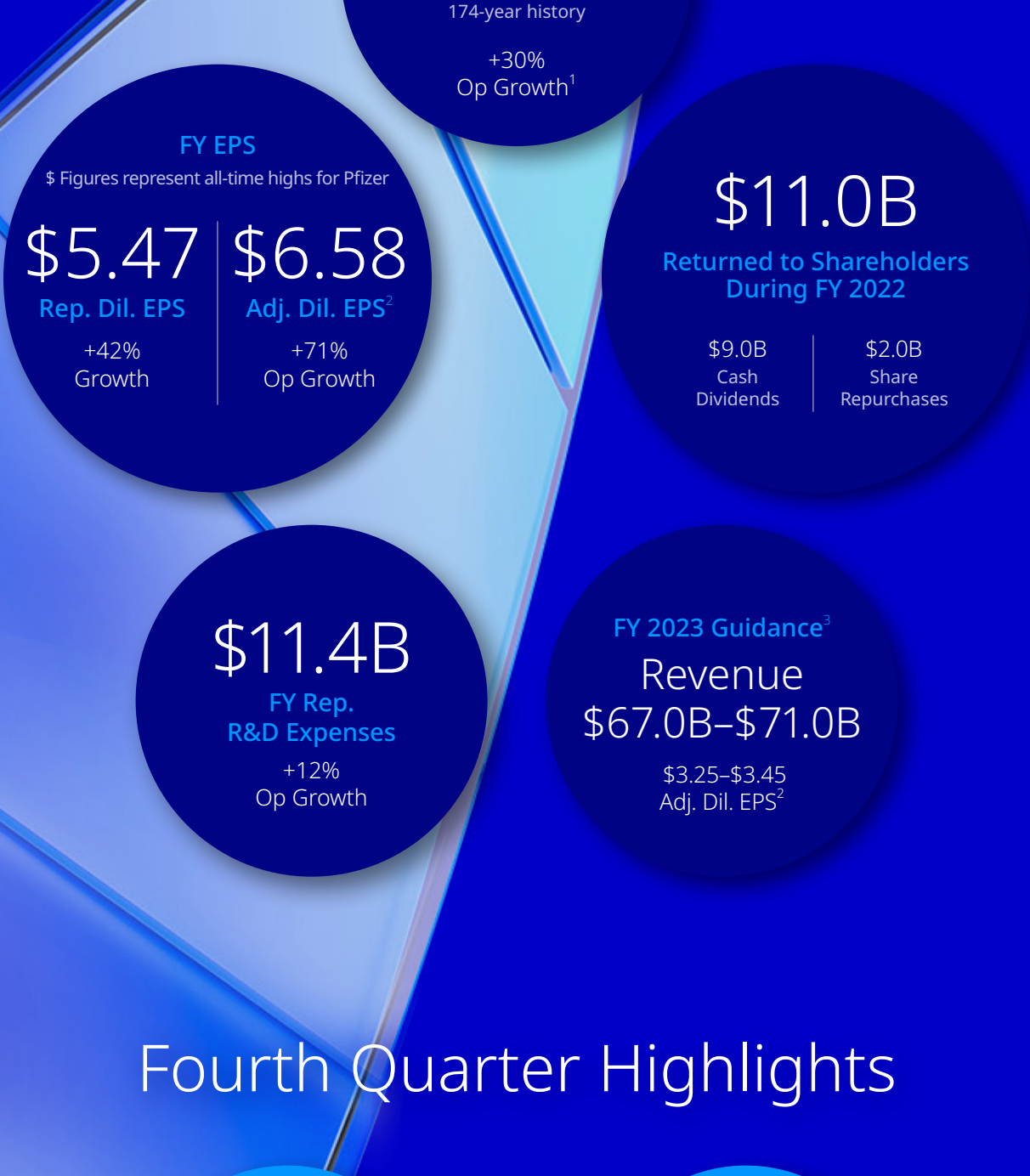




Fourth Quarter and Full Year 2022

# Earnings Highlights

## Full Year Highlights

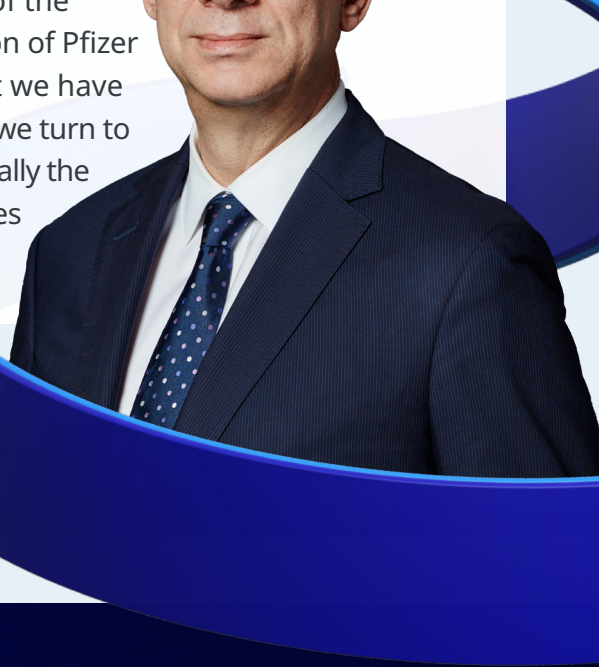


## Fourth Quarter Highlights



"2022 was a record-breaking year for Pfizer, not only in terms of revenue and earnings per share, which were the highest in our long history, but more importantly, in terms of the percentage of patients who have a positive perception of Pfizer and the work we do. As proud as we are about what we have accomplished, our focus is always on what is next. As we turn to 2023, we expect to once again set records, with potentially the largest number of new product and indication launches that we've ever had in such a short period of time."

**Albert Bourla**  
Chairman and Chief Executive Officer



## 2022 Key Growth Drivers<sup>4</sup>

Primary Care    Specialty Care    Oncology



