| PFFER \|NC, NYSE-PFE |  |  |  |  |  |  |  | $\begin{array}{ll} \text { RECENT } \\ \text { PRICE } & 32.42 \end{array}$ |  | $\begin{array}{\|l\|l\|} \hline \text { P/E } & 23.2\binom{\text { Trailing: } 24.4}{\text { RAdian: } 16.0} \end{array}$ |  |  |  | $\begin{aligned} & \text { RELLATIVE } \\ & \text { PRE RATIO } 1.30 \end{aligned}$ |  | $\begin{array}{ll} \text { DIV'D } & \mathbf{3 . 7} \% \\ \text { YLD } & \mathbf{7} \end{array}$ |  |  | $\begin{aligned} & \text { VALUE } \\ & \text { LINE } \end{aligned}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | High: Low: | $\begin{array}{r} 38.9 \\ 22.0 \\ \hline \end{array}$ | $\begin{aligned} & \hline 29.2 \\ & 20.3 \\ & \hline \end{aligned}$ | 28.6 22.2 | $\begin{aligned} & \hline 27.7 \\ & 22.2 \end{aligned}$ | $\begin{array}{l\|} \hline 24.2 \\ 14.3 \end{array}$ | $\begin{aligned} & 19.0 \\ & 11.6 \end{aligned}$ | $\begin{aligned} & 20.4 \\ & 14.0 \end{aligned}$ | $\begin{array}{l\|} \hline 21.9 \\ 16.6 \end{array}$ | $\begin{aligned} & 26.1 \\ & 20.8 \end{aligned}$ | $\begin{aligned} & 32.5 \\ & 25.3 \end{aligned}$ | $\begin{aligned} & 33.1 \\ & 27.5 \end{aligned}$ | $\begin{aligned} & 16.5 \\ & 28.5 \end{aligned}$ |  |  | Target Price 2018 2019 | Range 2020 |
|  |  |  |  | ```LEGENDS - \(11.0 \times\) "Cash Flow" \(p\) sh \(\ldots\) Relative Price Strength Options: Yes Shaded area indicates recession``` |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $-64$ |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | -64 |
|  | 8-20 P | JECTI |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 32 |
|  |  |  | n'I Total | ${ }^{1 / 10}$ |  | 11 |  |  |  |  |  |  |  | Tiri ${ }^{1}$ | - |  |  |  |  | - 24 |
|  | Price | Gain | Return |  |  |  |  |  |  |  |  |  | + |  |  |  |  |  |  | -20 |
| High Low | $\begin{aligned} & 45 \\ & 40 \end{aligned}$ | -40\%) |  |  |  |  |  |  |  |  | ${ }_{111}$ | \|II |  |  |  |  |  |  |  | -16 |
|  |  |  |  |  |  |  |  |  |  | $11^{17}$ |  |  |  |  |  |  |  |  |  | 12 |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  | Percent shares traded |  |  |  |  |  |  |  |  |  |  |  |  |  |  | RETURN 11/15 |  |
| Institut | tional D | ecision |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | THIS VLARITH.* |  |
