



ÅRSREGNSKAPET FOR REGNSKAPSÅRET 2019 - GENERELL INFORMASJON

Enheten

Organisasjonsnummer: 914 339 901
Organisasjonsform: Aksjeselskap
Foretaksnavn: PFIZER NORGE AS
Forretningsadresse: Drammensveien 288
0283 OSLO

Regnskapsår

Årsregnskapets periode: 01.12.2018 - 30.11.2019

Konsern

Morselskap i konsern: Nei

Regnskapsregler

Regler for små foretak benyttet: Nei
Benyttet ved utarbeidelsen av årsregnskapet til selskapet: Regnskapslovens alminnelige regler

Årsregnskapet fastsatt av kompetent organ

Bekreftet av representant for selskapet: Turid Haugen Søhol
Dato for fastsettelse av årsregnskapet: 29.05.2020

Grunnlag for avgivelse

År 2019: Årsregnskapet er elektronisk innlevert
År 2018: Tall er hentet fra elektronisk innlevert årsregnskap fra 2019

Det er ikke krav til at årsregnskapet m.v. som sendes til Regnskapsregisteret er undertegnet. Kontrollen på at dette er utført ligger hos revisor/enhetens øverste organ. Sikkerheten ivaretas ved at innsender har rolle/rettighet for innsending av årsregnskapet via Altinn, og ved at det bekreftes at årsregnskapet er fastsatt av kompetent organ.

Brønnøysundregistrene, 30.06.2021



Resultatregnskap

Beløp i: NOK	Note	2019	2018
RESULTATREGNSKAP			
Inntekter			
Salgsinntekt	11	425 825 000	449 776 000
Sum inntekter		425 825 000	449 776 000
Kostnader			
Varekostnad		322 540 000	345 839 000
Lønnskostnad	12	62 437 000	81 740 000
Annen driftskostnad	5	27 152 000	17 316 000
Sum kostnader		412 129 000	444 895 000
Driftsresultat		13 696 000	4 881 000
Finansinntekter og finanskostnader			
Renteinntekt fra foretak i samme konsern		2 050 000	1 628 000
Annen renteinntekt		7 000	3 000
Foreign exchange gains		259 000	1 230 000
Dividend income			45 000
Miscellaneous income group comp			13 278 000
Sum finansinntekter		2 316 000	16 184 000
Annen rentekostnad		45 000	261 000
Annen finanskostnad		23 000	24 000
Foreign exchange losses		135 000	1 264 000
Rounding		1 000	
Sum finanskostnader		204 000	1 549 000
Netto finans		2 112 000	14 635 000
Ordinært resultat før skattekostnad		15 808 000	19 516 000
Skattekostnad på ordinært resultat	10	3 850 000	2 462 000
Ordinært resultat etter skattekostnad		11 958 000	17 054 000
Årsresultat		11 958 000	17 054 000
Overføringer og disponeringer			



Resultatregnskap

Beløp i: NOK	Note	2019	2018
Overføringer til/fra annen egenkapital	7	11 958 000	17 054 000
Sum overføringer og disponeringer		11 958 000	17 054 000



Balanse

Beløp i: NOK	Note	2019	2018
BALANSE - EIENDELER			
Anleggsmidler			
Immaterielle eiendeler			
Utsatt skattefordel	10	6 888 000	6 798 000
Sum immaterielle eiendeler		6 888 000	6 798 000
Sum anleggsmidler		6 888 000	6 798 000
Omløpsmidler			
Varer			
Varer	3	99 950 000	127 030 000
Sum varer		99 950 000	127 030 000
Fordringer			
Kundefordringer		69 530 000	72 217 000
Andre fordringer		265 000	18 000
Konsernfordringer	6	261 915 000	226 039 000
Sum fordringer		331 710 000	298 274 000
Bankinnskudd, kontanter og lignende			
Bankinnskudd, kontanter og lignende	4	1 651 000	2 483 000
Sum bankinnskudd, kontanter og lignende		1 651 000	2 483 000
Sum omløpsmidler		433 311 000	427 787 000
SUM EIENDELER		440 199 000	434 585 000
BALANSE - EGENKAPITAL OG GJELD			
Egenkapital			
Innskutt egenkapital			
Selskapskapital	8	137 347 000	137 347 000
Overkurs	7	14 262 000	14 262 000
Sum innskutt egenkapital		151 609 000	151 609 000



Balanse

Beløp i: NOK	Note	2019	2018
Opptjent egenkapital			
Annen egenkapital	7	-7 564 000	98 778 000
Annen egenkapital	7	3 589 000	5 317 000
Sum opptjent egenkapital		-3 975 000	104 095 000
Sum egenkapital		147 634 000	255 704 000
Gjeld			
Langsiktig gjeld			
Pensjonsforpliktelser	9	8 639 000	11 964 000
Sum avsetninger for forpliktelser		8 639 000	11 964 000
Annen langsiktig gjeld			
Sum langsiktig gjeld		8 639 000	11 964 000
Kortsiktig gjeld			
Leverandørgjeld		16 433 000	9 735 000
Betalbar skatt	10	3 940 000	5 231 000
Skyldige offentlige avgifter		25 860 000	42 327 000
Kortsiktig konserngjeld	6	196 282 000	63 351 000
Annen kortsiktig gjeld		41 411 000	46 273 000
Sum kortsiktig gjeld		283 926 000	166 917 000
Sum gjeld		292 565 000	178 881 000
SUM EGENKAPITAL OG GJELD		440 199 000	434 585 000



