# First-Quarter 2024 Earnings Conference Call Prepared Remarks
# May 1, 2024

**[Slide 4: Opening Remarks – Albert Bourla]**

**Albert Bourla –** ***Pfizer Inc. – Chairman and Chief Executive Officer***

**[Slide 5: Q1 2024: Strong Start to the Year]**

In the first quarter, we had a solid start to the year and we are cautiously optimistic about what we will achieve in 2024.

I am pleased and appreciative of how our Pfizer colleagues are executing with discipline as they focus on the patients and others we serve. This helped us deliver a strong performance during the quarter in our non-COVID product portfolio, drive progress toward our oncology leadership, advance our pipeline and continue to strengthen our business.

Today we will discuss highlights from the quarter and provide updates about how we're continuing to make progress with the five strategic priorities we shared with you at the start of the year.

We are proud of the positive impact we achieve around the world with our deep capabilities and global scale. Through the first 3 months of the year, we reached more than 119 million patients with our medicines and vaccines. We will continue to build on Pfizer's 175-year history of driving medical and pharmaceutical breakthroughs as we maximize the opportunities in front of us.

**[Slide 6: 2024 Key Priorities]**

Our confidence in the year ahead comes from our focus on executing the strategic priorities that we believe will deliver operational, commercial and financial success across our business.

The priorities are:

- Achieve world-class oncology leadership
- Deliver the next wave of pipeline innovation
- Maximize performance of our new products
- Expand margins by realigning our cost base

- Allocate capital to enhance shareholder value

In the first quarter we made notable progress with each one, and I'll share some highlights.

**[Slide 7: Achieve World-Class Oncology Leadership]**

Many of you joined us at our Oncology Innovation Day in February, and I hope you found it to be a valuable opportunity to see how we are well positioned to achieve world-class oncology leadership.

We are pleased with the excellence we have been able to achieve in both integration and commercial execution.

- With a strong mix of Pfizer and Seagen colleagues in the newly combined team, we believe we have one of the most experienced and talented groups of oncology leaders in the industry.
- We're also already seeing the benefit of strong commercial execution with our newly cross-trained sales and field medical teams.

In the first quarter of 2024, our oncology revenues grew 19% operationally over the same quarter a year ago, driven in part by:

- The acquisition of the four in-line products from legacy Seagen—in particular, the strong ongoing launch of **Padcev** in front-line locally advanced/metastatic urothelial cancer regardless of cisplatin eligibility, following FDA approval based on the groundbreaking EV-302 data;
- Increased demand for **Xtandi**, which continues to be a backbone therapy across the prostate cancer treatment continuum;
- And continued growth from **Lorbrena**, which could emerge as the potential first-line standard of care in ALK-positive metastatic non-small-cell lung cancer.

Earlier this week, we also announced the full FDA approval of **Tivdak** to treat recurrent or metastatic cervical cancer. **Tivdak** is the first antibody-drug conjugate to have positive overall survival data for patients with previously treated recurrent or metastatic cervical cancer.

Going forward, we are guided by a strategy focusing on our greatest opportunities to make a difference for patients with cancer. With the power of our deep expertise, broad and diverse portfolio and global scale, we are confident we are well on our way toward our 2030 goals of:

- Doubling the number of patients treated with our innovative cancer medicines;
- Increasing the number of blockbuster medicines in our portfolio from 5 today to 8 or more;
- And, driving an anticipated tenfold increase in the proportion of revenue from biologics. This is important because it brings the potential to provide more durable revenue based on several factors,

including Inflation Reduction Act considerations and the greater challenges of copying complex biologics.

We will look forward to sharing continued updates with you on our progress in accelerating oncology breakthroughs.

**[Slide 8: Deliver Next Wave of Pipeline Innovation]**

Now, I'll turn to our progress with delivering the next wave of pipeline innovation.

In Oncology during the quarter, we had three pivotal Phase 3 study starts, including the first Phase 3 trial for our selective CDK4 inhibitor, **atirmociclib**, our integrin-beta-6-directed ADC, **sigvotatug vedotin**—and the fourth Phase 3 trial for **Elrexfio** in multiple myeloma.