## Pipeline Spotlights<sup>8</sup>



## Creating a Healthier World

Jan. 2023: Significantly expanded commitment to 'An Accord for a Healthier World' to now enable access to ~500 Pfizer patented & off-patent medicines & vaccines for which Pfizer has global rights on not-for-profit basis to:

**1.2B** people across **45** lower-income countries

>**1.3B** patients treated globally with our medicines and vaccines<sup>9</sup>

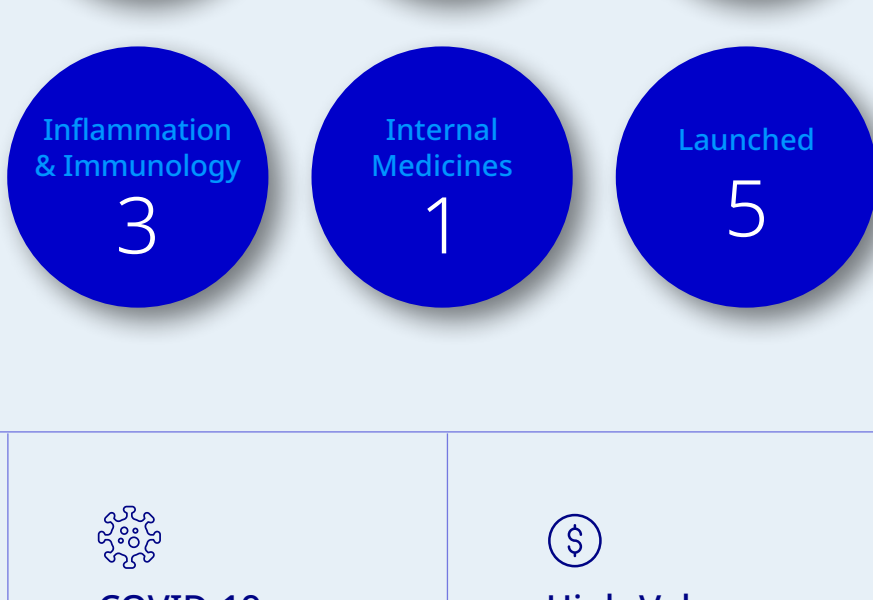


## Fortifying Long-Term Growth Plans



### Potential Near-Term Launches<sup>10</sup>

Up to 19 potential launches expected near term



<b>Business Development Opportunities</b> Goal to add at least \$25B of risk-adjusted revenues to 2030 top-line expectations	<b>COVID-19 Franchises</b> Expect to remain multi-billion dollar revenue generators	<b>High-Value Pipeline</b> Expect additional internal revenue from pipeline >2024 through 2030
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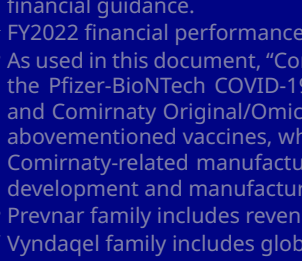
## What's Next

