

# Full Year Highlights

#### \$58.5B **FY Revenue** -41% Op Decline1

+7% Op Growth excl. COVID-19 products

**FY EPS** 

\$0.37 Rep. Dil. EPS -93%

Decline

\$1.84 Adj. Dil. EPS<sup>2</sup> -69%

Op Decline

\$10.7B FY Rep. R&D Expenses -6% Op Decline

\$9.2B Cash Dividends Returned \$1.64 Per Share

to Shareholders **During FY 2023** of Common Stock

\$58.5B-\$61.5B FY 2024 Guidance \$2.05-\$2.25 Adj. Dil. EPS<sup>2</sup>

Revenue

Fourth Quarter Highlights

Revenue +8% Op Growth

\$14.2B

excl. COVID-19 products

Q4 EPS \$0.10 Rep. Dil. LPS Adj. Dil. EPS<sup>2</sup> -89% Op Decline

Entity approvals by the U.S. Food and Drug Administration (FDA) medicines and vaccines that are expected to favorably impact Pfizer's performance in the coming years. We are entering 2024 with a solid foundation. We believe our commitment to execution, maximizing the performance of our new products, and delivering the next wave of pipeline innovation will fuel Pfizer's growth and make a difference in the lives of patients everywhere." **Albert Bourla** 

Chairman and Chief Executive Officer



#### Global Pharmaceuticals Revenues **Specialty Care Primary Care** Oncology

\$15.0B Revenue

Key Revenue Growth Drivers

2023 Full-Year

-57% Op Decline

\$30.6B Revenue

+11% Op Growth

-3% Op Decline

\$11.6B Revenue

Nurtec ODT Vydura 75 mg











Pipeline Spotlights

Eliquis.

Approved in EU

TALZENNA

Approved in U.S.

∡Xtandi.

Xtandi for adults with metastatic castrationresistant prostate cancer in whom chemotherapy is not clinically indicated.

biochemical recurrence at

high risk for metastasis.

In combination with

Approved in U.S. **◇ PADCEV** 

First and only antibodydrug conjugate (ADC) with pembrolizumab, a PD-1 inhibitor, for the treatment of adults with locally advanced or metastatic urothelial cancer.

U.S. regulatory filing seeking to

convert the accelerated approval

of medicine to full approval

for treatment of patients with

recurrent or metastatic cervical

cancer with disease progression on or after first-line therapy.

Treatment for relapsed

myeloma in adults who

or refractory multiple

have received at least

three prior therapies.

Completed Acquisition **♡Seagen**®

Candidate

~618M

Marstacimab

Completed acquisition

of global biotechnology

company and its portfolio

medicines/ADC technology.

of transformative cancer

U.S. regulatory filing for investigational anti-tissue

factor pathway inhibitor for treatment of hemophilia A or

B for people without inhibitors to Factor VIII or Factor IX.

tivdak

Worldwide in 2023 with our medicines and vaccines

Fortifying Long-Term Growth Plans

Patients Treated

### Potential Near-Term 16 Launches<sup>7</sup> Launched Through H1 2024, up to 18 potential launches

**Business Development Opportunities** Goal to add at least \$25B of risk-adjusted revenues to 2030 top-line expectations

8

000

multi-billion-dollar revenue generators What's Next

Remains confident in ability to deliver

COVID-19

**Franchise** 

Expect to remain

**Pipeline** Potential for additional internal revenues from pipeline >2024-2030

(\$)

**Innovative** 

**Approved** 

## operational growth and meaningful shareholder value long term.





Invest we can win



platforms

cycle times

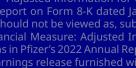
**ANTICIPATES** 

investors.pfizer.com

Non-COVID-19 2024 operational

revenue growth of 8% to 10%

inclusive of Seagen<sup>8</sup>



**P**fizer

Non-GAAP Adjusted information for Q4 and Full Year 2023 and 2022 accompanying Pfizer's earnings release furnished with Pfizer's Current Report on Form 8-K dated January 30, 2024. 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/(loss) and its components and diluted EPS/(LPS). 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 2022 Annual Report on Form 10-K and the Non-GAAP Financial Measure: Adjusted Income section accompanying Pfizer's earnings release furnished with Pfizer's Current Report on Form 8-K dated January 30, 2024, for additional information.

ued on December 13, 2023, as well as Pfizer's Q4 and Full Year 2023 earnings release for additional

<sup>3</sup> Total company guidance. Please see Pfizer's press release issued on December 13, 2023, as well as Pfizer's Q4 and Full Year 2023 earnings release for additional details and assumptions regarding Pfizer's 2024 financial guidance. <sup>4</sup> Vyndaqel family includes global revenues from Vyndaqel, as well as revenues for Vyndamax in the U.S. and Vynmac in Japan.

Please reference Pfizer's Q4 and Full Year 2023 earnings release and SEC filings for additional information.

and are subject to change. Numbers are estimates and, in some cases, use global volume, daily dosage and number of treatment days to facilitate calculations. Methodologies to calculate estimates may vary by product type given the nature of the product and available data. Patients taking multiple Pfizer products may be counted as multiple patients towards total. Numbers do not include comprehensive estimated patient counts from Ex-U.S. Access & Affordability programs. Historical estimates may periodically be subject to revision due to restatements in the underlying data source. <sup>7</sup> Reference the full set of materials in the Q4 and Full Year 2023 Earnings Presentation for certain information regarding potential product launches. Through H1 2024, we expect to have up to 18 new products or indications in the market – including the 16 for which we have already begun co-promotion or commercialization in 2022 and through 2023. All dates are preliminary, subject to change and subject to, among other risks, assumptions and uncertainties, clinical trial, regulatory and commercial success, ACIP and MMWR publication and availability of supply.

The Patients Treated metric is calculated from Pfizer and third-party datasets. This estimate does not include Seagen patients treated.

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

Reported diluted EPS attributable to Pfizer Inc. common shareholders before the impact of amortization of intangible assets, certain acquisition-related items, discontinued operations and certain significant items. See the reconciliations of certain GAAP Reported to

This document includes forward-looking statements about, among other things, Pfizer's anticipated operating and financial performance, including financial guidance and projections, product pipeline, in-line products and product candidates, product launches, rev-

details and assumptions regarding Pfizer's 2024 financial guidance. Please reference Pfizer's Q4 and Full Year 2023 earnings release and SEC filings for additional information. enue contributions, business plans, strategy, goals and prospects, business development activities, manufacturing and product supply, capital allocation objectives, dividends and share repurchases 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, 2022, and Pfizer's subsequent reports on Form 10-Q, in each case 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. © 2024 Pfizer Inc. All rights reserved.