At the upcoming American Society of Clinical Oncology annual meeting, we will present data spanning each of our tumor areas of focus and core scientific modalities, including new five-year progression-free survival data for **Lorbrena**, Phase 3 data for **Adcetris** in diffuse large B cell lymphoma (DLBCL) and additional developments from across our deep and diverse pipeline.

We are also driving continued execution beyond oncology with a sharpened focus on key value drivers expected to build potential multi-billion-dollar product portfolios. Through the first quarter, we are on track with delivering on our anticipated milestones and have important updates in both our growing respiratory and hematology portfolios.

With **Abrysvo**, we believe we have the opportunity to further expand what is currently the broadest approved range of patients for the RSV vaccine, including adults 60 years and older and infants from birth to six months via maternal immunization.

We recently reported positive results from the Phase 3 MONeT trial evaluating **Abrysvo** in adults aged 18 to 59 at increased risk for RSV disease. The trial met its primary endpoints and we intend to submit these data to regulatory agencies. We believe **Abrysvo** has the potential to become the first and only RSV vaccine for adults 18 years and older.

Hematology is another priority area. With the progress of recent and near-term milestones, we are confident that we could establish a potential multi-billion-dollar product portfolio across hemophilia and sickle cell disease.

- We recently received the first U.S. FDA gene therapy approval for Pfizer with FDA approval for **Beqvez**, a one-time gene therapy for adults with hemophilia B.
- This program builds upon our growing presence in hemophilia. We expect an FDA decision before year end for **marstacimab**...

- ...which has the potential to become the first once-weekly subcutaneous treatment in the hemophilia B market;
- and the first treatment delivered as a flat dose for both hemophilia A and B.

Moving to sickle cell, we recently started the Phase 3 study of **osivelotor**, our potentially best-in-class next generation hemoglobin S polymerization inhibitor. We are committed to addressing the underserved needs of the sickle cell disease community, and we are leveraging our capabilities for potential breakthroughs for these patients.

**[Slide 9: Maximize Performance of New Products]**

Now, I'll turn to our strategic priority of maximizing performance of our new products. While it may take a year to realize the full benefit of the changes we put in place to bring a more efficient structure to our commercial operations, we are pleased by the impact we are already seeing from our sharpened focus and Pfizer colleagues embracing our high-performance culture.

Earlier, I mentioned the momentum with our oncology products. Our Pfizer U.S. Commercial and Pfizer International Commercial organizations are also moving ahead in driving progress and growth in their respective markets.

We have several potential key growth drivers for this year and into 2025.

- With **Abrysvo**, we're very pleased with the positive data in the 18 to 59 age group that differentiates our product and we're encouraged by our opportunities to continue increasing overall RSV market growth and market share.
- Another example is our enthusiasm for the potential of **Nurtec** to help the more than one billion people living with migraine worldwide.
  - With oral CGRP penetration leaving room for potential significant growth, we will continue to focus on reducing access barriers for health care professionals and patients, as well as on education through direct-to-consumer marketing.
- With **Oxbryta**, we will continue to educate health care professionals and patients on the importance of proactively treating the underlying cause of sickle cell disease by reframing treatment goals to chronic and proactive treatment.
- **Velsipity** is coming off its initial launch, and we are focused on ensuring patient access as a first-line advanced therapy oral option for moderate to severe Ulcerative Colitis.
- And, I'll also mention **Litfulo**. We will work toward continuing to accelerate the consideration of advanced systemic treatments for appropriate patients with alopecia areata and further unlock access to **Litfulo**.

Additionally, we continue to protect and grow our core brands and key blockbusters, including **Prevnar**, **Vyndaqel** and **Eliquis**.

In a moment, Dave will provide updates about how we're also making progress with two other strategic priorities, expanding margins by realigning our cost base and allocating capital to enhance shareholder value.

When we consider what we achieved in the first quarter, along with our continued progress in executing our five strategic priorities, we are cautiously optimistic about the year ahead.

- We are continuing to focus on commercial execution, protecting and growing our products and driving strong starts with new commercial launches.
- With the progress we are making in advancing our cost-realignment program, as well as our confidence in the underlying strength in our business and our continued execution, we have raised our outlook for 2024 Adjusted Earnings Per Share by 10 cents.

