Pfizer PFE ApS

Annual Report 2018/19

Chairman of the Annual General Meeting 12 August 2020

NICHOLAS WILLIAM BOE STENDERUS

Lautrupvang 8 , 2750 Ballerup Registration no: 25 46 27 77

The Annual Report contains 24 pages

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Statement by the Board of Directors and the Executive Board

The Board of Directors and the Executive Board have today discussed and approved the annual report of Pfizer PFE ApS for the financial year 1 December 2018 – 30 November 2019.

The annual report has been prepared in accordance with the Danish Financial Statements Act.

It is our opinion that the financial statements give a true and fair view of the Company's assets, liabilities and financial position at 30 November 2019 and of the results of the Company's operations for the financial year 1 December 2018 - 30 November 2019.

In our opinion, the Management's review gives a fair review of the development in the Company's operations and financial matters and the results of the Company's financial position.

We recommend that the annual report be approved at the annual general meeting.

DocuSigned by:

Lars Møller

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Ballerup, 12 August 2020

Executive Board:

Lars Møller

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Lars Møller

DocuSigned by:

Board of Directors:

Allen Jali

DocuSigned by:

Adam Preben Guhle

Chairman

-DocuSigned by:

Anne Bloch Thomsen

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Stefano Podesta Stefano Podesta

Independent auditor's report

To the shareholders of Pfizer PFE ApS

Opinion

We have audited the financial statements of Pfizer PFE ApS for the financial year 1 December 2018 – 30 November 2019 comprising income statement, balance sheet, statement of changes in equity and notes. The financial statements are prepared in accordance with the Danish Financial Statements Act.

In our opinion, the financial statements give a true and fair view of the Company's assets, liabilities and financial position at 30 November 2019 and of the results of the Company's operations for the financial year 1 December 2018 – 30 November 2019 in accordance with the Danish Financial Statements Act.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) and the additional requirements applicable in Denmark. Our responsibilities under those standards and requirements are further described in the "Auditor's responsibilities for the audit of the financial statements" section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants (IESBA Code) and the additional requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these rules and requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Management's responsibility for the financial statements

Management is responsible for the preparation of financial statements that give a true and fair view in accordance with the Danish Financial Statements Act and for such internal control that Management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, Management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting in preparing the financial statements unless Management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Independent auditor's report

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance as to whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs and the additional requirements in Denmark will always detect a material misstatement when it exists. Misstatements may arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of financial statement users made on the basis of these financial statements.

As part of an audit conducted in accordance with ISAs and the additional requirements applicable in Denmark, we exercise professional judgement and maintain professional scepticism throughout the audit. We also

- identify and assess the risks of material misstatement of the company financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error as fraud may involve collusion, forgery, intentional omissions, misrepresentations or the override of internal control.
- obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.
- conclude on the appropriateness of Management's use of the going concern basis of accounting in preparing the financial statements and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- evaluate the overall presentation, structure and contents of the financial statements, including the disclosures, and whether the financial statements represent the under-lying transactions and events in a manner that gives a true and fair view.

Independent auditor's report

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Statement on the Management's review

Management is responsible for the Management's review.

Our opinion on the financial statements does not cover the Management's review, and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the Management's review and, in doing so, consider whether the Management's review is materially inconsistent with the financial statements or our knowledge obtained during the audit, or otherwise appears to be materially misstated.

Moreover, it is our responsibility to consider whether the Management's review provides the information required under the Danish Financial Statements Act.

Based on the work we have performed, we conclude that the Management's review is in accordance with the financial statements and has been prepared in accordance with the requirements of the Danish Financial Statement Act. We did not identify any material misstatement of the Management's review.

Copenhagen, 12 August 2020 **KPMG** Statsautoriseret Revisionspartnerselskab CVR no. 25 57 81 98

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Lau Bent Baun

State Authorised Public Accountant

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Management's review

Company details

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 Web site:
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 Registration No.
 25 46 27 77

