



**Pfizer Limited**  
**Annual Report**  
**2018-19**



# LIVE WELL, AGE WELL



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More information online at  
[www.pfizerindia.com](http://www.pfizerindia.com)

### Disclaimer:

Your Company participates in numerous initiatives and awareness programmes. One such awareness initiative that your Company is committed to is vaccination. The content herein is meant for informational and awareness purpose only and should not be considered as a substitute to competent medical advice. Please consult your doctor on vaccination.



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## Key Performance Highlights

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## Live well, age well

The lifestyle of today, particularly in urban cities, is getting more rushed and stressed. Lives are getting busier, work hours are getting longer and health is often one of the first casualties. People are now becoming more aware of the link between their lifestyle and health. In recent years, there has been growing awareness amongst the general public on the need to stay healthy, both physically and mentally. 'Preventive health' has become a new goal and people are trying to exercise more, eat better and sleep longer, in order to stay healthy and prevent illness.

An important enabler of preventive health is **vaccination**. Vaccines can play a vital role in preventing illnesses that may otherwise lead to serious complications and a poor quality of life. As an adult, many of us think that vaccinations given in childhood would provide protection for life. This is not the case. As we grow older, the protection given by childhood vaccines weakens.

There are other reasons as well for why adults should consider vaccinations: a weakening immune system as we age; other medical conditions we may acquire in the course of our life; and the arrival of new vaccines which were perhaps not available when we were children. Together, these are powerful incentives to choose the shield of protection that vaccination offers. Vaccines are an important feature in the blueprint for adult health. Unfortunately, the rate of adult vaccination is very low in India. Pfizer is committed to make more people aware of the need for adult vaccination and the section that follows tells this important story.



# Pfizer at a glance

## PFIZER INC.

Pfizer Inc., the parent company of Pfizer Ltd. was founded in New York in 1849. Today, it is the world's premier biopharmaceuticals corporation and had annual revenues of approximately \$53.6 Billion in 2018 with over 92,400 employees around the world. Pfizer produces and markets its medicines, vaccines and consumer healthcare products in over 125 countries.

Pfizer is organised worldwide into three distinct businesses.

## OUR PURPOSE

**Breakthroughs that  
change the lives of patients**

## BIOPHARMACEUTICALS GROUP

The Pfizer Biopharmaceuticals Group consists of six impressive product portfolios.

- Vaccines
- Oncology
- Internal Medicine
- Rare diseases
- Inflammation and Immunology
- Hospitals

In addition to the current portfolio, by 2025 the Pfizer Biopharmaceuticals Group is committed to introducing 25 new breakthrough products for patients, keeping the focus on research-based therapies, ensuring accelerated launches and making availability easy in these markets.



In keeping with its heritage as a company known for its pioneering science, Upjohn harnesses the power of 20 of Pfizer's most iconic established biopharmaceutical brands across therapeutic areas such as Cardiovascular, Pain, Psychiatry and Urology, and brings them to more than 100 markets across the world.

The Upjohn business currently includes brands such as Lyrica, Lipitor, Norvasc and Viagra. The Company is known for its world-class commercial, manufacturing and medical expertise, underpinned by a fast, focused and flexible start-up mindset.

With a mission to relieve the burden of Non Communicable Diseases (NCDs) with trusted, quality medicines for every patient, everywhere, Upjohn has set a goal to treat 225 million new patients by 2025.

## Consumer Healthcare

The Pfizer Consumer Healthcare (PCH) business is aligned with the growing trend of consumers taking their health into their own hands. PCH develops, manufactures and markets leading non-prescription medicines, vitamins and nutritional products. The global division's major categories consist of Pain Management, Dietary Supplements, Gastrointestinal, Respiratory and Personal Care. Come 2025, the PCH business is determined to reach over 100 million consumers empowered to boost their health.

To allow Pfizer to sharpen its focus on its Pharmaceuticals business, an agreement was signed in December 2018 with GlaxoSmithKline (GSK) to form a new Consumer Healthcare Joint Venture. The transaction is expected to close in the second half of 2019, subject to customary closing conditions, including GSK shareholder approval and required regulatory approvals.

**“The value of vaccination isn't confined to childhood. Evidence suggests that vaccination of adults should be part of healthy ageing strategies to prevent morbidity and mortality, and to support quality of life. With people around the world living longer, vaccination for adults has the potential to benefit individuals, communities and economies. Pfizer is committed to advancing the conversation around life-course vaccination and its importance to healthy aging.”**

– Nanette Cocero,  
Global President, Vaccines, Pfizer Inc.



## PFIZER LIMITED

Pfizer Limited began its operations in India in 1950. Today, with an annual sales of ₹ 2,030 crore, it is the third largest multinational pharmaceutical company in India. The Company has a portfolio of over 150 products across 15 therapeutic areas.