We have confidence in our company. With some of the most experienced and talented colleagues in the industry, we have demonstrated many times before that we are very good at execution and we expect to continue delivering life-changing medicines for hundreds of millions of patients globally and meaningful value for our shareholders.

Now, I'll turn it over to Dave to discuss our financial performance during the quarter, as well as our progress in strengthening our business and enhancing shareholder value.

**[Slide 10: Financial Review – David Denton]**

**David Denton –** ***Pfizer Inc. – Chief Financial Officer, Executive Vice President***

Thank you, Albert, and good morning.

As we continue to navigate a challenging post-COVID environment, I'm pleased to share that this year is off to a solid start. We are protecting and growing our core brands while investing in building a more effective organization. Our relentless focus on execution is positioning Pfizer to improve shareholder returns.

This morning I will briefly review the highlights of our first quarter results; then touch on our capital allocation priorities. I'll wrap up by outlining our 2024 financial guidance and our key priorities for the remainder of the year.

**[Slide 11: Quarterly Income Statement Highlights]**

Turning first to Q1 performance; let's walk down the P&L.

Total company revenues for the quarter were $14.9 billion, reflecting an operational decline of $3.5 billion or (19%) vs last year. As you know, our business continues to be negatively impacted by a declining COVID environment on a global basis. To that end, we expect our COVID products will continue to have an outsized effect on both our top-line and bottom-line throughout this year. However, I do want to point out that we expect our COVID products will continue to be significant contributors to revenues and cash-flows for the foreseeable future.

Strong commercial execution across the enterprise drove 11% operational revenue growth in the quarter excluding **Comirnaty** and **Paxlovid**. Performance was positively impacted by our renewed focus on key products and markets; refined allocation of commercial field resources globally; and further alignment of marketing resources into key priority areas. Contributing to this performance were our acquired products from Seagen, alongside in-line products such as **Vyndaqel**, **Eliquis** and **Abrysvo**. Dampening our growth in the quarter was the expected lower global demand for **Ibrance**, and **Sulperazon**, driven largely by lower demand in China in the first quarter of 2024 vs last year.

Adjusted Gross Margin for the first quarter improved by 530 basis points to 79.6% vs Q1 of last year. This improvement was driven by three factors:

- First, lower sales volume of **Comirnaty** resulted in favorable sales mix,
- Second, in the quarter we recorded a product return adjustment for **Paxlovid** associated with our US Government contract, which I'll touch upon in a moment,
- and finally, we executed strong cost management across our manufacturing network.

Improvements in our gross margin rate will continue to be an important focus for the company going forward.

Total Adjusted operating expenses increased modestly by 1% to $5.9 billion compared to Q1 of last year; despite adding expenses associated with the acquired Seagen business. This disciplined cost control puts us squarely on track to delivering on our $4 billion net cost savings commitment by the end of the year.

Adjusted SI&A Expenses increased 3% operationally in the quarter driven primarily by an increase in marketing and promotional expenses for recently acquired and launched products, partially offset by a decrease in expenses for Paxlovid and Comirnaty.

Consistent with our strategy, we are prioritizing our R&D spending to enhance overall returns while supporting growth from our pipeline. For the quarter Adjusted R&D Expenses were $2.5 billion, a decrease of 1% operationally versus last year. The slight decline was driven primarily by lower spending resulting

from our cost realignment program and lower spending on certain vaccine programs, largely offset by increased investments mainly to develop certain assets acquired from Seagen.

Q1 Reported diluted earnings per share were 55 cents. Our Adjusted diluted EPS was 82 cents which exceeded our expectations due to favorable gross margin performance and strong cost management across the enterprise.

As I stated earlier, during the quarter we recorded a favorable product return adjustment associated with our US Government contract for **Paxlovid**. Recall that during Q4 of last year we estimated that the US Government credit for **Paxlovid** was $3.5 billion. Earlier this year, the US Government announced that the EUA labeled product was no longer authorized for emergency use and the agreed upon return period had now expired. Given those facts, we could now finalize the total value of the US Government credit. This resulted in a favorable adjustment to revenues of $771 million for **Paxlovid** and contributed 11 cents to the company's earnings per share.