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FINANCIAL STATEMENTS 2019

PFIZER NORGE AS

Org.nr.: 914339901



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Pfizer Norge AS

Profit and loss statement for the year 1.12.2018 - 30.11.2019

(All amounts in TNOK)

	Note	2019	2018
Revenue	11	425,825	449,776
Total operating income		<u>425,825</u>	<u>449,776</u>
Cost of sales		322,540	345,839
Personnel expenses	12	62,437	81,740
Depreciation of fixed assets and intangible assets	2	—	—
Other operating expenses	5	27,152	17,316
Total operating expenses		<u>412,129</u>	<u>444,895</u>
Operating profit		<u>13,696</u>	<u>4,881</u>
Interest income group companies		2,050	1,628
Dividend Income		—	45
Other interest income		7	3
Foreign exchange gains		259	1,230
Miscellaneous Income Group companies	14	—	13,278
Other interest expenses		45	261
Foreign exchange losses		135	1,264
Other financial expenses		23	24
Profit before tax		<u>15,807</u>	<u>19,516</u>
Tax on ordinary result	10	<u>3,850</u>	<u>2,462</u>
Net profit	7	<u>11,958</u>	<u>17,054</u>
Allocation of net profit			
To other equity reserves		11,958	17,054
Additional dividend		(118,300)	—



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Pfizer Norge AS

BALANCE SHEET AS OF 30.11.2019

(All amounts in TNOK)

	Note	2019	2018
Fixed assets			
<i>Intangible assets</i>			
Deferred tax asset	10	6,888	6,798
Total intangible assets		6,888	6,798
<i>Tangible assets</i>			
Fixtures, fittings, tools, office machinery etc	2	—	—
Total tangible assets		—	—
Total fixed assets		6,888	6,798
 <i>Current assets</i>			
Inventory	3	99,950	127,030
 Receivables			
Accounts receivable		69,530	72,217
Short-term receivables group companies	6	261,915	226,039
Other receivables		265	18
Total receivables		331,711	298,275
Cash and cash equivalents		1,651	2,483
Total current assets		433,311	427,788
TOTAL ASSETS		440,199	434,586



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Pfizer Norge AS

BALANCE SHEET AS OF 30.11.2019

(All amounts in TNOK)

	Note	2019	2018
EQUITY AND LIABILITIES			
EQUITY			
Contributed equity			
Share capital	8	137,346	137,347
Share premium	7	14,263	14,262
Total paid-in capital		151,609	151,609
Retained earnings			
Other equity reserves	7	(7,564)	98,778
Other paid-in equity	7	3,589	5,317
Total retained earnings		(3,975)	104,095
Total equity		147,634	255,704
LIABILITIES			
Provisions			
Pension obligations	9	8,639	11,964
Total provisions for liabilities		8,639	11,964
Current liabilities			
Trade payables		16,433	9,735
Current liabilities to group companies	6	196,282	63,351
Tax payable	10	3,940	5,231
Public duties payable		25,860	42,327
Other current liabilities		41,411	46,273
Total current liabilities		283,926	166,917
Total liabilities		292,566	178,881
TOTAL EQUITY AND LIABILITIES		440,199	434,585

Oslo, 22 May 2020

Sissel Lønning

DocuSigned by:

Sissel Lønning Andersen

Board member/Managing Director

Sven Torgersen

DocuSigned by:

Sven Torgersen

Chairman

Erik Hjelvin

DocuSigned by:

Erik Hjelvin

Board member



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Statement of Cash flows (All amounts in TNOK)

	2019	2018
Cash flow from operating activities		
Profit before tax	15,806	19,516
Tax paid current year	-5,231	-7,406
Stock options and RSU	-1,728	846
Various expenses related to pension, and in/out payments to the National Pension Plan	-3,325	-553
Changes in warehouses - stock	27,080	-5,979
Changes in third party receivables	2,687	38,097
Changes in trade and other payables	-14,631	27,613
Changes in other limited items	-36,122	-36,104
Net cash flow from operating activities	-15,463	36,030
Cash flow from investing activities		
Sale of shares in subsidiary company	—	83,800
Net cash flow from investing activities	—	83,800
Cash flow from financing activities		
Reduction of share capital	-1	-95,000
Changes to current liabilities to group companies	14,632	-24,043
Net cash flow from financing activities	14,631	-119,043
Net changes in cash and cash equivalents	-832	787
Cash and cash equivalents at year-begin	2,483	1,696
Cash and cash equivalents at year-end	1,651	2,483
Specifications of cash and cash equivalents at year-end		
Cash, bank deposits	1,651	2,483



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Note 1. Accounting Principles

The financial statements consists of profit and loss statement, balance sheet, cash flow and notes and have been prepared in accordance with accounting regulations and generally accepted accounting principles in Norway, as per 30 November 2019.

