ studies. The company plans to present the top-line data at a medical conference in December, followed by full results from the evoke studies in 2026.

## **Valuation**

Novo Nordisk's shares are down 56.3% over the trailing 12-month period and have lost 44.7% year to date. Over the past year, the Zacks sub-industry is up 7.8% while the sector is down 1.4%. Year to date, the Zacks subindustry gained 15.6% while the sector gained 6.3%.

The S&P 500 index is up 15.1% in the past year and up 18.5% year to date.

The stock is currently trading at 13.06X forward 12-month earnings per share, which compares with 16.91X for the Zacks sub-industry, 20.99X for the Zacks sector and 23.44X for the S&P 500 index.

Over the past five years, the stock has traded as high as 43.25X and as low as 10.90X, with a five-year median of 29.25X. Our Underperform recommendation indicates that the stock will perform worse than the market. Our \$40 price target reflects 11X forward 12-month earnings per share.

The table below shows a summary of valuation data for Novo Nordisk.

		Stock	Sub-Industry	Sector	S&P 500
	Current	13.06	16.91	20.99	23.44
P/E F12M	5-Year High	43.25	20.8	23.63	23.82
	5-Year Low	10.9	13.09	17.88	15.73
	5-Year Median	29.25	15.99	20.65	21.19
	Current	4.37	7.16	2.11	5.31
P/S F12M	5-Year High	14.82	8.1	3.4	5.5
	5-Year Low	3.9	4.64	2.01	3.83
	5-Year Median	9.91	6.1	2.64	5.04
	Current	7.98	7.87	3.96	8.49
P/B TTM	5-Year High	45.78	10.98	6.05	9.16
	5-Year Low	7.55	5.56	3.56	6.6
	5-Year Median	24.58	7.37	4.52	8.04

As of 12/04/2025 Source: Zacks Investment Research

# Industry Analysis<sup>(1)</sup> Zacks Industry Rank: Bottom 23% (185 out of 243)

#### ····· Industry Price — Price ····· Industry

# Top Peers (1)

Company (Ticker)	Rec	Rank
AbbVie Inc. (ABBV)	Neutral	3
AstraZeneca PLC (AZN)	Neutral	3
Bayer Aktiengesellsc(BAYRY)	Neutral	3
Eli Lilly and Compan(LLY)	Neutral	3
Merck & Co., Inc. (MRK)	Neutral	3
Novartis AG (NVS)	Neutral	3
Sanofi (SNY)	Neutral	3
Vertex Pharmaceutica(VRTX)	Neutral	3