**[Slide 12: Q1 2024: Allocating Capital to Enhance Shareholder Value]**

Now let me quickly touch upon our capital allocation strategy, which is designed to enhance long term shareholder value. Our strategy consists of:

- Maintaining and growing our dividend over time;
- Reinvesting in our business at an appropriate level of financial return; and
- Making value enhancing share repurchases after de-levering our balance sheet.

During the first quarter we:

- Returned $2.4 billion to shareholders via our quarterly dividend;
- Invested $2.5 billion in internal R&D; and
- As expected, completed business development activity was minimal.

We are committed to de-levering our capital structure with a gross leverage target of 3.25x, which we expect to achieve over time. In support of that goal, during the quarter we paid down approximately $1.25B in maturing debt and in May we will pay down another $1 billion of outstanding notes. And, importantly during the quarter, we began to monetize our Haleon stake through an initial sale of $3.5 billion which reduced our equity position in the company from 32% to approximately 23%. Looking ahead to the next couple of quarters I'd like to point out that we expect operating cash flows to be significantly below typical

levels, largely due to the timing of certain payments. Despite this near-term pressure, clearly, our objective is to return to a more balanced capital allocation strategy over time.

**[Slide 13: 2024 Financial Guidance: Maintains 2024 Revenue Range and Raises Adjusted Diluted EPS Range]**

Now, let me spend a few minutes on our outlook for the remainder of the year. As we entered 2024, the company is highly focused on delivering on its financial commitments and our performance in Q1 demonstrates that we are off to a solid start. With that objective in mind, and the fact that it's still early in the year, we are modestly updating the earnings outlook for this year.

We are raising our full year Adjusted diluted earnings per share guidance range by 10 cents to a new range of $2.15 - $2.35. Looking ahead this increase takes into consideration both our improving line of sight to our cost savings target, and continued strength in our underlying business. As a reminder, our EPS guidance includes an anticipated $(0.40) of earnings dilution from the Seagen acquisition, largely due to the financing costs.

While the **Paxlovid** revenue return adjustment moves us towards the upper end of our revenue guidance range, our top line revenue expectations remain unchanged for the full year. We continue to expect revenues in the range of $58.5 billion to $61.5 billion. In addition, even though **Comirnaty** revenues continue to perform consistent with our plan, it is important to remember that we expect approximately 90% of sales to occur in the second half of the year, mostly in Q4 given the seasonal nature of the product.

Lastly, we remain on track to deliver at least $4 billion of net savings from our cost-realignment program by the end of the year. Improving our cost base will put us on strong footing towards margin expansion and improved financial returns moving forward.

As you know, over the past two years the company has made significant investments to drive growth in the back half of the decade. And we remain encouraged by the long-term growth outlook for Pfizer.

2024 is clearly a year of focus, execution and delivering on our near-term financial commitments. The foundation we establish this year sets the stage to deliver on our commitment to enhance shareholder value both this year and through the end of the decade.

And with that, I'd like to turn it back over to Albert to start the Q&A session.

***Disclosure Notice**: This material represents prepared remarks for Pfizer Inc.'s earnings conference call and is not an official transcript. Except where otherwise noted, the information contained in these prepared remarks is as of May 1, 2024. We assume no obligation to update any forward-looking statements contained in these prepared remarks as a result of new information or future events or developments.*

