

Pfizer Czech Republic

Pharmaceuticals

02 Jun 2014

Czech Republic

COMPANY DESCRIPTION

Pfizer Czech Republic is a Czech Republic-based subsidiary of the multinational pharmaceutical corporation Pfizer. Pfizer, Inc. develops and produces medicines and vaccines for a wide range of medical disciplines, including immunology, oncology, cardiology, diabetology/endocrinology, and neurology. Pfizer's products include the blockbuster drug Lipitor (atorvastatin), used to lower LDL blood cholesterol; Lyrica (pregabalin for neuropathic pain/fibromyalgia); Diflucan (fluconazole), an oral antifungal medication; Zithromax (azithromycin), an antibiotic; Viagra (sildenafil, for erectile dysfunction); and Celebrex/Celebra (celecoxib), an anti-inflammatory drug. Pfizer was founded by cousins Charles Pfizer and Charles Erhart in New York City in 1849 as a manufacturer of fine chemicals.

Main Shareholders: Pfizer Baltic Holdings

INCOME STATEMENT

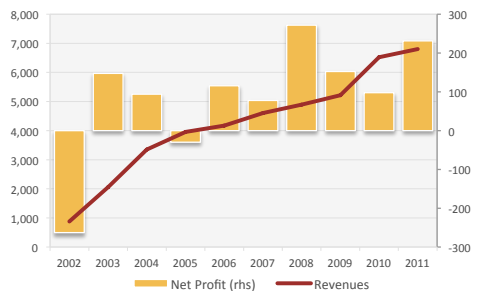
CZK mil	2007	2008	2009	2010	2011
Sales	4,606	4,896	5,220	6,525	6,807
Cost of Goods & Services	3,871	4,244	4,608	5,829	6,051
Gross Profit	734.5	652.9	612.3	696.2	755.4
Staff Cost	285.9	282.6	279.6	345.6	388.8
Other Cost	260.5	-38.0	95.6	186.8	50.5
EBITDA	188.1	408.2	237.1	163.7	316.1
Depreciation	25.5	21.6	20.3	22.2	13.5
EBIT	162.6	386.7	216.8	141.6	302.6
Financing Cost	42.0	54.3	22.9	18.7	17.5
Extraordinary Cost	-3.9	0.0	0.0	0.0	0.0
Pre-Tax Profit	124.4	332.4	194.0	122.8	285.1
Tax	46.6	60.5	41.3	25.3	53.8
Minorities	0.0	0.0	0.0	0.0	0.0
Net Profit	77.9	271.8	152.6	97.6	231.3

Sale Growth	10.4%	6.3%	6.6%	25.0%	4.3%
EBIT Growth	3.6%	137.8%	-43.9%	-34.7%	113.8%
Net Profit Growth	-32.7%	249.1%	-43.8%	-36.1%	137.0%

CASH FLOW

CZK mil	2007	2008	2009	2010	2011
Net Profit	n.a.	n.a.	n.a.	n.a.	n.a.
Depreciation	n.a.	n.a.	n.a.	n.a.	n.a.
Non-Cash Items	n.a.	n.a.	n.a.	n.a.	n.a.
Change in Working Capital	n.a.	n.a.	n.a.	n.a.	n.a.
Total Cash From Operations	n.a.	n.a.	n.a.	n.a.	n.a.
Capital Expenditures	n.a.	n.a.	n.a.	n.a.	n.a.
Other	n.a.	n.a.	n.a.	n.a.	n.a.
Total Cash From Investing	n.a.	n.a.	n.a.	n.a.	n.a.
Dividends Paid	n.a.	n.a.	n.a.	n.a.	n.a.
Issuance Of Shares	n.a.	n.a.	n.a.	n.a.	n.a.
Issuance Of Debt	n.a.	n.a.	n.a.	n.a.	n.a.
Total Cash From Financing	n.a.	n.a.	n.a.	n.a.	n.a.
NET CHANGE IN CASH	n.a.	n.a.	n.a.	n.a.	n.a.