Industry Comparison <sup>(1)</sup> Industry: Large Cap Pharmaceuticals Industry Peers							
	NVO	X Industry	S&P 500	AZN	LLY	SN	
Zacks Recommendation (Long Term)	Underperform	-	-	Neutral	Neutral	Neutra	
Zacks Rank (Short Term)	5	-	-	3	3	3	
VGM Score	В	-	-	В	С	D	
Market Cap	218.61 B	243.91 B	38.58 B	283.32 B	996.71 B	116.49 E	
# of Analysts	5	4.5	22	7	10	-	
Dividend Yield	1.68%	1.92%	1.42%	1.11%	0.57%	3.37%	
Value Score	С	-	-	В	С	В	
Cash/Price	0.03	0.05	0.04	0.03	0.01	0.0	
EV/EBITDA	10.14	12.21	14.55	17.51	71.13	9.74	
PEG Ratio	2.46	1.62	2.20	1.69	1.33	1.29	
Price/Book (P/B)	8.22	5.55	3.33	6.16	41.79	1.30	
Price/Cash Flow (P/CF)	12.55	12.55	15.10	14.51	74.07	8.90	
P/E (F1)	13.53	13.71	19.71	19.84	44.33	10.64	
Price/Sales (P/S)	4.68	4.26	3.09	4.87	16.77	2.4	
Earnings Yield	7.29%	7.29%	5.06%	5.04%	2.26%	9.40%	
Debt/Equity	0.52	0.51	0.57	0.54	1.71	0.16	
Cash Flow (\$/share)	3.90	5.33	8.99	6.30	14.23	5.33	
Growth Score	Α	-	-	В	Α	F	
Hist. EPS Growth (3-5 yrs)	25.63%	1.54%	8.16%	16.75%	14.30%	3.93%	
Proj. EPS Growth (F1/F0)	8.84%	14.37%	8.57%	11.92%	83.06%	15.84%	
Curr. Cash Flow Growth	28.92%	-3.04%	6.75%	16.68%	86.65%	-16.39%	
Hist. Cash Flow Growth (3-5 yrs)	21.10%	4.00%	7.43%	18.63%	14.72%	-4.06%	
Current Ratio	0.78	1.10	1.18	0.88	1.55	1.00	
Debt/Capital	34.42%	36.28%	38.01%	34.95%	63.15%	13.73%	
Net Margin	32.76%	26.88%	12.78%	16.17%	30.99%	21.96%	
Return on Equity	73.50%	36.97%	17.00%	32.89%	109.52%	12.70%	
Sales/Assets	0.64	0.46	0.53	0.53	0.62	0.33	
Proj. Sales Growth (F1/F0)	13.70%	7.43%	5.79%	8.90%	42.00%	16.40%	
Momentum Score	F	-	-	D	F	D	
Daily Price Chg	-2.80%	-1.93%	-0.24%	-0.23%	-0.74%	-0.79%	
1 Week Price Chg	4.85%	0.58%	-0.59%	-0.39%	1.70%	-1.72%	
4 Week Price Chg	2.97%	2.35%	2.76%	2.01%	2.35%	-6.36%	
12 Week Price Chg	-17.77%	9.94%	2.15%	20.25%	41.14%	1.19%	
52 Week Price Chg	-54.67%	27.53%	12.39%	35.98%	35.40%	-3.07%	
20 Day Average Volume	17,629,408	3,386,098	2,743,646	5,554,908	3,386,098	2,648,919	
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	0.00%	-0.57%	0.00%	
(F1) EPS Est 4 week change	-0.28%	-0.02%	0.00%	0.09%	-0.11%	0.00%	
(F1) EPS Est 12 week change	-7.55%	-0.53%	0.69%	1.00%	3.43%	-1.82%	
(Q1) EPS Est Mthly Chg	-1.10%	0.00%	0.00%	-2.97%	2.47%	-2.82%	

## **Zacks Stock Rating System**

We offer two rating systems that take into account investors' holding horizons: Zacks Rank and Zacks Recommendation. Each provides valuable insights into the future profitability of the stock and can be used separately or in combination with each other depending on your investment style.

#### **Zacks Recommendation**

The Zacks Recommendation aims to predict performance over the next 6 to 12 months. The foundation for the quantitatively determined Zacks Recommendation is trends in the company's estimate revisions and earnings outlook. The Zacks Recommendation is broken down into 3 Levels; Outperform, Neutral and Underperform. Unlike many Wall Street firms, we have an excellent balance between the number of Outperform and Neutral recommendations. Our team of 70 analysts are fully versed in the benefits of earnings estimate revisions and how that is harnessed through the Zacks quantitative rating system. But we have given our analysts the ability to override the Zacks Recommendation for the 1200 stocks that they follow. The reason for the analyst over-rides is that there are often factors such as valuation, industry conditions and management effectiveness that a trained investment professional can spot better than a quantitative model.

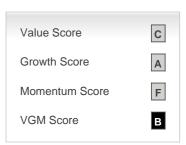
## **Zacks Rank**

The Zacks Rank is our short-term rating system that is most effective over the one- to three-month holding horizon. The underlying driver for the quantitatively-determined Zacks Rank is the same as the Zacks Recommendation, and reflects trends in earnings estimate revisions.

# **Zacks Style Scores**

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.



As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

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