Registered office: Lautrupvang 8, 2750 Ballerup, Denmark

Board of Directors

Adam Preben Guhle Lars Møller Stefano Podesta Anne Bloch Thomsen

Executive Board

Lars Møller

Auditors

KPMG

Statsautoriseret Revisionspartnerselskab Dampfærgevej 28

DK-2100 Copenhagen

Financial highlights

DKK'000	2018/19	2017/18	2016/17	2015/16	2014/1:
Key figures					
Revenue	211,859	313,196	204,594	184,054	246,526
Operating profit	8,917	15,780	12,036	4,719	14,012
Net loss from interest income and expense and similar items	67	86	-21	224	2
Profit for the year	9,238	12,341	9,143	3,696	10,697
Current assets	219,514	275,088	223,835	193,514	205,339
Total assets	219,514	275,088	223,835	193,514	205,339
Capital and reserves	168,178	158,940	146,599	137,456	151,632
Provisions	4,584	9,194	2,883	3,926	2,114
Short-term liabilities other than provisions	46,752	106,954	74,353	52,132	51,593
Financial ratios					
Operating profit ratio	4.2	5.0	5.9	2.6	5.7
Return on investment	5.6	9.4	8.1	3.3	9.9
Current ratio	469.5	257.2	301.0	371.2	398.0
Equity ratio	76.6	57.8	65.5	71.0	73.
Return on equity	5.9	8.4	6.3	2.6	7.0
Average number of employees	19	21	19	20	20

The financial ratios are calculated in accordance with the Danish Society of Financial Analysts' guidelines on the calculation of financial ratios "Recommendations and Ratios".

Financial highlights

The financial ratios stated in the survey of financial highlights have been calculated as follows:

Operating profit ratio	Operating profit X 100
Operating profit ratio	Revenue
Patum on investment	Operating profit X 100
Return on investment	Average invested capital
Current ratio	Current assets X 100
Current fatto	Total equity and liabilities at year end
Equity ratio	Equity at year end X 100
Equity failo	Total equity and liabilities at year end
	Profit for the year X 100
Return on equity	Average equity
	riverage equity

Financial statements 1 December - 30 November

Management's review

Activities

Pfizer PFE ApS is part of the American Pfizer Group, a multinational pharmaceutical group listed on the New York Stock Exchange.

Pfizer PFE ApS is a fully owned subsidiary of Pfizer Inc. and its activities primarily consist of marketing, distribution and sale of the Pfizer Group's pharmaceutical products. Pfizer PFE ApS markets, distributes and sells pharmaceutical goods in Denmark, as well as to a third party distributor in Iceland.

Pfizer PFE ApS hosts the Hospital and the Upjohn Business units as well as, a biosimilars portfolio. The Upjohn business unit focuses on iconic brands that have lost market exclusivity while the Hospital business units focuses on anti-infectives, sterile injectables and other hospital products.

The development of the year

Turnover in Pfizer PFE Aps decreased from DKK 313 million in 2017/18 to DKK 212 million in 2018/2019. This decrease is driven by the biosimilar product Inflectra that lost the 2019 tender and only had sales until April 2019. The revenue decline is partly offset by growth of Fragmin, Estring and Zavicefta.

Management's review

Operating Review

The operating profit decreased from DKK 15.8 million in 2017/18 to DKK 8.9 million in 2018/19 due to the revenue decrease.

In 2018/19, the operating costs decreased by DKK 11 million compared to 2017/18. This was mainly driven by lower promotional and administrative costs after the restructuring initiative "Organizing for growth" was implemented partly at the end of 2018, continuing in 2019.

The result for the year is satisfactory.

Financial position

The Company's share capital and reserves amounted to DKK 168 million at year end 2018/19, which is 77% of the balance sheet total.

As part of a restructuring within the group to which the Company belongs (also referred to as "Project Organizing for Growth"), the Company will distribute an ordinary dividend in cash of DKK 102 million.

Research and development activities

Research and development activities within Pfizer PFE ApS comprise medical affairs. Pfizer PFE ApS only performs research and development on behalf of other group enterprises. Pfizer PFE ApS does not acquire ownership to intellectual rights.

Knowledge resources

It is the goal of Pfizer to attract the best people, enabling Pfizer to constantly develop and adapt the Company to an ever-changing world. Through training Pfizer constantly seeks to develop the employees, in terms of knowledge of the products, as well as developing competencies and training in core values.

Operating Review

Outlook

For 2019/20, the Company expects total revenue to decrease compared with the total revenue in 2018/19. The revenue decrease will come from Inflectra with five months of sales in 2019 vs. none in 2020. The revenue decline will be partly offset by the launch of a new biosimilar product. This will result into a lower profit vs. 2018/19. The prescription activity is expected to grow due to increased productivity in the secondary care and market growth as a result of ageing population. The industry as a whole in Denmark is exposed to competition from parallel importers, biosimilar entries and generic substitution. At the same time, public health costs are under supervision, and this combination influences the expectations for the years to come.