Pfizer Norge AS is part of the American Pfizer group. The company is included in the consolidated financial statements of the ultimate parent company Pfizer Inc. The consolidated financial statements can be obtained by contacting Pfizer Inc., 219-8-6A East 42nd Street, New York, N.Y. 10017, USA.

The financial statements have been prepared in accordance with the Norwegian Accounting Act and generally accepted accounting principles in Norway. The accounting principles are elaborated below: When actual figures are not available at the time of the rendering of accounts, generally accepted accounting principles in Norway states that the management shall use their best estimate.

The management has used estimates and assumptions that have affected the financial statements and the valuation of assets and liabilities, as well as contingent assets and liabilities on the balance-sheet date with the preparation of the financial statements according to generally accepted accounting principles in Norway.

Revenue recognition

Revenues from the sales of goods are recognised in the income statement once delivery has taken place and the risk has been transferred. Revenues from sales of services are recognised in the income statement according to the execution of the services. The amount associated with future revenues from the sales of services will be recognized in the balance sheet as deferred income at the time of sales, and recorded as income according to the services' level of completion.

Balance sheet classification

Current assets and short term liabilities consist of receivables and payables due within one year, and items related to the inventory cycle. Other balance sheet items are classified as fixed assets / long term liabilities.

Current assets are valued at the lower of cost and fair value. Short term liabilities are recognized at nominal value.

Fixed assets are valued at cost, less depreciation and impairment losses. Long term liabilities are recognized at nominal value.



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Note 1 continued

Foreign currency

Transactions in foreign currency are translated at the rate applicable on the transaction date. Monetary items in a foreign currency are translated into NOK using the exchange rate applicable on the balance sheet date. Non-monetary items that are measured at their historical price expressed in a foreign currency are translated into NOK using the exchange rate applicable on the transaction date. Non-monetary items that are measured at their fair value expressed in a foreign currency are translated at the exchange rate applicable on the balance sheet date. Changes to exchange rates are recognised in the income statement as they occur during the accounting period.

Property, plant and equipment

Property, plant and equipment are capitalized and depreciated linearly over the estimated useful life; if the expected useful life is more than three years and the acquisition cost exceed 15,000 NOK. Costs for maintenance are expensed as incurred, whereas costs for improving and upgrading property plant and equipment are added to the acquisition cost and depreciated with the related asset. The distinction between costs for maintenance and costs for improving depends on the condition of the property, plant and equipment at the time of acquisition.

Goodwill is capitalized and depreciated linearly over the estimated useful life. If the estimated useful life is longer than five years, this shall be explained in a separate note to the financial statement. Goodwill is written down to actual value if the fall in value is not expected to be temporary.

Leasing

A leasing agreement is classified as either financial or operating. The classification shall be in accordance with the real terms of the agreement. When a leasing agreement is classified as financial, the assets and liabilities are capitalized. When a leasing agreement is classified as operating the leasing payments are recognized in the profit and loss account. Leasing paid in advance is capitalized, and accrued over the useful life of the agreement.

Inventory

Inventories are recognised at the lower of cost and net selling price. The net selling price is the estimated selling price in the case of ordinary operations minus the estimated completion, marketing and distribution costs. The cost is arrived at using the FIFO method and includes the costs incurred in acquiring the goods and the costs of bringing the goods to their current state and location.



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Note 1 continued

Receivables

Accounts receivable and other current receivables are recorded in the balance sheet at nominal value less provisions for doubtful accounts. Provisions for doubtful accounts are based on individual assessments of the different receivables. For the remaining receivables, a general provision is estimated based on expected loss.

Pensions

The company is required to have an occupational pension scheme in accordance with the Norwegian law on required occupational pension ("Lov om obligatorisk tjenestepensjon"). The company's pension scheme meets the requirements of that law.

Tax and deferred tax

The tax expense consists of the tax payable and changes to deferred tax. Deferred tax/tax assets are calculated on all differences between the book value and tax value of assets and liabilities. Deferred tax is calculated as 22 percent of temporary differences and the tax effect of tax losses carried forward. Deferred tax assets are recorded in the balance sheet when it is more likely than not that the tax assets will be utilized. Taxes payable and deferred taxes are recognised directly in equity to the extent that they relate to equity transactions.

Cash flow statement

The cash flow statement is presented using the indirect method. Cash and cash equivalents includes cash, bank deposits and other short term, highly liquid investments with maturities of three months or less.

Stock options / restricted stock units (RSUs)

Stock options / Restricted stock units (RSUs), purchased and received by the holder, are expensed as personnel expenses and credited to other paid in Equity.



