

| (\$MILL.) |  |  |  |
| :---: | :---: | :---: | :---: |
| Cash Assets | 32708 | 32408 | 34054 |
| Receivables | 12378 | 9357 | 10388 |
| Inventory (LIFO) | 7063 | 6166 | 6249 |
| Other | 9266 | 8313 | 7596 |
| Current Assets | 61415 | 56244 | 58287 |
| Accts Payable | 4264 | 3234 | 2990 |
| Debt Due | 6424 | 6027 | 5561 |
| Other | 17931 | 14105 | 13387 |
| Current Liab. | 28619 | 23366 | 21938 |

ANNUAL RATES Past Past Est'd '11-'13 of change (per sh) 10 Yrs. 5 Yrs. to '17-'19 Sales "Cash Flow" Earnings Dividends Book Value

| Past | Past | Est'd '11-13 |
| :---: | :---: | :---: |
| 0 Yrs. | 5 Yrs. | to '17.'19 |
| $4.5 \%$ | $3.5 \%$ | $-.5 \%$ |
| $3.0 \%$ | $-1.0 \%$ | $4.5 \%$ |
| $-1.5 \%$ | $-6.0 \%$ | $9.5 \%$ |
| $5.5 \%$ | $-5.0 \%$ | $6.5 \%$ |
| $8.5 \%$ | $4.0 \%$ | $5.0 \%$ |


| Cal- |  |  |  |
| :---: | :---: | :---: | :---: |
| endar | QUARTERLY SALES (\$ mill.) | Full |  |
| Mar. 31 | Jun. 30 | Sep. 30 | Dec. 31 | $2011 \quad 16502169841719316746$ | 2012 | 14885 | 15057 | 13976 | 15068 | 58986 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 2013 | 12410 | 12973 | 12643 | 13558 | 51584 | | 2014 | 11353 | 12773 | 12300 | 13174 | 49600 |
| :--- | :--- | :--- | :--- | :--- | :--- | | 2015 | 11000 | 12500 | 12500 | 13000 | 49000 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| CaRNINGS PER SHARE A | Full |  |  |  |  | | $\begin{array}{c}\text { Cal- } \\ \text { endar }\end{array}$ | EARNINGS PER SHARE A |  |  |  | $\begin{array}{c}\text { Full } \\ \text { Year }\end{array}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2011 | 28 | 33 | 31 |  | 19 |


| 2011 | .28 | .33 | .31 | .19 | 1.11 |
| :---: | :---: | :---: | :---: | :---: | :---: | ---: |
| 2012 | .23 | .42 | .41 | .20 | 1.26 |
| 2013 | .36 | .50 | .39 | .40 | 1.65 |
| 2014 | .36 | .45 | .44 | .45 | 1.70 |
| 2015 | .40 | .45 | .45 | .50 | 1.80 |
| Cal- | QUARTERLY DIVIDENDS PAID Ba | Full |  |  |  |
| endar | Mar.31 | Jun.30 | Sep.30 | Dec. 31 | Year |
| 2010 | .18 | .18 | .18 | .18 | .72 |
| 2011 | .20 | .20 | .20 | .20 | .80 |
| 2012 | .22 | .22 | .22 | .22 | .88 |
| 2013 | .24 | .24 | .24 | .24 | .96 |
| 2014 | .26 | .26 | .26 |  |  |

BUSINESS: Pfizer Inc. is a research-based, global biopharmaceutical company engaging in the discovery, development, manufacture, and sale of healthcare products. Portfolio includes medicines, vac cines, and various consumer healthcare products. At $1 / 14$, began managing operations through a new structure consisting of three businesses: Global Innovative Pharmaceutical (GIP), Global Vac
Pfizer's revenue pressures are likely to persist in the near term. The New York-based drug giant saw its sales decline $2 \%$ year over year in the J une period, continuing a downward trend that dates back to the fourth quarter of 2011. In our view, comparisons are likely to remain difficult in the coming quarters, as the company deals with generic erosion on Detrol in the U.S. and Viagra in most major European markets. On a positive note, the Lipitor overhang that had been the primary drag on revenue over the past several years is now completely in the rear view mirror (sales were flat in Q2). With other core franchises performing well including Lyrica (sales $+16 \%$ ) and Prevnar ( $+13 \%$ ), Pfizer could be poised to reverse the trend sometime in the near future.
A fast-growing oncology segment should provide some relief down the road. In the J une period, global oncology revenues increased $16 \%$, to $\$ 570$ million. The unit has been among Pfizer's best performing this year largely thanks to strong uptake of recent product launches, Xalkori ( $+61 \%$ ) and Inlyta ( $+42 \%$ ). Though still in
cines, Oncology, and Consumer Healthare (VOC), and Global Established Pharmaceutical (GEP). Top-selling products '13: Lyrica, Prevnar, Enbrel, and Celebrex. Has 77,700 employees. Dirs/Off. own less than 1\% of common; BlackRock, 6.5\% (3/14 proxy). Chrmn/CEO: Ian C. Read. Inc.: Del. Addr.: 235 East 42nd St., New York, NY 10017. Tel.: 212-733-2323. Internet: www.pfizer.com
tinue to grow into a more meaningful topline component in the coming years.
Despite the failed go at AstraZeneca, the company continues to seek a tax inversion deal. Earlier this year, Pfizer attempted to ink the largest inversion deal in history with its $\$ 120$ billion offer to buy British rival AstraZeneca. The transaction would have lowered Pfizer's corporate tax rate and provided access to additional cash the company held overseas without being double taxed. Although things didn't work out, management has indicated that it is still seeking deals to move its headquarters outside the U.S. for tax purposes. Some speculate that a union with AstraZeneca isn't completely off the table. These high-quality shares are ranked 3 (Average) for Timeliness. Pfizer holds superior marks for Safety (1) and Financial Strength ( $\mathrm{A}+\mathrm{+}$ ). The stock's 3.5\% dividend yield is well above the industry and Value Line averages. While momentum accounts are likely to find more-exciting options elsewhere, we continue to view Pfizer as a relatively safe income play within the pharmaceutical sector.
its early stages, we expect oncology to con- Michad Ratty
October 10, 2014




Company's Financial Strength
Stock's Price Stability
Price Growth Persistence
Earnings Predictability