Events after the balance sheet date

The Pfizer Group is changing its corporate structure in Denmark to better align with the way the Upjohn business unit is organized. The products that are part of the Upjohn business unit will be distributed by a newly formed Dutch company Upjohn Export BV within the Pfizer Group. The transfer of Upjohn assets and liabilities happened 27th of July 2020.

Based on information currently available, management's assessment is that the impact of COVID-19 does not lead to risks of going concern for Pfizer PFE ApS.

Income statement

DKK'000	Note	2018/19	2017/18
Revenue		211,859	313,196
Cost of sales		-174,891	-265,021
Gross profit		36,968	48,175
Marketing and distribution costs	2	-25,154	-31,332
Development expenses	2	-4,055	-4,594
Administrative expenses	2	-13,318	-18,007
		-5,559	-5,758
Other operating income/expenses, net	3	14,476	21,538
Operating profit		8,917	15,780
Net interest income and expenses and similar items	4	67	86
Profit before tax		8,984	15,866
Tax on profit for the year	5	254	-3,525
Profit for the year		9,238	12,341

Note 1 - Accounting Policies

Note 6 - Proposed Profit Allocation

Balance sheet as at 30 November

DKK'000	Note	2019	2018
ASSETS			
Current assets			
Inventories		57,264	60,521
Receivables			
Trade receivables		19,777	35,708
Amounts owed by group enterprises		138,280	175,542
Other receivables			187
Prepayments	7	951	1,023
Deferred tax	8	2,728	2,023
		161,736	214,483
Cash and bank balances		514	84
Total current assets		219,514	275,088
TOTAL ASSETS		219,514	275,088

Balance sheet as at 30 November

DKK'000	Note	2019	2018
EQUITY AND LIABILITIES	(_	
Equity	9		
Share capital		100	100
Retained earnings		66,078	158,840
Proposed dividend		102,000	· _
Total equity		168,178	158,940
Provisions			
Other provisions	10	4,584	9,194
Total provisions		4,584	9,194
Short-term liabilities other than provisions			
Trade payables		4,300	3,228
Amounts owed to group enterprises		27,879	86,323
Corporation tax		-	689
Other payables	11	14,573	16,714
Total liabilities		46,752	106,954
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Total equity and liabilities		219,514	275,088

Note 12 - Contingent liabilities and other financial obligations

Note 13 - Related party disclosures

Statement of Changes in Equity

DKK'000	Share Capital	Retained Earnings	Proposed dividend	Total
Equity at 1 December 2018	100	158,840	_	158,940
Transferred from profit for the year		-92,762	102,000	9,238
Equity at 30 November 2019	100	66,078	102,000	168,178

Notes

1 Accounting Policies

The annual report for 2018/2019 has been prepared in accordance with the provisions applying to class C (medium sized) enterprises under the Danish Financial Statements Act.

The accounting policies used in the preparation of the financial statements are consistent with those of last year.

Foreign currency translation

Transactions in foreign currencies are translated at the exchange rates at the transaction date. Foreign exchange differences arising between the exchange rates at the transaction date and at the date of payment are recognised in the income statement as interest income or expense and similar items.

Receivables and payables and other monetary items denominated in foreign currencies that have not been settled at the balance sheet date are translated at the exchange rates at the balance sheet date. The difference between the exchange rates at the balance sheet date and at the date at which the receivable or payable arose or was recognised in the latest financial statements is recognised in the income statement as interest income or expense and similar items.

Income Statement

Revenue

Revenue from the sale of goods for resale is recognized in the income statement provided that delivery and transfer of risk to the buyer has taken place before year end and that the income can be reliably measured and is expected to be received. Revenue is measured exclusive of VAT and taxes related to sale.

Cost of sales

Cost of sales comprise the cost of goods and services sold during the year.

Marketing and distribution costs

Costs incurred in marketing and distributing goods sold during the year and in conducting sales campaigns etc. during the year are recognised as marketing and distribution costs. Also, costs relating to sales staff, advertising, and exhibitions are recognised as marketing and distribution costs.

Development expenses

Development expenses comprise costs related to regulatory affairs, drug safety and medical affairs. The Pharmaceutical division of Pfizer PFE ApS only performs research and development on behalf of other group enterprises.