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Note 2. Property, plant and equipment and goodwill

Property, plant and equipment	2019	2018
	Office equipment	Office equipment
Acquisition cost 01.12.	112	112
Additions	—	—
Disposals	—	—
Acquisition cost 30.11.	112	112
Accumulated depreciation 30.11.	-112	-112
Net carrying value per 30.11.	—	—
Depreciation for the year (Tangibles)	—	—
Total depreciation and impairment of the year	—	—
The useful economic life is estimated to be:	5 years	5 years
Depreciation plan	Linear	Linear

Annual operating lease expenses on operational lease

Type	Period of lease	Yearly lease
Cars and other vehicles	2013-2019	2,284
Office rental charges and similar	2015-2020	1,528

Note 3. Inventory

	2019	2018
Purchased goods for sale	99,950	127,030
Total	99,950	127,030
Inventory at cost price	118,273	131,753
Provision for obsolescence	-18,323	-4,723
Total	99,950	127,030



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Note 4. Bank Deposits

	2019	2018
Restricted bank deposit		
Employees tax deduction, deposited in a separate bank account	1,747	2,481

Note 5. Other operating expenses

	2019	2018
Rent expense, maintenance, repairs etc	46	82
Office expenses	1,838	1,039
Vehicle, travel and food expenses etc	1,078	1,405
Sales and advertisement expenses, representation, etc	34,405	33,026
Other expenses	15,209	9,053
Intercompany expenses	-25,425	-27,289
Total other operating expenses	27,152	17,316

Auditing fees during the year amounts to TNOK 297. The amount is exclusive of VAT.



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Note 6. Intercompany balances with group companies and associates

Receivables	2019	2018
Pfizer Worldwide Services	29,489	27,540
Pfizer ApS	1,300	273
Pfizer Oy	172	—
Pfizer Norge AS	918	206
Pfizer Service Co BVBA	28,902	5,252
Pfizer Service Company Ireland	201,134	192,767
Total	261,915	226,039

Liabilities	2019	2018
PF Consumer Healthcare 1 LLC	480	259
Pfizer ApS	535	—
Pfizer Innovations AB	481	30
Pfizer Service Co BVBA	66,971	—
Warner-Lambert Company LLC	-224	—
Pfizer Norge AS	9,710	6,228
Pfizer PFE Norway Holding S.à r.l.	118,330	56,834
Total	196,282	63,351

Note 7. Equity

Changes in equity	Share- capital	Share premium account	Other paid- in equity	Other reserves	Total
Total equity 01.12.18	137,347	14,262	5,317	98,778	255,704
Reduction of share capital	—	—	—	—	—
Net profit (loss)	—	—	—	11,958	11,958
Stock options and RSUs	—	—	(1,728)	—	(1,728)
Additional dividend	—	—	—	(118,300)	(118,300)
Total equity 30.11.19	137,347	14,262	3,589	(7,564)	147,633

Stock options and restricted stock units (RSUs):

Stock options entitle the holder to purchase, after the end of a vesting term, a specific number of shares of Pfizer Inc common stock at a price equal to the market price of Pfizer Inc common stock on the date of grant. Restricted stock units (RSUs), entitles the holder to receive, at the end of a vesting term, a specific number of shares of Pfizer Inc common stock.



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Note 8. Share capital and shareholder information

Share capital amounting to NOK 137,346,355.7 is comprised of 3,147,237 in shares at NOK 43.64 each. All shares have the same rights.

Overview of the largest shareholders 30.11.19	A-shares	Owner share
Pfizer PFE Norway Holding S.a.r.l.	3,147,237	100 %
Total shares	3,147,237	100 %

Note 9. Pensions

The company is required to have an occupational pension scheme in accordance with Norwegian law on required occupational pension ("lov om obligatorisk tjenstepensjon"). The company's pension scheme meets the requirements of that law.

Effective as of July 1st 2016, the company transitioned from a Defined Benefit (DB) plan to a Defined Contribution (DC) plan. This means that the DB plan (Secured plan) was closed down as of June 30th 2016 and paid up policies were transferred to the employees. Following this change there are no pension obligations in the Balance Sheet related to secured plan. The new DC plan is managed by an insurance company to which the company's contributions are paid monthly to the employees' pension account. At year end 2019 there were 43 active employees included in this plan.

In addition the company had unsecured pension obligations related to coverage of pension beyond 12 times the amount of the base amount of the Norwegian National Insurance and an Early pension scheme for employees between 60-67 years. These unsecured schemes were closed for new members in Nov 2009 and obligations were frozen as part of the change of pension scheme effective July 1st 2016. At year end 2019, 1 active employee is eligible for the early pension scheme and 7 are in the top-hat scheme.