Its top brands include Prevenar 13, Lyrica, Corex – DX, Dolonex, Enbrel, Becosules, Gelusil and Folvite among others. Pfizer Limited has a state-of-the-art, award-winning manufacturing facility in Goa that produces more than a billion tablets annually.

The Company employs 2,631 colleagues across commercial operations, manufacturing and other functions, and is committed to providing therapies to prevent and treat some of the most critical diseases that impact public health in India today.

**₹2,030 crore**  
ANNUAL SALES

**150**  
PRODUCTS

**2,631**  
EMPLOYEES

## CORPORATE PROFILE

### REGISTERED OFFICE

#### PFIZER LIMITED

The Capital, 1802 / 1901, Plot No. C-70,  
G Block, Bandra Kurla Complex,  
Bandra (E), Mumbai – 400 051.  
Tel: +91 22 6693 2000  
Fax: +91 22 2654 0274  
Website: www.pfizerindia.com  
E-mail ID: contactus.india@pfizer.com  
CIN: L24231MH1950PLC008311

### SOLICITORS AND ADVOCATES

CRAWFORD BAYLEY & CO.  
VERITAS LEGAL

### BANKERS

JP MORGAN CHASE BANK N.A  
DEUTSCHE BANK AG  
CITIBANK NA  
ICICI BANK  
STATE BANK OF INDIA

### REGISTRAR AND SHARE TRANSFER AGENT

#### KARVY FINTECH PRIVATE LIMITED

(formerly Karvy Computershare Pvt. Ltd.)  
UNIT: PFIZER LIMITED  
Karvy Selenium Tower B, Plot No 31 & 32,  
Gachibowli, Financial District, Nanakramguda,  
Serilingampally, Hyderabad,  
Telangana – 500032.  
Tel: +91 40 6716 2222  
Fax: +91 40 2300 1153  
Toll Free No: 1-800-3454-001  
E-mail ID: einward.ris@karvy.com

### COMPANY SECRETARY

PRAJEET NAIR

### STATUTORY AUDITOR

WALKER CHANDIOK & CO. LLP

### COST AUDITOR

RA & CO.

### SECRETARIAL AUDITOR

SARAF & ASSOCIATES



# Message from the Managing Director

The promise of a healthier world hinges on breakthroughs. A promise we have made our very purpose.

Dear Shareholders,

As the world's leading biopharmaceutical company, Pfizer stands by its unwavering commitment to the patients we serve. This promise is upheld by our ability to drive innovations in our therapy areas and develop novel ways to accelerate the journey of our medicines from our research centers into patients' hands.

It is towards this commitment to achieve **breakthroughs that change patients' lives** – our new purpose – that Pfizer Inc. undertook a global reorganisation exercise in 2018, restructuring its operations into three different businesses that play to their individual strengths. Your Company undertook a similar restructuring to align the India business and portfolio to the global structure. This new structure has resulted in deep synergies between the global and India operations.

During the year, our flagship brands including **Prevenar, Mucaïne, Corex, Becosules, Folvite, Magnex** and **Meronem** showed strong performance, aiding your Company's growth of 7% adjusted for brands that were divested and the impact of Excise Duty and Goods and Services Tax (GST). To accelerate and sustain your Company's growth, we have proactively taken several steps towards our product portfolio, resource allocation and market strategies that are expected to yield positive results in the coming years.

Recently your Company launched a novel, next-generation and patented antimicrobial combination, **Zavicefta**. The product is expected to be predominantly used against serious bacterial infections that are difficult to treat due to severe drug resistance. This latest introduction has cemented your Company's leadership in the anti-infectives domain.

In its role as a responsible healthcare provider, your Company undertook important initiatives towards its commitment to curbing the growing threat of Antimicrobial Resistance (AMR).

In partnership with the Indian Council of Medical Research (ICMR), your Company launched one of largest public awareness campaigns – 'AMR ko Aao Milkar Rokein' (Let us work together to curb AMR) – to raise awareness and empower the



**“Each year thousands of adults in India get sick, are hospitalised and even die from diseases that could be prevented by vaccines. Pneumococcal diseases take a toll on the patients, their caregivers and the community around them. Vaccines are among the most important innovations in the science of health, and they are effectively reducing the threat of disease across all stages of life. We have a responsibility towards more than 175 million adults who are 55 years and older, living in India to increase their access to vaccines that can help them guard against infectious diseases and prevent the spread of vaccine-preventable diseases to others.”**

**– Susan Silberman**  
Global President, Emerging Markets, Pfizer Inc.



general public with information on using antibiotics responsibly. The campaign reached over a **100 million people through multiple mass media channels**, no easy feat to achieve and a strong testament of the collective impact our initiatives have on communities.