REVENUES & PROFITS, CZK mil



BALANCE SHEET

CZK mil	2007	2008	2009	2010	2011
Non-Current Assets	464.7	444.1	437.6	369.5	16.5
Property, Plant & Equipment	463.6	442.7	436.6	369.1	16.3
Current Assets	2,337	2,006	2,187	2,632	2,866
Inventories	860.5	860.6	893.0	1,012	958.9
Receivables	1,070	893.9	862.1	1,331	1,305
Cash & Cash Equivalents	7.8	7.1	183.6	113.4	172.3
Total Assets	2,802	2,451	2,626	3,002	2,885
Shareholders' Equity	280.3	552.2	704.8	802.4	1,034
Liabilities	2,522	1,899	1,921	2,200	1,851
Non-Current Liabilities	1,410	1,089	1,211	1,005	0.4
Long-Term Debt	1,410	1,089	1,211	1,005	0.4
Current Liabilities	1,067	739.9	695.5	1,173	1,835
Short-Term Debt	0.0	36.2	0.0	0.0	856.0
Trade Payables	911.0	613.2	556.9	919.1	733.8

Asset Growth	-16.2%	-12.5%	7.1%	14.3%	-3.9%
Net Debt Growth	-35.0%	-20.2%	-8.1%	-13.2%	-23.3%
Equity Growth	38.5%	97.0%	27.6%	13.8%	28.8%

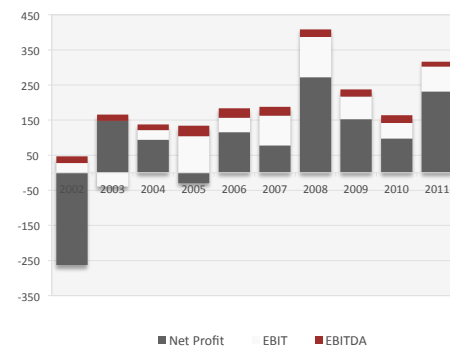
RATIOS & OTHER

	2007	2008	2009	2010	2011
Gross Margin	15.9%	13.3%	11.7%	10.7%	11.1%
EBITDA Margin	4.1%	8.3%	4.5%	2.5%	4.6%
EBIT Margin	3.5%	7.9%	4.2%	2.2%	4.4%
Net Margin	1.7%	5.6%	2.9%	1.5%	3.4%
ROE	32.3%	65.3%	24.3%	12.9%	25.2%
ROCE	5.3%	17.7%	9.5%	5.7%	13.9%
Net Debt/Equity	500%	203%	146%	111%	66%
Net Debt/EBITDA	7.5	2.7	4.3	5.4	2.2
Cost of Financing	2.3%	4.3%	2.0%	1.7%	1.9%
Payout Ratio	n.a.	n.a.	n.a.	n.a.	n.a.
Cash Conversion Cycle	80	88	87	80	84
FX TO USD (Average)	20.3	17.0	19.1	19.1	17.7
FX TO USD (Year-End)	18.2	19.2	18.4	18.7	19.7

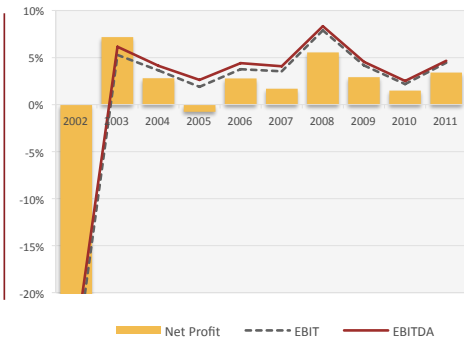
Source: Company data, Helgi Analytics calculation