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Net pension cost

	2019	2018
Service cost	—	—
Interest cost	589	279
Defined Contribution Plan	4,016	3,817
Return on pension plan	—	—
Changes in pension plans recognised in the profit and loss account	1,319	—
Net pension	5,924	4,096

Note 9 continued

Net pension obligation	2019		2018	
	Secured	Unsecured	Secured	Unsecured
Accrued pension obligations at year end	—	—	—	-22,167
Liabilities, pension obligations	—	-8,639	—	—
Pension obligation included in other current liabilities	—	-4,509	—	—
Estimated pension obligation at year end	—	-13,148	—	-22,167
Unrecognised effects of actuarial gains/ losses	—	—	—	10,203
Net pension obligations	—	-13,148	—	-11,964

Actuarial assumptions:

Weighted-average assumptions to determine net pension cost

	2019	2018
Discount rate	2.70%	2.00 %
Rate of salary increase	3.00%	3.00 %
Expected long-term rate of return on plan assets	2.70%	
Adjustment of pension benefits / inflation	0.00%	0.00 %
Rate of pension increases	2.50%	0.47 %

The actuarial assumptions are based on assumptions of demographical factors normally used within the insurance industry.

Based on death-rate tariff K2005.



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Note 10. Income Taxes

Deferred tax/deferred tax asset

	2019	2018
Temporary differences		
Inventory	-20,728	-4,722
Fixtures, Fittings, Tools, Office Machinery etc.	-19	-23
Gains and losses ("Gevinst- og tapskonto")	2,586	3,233
Pension	-7,180	-11,697
Other provisions	-5,968	-16,347
Net temporary differences	-31,309	-29,556
Tax losses carried forward	—	—
Tax base	-31,309	-29,556
22% Deferred tax asset	-6,888	-6,798
Deferred tax (asset) / deferred tax liability	-6,888	-6,798
Tax base calculation		
Profit before income tax	15,806	19,517
Permanent differences	349	-9,545
Tax base	16,156	9,972
Changes in temporary differences	1,752	12,771
Tax base for tax payable in profit and loss statement	17,908	22,743
Utilisation of tax losses carried forward	—	—
Taxable income	17,908	22,743
Distribution of tax expenses		
Tax payable (22% of taxable income)	3,940	5,231
Total payable tax	3,940	5,231
Changes in deferred tax	-90	-2,770
Deferred tax previous year	—	—
Tax expenses (22% of tax expense base)	3,850	2,461
Tax on ordinary and extraordinary result		
Tax on ordinary result	3,940	5,231
Total	3,940	5,231



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Note 10 continued

Tax payable

Tax payable (22% of taxable income in profit and loss statement)	3,940	5,231
Total tax payable	3,940	5,231

Note 11. Revenue

By business area	2019	2018
Pharmaceuticals – human health	429,056	453,177
Sales tax	-3,231	-3,401
Total	425,825	449,776

Geographical distribution	2019	2018
Norway	425,464	448,057
Other countries	361	1,719
Total	425,825	449,776

Note 12. Salary and personnel costs, number of employees and loans to employees

Salary and personnel costs	2019	2018
Salaries	38,410	60,042
Payroll tax	9,710	9,798
Pension expenses	5,924	4,096
Stock options and RSUs expenses	-1,728	650
Other benefits	10,121	7,154
Total	62,437	81,740

Average number of employees in 2019 and 2018 were 43 and 43 respectively



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Note 12 continued

Management remuneration	Managing director	Board of Directors
Salary and bonus	2,409	4,281
Pension Expenses	151	303
Other benefits	450	947
Stock options and RSUs expenses	522	1,151

The managing director is employed and remunerated by Pfizer Norge AS, the chairman of the board is employed and remunerated by Pfizer AS and one board member is employed and remunerated by Pfizer Norge AS. The figures include total remuneration from both Pfizer AS and Pfizer Norge AS for the period 01.01 – 31.12.

The board of directors did not receive directors' fees in the fiscal year of 2019.

In 2019 the managing director received a bonus amounting to NOK 547,686 and restricted stock units, RSU amounting to NOK 522,375.

The chairman of the board received a bonus amounting to NOK 339,800 and restricted stock units, RSU amounting to NOK 449,958.

In 2019, total RSU compensations to management (including the managing director and chairman of the board) amounts to NOK 1,673,103. The figures include total compensation from both Pfizer AS and Pfizer Norge AS for the period 01.01 – 31.12.

In 2019, 24 employees received Total Shareholder Return Units of a total of 19,004 shares in Pfizer Inc with a grant price of USD 43.35. The vesting schedule is five years.

In 2019, 4 employees received Pfizer Performance Units of a total of 1,090 shares in Pfizer Inc with a grant price of USD 43.35. The vesting schedule is five years.

In the fiscal year of 2019, 24 employees received a total of 3,767 Pfizer Inc. restricted stock units). The RSUs are released 100 percent after three years. The RSUs are reported as salary and tax is deducted as the RSUs are released.

If the managing directors employment is discontinued, the obligation is a two year salary.