|  | 102015 828 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | STOCK  <br> 8.7 INDEX <br> 2.0  |  |
| to Sell | 888 | 903 | 819 |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 3 yr . | $44.9 \quad 48.1$ |  |
| Hld's(000) | 4480705 | 4380147 | 4421403 |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 5 yr . | $140.7 \quad 71.2$ |  |
| 1999 | 2000 | 2001 | 2002 | 2003 | 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | $\bigcirc{ }^{\text {® VAL }}$ | UE LINE PUB. LLC | 18-20 |
| 4.21 | 4.68 | 5.14 | 5.25 | 5.92 | 7.03 | 6.97 | 6.79 | 7.16 | 7.16 | 6.20 | 8.46 | 8.90 | 8.11 | 8.06 | 7.89 | 7.80 | 8.60 | Sales |  | 10.00 |
| 1.02 | 1.18 | 1.50 | 1.72 | 2.21 | 2.84 | 2.80 | 2.85 | 3.03 | 1.94 | 1.66 | 2.09 | 2.34 | 2.35 | 2.77 | 2.32 | 2.35 | 2.70 | "Cash F | low" per sh | 3.55 |
| . 87 | 1.02 | 1.31 | 1.53 | 1.75 | 2.12 | 2.02 | 2.06 | 2.20 | 1.18 | 1.23 | 1.03 | 1.11 | 1.26 | 1.65 | 1.41 | 1.40 | 1.70 | Earning | ser sh AG | 2.50 |
| . 31 | . 36 | . 44 | . 52 | . 60 | . 68 | . 76 | . 96 | 1.16 | 1.28 | . 80 | . 72 | . 80 | . 88 | . 96 | 1.04 | 1.12 | 1.20 | Div'ds | Decl'd per sh Bm | 1.44 |
| . 41 | . 35 | . 35 | . 29 | . 35 | . 35 | . 29 | . 29 | . 28 | . 25 | . 15 | . 19 | . 22 | . 18 | . 19 | . 19 | . 20 | . 20 | Cap'I Sp | ending per sh | . 20 |
| 2.31 | 2.55 | 2.91 | 3.24 | 8.53 | 9.10 | 8.88 | 9.98 | 9.60 | 8.52 | 11.15 | 10.95 | 10.84 | 11.16 | 11.92 | 11.33 | 11.30 | 11.80 | Book Va | lue per sh ${ }^{\text {c }}$ | 13.80 |
| 3847.0 | 6314.0 | 6277.0 | 6162.0 | 7629.0 | 7473.0 | 7361.0 | 7124.0 | 6761.0 | 6746.0 | 8070.0 | 8012.0 | 7575.0 | 7276.0 | 6399.0 | 6291.0 | 6200.00 | 6100.00 | Commo | Shs Outst'g D | 5800.00 |
| 44.3 | 40.7 | 31.8 | 22.8 | 18.2 | 15.6 | 12.7 | 12.5 | 11.5 | 16.4 | 12.8 | 16.3 | 17.6 | 18.4 | 17.6 | 21.5 | 24.0 |  | Avg An | 'I P/E Ratio | 17.0 |
| 2.53 | 2.65 | 1.63 | 1.25 | 1.04 | . 82 | . 68 | . 67 | . 61 | . 99 | . 85 | 1.04 | 1.10 | 1.17 | . 99 | 1.13 | 1.35 |  | Relative | P/E Ratio | 1.05 |
| .8\% | .9\% | 1.1\% | 1.5\% | 1.9\% | 2.1\% | 3.0\% | 3.7\% | 4.6\% | 6.6\% | 5.1\% | 4.3\% | 4.1\% | 3.8\% | 3.3\% | 3.4\% | 3.3\% |  | Avg Ann | 'l Div'd Yield | 3.4\% |
