

cines, and various consumer healthcare products. Manages commercial operations through two distinct business segments: Pfizer Innovative Health (IH) and Pfizer Essential Health (EH). Highest-

7.8%; State Street, 5.1% (3/19 proxy). Chairman: Ian C. Read. CEO: Albert Bourla. Inc.: Del. Addr.: 235 East 42nd St., New York, NY 10017. Tel.: 212-733-2323. Internet: www.pfizer.com

ANNUAL RATES Past Est'd '16-'18 Past 10 Yrs. 5 Yrs. 1.5% of change (per sh) to '22-'24 2.5% 3.5% 6.5% 10.0% Sales "Cash Flow" .5% -1.5% 1.5% 3.5% Earnings Dividends Book Value 1.0% 1.5% 8.0% -.5% 5.5% 2.5%

41141

4656

9953

15818

30427

49926

4674

8831

18353

31858

47073

4002 10507 17521

32030

Current Assets

Accts Payable Debt Due

Current Liab.

Cal- endar	QU/ Mar.31	ARTERLY : Jun.30	SALES (\$ Sep.30		Full Year
2016	13005	13147	13045	13627	52824
2017	12779	12896	13168	13703	52546
2018	12906	13466	13298	13976	53647
2019	13118	13264	12400	12718	51500
2020	12100	12300	12600	13000	50000
Cal-	EARNINGS PER SHARE A Full				
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2016	.49	.33	.21	.13	1.17
2017	.51	.51	.47	.23	1.73
2018	.59	.65	.69	d.07	1.87
2019	.68	.89	.50	.33	2.40
2020	.65	.70	.60	.45	2.40
Cal-	QUARTERLY DIVIDENDS PAID B=				Full
endar	Mar.31	Jun.30	Sep.30	Dec.31	Year
2015	.28	.28	.28	.28	1.12
2016	.30	.30	.30	.30	1.20
2017	.32	.32	.32	.32	1.28
2018	.34	.34	.34	.34	1.36
2019	36	36	36		

Pfizer closed its Consumer Healthcare Joint Venture with GlaxoSmithKline. The transaction was completed on August 1st and creates the largest OTC medicine supplier in the world with combined annual sales of roughly \$13 billion. Pfizer owns 32% of the new entity, which will operate globally under the name GSK Consumer Healthcare. Management expects the deal to deliver \$650 million in peak cost synergies and to be slightly accretive to earnings over the next three years.

The company completed its acquisition of Array BioPharma. This deal was wrapped up in Q3 and should provide a nice boost to the oncology portfolio. While the price tag was a bit rich based on preannouncement valuations (roughly 62% premium), it gives Pfizer access to an attractive lineup of skin cancer treatments (notably Braftovi and Mektovi) that management believes have significant longterm growth potential via expansion into other areas. The company expects the deal to be dilutive to adjusted EPS by \$0.04-\$0.05 in both 2019 and 2020, neutral in 2021, and accretive by 2022. We have adjusted our forward-looking estimates to re-

flect both the completed acquisition of Array and the closing of the JV with Glaxo. Management revealed plans to divest its Upjohn business. Pfizer recently announced that it would be spinning off its Upjohn generics unit and merging it with Mylan. Upon closing, which is tentatively scheduled for mid-2020, Pfizer shareholders would own 57% of the combined entity. The stock's Timeliness rank has been suspended. Clearly there are a lot of moving parts here as Pfizer continues its transformation into a more innovative drugmaker. medicines-focused Indeed, consumer healthcare has been shed, generics are on the way out, and management has aggressively sought out M&A and development deals to bolster higher-margin areas of the portfolio. Altogether, we are encouraged with the strategic direction and believe it better positions the company for sustainable long-term growth. With strong finances, high-grade fundamentals, and an impressive track record of returning value to shareholders, we continue to view Pfizer as a solid core holding in the large pharmaceutical space. Michael Katty October 4, 2019

(A) Diluted earnings (GAAP). May not sum due to change in share count. Excludes one-time gain of \$1.79 a share in Q4, 2017. Next earnings report due late October.

(B) Dividends paid in early Mar., Jun, Sep., (D) In millions. Dec.■ Div'd reinvest. plan.

(C) Includes intangibles. In '18: \$88.6 bill. \$15.50/sh.

Company's Financial Strength Stock's Price Stability A++ 95 Price Growth Persistence 75 **Earnings Predictability** 60