Financials

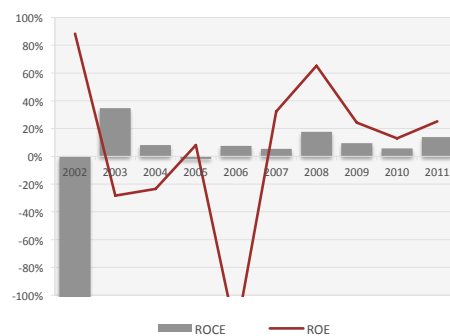
FROM EBITDA TO NET PROFIT CZK mil



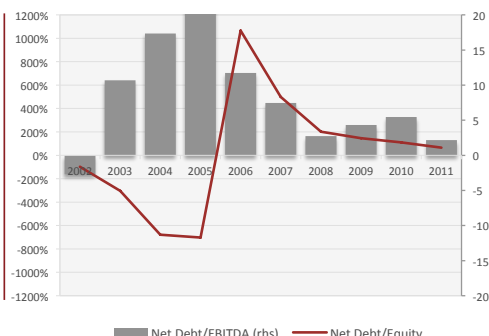
PROFIT MARGIN



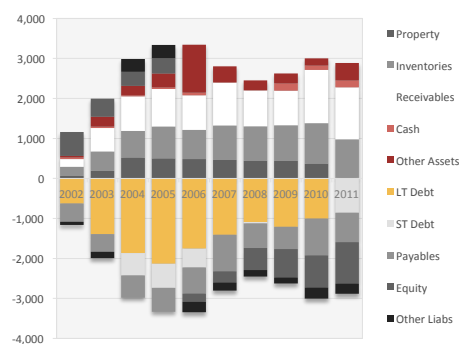
ROE & ROCE



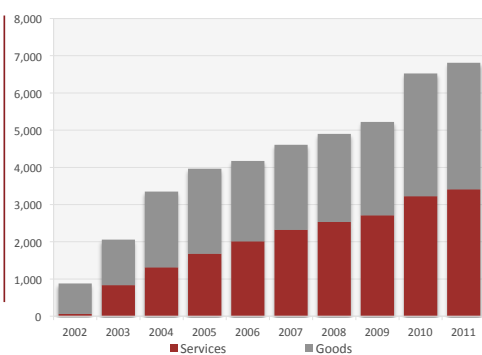
INDEBTEDNESS



BALANCE SHEET STRUCTURE, CZK mil



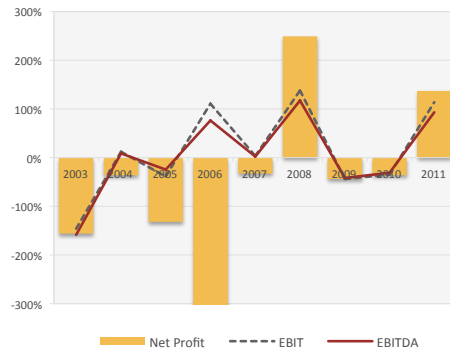
PFIZER'S SALES BREAKDOWN (CZK mil)