By aligning with public, social and government healthcare priorities, your Company's Corporate Social Responsibility (CSR) programmes have also been instrumental in preserving and enriching public health and uplifting disadvantaged sections of society. During the year, under our school development programme, we continued our efforts to upgrade learning and health infrastructure at underprivileged schools.

**At Pfizer, we strongly believe that good health is for all. Every adult should have the best opportunity to live well and age well.** While a healthy lifestyle is central to healthy living, the importance of staying healthy by preventing disease is often under-appreciated.

**Your Company strongly believes that the advancements in immunisation must be harnessed to keep adults healthy,**

**as much as they are to protect children from dreaded illnesses.** Vaccines help protect adults from illnesses that they are vulnerable to because of their age or medical condition, boost the effectiveness of vaccines administered during childhood, lower the risk of complications for people with chronic conditions and protect against infections that can be contracted during work or travel. It is therefore imperative that the benefits of immunisation reach every adult across the country.

We see public health as an area of focus for the Government too. This is evident with the launch and early successes of flagship programmes such as the Ayushman Bharat, Pradhan Mantri Jan Arogya Yojana, as also with policies that look to make essential and important medicines more affordable for the general public.

Your Company strongly supports the Government's efforts to make quality healthcare affordable and accessible to disadvantaged sections of society. This can be best achieved when the private sector, and particularly those who bring innovation to healthcare, are

able to participate in such initiatives on principles of targeted access and tiered pricing models. Above all, we look to a consultative approach to policy making and a stable operating environment to enable us to confidently invest and partner with the Government to realise these shared goals of universal health.

Before I end, I would like to express my deepest gratitude to you for your continued support and good wishes. Your faith in us has helped us push boundaries, explore the depth of our strengths and bring forth innovations that have brought tangible and intangible benefits to patients. In the year to come, through the power of our people, the rigour of our strategy and the excellence of our execution, your Company will continue to trailblaze untaken paths in search of breakthroughs that can transform patients' lives.

