Pfizer

Third Quarter 2024

Earnings Highlights

$17.7B
Revenue
+32% Op[1] Increase
+14% Op Growth excl. COVID-19 products

$0.78
Rep. Dil. EPS[2]

$1.06
Adj. Dil. EPS[3]

$7.1B
Cash Dividends Returned to Shareholders Year-To-Date 2024
$1.26 Per Share of Common Stock

$2.6B
Rep. R&D Expenses
-4% Op Decline

Full-Year 2024 Guidance[4]
$61.0B–$64.0B
Revenue
$2.75–$2.95
Adj. Dil. EPS[3]

"We delivered another strong quarter of results as we continued to execute with discipline, strengthen our commercial position and advance our pipeline. I'm confident that we will deliver on our financial commitments in 2024 and that we are well positioned to continue advancing scientific breakthroughs meaningful to our patients and our company, as well as creating long-term shareholder value, in the years to come."

Albert Bourla
Chairman and Chief Executive Officer

Third-Quarter 2024 Global Pharmaceutical Revenues

Primary Care	Specialty Care	Oncology
$9.1B Revenue	$4.3B Revenue	$4.0B Revenue
+44% Op Growth	+15% Op Growth	+31% Op Growth

Key Revenue Growth Drivers

- Paxlovid (nirmatrelvir tablets | ritonavir tablets)
- Legacy Seagen Portfolio
- Vyndaqel[5] Family
- Eliquis[6] (apixaban) tablets
- Xtandi (enzalutamide)
- Nurtec ODT / Vydura 75 mg

Pipeline Spotlights[7]

Approved in U.S. HYMPAVZI (marstacimab-hncq)	Prophylactic treatment to prevent or reduce bleeding episodes for eligible adults and adolescents with hemophilia A or B without inhibitors.
TALZENNA (talazoparib)	Announced positive Phase 3 topline results from final prespecified overall survival analysis in combination with Xtandi for treatment of patients with metastatic castration-resistant prostate cancer.
ABRYSVO Respiratory Syncytial Virus Vaccine	Announced positive Phase 3 topline results from ongoing trial in immunocompromised adults 18+ yrs. at risk of developing severe respiratory syncytial virus-associated lower respiratory tract disease.
BRAFTOVI (encorafenib) + MEKTOVI (binimetinib)	Presented longer-term follow-up Phase 2 results for treatment of *BRAF* V600E-mutant metastatic non-small cell lung cancer.
Candidate **ponsegromab**	Presented positive Phase 2 data for treatment of patients with cancer cachexia.
Candidate **VLA15**	Announced positive Phase 2 data following second booster of Lyme disease vaccine candidate, given one year after first booster dose.

>271M Patients Impacted

YTD Q3 2024 with our medicines and vaccines[8]

2024 Key Priorities

Focused on executing with excellence against strategic goals to drive long-term growth.

- **Achieve** world-class oncology leadership
- **Deliver** next wave of pipeline innovation
- **Maximize** performance of new products
- **Expand** margins by realigning cost base
- **Allocate** capital to enhance shareholder value

What's Next

Remains confident in ability to deliver operational growth and meaningful shareholder value long term.

- **Maintain** patient centricity
- **Scale** emerging tech platforms
- **Invest** in areas we can win
- **Foster** a culture of innovation
- **Reduce** approval development cycle times

ANTICIPATES Non-COVID 2024 operational revenue growth of 9 to 11%[9]

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Please reference Pfizer's Q3 2024 earnings release and SEC filings for additional information.

[1] Reference to operational variances represent Q3 2024 vs. Q3 2023 changes excluding the impact of foreign exchange rates.
[2] Third-quarter 2024 Reported diluted EPS includes the impact of a $420 million charge related to the expected sale of one of our facilities resulting from the discontinuation of our DMD program.
[3] Adjusted income and Adjusted diluted EPS are defined as U.S. GAAP net income attributable to Pfizer Inc. common shareholders and U.S. GAAP 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 Non-GAAP Adjusted information for the third quarter and first nine months of 2024 and 2023 accompanying Pfizer's earnings release furnished with Pfizer's Current Report on Form 8-K dated October 29, 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 and its components and diluted EPS. 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 2023 Annual Report on Form 10-K and the Non-GAAP Financial Measure: Adjusted Income/(Loss) section accompanying Pfizer's earnings release furnished with Pfizer's Current Report on Form 8-K dated October 29, 2024, for additional information.
[4] Total company guidance. Please see Pfizer's Q3 2024 earnings release for additional details and assumptions regarding Pfizer's 2024 financial guidance.
[5] Vyndaqel family includes global revenues from Vyndaqel, as well as revenues for Vyndamax in the U.S. and Vynmac in Japan.
[6] Primarily reflects alliance revenues and product revenues.
[7] Pipeline updates as of October 29, 2024.
[8] The Patients Impacted metric is calculated from Pfizer and third-party datasets. Figures may be limited given the coverage provided by external sources (e.g., calendar duration, geographic and product coverage) 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.
[9] Please see Pfizer's Q3 2024 earnings release for additional details and assumptions regarding Pfizer's 2024 financial guidance.

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, revenue contributions, business plans, strategy, goals and prospects, growth potential, 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, 2023, 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.