Source: Company data, Helgi Analytics calculation

Momentum

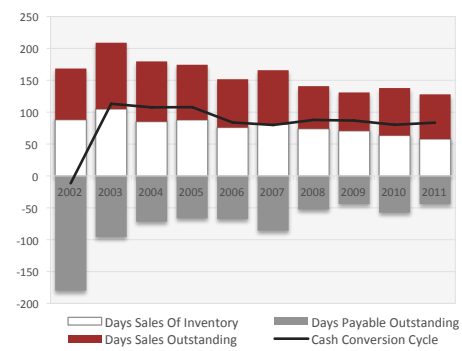
PROFIT GROWTH



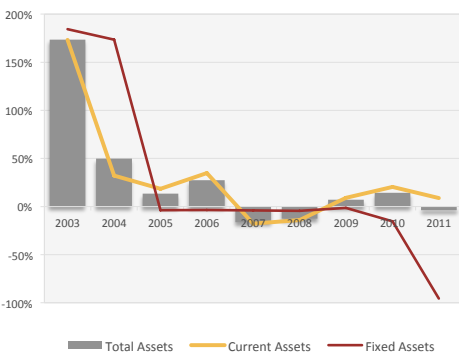
SALES GROWTH



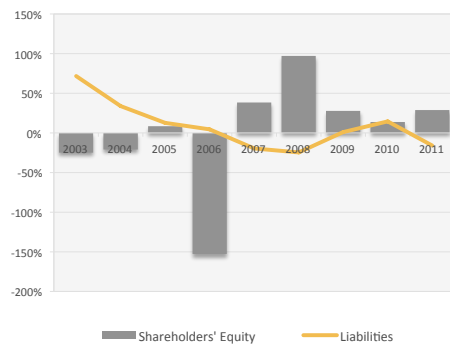
CASH CONVERSION CYCLE (days)



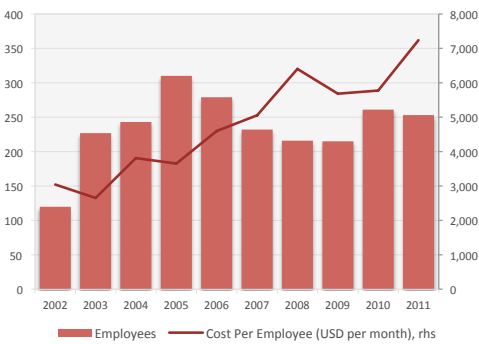
ASSET GROWTH



EQUITY & LIABILITIES GROWTH



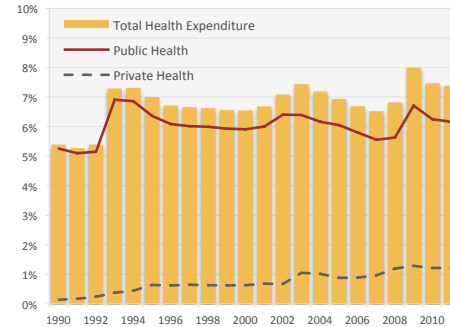
EMPLOYEES & EMPLOYEES COSTS



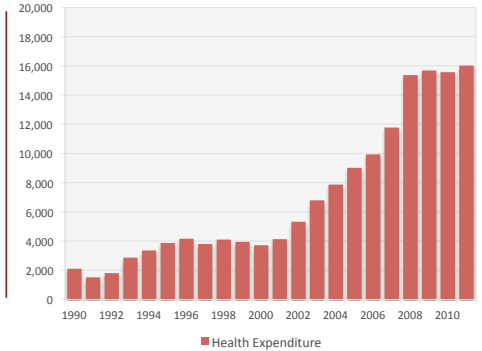
Source: Company data, Helgi Analytics calculation

Market Specifics

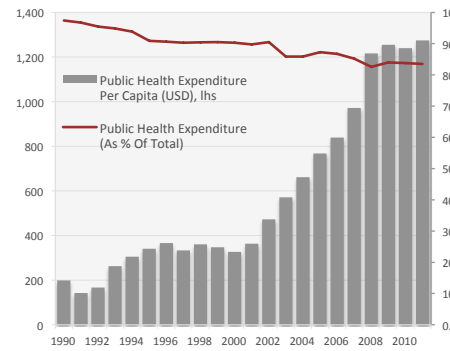
STRUCTURE OF HEALTH EXPENDITURE (AS % OF GDP)



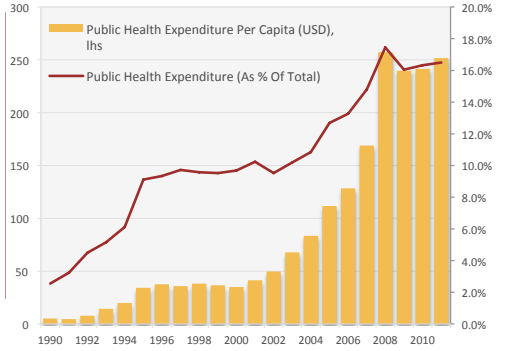
HEALTH EXPENDITURE IN CZECH REPUBLIC (USD mil)