Anticipates projected revenue CAGR of at least 6% and double-digit adjusted diluted EPS<sup>2</sup> growth through 2025<sup>11</sup>



### ERA OF GROWTH

Embarking on next wave of innovation for patients to achieve 2030 growth goals



[investors.pfizer.com](https://investors.pfizer.com)

Please reference Pfizer's Q4 2022 earnings release and SEC filings for additional information.

<sup>1</sup> Operational growth. Reference to operational variances pertain to period-over-period changes that exclude the impact of foreign exchange rates.  
<sup>2</sup> Adjusted Income and Adjusted diluted EPS are defined as U.S. GAAP net income attributable to Pfizer Inc. common shareholders and reported 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 accompanying reconciliations of certain GAAP Reported to Non-GAAP Adjusted information for fourth-quarter and full-year 2022 and 2021. 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 sections of Management's Discussion and Analysis of Financial Condition and Results of Operations in Pfizer's 2021 Annual Report on Form 10-K and Quarterly Report on Form 10-Q for the quarterly period ended October 2, 2022 and the accompanying Non-GAAP Financial Measure: Adjusted Income section of Pfizer's earnings release furnished with Pfizer's Current Report on Form 8-K dated January 31, 2023 for additional information.  
<sup>3</sup> Total company guidance. Please see Pfizer's Q4 2022 earnings release for additional details and assumptions regarding Pfizer's 2023 financial guidance.  
<sup>4</sup> FY2022 financial performance.  
<sup>5</sup> As used in this document, "Comirnaty" refers to, as applicable, and as authorized or approved, the Pfizer-BioNTech COVID-19 Vaccine, the Pfizer-BioNTech COVID-19 Vaccine, Bivalent (Original and Omicron BA.4/BA.5), the Comirnaty Original/Omicron BA.1 Vaccine, and Comirnaty Original/Omicron BA.4/BA.5 Vaccine. "Comirnaty" includes direct sales and alliance revenues related to sales of the aforementioned vaccines, which are recorded within Pfizer's Primary Care therapeutic area. It does not include revenues for certain Comirnaty-related manufacturing activities performed on behalf of BioNTech, which are included in the Pfizer CentreOne contract development and manufacturing organization.  
<sup>6</sup> Pprevnar family includes revenues from Pprevnar 13/Prevenar 13 (pediatric and adult) and Pprevnar 20/Apexxar (adult).  
<sup>7</sup> Vyndaqel family includes global revenues from Vyndaqel, as well as revenues from Vyndamax in the U.S. and Vynmac in Japan.  
<sup>8</sup> Pipeline updates as of January 31, 2023.  
<sup>9</sup> The Patients Treated 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 & product coverage). Numbers are estimates and assume US-like product usage and in some cases use global volume, daily dosage and # of treatment days to facilitate calculations and to extend applicability for the Rest of World. 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 include Access & Affordability patient estimates. Historical estimates may periodically be subject to revision due to restatements in the underlying data source.  
<sup>10</sup> Reference the full set of materials in the Q4 2022 Earnings Presentation for certain information regarding potential product launches. Through 1H 2024, we expect to have up to 19 new products or indications in the market – including the five for which we have already begun co-promotion or commercialization last year. All dates are preliminary, subject to change, and subject to clinical trial and regulatory success and availability of supply.  
<sup>11</sup> Projected revenue CAGR calculated from 2020-2025. Excludes the impact of Comirnaty and the COVID-19 oral treatment (Paxlovid), as well as future business development activities.

This document includes forward-looking statements about, among other things, Pfizer's anticipated operating and financial performance, product pipeline, in-line products and product candidates, product launches, revenue contributions, business plans, strategy and prospects, 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, 2021, 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](https://www.pfizer.com) and on the U.S. Securities and Exchange Commission's website at [www.sec.gov](https://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.