| CAPITAL STRUCTURE as of 9/30/15 Total Debt $\$ 38897$ mill. Due in 5 Yrs $\$ 18134$ mill. LT Debt $\$ 29079$ mill. LT Interest $\$ 1200$ mill. (30\% of Cap') |  |  |  |  |  | 51298 | 48371 | 48404 | 48296 | 50009 | 67809 | 67425 | 58986 | 51584 | 49605 | 48500 | 52500 | Sales (\$ | mill) | 58000 |
|  |  |  |  |  |  | 47.4\% | 49.1\% | 47.8\% | 45.9\% | 46.2\% | 45.5\% | 48.6\% | 52.2\% | 53.1\% | 46.5\% | 48.0\% | 50.0\% | Operatin | g Margin | 53.0\% |
|  |  |  |  |  |  | 5576.0 | 5293.0 | 5200.0 | 5090.0 | 4757.0 | 8487.0 | 9026.0 | 7611.0 | 6410.0 | 5537.0 | 6000 | 6000 | Depreci | ation (\$mill) | 6000 |
|  |  |  |  |  |  | 15001 | 14984 | 15267 | 8026.0 | 8621.0 | 8266.0 | 8697.0 | 9490.0 | 11341 | 9088.0 | 8680 | 10370 | Net Pro | it (\$mill) | 14500 |
|  |  |  |  |  |  | 22.5\% | 22.6\% | 21.0\% | 17.0\% | 20.3\% | 11.9\% | 31.5\% | 21.2\% | 27.4\% | 25.5\% | 25.0\% | 25.0\% | Income | Tax Rate | 25.0\% |
| Leases, Uncapitalized Annual rentals \$183.0 mill. |  |  |  |  |  | 29.2\% | 31.0\% | 31.5\% | 16.6\% | 17.2\% | 12.2\% | 12.9\% | 16.1\% | 22.0\% | 18.3\% | 17.9\% | 19.8\% | Net Prof | it Margin | 25.0\% |
| Pension Assets-12/14 \$21.3 bill. Oblig. $\$ 28.9$ bill. |  |  |  |  |  | 13448 | 25560 | 25014 | 16067 | 24445 | 31859 | 29659 | 32796 | 32878 | 36071 | 20000 | 24000 | Working | Cap'l (\$mill) | 35000 |
|  |  |  |  |  |  | 6347.0 | 5546.0 | 7314.0 | 7963.0 | 43193 | 38410 | 34931 | 31036 | 30462 | 31541 | 30000 | 28000 | Long-Te | rm Debt (\$mill) | 25000 |
|  |  |  |  |  |  | 65627 | 71358 | 65010 | 57556 | 90014 | 87813 | 82190 | 81260 | 76307 | 71301 | 70000 | 72000 | Shr. Equ | uity (\$mill) | 80000 |
| Common Stock $6,173,001,952$ shs. as of $11 / 2 / 15$ <br> MARKET CAP: $\$ 200$ billion (Large Cap) |  |  |  |  |  | 21.1\% | 19.8\% | 21.4\% | 12.6\% | 6.8\% | 7.1\% | 8.0\% | 9.0\% | 11.2\% | 9.4\% | 9.5\% | 11.0\% | Return | on Total Cap'l | 14.5\% |
|  |  |  |  |  |  | 22.9\% | 21.0\% | 23.5\% | 13.9\% | 9.6\% | 9.4\% | 10.6\% | 11.7\% | 14.9\% | 12.7\% | 12.5\% | 14.5\% | Return | on Shr. Equity | 18.0\% |
|  |  |  |  |  |  | 14.4\% | 11.3\% | 11.2\% | NMF | 3.4\% | 2.5\% | 3.0\% | 3.6\% | 6.2\% | 3.5\% | 2.5\% | 4.0\% | Retained | to Com Eq | 7.5\% |
| CURRENT POSITION (\$MILL.) |  |  | 2013 | 2014 | 9/30/15 | 37\% | 46\% | 52\% | 106\% | 64\% | 74\% | 72\% | 69\% | 58\% | 73\% | 80\% | 71\% | All Div'd | s to Net Prof | 58\% |