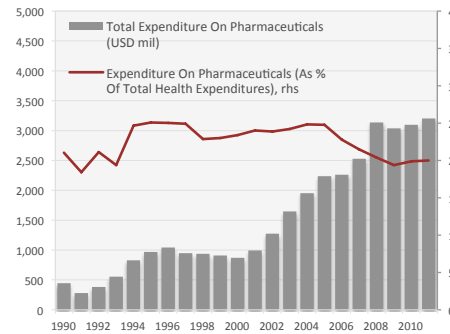
PUBLIC HEALTH EXPENDITURE



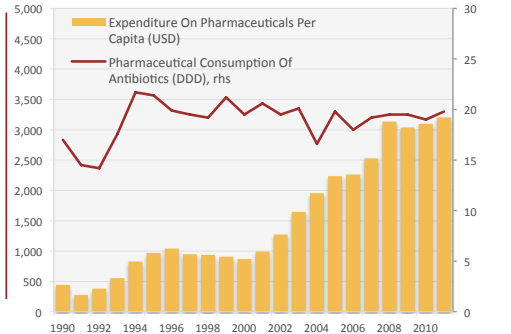
PRIVATE HEALTH EXPENDITURE



PHARMACEUTICALS IN CZECH REPUBLIC



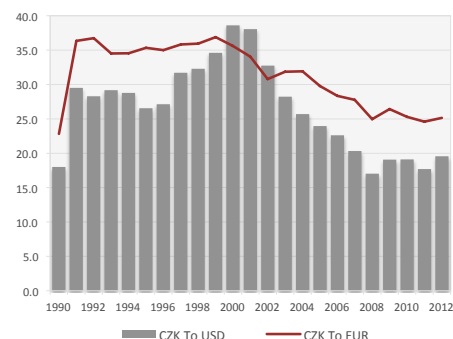
CONSUMPTION & EXPENDITURE ON PHARMACEUTICALS



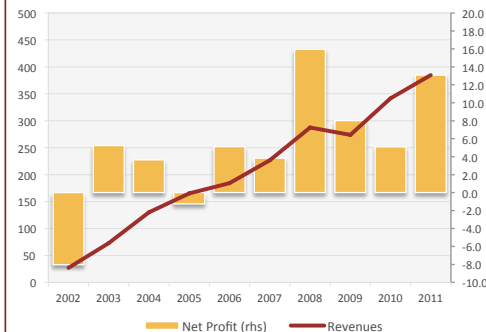
Source: Company data, Helgi Analytics calculation

Financials (USD)

FX TO USD



REVENUES & PROFITS (USD mil)



INCOME STATEMENT

USD mil	2007	2008	2009	2010	2011
Sales	226.8	287.4	273.9	341.4	384.9
Cost of Goods & Services	190.6	249.1	241.8	305.0	342.1
Gross Profit	36.2	38.3	32.1	36.4	42.7
Staff Cost	14.1	16.6	14.7	18.1	22.0
Other Cost	12.8	-2.2	5.0	9.8	2.9
EBITDA	9.3	24.0	12.4	8.6	17.9
Depreciation	1.3	1.3	1.1	1.2	0.8
EBIT	8.0	22.7	11.4	7.4	17.1
Financing Cost	2.1	3.2	1.2	1.0	1.0
Extraordinary Cost	-0.2	0.0	0.0	0.0	0.0
Pre-Tax Profit	6.1	19.5	10.2	6.4	16.1
Tax	2.3	3.6	2.2	1.3	3.0
Minorities	0.0	0.0	0.0	0.0	0.0
Net Profit	3.8	16.0	8.0	5.1	13.1

Sale Growth	23.0%	26.7%	-4.7%	24.6%	12.7%
EBIT Growth	15.4%	183.5%	-49.9%	-34.9%	131.0%
Net Profit Growth	-25.0%	316.2%	-49.8%	-36.3%	156.1%