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Note 13. Related Party Transactions

The following transactions with related parties occurred during the fiscal year 2019 from ordinary activities and to arm's length prices:

<u>Transaction</u>	<u>Related</u>	<u>Amount</u>
Sale of goods	Pfizer APS	-335,140
Sale of goods	Pfizer Oy	-25,852
Purchase of goods	PF CONSUMER HEALTHCARE BV	953,352
Purchase of goods	Pfizer Innovative Supply Point SPRL	238,978,474
Purchase of goods	Pfizer ApS	201,837
Purchase of goods	Pfizer Oy	718,319
Purchase of goods	Pfizer Innovations AB	752,787
Purchase of goods	Pfizer Service Company BVBA	112,629,671
Intercompany Loss	PF Consumer Healthcare 1 LLC	462,400
Intercompany profit	Pfizer Innovative Supply Point SPRL	<u>-23,742,545</u>
		<u>330,593,304</u>
Interest received	Pfizer Service Co. - Ireland	-2,049,829
Marketing services provided	Pfizer Inc.	4,669
Marketing services provided	Pfizer Worldwide Services	-52,908,815
Marketing services provided	Pfizer APS	-3,115,302
Marketing services provided	Pfizer AS	-2,938,070
Marketing services provided	Pfizer Limited - UK	-465,620
Marketing services provided	Vesterålens Naturprodukter AB	-366,549
Marketing services provided	Pfizer Oy	-173,228
Marketing services received	Pfizer APS	1,645,722
Marketing services received	Pfizer AS	32,783,278
Marketing services	Pfizer Oy	25,852
Total		<u>303,035,412</u>

The related parties are associated companies.

The balance at the end of the fiscal year resulting from related party transactions is as follows:

	2019	2018
Group company receivables	261,915	226,039
Group company liabilities	196,282	63,351



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Note 14. Shares in subsidiary and related companies

During 2018, a subsidiary Vesterålens Naturprodukter AS, based in Sortland, Norway with a book value of shares of NOK 83,800,000 was disposed of. The gain on disposal of NOK 11,890,985 was recorded under miscellaneous income in the profit and loss account.

Note 15. Subsequent events

Following the outbreak of Covid-19 in 2020, management and directors have assessed and established that no negative effects will occur as a result of this



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PFIZER NORGE AS

The Board of Directors report for the fiscal year of 1.12.2018-30.11.2019

Nature of activities

The company operates in the business of marketing and sales of Pfizer's pharmaceutical and consumer healthcare products in Norway, and is located in Drammensveien 288 in Oslo.

Going concern

In accordance with the Accounting Act § 3-3a, we confirm that the financial statements have been prepared under the assumption of going concern. This assumption is based on profit forecasts for the year 2019 and the company's long-term strategic forecasts.

Pfizer has a big portfolio of pharmaceutical products under development.

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 Norge AS.

Organization

The average number of employees in 2019 was 43, whereof approximately 46% women.

Pfizer Norge AS is organized in 6 groups:

Internal Medicine, Vaccines, Oncology, Immunology & Inflammation, Consumer and Rare Diseases.

The working environment and personnel

The Board considers the company's working environment to be good. There is a positive co-operation between employees and management.

The objective of the sport- and welfare organization 'Pfizer Aktiv' is to contribute to increased job satisfaction. In 2019 the interest group organized sports- and social activities. The interest group receives financial support from the company. Pfizer Norge AS is an IA ('including working life') company in Norway.

The number of days related to sickness absence during 2019 corresponds to 6 % of total working hours. There was no significant work or material injuries during the year.

Environmental report

The operation of the company causes no severe influence of the environment.

The company is consciously working to minimize the environmental impact in its manufacturing operations. Pfizer Norge AS work closely with the Norwegian Association of Pharmaceutical Manufactures (LMI) to encourage the national procurement body to include environmental criteria in their tenders.



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Discrimination

The Discrimination Act's objective is to promote gender equality, ensure equal opportunities and rights, and to prevent discrimination due to ethnicity, national origin, descent, skin colour, language, religion and faith. The company is working actively, determined and systematically to encourage the act's purpose within our business. Included in the activities are recruiting, salary and working conditions, promotion, development opportunities and protection against harassment.

The company's aim is to be a working area with no discrimination due to reduced functional ability and is working actively to design and implement the physical conditions in such a manner that as many as possible can utilise the various functions. For employees or new applicants with reduced functional ability, individual arrangements of workplace and responsibility are made.

Equal opportunities

The Board of Directors comprised of 1 woman and 2 men. Management has ongoing initiatives to encourage equal opportunities in the operation and in the Board of Directors.

The group of leaders with personnel responsibility consists of 10 women and 9 men.

Comments related to the financial statements

The Board of Directors considers the financial statements give a true and fair view in accordance with the applicable reporting framework.

Net cash flow from operating activities in 2019 was -15 MNOK. This is mainly caused by current year's profit before tax, third party receivables, trade and other payables, changes in warehouses - stock. The company's liquidity reserve as of 30.11.19 amounted to NOK 1,7 mill. The company does also use Pfizer Inc's cash pool system which at end of year amounts to a deposit of MNOK 201. The company's ability to self-finance investments is good.

Revenue is according to expectations and amounts to 426 MNOK, a decrease of 24 MNOK compared to 2018.

Cost of sales decreased by 23 MNOK compared to 2018.

Personnel expenses decreased by 19 MNOK compared to 2018.

Other operating expenses increased by 10 MNOK.

Operating profit amounts to + 13,7 MNOK, compared to +4,9 MNOK in 2018.

Net profit was + 11,9 MNOK in 2019. This is a decrease of 5,1 MNOK compared to 2018.