*These prepared remarks contain forward-looking statements about, among other topics, our anticipated operating and financial performance, including financial guidance and projections; reorganizations; business plans, strategy, goals and prospects; expectations for our product pipeline, in-line products and product candidates, including anticipated regulatory submissions, data read-outs, study starts, approvals, launches, clinical trial results and other developing data, revenue contribution and projections, potential pricing and reimbursement, potential market dynamics, including patient demand, market size and utilization rates and growth, performance, timing of exclusivity and potential benefits; strategic reviews; capital allocation objectives; an enterprise-wide cost realignment program, which we launched in October 2023 (including anticipated costs, savings and potential benefits); dividends and share repurchases; plans for and prospects of our acquisitions, dispositions and other business development activities, including our recent acquisition of Seagen, and our ability to successfully capitalize on growth opportunities and prospects; manufacturing and product supply; our ongoing efforts to respond to COVID-19, including our plans and expectations regarding Comirnaty (as defined in our first quarter of 2024 earnings release) and our oral COVID-19 treatment (Paxlovid); our expectations regarding the impact of COVID-19 on our business, operations and financial results; and our Environmental, Social and Governance (ESG) priorities, strategies and goals. Given their forward-looking nature, these statements involve substantial risks, uncertainties and potentially inaccurate assumptions and we cannot assure that any outcome expressed in these forward-looking statements will be realized in whole or in part. You can identify these statements by the fact that they use future dates or use words such as "will," "may," "could," "likely," "ongoing," "anticipate," "estimate," "expect," "project," "intend," "plan," "believe," "assume," "target," "forecast," "guidance," "goal," "objective," "aim," "seek," "potential," "hope" and other words and terms of similar meaning. Pfizer's financial guidance is based on estimates and assumptions that are subject to significant uncertainties.*

*Among the factors that could cause actual results to differ materially from past results and future plans and projected future results are the following:*

*<u>Risks Related to Our Business, Industry and Operations, and Business Development:</u>*

- *the outcome of research and development (R&D) activities, including, the ability to meet anticipated pre-clinical or clinical endpoints, commencement and/or completion dates for our pre-clinical or clinical trials, regulatory submission dates, and/or regulatory approval and/or launch dates; the possibility of unfavorable pre-clinical and clinical trial results, including the possibility of unfavorable new pre-clinical or clinical data and further analyses of existing pre-clinical or clinical data; risks associated with preliminary, early stage or interim data; the risk that pre-clinical and clinical trial data are subject to differing interpretations and assessments, including during the peer*

*review/publication process, in the scientific community generally, and by regulatory authorities; and whether and when additional data from our pipeline programs will be published in scientific journal publications and, if so, when and with what modifications and interpretations;*

- *our ability to successfully address comments received from regulatory authorities such as the U.S. Food and Drug Administration or the European Medicines Agency, or obtain approval for new products and indications from regulators on a timely basis or at all; regulatory decisions impacting labeling, including the scope of indicated patient populations, product dosage, manufacturing processes, safety and/or other matters, including decisions relating to emerging developments regarding potential product impurities; uncertainties regarding the ability to obtain, and the scope of, recommendations by technical or advisory committees; and the timing of, and ability to obtain, pricing approvals and product launches, all of which could impact the availability or commercial potential of our products and product candidates;*
- *claims and concerns that may arise regarding the safety or efficacy of in-line products and product candidates, including claims and concerns that may arise from the outcome of post-approval clinical trials, which could impact marketing approval, product labeling, and/or availability or commercial potential;*
- *the success and impact of external business development activities, such as the December 2023 acquisition of Seagen, including the ability to identify and execute on potential business development opportunities; the ability to satisfy the conditions to closing of announced transactions in the anticipated time frame or at all; the ability to realize the anticipated benefits of any such transactions in the anticipated time frame or at all; the potential need for and impact of additional equity or debt financing to pursue these opportunities, which has in the past and could in the future result in increased leverage and/or a downgrade of our credit ratings and could limit our ability to obtain future financing; challenges integrating the businesses and operations; disruption to business and operations relationships; risks related to growing revenues for certain acquired or partnered products; significant transaction costs; and unknown liabilities;*
- *competition, including from new product entrants, in-line branded products, generic products, private label products, biosimilars and product candidates that treat or prevent diseases and conditions similar to those treated or intended to be prevented by our in-line products and product candidates;*
- *the ability to successfully market both new and existing products, including biosimilars;*
- *difficulties or delays in manufacturing, sales or marketing; supply disruptions, shortages or stock-outs at our facilities or third-party facilities that we rely on; and legal or regulatory actions;*
- *the impact of public health outbreaks, epidemics or pandemics (such as COVID-19) on our business, operations and financial condition and results, including impacts on our employees, manufacturing, supply chain, sales and marketing, research and development and clinical trials;*