BALANCE SHEET

USD mil	2007	2008	2009	2010	2011
Non-Current Assets	25.6	23.1	23.8	19.7	0.8
Property, Plant & Equipment	25.5	23.1	23.8	19.7	0.8
Current Assets	128.5	104.5	119.0	140.4	145.8
Inventories	47.3	44.8	48.6	54.0	48.8
Receivables	58.8	46.5	46.9	71.0	66.4
Cash & Cash Equivalents	0.4	0.4	10.0	6.1	8.8
Total Assets	154.1	127.7	142.9	160.2	146.8
Shareholders' Equity	15.4	28.8	38.4	42.8	52.6
Liabilities	138.7	98.9	104.5	117.4	94.2
Non-Current Liabilities	77.5	56.7	65.9	53.7	0.0
Long-Term Debt	77.5	56.7	65.9	53.7	0.0
Current Liabilities	58.7	38.5	37.8	62.6	93.4
Short-Term Debt	0.0	1.9	0.0	0.0	43.6
Trade Payables	50.1	31.9	30.3	49.0	37.3

Asset Growth	-3.8%	-17.2%	11.9%	12.1%	-8.4%
Net Debt Growth	-25.4%	-24.5%	-4.0%	-14.8%	-26.9%
Equity Growth	58.9%	86.5%	33.4%	11.7%	22.8%

CASH FLOW

USD mil	2007	2008	2009	2010	2011
Net Profit	n.a.	n.a.	n.a.	n.a.	n.a.
Depreciation	n.a.	n.a.	n.a.	n.a.	n.a.
Non-Cash Items	n.a.	n.a.	n.a.	n.a.	n.a.
Change in Working Capital	n.a.	n.a.	n.a.	n.a.	n.a.
Total Cash From Operations	n.a.	n.a.	n.a.	n.a.	n.a.
Capital Expenditures	n.a.	n.a.	n.a.	n.a.	n.a.
Other	n.a.	n.a.	n.a.	n.a.	n.a.
Total Cash From Investing	n.a.	n.a.	n.a.	n.a.	n.a.
Dividends Paid	n.a.	n.a.	n.a.	n.a.	n.a.
Issuance Of Shares	n.a.	n.a.	n.a.	n.a.	n.a.
Issuance Of Debt	n.a.	n.a.	n.a.	n.a.	n.a.
Total Cash From Financing	n.a.	n.a.	n.a.	n.a.	n.a.
NET CHANGE IN CASH	n.a.	n.a.	n.a.	n.a.	n.a.

RATIOS & OTHER

	2007	2008	2009	2010	2011
Gross Margin	15.9%	13.3%	11.7%	10.7%	11.1%
EBITDA Margin	4.1%	8.3%	4.5%	2.5%	4.6%
EBIT Margin	3.5%	7.9%	4.2%	2.2%	4.4%
Net Margin	1.7%	5.6%	2.9%	1.5%	3.4%
ROE	32%	65%	24%	13%	25%
ROCE	5%	18%	9%	6%	14%
Net Debt/Equity	500%	203%	146%	111%	66%
Net Debt/EBITDA	7.5	2.7	4.3	5.4	2.2
Cost of Financing	2.3%	4.3%	2.0%	1.7%	1.9%
Dividend Payout	n.a.	n.a.	n.a.	n.a.	n.a.
Cash Conversion Cycle	80	88	87	80	84
FX TO USD (Average)	20.3	17.0	19.1	19.1	17.7
FX TO USD (Year-End)	18.2	19.2	18.4	18.7	19.7

Source: Company data, Helgi Analytics calculation



www.HelgiAnalytics.com

ABOUT HELGI ANALYTICS

Helgi Analytics is a consulting company based in the Czech Republic. The company mainly provides consultancy in the area of financial services and real estate and focuses primarily on the region of Central and Eastern Europe.

Helgi Analytics also runs a web application called Helgi Library, which is a database/library offering data and analyses on more than 95% of the world's economy and population. The Library aims to bring interesting statistical data and analyses to a wide audience under affordable conditions. If you wish to get more details, please visit www.helgilibrary.com or contact us at info@helgianalytics.com.

Helgi Analytics

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