**Because the promise of a healthier world is one we intend to keep well.**

Yours Sincerely,  
**S. Sridhar**  
Managing Director



# Key products

MINIPRESS XL



FOLVITE



LYRICA



MAGNEX



GELUSIL



ELIQUIS



ZAVICEFTA



AUTRIN



BECOSULES



OVRAL L



CITRALKA



PREVENAR 13



COREX



MUCAINE



DOLONEX



WYSOLONE



XELJANZ



MERONEM



NEKSIMUM



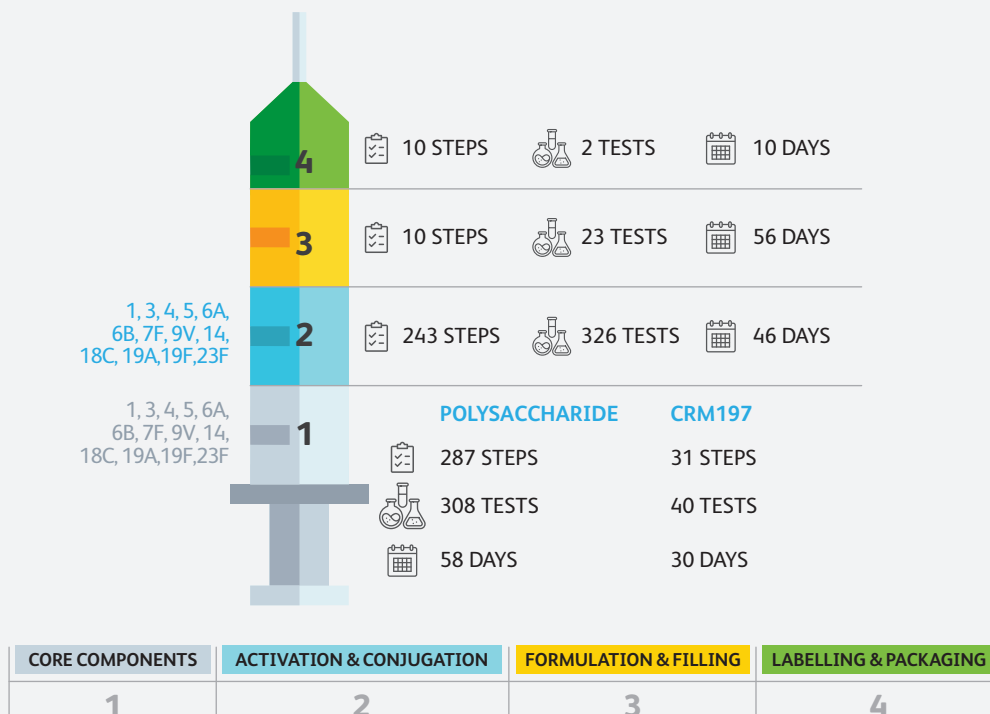
ATIVAN



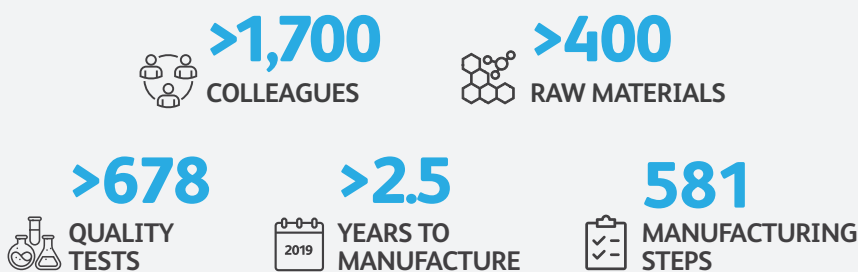


# PREVENAR 13

## '13 VACCINES IN ONE'



### WHAT DOES IT TAKE TO MAKE ONE DOSE OF PREVENAR 13



The manufacturing process for Prevenar 13 is uniquely tailored for each serotype, making it essentially **13 vaccines in one** and one of the most complex vaccines ever produced

Manufacturing a single dose of Prevenar 13 can take **over 2.5 years**, involving over **1700 employees**

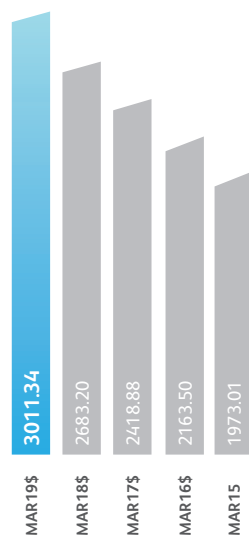
Over the course of two decades, Pfizer has optimised manufacturing process controls covering **the 581 manufacturing steps and 678 quality tests**

Pfizer's expertise in supply chain management is critical to consistent vaccine production, with over **400 raw materials** going into making a single dose

# Key performance highlights

## NET WORTH

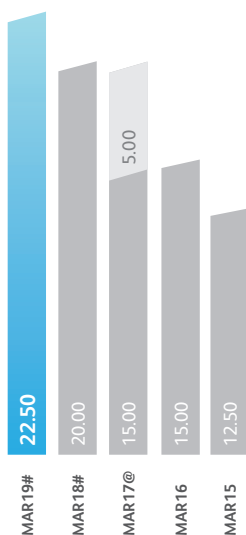
(₹ in crore)



\$ The financial results of the Company have been prepared in accordance with Indian Accounting Standards (Ind AS)

## DIVIDEND PER SHARE

(₹)

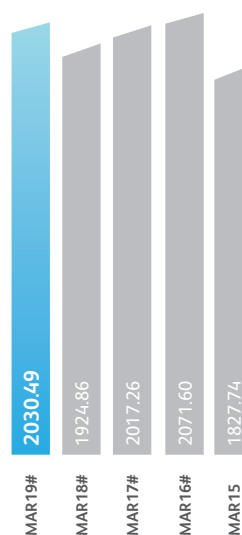


# Proposed Dividend

@ Includes special dividend of ₹5/- per share

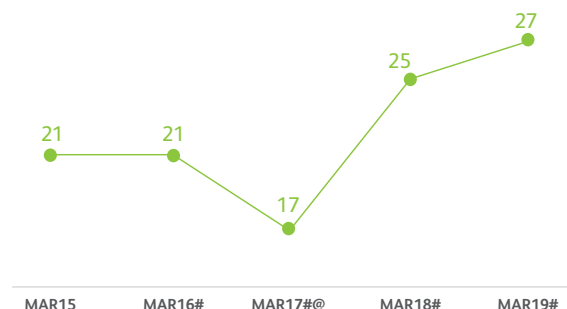
## NET SALES

(₹ in crore)



# The financial results of the Company have been prepared in accordance with Indian Accounting Standards (Ind AS)

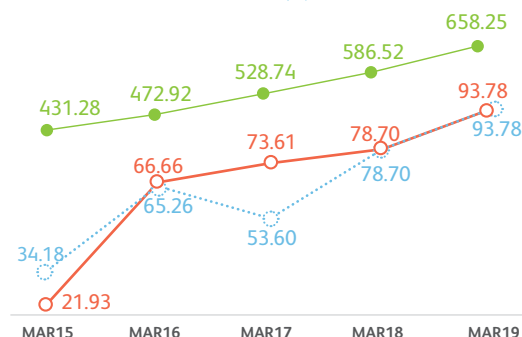
## EBITDA MARGINS (%)



# The financial results of the Company have been prepared in accordance with Indian Accounting Standards (Ind AS)

@ EBITDA margin impacted by series of price reduction notifications announced by the Government during FY 2016-17

## EPS AND BOOK VALUE (₹)



— Book value  
 ..... EPS before exceptional items  
 — EPS after exceptional items