- *risks and uncertainties related to our efforts to continue to develop and commercialize Comirnaty and Paxlovid or any potential future COVID-19 vaccines, treatments or combinations, as well as challenges related to their manufacturing, supply and distribution, including, among others, the risk that as the market for COVID-19 products continues to become more endemic and seasonal, demand for our COVID-19 products has and may continue to be reduced or not meet expectations, or may no longer exist, which has and may continue to lead to reduced revenues, excess inventory on-hand and/or in the channel which, for Paxlovid and Comirnaty, resulted in significant inventory write-offs in 2023 and could continue to result in inventory write-offs, or other unanticipated charges; challenges related to the transition to the commercial market for our COVID-19 products; uncertainties related to the public's adherence to vaccines, boosters, treatments or combinations; risks related to our ability to accurately predict or achieve our revenue forecasts for Comirnaty and Paxlovid or any potential future COVID-19 vaccines or treatments; and potential third-party royalties or other claims related to Comirnaty or Paxlovid;*
- *trends toward managed care and healthcare cost containment, and our ability to obtain or maintain timely or adequate pricing or favorable formulary placement for our products;*
- *interest rate and foreign currency exchange rate fluctuations, including the impact of currency devaluations and monetary policy actions in countries experiencing high inflation or deflation rates;*
- *any significant issues involving our largest wholesale distributors or government customers, which account for a substantial portion of our revenues;*
- *the impact of the increased presence of counterfeit medicines, vaccines or other products in the pharmaceutical supply chain;*
- *any significant issues related to the outsourcing of certain operational and staff functions to third parties;*
- *any significant issues related to our JVs and other third-party business arrangements, including modifications or disputes related to supply agreements or other contracts with customers including governments or other payors;*
- *uncertainties related to general economic, political, business, industry, regulatory and market conditions including, without limitation, uncertainties related to the impact on us, our customers, suppliers and lenders and counterparties to our foreign-exchange and interest-rate agreements of challenging global economic conditions, such as inflation or interest rate fluctuations, and recent and possible future changes in global financial markets;*
- *the exposure of our operations globally to possible capital and exchange controls, economic conditions, expropriation, sanctions and/or other restrictive government actions, changes in intellectual property legal protections and remedies, unstable governments and legal systems and inter-governmental disputes;*

- *the impact of disruptions related to climate change and natural disasters, including uncertainties related to the impact of the tornado at our manufacturing facility in Rocky Mount, NC in 2023;*
- *any changes in business, political and economic conditions due to actual or threatened terrorist activity, geopolitical instability, political or civil unrest or military action, including the ongoing conflicts between Russia and Ukraine and in the Middle East and the resulting economic or other consequences;*
- *the impact of product recalls, withdrawals and other unusual items, including uncertainties related to regulator-directed risk evaluations and assessments, including our ongoing evaluation of our product portfolio for the potential presence or formation of nitrosamines;*
- *trade buying patterns;*
- *the risk of an impairment charge related to our intangible assets, goodwill or equity-method investments;*
- *the impact of, and risks and uncertainties related to, restructurings and internal reorganizations, as well as any other corporate strategic initiatives and growth strategies, and cost-reduction and productivity initiatives, each of which requires upfront costs but may fail to yield anticipated benefits and may result in unexpected costs, organizational disruption, adverse effects on employee morale, retention issues or other unintended consequences;*
- *the ability to successfully achieve our climate goals and progress our environmental sustainability and other ESG priorities;*

*Risks Related to Government Regulation and Legal Proceedings:*

- *the impact of any U.S. healthcare reform or legislation or any significant spending reduction or cost control efforts affecting Medicare, Medicaid or other publicly funded or subsidized health programs, including the Inflation Reduction Act of 2022, or changes in the tax treatment of employer-sponsored health insurance that may be implemented;*
- *U.S. federal or state legislation or regulatory action and/or policy efforts affecting, among other things, pharmaceutical product pricing, intellectual property, reimbursement or access or restrictions on U.S. direct-to-consumer advertising; limitations on interactions with healthcare professionals and other industry stakeholders; as well as pricing pressures for our products as a result of highly competitive biopharmaceutical markets;*
- *legislation or regulatory action in markets outside of the U.S., such as China or Europe, including, without limitation, laws related to pharmaceutical product pricing, intellectual property, medical regulation, environmental protections, reimbursement or access, including, in particular, continued government-mandated reductions in prices and access restrictions for certain biopharmaceutical products to control costs in those markets;*