Financial risk

Risk exposure in the ordinary field of business is mainly related to changes in government's constraints as well as credit and currency risk.



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The government's constraints are changed infrequently and are difficult to predict. Pfizer strives to improve the communication with the government, both alone and through The Association of the Pharmaceutical Industry in Norway (LMI). This is to achieve predictable and fair conditions, which also will benefit the society.

The credit risk is considered limited since the company's customers have strong solidity. The currency risk is limited, as the company's purchases are in NOK.

Reporting to the board

The board members are informed about the company's financial situation by consecutive reporting and examination of the progress in sales, margins and external conditions.

Research and Development

The company's investment in research and development in Norway is financed by Pfizer Inc. The clinical trials are conducted by third parties.

Statement of further progress

The Board of Directors opinion is that the financial position of the company is satisfactory. The company's equity ratio amounts to 33,53 % of total equity and liabilities. Retained earnings amount to MNOK -4.

As of 30 November 2019 the total share capital was NOK 137.346.355 divided into 3.147.237 shares of NOK 43,64.

On 27 April 2020, Pfizer Norge AS sold the Consumer Healthcare business unit to GlaxoSmithKline Consumer Healthcare Norway AS and GlaxoSmithKline Consumer Trading Services Limited.

The Board of directors is not aware of any significant events after the balance sheet day that affects the financial statements.

Shareholder structure

The shares are owned by:

<u>Shareholder</u>	<u>Country</u>	<u>Number of shares</u>
Pfizer PFE Norway Holding S.a.r.l.	Luxembourg	3.147.237

Allocation of the net profit

The Board of Directors proposes that the net profit amounting to TNOK 11.958 is transferred to other equity reserves.



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Oslo, 22. May 2020

DocuSigned by:
Sissel Lønning Andresen
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Sissel Lønning Andresen
Board member/Managing Director

DocuSigned by:
Sven Torgersen
A462D58D54B44DF...
Sven Torgersen
Chairman of the board

DocuSigned by:
Erik Hjelvin
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Erik Hjelvin
Board member



Skattedirektoratet

Saksbehandler
Rune Tystad

Deres dato
08.04.2016

Vår dato
18.04.2016

Telefon
977 59 464

Deres referanse
Turid Haugen Søhol

Vår referanse
2016/329183

PFIZER NORGE AS
Postboks 3 Lysaker
1324 LYSAKER

Tillatelse til å utarbeide årsregnskap og årsberetning på engelsk for Pfizer Norge AS, org.nr. 914 339 901

- Vi viser til deres brev av 8. april 2016 hvor dere søker om dispensasjon fra kravet til å utarbeide årsregnskap og årsberetning på norsk språk for Pfizer Norge AS.

Skattedirektoratet gir på bakgrunn av en konkret helhetsvurdering Pfizer Norge ASA tillatelse til å utarbeide årsregnskap og årsberetning på engelsk språk, jf. regnskapsloven § 3-4 tredje ledd. Dispensasjonen forutsetter at opplysningene som vedtaket baserer seg på ikke endres vesentlig.

Kopi av dette brevet må sendes Regnskapsregisteret i Brønnøysund sammen med årsregnskapet. Det påligger den regnskapspliktige å dokumentere ved dette brev at tillatelsen er gitt.

Bakgrunn

Pfizer Norge AS driver salg og markedsføring av legemidler i Norge. Pfizer Norge AS er et selskap i Pfizer-konsernet, som er verdens største legemiddelfirma med virksomhet i alle verdensdeler. Konsernet har hovedsete i USA og konsernspråket er engelsk. Pfizer Norge AS' eier er et utenlandsk selskap i Pfizer-konsernet: Pfizer PFE Norway Holding SARL (Luxembourg). All kommunikasjon med eierne foregår på engelsk. Pfizer investerer hvert år i overkant av 8 milliarder dollar på forskning og utvikling av nye og innovative legemidler. Denne satsingen, fordelt på 11 terapiområder, har bidratt til at vi har industriens mest ambisiøse pipeline. I tillegg har konsernet en ledende og voksende portefølje medisiner som bidrar til bedre helse og som kurerer og forhindrer sykdom innen flere terapiområder.

Skattedirektoratets vurdering

Etter regnskapsloven § 3-4 tredje ledd skal "årsregnskapet og årsberetningen ... være på norsk. Departementet kan ved ... enkeltvedtak bestemme at årsregnskapet og/eller årsberetningen kan være på et annet språk."

I Ot. prp. nr. 42 (1997-1998) Om lov om årsregnskap m.v., er det uttalt følgende om regnskapslovens formål, jf. pkt. 1.1:

Regjeringen har som siktemål at regnskapsloven skal bidra til informative regnskaper for ulike grupper av regnskapsbrukere. Regnskapsbrukerne er dels investorer og kreditorer som tilfører kapital til foretakene, og dels andre grupper som har interesse av å vite hvordan

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foretaket drives, f.eks. de ansatte og lokalsamfunnet. Informasjonen til kapitalmarkedet skal gi grunnlag for riktig prising av finansielle objekter. Riktig prisdannelse på aksjer er en forutsetning for at ressursbruken i samfunnsøkonomien skal bli best mulig. Gode regnskaper vil også gjøre det vanskeligere for markedsdeltakere å ta ut spekulasjonsgevinster med basis i skjevt fordelt informasjon.

