

| (\$MILL.) | 19992 | 18833 | 12912 |
| :---: | :---: | :---: | :---: |
| Receivables | 8221 | 8025 | 9793 |
| Inventory (LIFO) | 7578 | 7508 | 8233 |
| Other | 5350 | 15560 | 16135 |
| Current Assets | 41141 | 49926 | 47073 |
| Accts Payable | 4656 | 4674 | 4002 |
| Debt Due | 9953 | 8831 | 10507 |
| Other | 15818 | 18353 | 17521 |
| Current Liab. | 30427 | 31858 | 32030 |


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

 \begin{tabular}{|l|llll|l|}
\hline 2016 \& 13005 \& 13147 \& 13045 \& 13627 \& 52824 \\
2017 \& 12779 \& 12896 \& 13168 \& 13703 \& 52546 \\
\hline

 

2018 \& 12906 \& 13466 \& 13298 \& 13976 \& 53647 \\
2019 \& 13118 \& 13264 \& 12400 \& 12718 \& 51500

 

2020 \& 12100 \& 12300 \& 12600 \& 13000 \& 50000
\end{tabular}

| Cal- <br> endar | EARNINGS PER SHARE A <br> Mar.31 |  |  | Jun.30 | Sep.30 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Dec.31 |  |  |  |  |  | | Full |
| :---: |
| Year |

BUSINESS: Pfizer Inc. is a research-based, global biopharmaceuti cal company engaging in the discovery, development, manufacture, and sale of healthcare products. Portfolio includes medicines, vac cines, and various consumer healthcare products. Manages commercial operations through two distinct business segments: Pfizer Innovative Health (IH) and Pfizer Essential Health (EH). Highest
Pfizer closed its Consumer Healthcare J oint 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 ad-
grossing products '18: Prevnar, Lyrica, Ibrance, Eliquis, Enbrel, Lipitor, and Xeljanz. Has 92,400 employees. Officers and directors own less than $1 \%$ of common stock; BlackRock, $8.0 \%$; Vanguard, 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
flect both the completed acquisition of Array and the closing of the J V 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 medicines-focused drugmaker. 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 highermargin 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. Michad Ratty

October 4, 2019