Administrative expenses

Administrative expenses comprise expenses incurred during the year for management and administration, including expenses for administrative staff, office premises and office expenses.

Other operating income and expenses

Other operating income and expenses comprise items secondary to the principal activities of the enterprise. Other operating income mainly includes income from research and development, marketing and administrative services provided to other Pfizer entities. Interest income and expense and similar items

Interest income and expense and similar items comprise interest income and expense, gains and losses on payables and transactions denominated in foreign currencies as well as surcharges and refunds under the on-account tax scheme etc.

Financial statements 1 December - 30 November

Tax on profit for the year

Tax for the year comprises current tax and changes in deferred tax for the year. The tax expense relating to the profit/loss for the year is recognised in the income statement, and the tax expense relating to changes directly recognised in equity is recognised directly in equity.

Balance sheet

Inventories

Inventories are measured at cost in accordance with the FIFO method. Where the net realisable value is lower than cost, inventories are written down to this lower value.

The net realisable value of inventories is calculated as the sales amount less costs of completion and costs necessary to make the sale and is determined taking into account marketability, obsolescence and development in expected sales price.

Receivables

Receivables are measured at amortised cost. Provisions are made for anticipated losses.

Prepayments

Prepayments comprise costs incurred concerning subsequent financial years.

Capital and reserves - dividends

Proposed dividends are recognised as a liability at the date when they are adopted at the annual general meeting (declaration date). The expected dividend payment for the year is disclosed as a separate item under capital and reserves.

Corporation tax and deferred tax

Current tax payable and receivable is recognised in the balance sheet as tax computed on the taxable income for the year, adjusted for tax on the taxable income of prior years and for tax paid on account.

Deferred tax is measured using the balance sheet liability method on all temporary differences between the carrying amount and the tax base of assets and liabilities. However, deferred tax is not recognised on temporary differences relating to goodwill which is not deductible for tax purposes and on office premises and other items where temporary differences, apart from business combinations, arise at the date of acquisition without affecting either profit/loss for the year or taxable income. Where alternative tax rules can be applied to determine the tax base, deferred tax is measured based on the planned use of the asset or settlement of the liability, respectively.

Deferred tax assets, including the tax base of tax loss carry forwards, are recognised under investments at the expected value of their utilisation; either as a set-off against tax on future income or as a set-off against deferred tax liabilities in the same legal tax entity and jurisdiction.

Deferred tax is measured according to the tax rules and at the tax rates applicable at the balance sheet date when the deferred tax is expected to crystallise as current tax.

The Company is jointly taxed with all Danish group entities in the Pfizer Group. The current Danish corporate tax is allocated among the jointly taxed Danish companies in proportion to their taxable income (full allocation with reimbursement for tax losses).

Other provisions

Provisions comprise anticipated costs relating to returned goods and restructuring provisions. Provisions for returned goods are measured and recognised based on Management's experiences of returned goods.

Financial liabilities

Financial liabilities, comprising trade payables and amounts owed to group enterprises are measured at amortised cost. Other payables are measured at net realisable value.

Cash flow statement

Pfizer PFE ApS has not prepared a cash flow statement because the Company is included in the consolidated cash flow statement for the ultimate parent company Pfizer Inc. which can be found in the "for Investors" section under 2019 Financial Report at https://s21.q4cdn.com/317678438/files/doc_financials/Annual/2019/2019-Financial-Report.pdf

DKK'000	2018/19	2017/18
2. Staff costs		
Wages & Salaries	21,348	27,319
Pensions	1,655	2,043
Other Social Security Costs	100	75
	23,103	29,437
Staff Costs are recognised as follows in the financial statements: Marketing and distribution costs	16,054	18,329
Research & Development Expenses	3,519	4,168
Administrative Expenses	3,530	6,940
	23,103	29,437
Average Number of Employees	19	21

Pursuant to Section 98b of the Danish Financial Statements Act, remuneration to Management is not disclosed. No emoluments have been paid to the Board of Directors.