| CURRENT POSITION | 2013 | 2014 | $9 / 30 / 15$ |
| :--- | ---: | ---: | ---: |
| (\$MILL.) | 32408 | 36122 | 20658 |
| Cash Assets | 39357 | 8669 | 9535 |
| Receivables | 6563 |  |  |

Receivables Inventory (LIFO) Other
Current Assets
Accts Payable Debt Due Other

| 32408 | 36122 | 20658 |
| ---: | ---: | ---: |
| 9357 | 8669 | 9535 |

Current Liab.
ANNUAL RATES Past Past Est'd '12-'14

## of change (per sh)

Sales
"Cash Flow" Earnings Dividends
Book Value

| Past | Past | Est'd '12-'14 |
| :---: | :---: | :---: |
| 10 Yrs. | 5 Yrs. | to '18-'20 |
| $3.0 \%$ | $3.0 \%$ | $3.5 \%$ |
| $1.0 \%$ | $2.5 \%$ | $6.0 \%$ |
| $-2.0 \%$ | $-1.5 \%$ | $9.5 \%$ |
| $5.0 \%$ | $-2.5 \%$ | $7.0 \%$ |
| $5.0 \%$ | $3.5 \%$ | $3.0 \%$ |


$\left.\begin{array}{c|c|c|c|}\hline \text { Cal- } & \begin{array}{c}\text { QUARTERLY } \\ \text { endar }\end{array} & \text { Mar. } 31 \text { Jun. } 30 & \text { Sep. } 30 \text { mill.) } \\ \text { Dec. } 31\end{array}\right) \begin{gathered}\text { Full } \\ \text { Year }\end{gathered}$ 2012 14885 150571397615068 2013 12410 129731264313558 | 2014 | 11353 | 12773 | 12361 | 13118 | 49605 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| 2015 | 10864 | 11853 | 12087 | 13696 | 48500 | | 2016 | 12000 | 13000 | 13500 | 14000 | 52500 |
| :--- | :--- | :--- | :--- | :--- | :--- | | $\begin{array}{c}\text { Cal- } \\ \text { endar }\end{array}$ | $\begin{array}{c}\text { EARNINGS PER SHARE A } \\ \text { Mar.31 }\end{array}$ |  |  | $\begin{array}{c}\text { Full } \\ \text { Year }\end{array}$ |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 2012 | .23 | .42 | .41 | .20 | 1.26 |
| 2013 | .36 | .50 | .39 | .40 | 1.65 |
| 2014 | .36 | .45 | .42 | .19 | 1.41 |
| 2015 | .38 | .42 | .34 | .26 | 1.40 |
| 2016 | .40 | .40 | .45 | .45 | 1.70 |

 | 2012 | .22 | .22 | .22 | .22 | .88 |
| ---: | ---: | ---: | ---: | ---: | ---: |
| 2013 | .24 | .24 | .24 | .24 | .96 |
| 2014 | .26 | .26 | .26 | .26 | 1.04 |
| 2015 | .28 | .28 | .28 | .28 |  |
| 2016 | .30 |  |  |  |  |

BUSINESS: Pfizer Inc. is a research-based, global biopharmaceutical company engaging in the discovery, development, manufacture, and sale of healthcare products. Portfolio includes medicines, vaccines, and various consumer healthcare products. Manages operations through a structure consisting of three businesses: Global Innovative Pharmaceutical (GIP), Global Vaccines, Oncology, and
Pfizer's proposed merger with Allergan would be the largest in pharmaceutical industry history. In the fourth quarter, Pfizer announced intentions to merge with Allergan in a recordbreaking deal valued at $\$ 160$ billion (the move would create the world's largest drugmaker surpassing Switzerland-based Novartis AG). Combined, the two powerhouses are projected to generate about \$65 billion in sales in 2015 with top-selling products including Pfizer's Prevnar vaccine franchise and Allergan's anti-wrinkle treatment Botox. Under the terms of the agreement, Allergan shareholders would receive 11.3 shares of the combined entity for each AGN unit held, while Pfizer's shareholders would get one share of the combined company. The offer represented more than a 30\% premium based on both Pfizer and Allergan's preannouncement share prices. The deal is expected to close in the second half of 2016, pending what is likely to be a challenging regulatory approval process.
Pfizer's main goal is tax inversion. While the union would enhance the com-

Consumer Healthare (VOC), and Global Established Pharmaceutical (GEP). Top-selling products '14: Lyrica, Prevnar, Enbrel, and Celebrex. Has 78,300 employees. Dirs/Off. own less than $1 \%$ of common; BlackRock, 7.1\%; Vanguard, 5.5\% (3/15 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
the transaction appears primarily geared toward tax inversion, a strategy in which a U.S. company buys a foreign entity with the intention of moving its corporate headquarters overseas for tax advantage purposes. In order to secure a lower tax rate, New York-based Pfizer and Dublin-based Allergan would be combined under Allergan, renamed Pfizer PLC, and retain Pfizer's current ticker symbol (PFE).
Management expects the combined entity to have an adjusted tax rate of 17\%-18\%, versus Pfizer's current rate of $25 \%$. In addition, Pfizer anticipates more than $\$ 2$ billion in operational synergies over the first three years after closing. It is expected to be neutral to adjusted diluted earnings per share in 2017, mostly accretive in 2018, more than 10\% accretive in 2019, with that figure climbing into the high teens range in 2020.
The stock's Timeliness rank has been suspended due to the pending merger. The deal is viewed as high risk and expensive, but the strategic long-term benefits are hard to ignore. Overall, we view the deal favorably
 gains/(losses): '99, (5¢); '00, (43¢); '01, (11c); '02, ( $7 ¢$ ); ' 03 , ( $\$ 1.21$ ); '04, ( $63 ¢$ ); ' 05 , $93 ¢$; ' 06 ,
8 C ; ' 07 , ( $\$ 1.03$ ). May not sum due to change in 8 C ; ' 07 , ' $\$ 1.03$ ). May not sum due to change in

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