- *legal defense costs, insurance expenses, settlement costs and contingencies, including without limitation, those related to actual or alleged environmental contamination;*
- *the risk and impact of an adverse decision or settlement and risk related to the adequacy of reserves related to legal proceedings;*
- *the risk and impact of tax related litigation and investigations;*
- *governmental laws and regulations affecting our operations, including, without limitation, the Inflation Reduction Act of 2022, changes in laws and regulations or their interpretation, including, among others, changes in tax laws and regulations internationally and in the U.S., the adoption of global minimum taxation requirements outside the U.S. generally effective in most jurisdictions since January 1, 2024, and potential changes to existing tax law by the current U.S. Presidential administration and Congress, including the House-passed bill called "Tax Relief for American Families and Workers Act of 2024";*

*Risks Related to Intellectual Property, Technology and Security:*

- *any significant breakdown or interruption of our information technology systems and infrastructure (including cloud services);*
- *any business disruption, theft of confidential or proprietary information, security threats on facilities or infrastructure, extortion or integrity compromise resulting from a cyber-attack, which may include those using adversarial artificial intelligence techniques, or other malfeasance by, but not limited to, nation states, employees, business partners or others;*
- *risks and challenges related to the use of software and services that include artificial intelligence-based functionality and other emerging technologies;*
- *the risk that our currently pending or future patent applications may not be granted on a timely basis or at all, or any patent-term extensions that we seek may not be granted on a timely basis, if at all; and*
- *risks to our products, patents and other intellectual property, such as: (i) claims of invalidity that could result in loss of exclusivity; (ii) claims of patent infringement, including asserted and/or unasserted intellectual property claims; (iii) claims we may assert against intellectual property rights held by third parties; (iv) challenges faced by our collaboration or licensing partners to the validity of their patent rights; or (v) any pressure, or legal or regulatory action by, various stakeholders or governments that could potentially result in us not seeking intellectual property protection or agreeing not to enforce or being restricted from enforcing intellectual property rights related to our products, including Comirnaty and Paxlovid.*

*We cannot guarantee that any forward-looking statement will be realized. Should known or unknown risks or uncertainties materialize or should underlying assumptions prove inaccurate, actual results could vary materially from past results and those anticipated, estimated or projected. Investors are cautioned not to*

*put undue reliance on forward-looking statements. A further list and description of risks, uncertainties and other matters can be found in our Annual Report on Form 10-K for the fiscal year ended December 31, 2023 and in our subsequent reports on Form 10-Q, in each case including in the sections thereof captioned "Forward-Looking Information and Factors That May Affect Future Results" and "Item 1A. Risk Factors," and in our subsequent reports on Form 8-K.*

*These prepared remarks will include discussion of certain financial measures that were not prepared in accordance with generally accepted accounting principles (GAAP). Reconciliations of those non-GAAP financial measures to the most directly comparable GAAP financial measures can be found in the Company's Current Report on Form 8-K dated May 1, 2024 available at www.pfizer.com.*

*These prepared remarks may include discussion of certain clinical studies relating to various in-line products and/or product candidates. These studies typically are part of a larger body of clinical data relating to such products or product candidates, and the discussion herein should be considered in the context of the larger body of data. In addition, clinical trial data are subject to differing interpretations, and, even when we view data as sufficient to support the safety and/or effectiveness of a product candidate or a new indication for an in-line product, regulatory authorities may not share our views and may require additional data or may deny approval altogether.*

*Certain of the products and product candidates discussed in these prepared remarks are being co-researched, co-developed and/or co-promoted in collaboration with other companies for which Pfizer's rights vary by market or are the subject of agreements pursuant to which Pfizer has commercialization rights in certain markets.*

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