



Second Quarter 2022

# Earnings Highlights

**\$27.7B**

Revenue

+53% Op Growth<sup>1</sup>

**\$1.73**

Rep. Dil. EPS

+77% Growth

**\$2.04**

Adj. Dil. EPS<sup>2</sup>

+100% Op Growth

**\$2.8B**

Rep. R&D Expenses

+27% Op Growth

**\$2.8B**

Adj. R&D Expenses<sup>2</sup>

+27% Op Growth

**FY 2022 Guidance<sup>3</sup>**

Revenue

**\$98B-\$102B**

Adj. Dil. EPS<sup>2</sup> \$6.30-\$6.45

**\$6.5B**

Returned to Shareholders

Year-To-Date

\$4.5B Cash Dividends

\$2.0B Share Repurchases

"We made significant progress this quarter on our strategies to bring value to our patients and shareholders, while also making commitments to prioritize the broader needs of the world, including those of the environment and our most vulnerable populations. Even while launching these initiatives to support a healthier, more equitable world, we remain equally committed to strong financial execution on behalf of our shareholders."

**Albert Bourla**  
Chairman and Chief Executive Officer



## Key Growth Drivers<sup>4</sup>

**Pfizer-BioNTech COVID-19 vaccine**

**\$8,848M Revenue**

+20% Op Growth

**PAXLOVID™ COVID-19 Oral Treatment**

**\$8,115M Revenue**

**Eliquis® (apixaban) tablets**

**\$1,745M Revenue**

+23% Op Growth

**Prevnar Family Pneumococcal Conjugate Vaccine**

**\$1,429M Revenue<sup>5</sup>**

+18% Op Growth

+41% U.S. Growth

**Vyndamax (tadalafil)**

**\$552M Revenue<sup>6</sup>**

+16% Op Growth

+32% U.S. Growth

## Pipeline Spotlights

**Pfizer-BioNTech COVID-19 vaccine**

Expanded emergency use as primary series for children 6 months-4 years and booster dose in children 5-11 years of age

**Candidate Pfizer-BioNTech Omicron-Adapted COVID-19 vaccine**

Announced positive Phase 2/3 immunogenicity data of monovalent and bivalent Omicron-adapted COVID-19 vaccine candidates

**Candidate Etrasimod**

Presented positive Phase 3 results in treating moderately to severely active ulcerative colitis

**Candidate Ervogastat/Clesacostat Combination Therapy**

Received FDA Fast Track designation for the treatment of non-alcoholic steatohepatitis (NASH) with liver fibrosis

**Candidate Elranatamab**

Announced interim efficacy results from ongoing Phase 2 study in people with advanced relapsed/refractory multiple myeloma

**Proposed Acquisition biohaven pharmaceuticals**

Entered agreement to acquire calcitonin gene-related peptide (CGRP) migraine assets

**Completed Acquisition REVIRAL**

Completed acquisition of clinical stage biopharma focused on antiviral candidates for respiratory syncytial virus (RSV)

Vaccines Internal Medicine Inflammation/Immunology Oncology Rare Disease Hospital

**1.2B** people in 45 lower-income countries for whom we aim to provide all current and future patent-protected medicines & vaccines available in the U.S. / EU on a not-for-profit basis through Pfizer's health equity improvement initiative, 'An Accord for a Healthier World'

**>3.6B** COVID-19 vaccine doses shipped to 180 countries to date

## Advancing Robust Portfolio

Anticipated in the Next 18 Months<sup>7</sup>

Up to **15** Potential Approvals



Up to **14** Projected Pivotal Readouts



Up to **14** Potential Proof of Concept Readouts



## What's Next

Reaffirm projected revenue CAGR of at least 6% and double-digit adjusted diluted EPS<sup>2</sup> growth through 2025<sup>8</sup>

**Maintain** patient centricity

**Scale** emerging tech platforms

**Invest** in areas we can win

**Foster** a culture of innovation

**Reduce** approval development cycle times

**25 BY 2025** | Ambition of up to 25 breakthrough launches in patients' hands by 2025



investors.pfizer.com

Please reference Pfizer's Q2 2022 earnings release and SEC filings for additional information.

<sup>1</sup> Operational growth. Reference to operational variances pertain to period-over-period changes that exclude the impact of foreign exchange rates.

<sup>2</sup> Adjusted income and Adjusted diluted EPS are defined as U.S. GAAP net income attributable to Pfizer Inc. common shareholders and reported EPS attributable to Pfizer Inc. common shareholders—diluted before the impact of amortization of intangible assets, certain acquisition-related items, discontinued operations and certain significant items. Adjusted research and development (R&D) expenses is an income statement line item prepared on the same basis as, and therefore a component of, the overall Adjusted Income measure. See the reconciliations of certain GAAP Reported to Non-GAAP Adjusted information for the second quarter and first six months of 2022 and 2021 of Pfizer's earnings release furnished with Pfizer's Current Report on Form 8-K dated July 28, 2022. The Adjusted income and its components and Adjusted diluted EPS measures are not, and should not be viewed as, substitutes for U.S. GAAP net income and its components and diluted EPS, have no standardized meaning prescribed by U.S. GAAP and may not be comparable to the calculation of similar measures of other companies. See the Non-GAAP Financial Measure: Adjusted Income section of Management's Discussion and Analysis of Financial Condition and Results of Operations in Pfizer's 2021 Annual Report on Form 10-K and Quarterly Report on Form 10-Q for the quarterly period ended April 3, 2022 and the Non-GAAP Financial Measure: Adjusted Income section of Pfizer's earnings release furnished with Pfizer's Current Report on Form 8-K dated July 28, 2022 for additional information.

<sup>3</sup> Total company guidance.

<sup>4</sup> Q2 financial performance.

<sup>5</sup> Prevnar family include revenues from Prevnar 13/Prevenar 13 (pediatric and adult) and Prevnar 20/Apexxnar (adult).

<sup>6</sup> Referenced figures include sales of both Vyndaqel and Vyndamax.

<sup>7</sup> Presented the full set of materials in the Q2 2022 Earnings Presentation for certain information regarding potential approvals and projected pivotal and proof of concept readouts.

<sup>8</sup> Projected revenue CAGR calculated from 2020-2025. Excludes the impact of Pfizer-BioNTech COVID-19 vaccine (Comirnaty) and the COVID-19 oral treatment (Paxlovid), as well as recent or subsequent business development activities.

This document includes pipeline-looking statements about, among other things, Pfizer's anticipated performance and financial performance, product pipeline, in-line products and product candidates, business plans and prospects, manufacturing and product supply and dividends that are subject to substantial risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements. Please refer to Pfizer's Annual Report on Form 10-K for the year ended December 31, 2021, and Pfizer's subsequent reports on Form 10-Q, including the sections thereof captioned "Risk Factors" and "Forward-Looking Information and Factors That May Affect Future Results," as well as Pfizer's subsequent reports on Form 8-K for a description of the substantial risks and uncertainties related to the forward-looking statements included in this document. These reports are available on Pfizer's website at www.pfizer.com and on the U.S. Securities and Exchange Commission's website at www.sec.gov. The forward-looking statements in this document speak only as of the original date of this document, and we undertake no obligation to update or revise any of these statements.