Det fremgår således at et av hovedformålene med regnskapsloven er å bidra til “*informative regnskaper for ulike grupper av regnskapsbrukere*”. Regnskapsbrukere vil omfatte, jf. uttalelsen i proposisjonen, blant andre investorer, kreditorer, ansatte og lokalsamfunnet.

Det er etter Skattedirektoratets vurdering derfor avgjørende ved vurdering av om dispensasjon fra kravet til å utarbeide årsregnskap og/eller årsberetning på norsk kan gis, at det ikke foreligger mulige brukere av regnskapsinformasjon som blir vesentlig berørt negativt ved en eventuell dispensasjon.

Som nevnt ovenfor er det særlig hensynet til brukerne av regnskapsinformasjon som skal vurderes ved en dispensasjonssøknad. I denne vurderingen har Skattedirektoratet lagt vekt på at selskapet er et datterselskap av et utenlandsk selskap og at eierkretsen således er begrenset. Videre er det vektlagt at konsernet er internasjonalt, at konsernets arbeidsspråk er engelsk og at all kommunikasjon til eierne foregår på engelsk.

Vennligst oppgi vår referanse ved henvendelser i saken.

Med hilsen

Torstein Kinden Helleland
seniorrådgiver
Rettsavdelingen, foretaksskatt
Skattedirektoratet

Rune Tystad

Dokumentet er elektronisk godkjent og har derfor ikke håndskrevne signaturer



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To the General Meeting of Pfizer Norge AS

Independent auditor's report

Report on the Audit of the Financial Statements

Opinion

We have audited the financial statements of Pfizer Norge AS showing a profit of TNOK 11 958. The financial statements comprise the balance sheet as at 30 November 2019, the income statement and cash flow statement for the year then ended, and notes to the financial statements, including a summary of significant accounting policies.

In our opinion, the accompanying financial statements are prepared in accordance with law and regulations and give a true and fair view of the financial position of the Company as at 30 November 2019, and its financial performance and its cash flows for the year then ended in accordance with the Norwegian Accounting Act and accounting standards and practices generally accepted in Norway.

Basis for Opinion

We conducted our audit in accordance with laws, regulations, and auditing standards and practices generally accepted in Norway, including International Standards on Auditing (ISAs). Our responsibilities under those standards 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 as required by laws and regulations, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Other information

Management is responsible for the other information. The other information comprises information in the annual report, except the financial statements and our auditor's report thereon.

Our opinion on the financial statements does not cover the other information 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 other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

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Statsautoriserte revisorer - medlemmer av Den norske Revisorforening

Offices in:

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Alta	Finnsnes	Molde	Straume
Arendal	Hamar	Skien	Tromsø
Bergen	Haugesund	Sandefjord	Trondheim
Bodo	Knarvik	Sandnessjøen	Tynset
Drammen	Kristiansand	Stavanger	Ålesund

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Responsibilities of the Board of Directors and the Managing Director for the Financial Statements

The Board of Directors and the Managing Director (management) are responsible for the preparation in accordance with law and regulations, including fair presentation of the financial statements in accordance with the Norwegian Accounting Act and accounting standards and practices generally accepted in Norway, and for such internal control as 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. The financial statements use the going concern basis of accounting insofar as it is not likely that the enterprise will cease operations.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about 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 laws, regulations, and auditing standards and practices generally accepted in Norway, including ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with laws, regulations, and auditing standards and practices generally accepted in Norway, including ISAs, we exercise professional judgment and maintain professional scepticism throughout the audit. We also:

- identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error. We 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 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 content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the Board of Directors 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.



Independent Auditor's Report - 2019
Pfizer Norge AS

Report on Other Legal and Regulatory Requirements

Opinion on the Board of Directors' report

Based on our audit of the financial statements as described above, it is our opinion that the information presented in the Board of Directors' report concerning the financial statements, the going concern assumption and the proposed allocation of the result is consistent with the financial statements and complies with the law and regulations.

Opinion on Registration and Documentation

Based on our audit of the financial statements as described above, and control procedures we have considered necessary in accordance with the International Standard on Assurance Engagements (ISAE) 3000, *Assurance Engagements Other than Audits or Reviews of Historical Financial Information*, it is our opinion that management has fulfilled its duty to produce a proper and clearly set out registration and documentation of the Company's accounting information in accordance with the law and bookkeeping standards and practices generally accepted in Norway.

Oslo, 28 May 2020
KPMG AS

Svein Wiig
State Authorised Public Accountant

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"By my signature I confirm all dates and content in this document."

Svein Christian Wiig

Statsautorisert revisor

Serial number: 9578-5994-4-770793

IP: 80.232.xxx.xxx

2020-05-28 10:00:15Z



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