3. Other operating income/expenses, net

Sales & Marketing Service	9,130	16,512
Administrative Services	1,073	111
Development Services	4,273	4,915
	14,476	21,538

4. Net interest income and expenses and similar items

Foreign exchange adjustments	112	130
Interest expenses	-9	-4
Bank charges	-36	-40
보통과인(1971년, 1912년 - 1912년 - 1912년 - 19 <u>12년)</u>	67	86

DKK'000	2018/19	2017/18
5. Tax on the profit for the year		(0)
Corporation tax on profit for the year Adjustment for deferred tax Adjustments to taxes from prior years	1,583 -2,279 -254	4,894 -1,362 -7 3,525
6. Proposed profit appropriation		
Proposed dividends for the year Retained earnings Profit for the year	102,000 -92,762 9,238	12,341 12,341
7. Prepayments Other prepayments	951 951	1,023 1,023
8. Deferred tax Deferred tax 1 December Adjustment of deferred tax	2,023 705 2,728	661 1,362 2,023

Deferred tax relates to plant and equipment, inventories, receivables, other provisions and other payables. The deferred tax asset is expected to be realisable within the foreseeable future.

9. Capital and reserves

The share capital comprises 100,000 thousand issued shares with a nominal value of 1 DKK each.

The changes in share capital for the last 4 years can be specified as follows:

	2018/19	2017/18	2016/17	2015/16
Share capital at 1 December	100	100	100	100
Share capital at 30 November	100	100	100	100

DKK'000	2018/19	2017/18
10. Other provisions		
Provision for returned goods		
Provision for returned goods 1 December	3,042	2,883
Used during the year	-11,239	-11,171
Provision for the year	10,752	11,330
Provision for returned goods 30 November	2,555	3,042
The provisions comprise of anticipated costs relating to returned use the provision over the next year.	goods. The Compa	any expects to
Provision for restructuring		
Provision for restructuring 1 December	6,152	
Used during the year	-10,432	_
Provision for the year	6,309	6,152
Provision for restructuring 30 November	2,029	6,152
The accrued restructuring initiatives will be utilised by the end o	f the year 2019.	
Total provisions 30 November	4,584	9,194
11. Other payables		
VAT and taxes	5,487	6,241
Payable wages and salaries inclusive holiday provision	5,500	6,039
Other payables	3,586	4,434
o mer payables	14,573	16,714
		10,714

Payable wages and salaries do not include amounts for employees dismissed at 30 November 2019.

12. Contingent liabilities and other financial obligations

Lease obligations

The Company has entered into operating leases regarding cars and other operating equipment. The remaining payments for lease obligations amount to DKK 2.0 million (2017/18 DKK 1.8 million).

Joint liability Pfizer ApS and Pfizer PFE ApS

On 1 December 2013 the GEP activities of Pfizer ApS were transferred to Pfizer PFE ApS in a demerger. Pfizer ApS and Pfizer PFE ApS are joint and several liable for liabilities that consisted at the date the demerger plan was published. However the joint and several liability cannot exceed the net assets transferred to each company in the demerger which for Pfizer PFE ApS amounted to DKK 131 million.

Share options & restricted stock units

The group parent company Pfizer Inc. has established a share option and restricted stock unit scheme for employees within the Pfizer Group, including employees in Pfizer PFE ApS. The options can be exercised from 2010 within a period from three to ten years after they are granted to the employee.

Financial obligations

The company is jointly taxed /VAT registered with other Danish companies in the Pfizer group. As a wholly owned subsidiary of Pfizer Inc., the company is unlimited and solidarity liable with the other companies in the joint taxation regarding Danish income tax, withholding taxes on dividends, interest and royalties in the joint taxation.

13. Related party disclosures

Pfizer PFE ApS' related parties comprise the following:

Description	2018/19	2017/18
Provision of Above Market services by Pfizer PFE ApS to Pfizer Worldwide Services	13,404	20,300
Receipt of services by Pfizer PFE ApS from Pfizer ApS - domestic transaction	8,501	10,708
Provision of services by Pfizer PFE ApS to Pfizer ApS - domestic transaction	1,075	1,193
Purchase of finished goods by Pfizer PFE ApS from various Pfizer suppliers	171,679	236,425
Sales of finished goods by Pfizer PFE ApS to Pfizer affiliates	4,002	923

Control

Pfizer PFE ApS is owned 100% by Wyeth AB, Vetenskapsvägen 10, 191 90 Sollentuna, Sverige.

Furthermore, the Company is included in the consolidated financial statements of the ultimate parent company Pfizer Inc., 219-8-6A East 42nd Street, New York, N.Y. 10017, USA.

The consolidated financial statements of Pfizer Inc are available at the Company's address or on the Company's website at:

https://s21.q4cdn.com/317678438/files/doc_financials/Annual/2019/2019-Financial-Report.pdf