



Dear Supplier,

Pfizer appreciates the working relationships we have with our suppliers and we continuously look for ways to strengthen them. We have partnered with C2FO since December 2014 to facilitate accelerated payments of approved supplier invoices. For a small discount, you can receive early payment directly from Pfizer.

This program is an important supplier benefit best reviewed by the organization's finance team. If you are not the person responsible for cash management, please forward this information to your CFO, controller or credit manager.

Please consider the following features of the Pfizer Early Payment Program in your decision to participate in this optional, voluntary program:

- **DSO:** You can decrease your DSO (Days Sales Outstanding) and increase your cash conversion cycle.
- **Flexibility:** You can use the platform for early payment on one invoice or multiple invoices.
- **Cost:** There is no cost or fee to participate in the C2FO marketplace. The only cost is the financing rate you offer to Pfizer in exchange for early payment. The program is designed so that the financing rate would be a value proposition to your business relative to other potential financing rates to which you may have access.
- **Non-Recourse:** This is true non-recourse financing program. It is simply Pfizer paying you faster. Unlike traditional working capital instruments, this does not require KYC (know your customer) due diligence, underwriting, carve-outs, receivable purchase agreements, long-term commitments, or audited financials.
- **Debt:** This is not debt financing. It is cash on your balance sheet.
- **Easy Access:** This program requires no changes or updates to your business-to-business relationship with Pfizer. You will continue to receive purchase orders and send invoices the same way you do today.

For more information, please go to the pfizer.com website and type in "C2FO" in the search bar, visit pfizer.c2fo.com, or send an email to pfizer@c2fo.com.

We believe you will find Pfizer Early Payment Program to be a flexible option for improving your working capital efficiency.

Thank you for your continued partnership with Pfizer.

A handwritten signature in black ink, appearing to read "Michael C. Hoffman".

Michael C. Hoffman
Vice President, Global Procurement

Support

pfizer@c2fo.com | 855-713-C2FO (2236) or [click here for global support numbers](#) / pfizer.c2fo.com



尊敬的辉瑞供应商：您好！

辉瑞一向重视与供应商之间的合作关系，并且一直在寻找加强双方互惠互利的方法。自 2014 年 12 月起，我们就与 C2FO 合作，推出了辉瑞提前付款项目，以加快批准供应商发票的付款速度。贵公司只需支付少许折扣，就可以提前从辉瑞公司收到货款。

此项目对供应商是一项重要利好，建议由贵公司的财务团队审查。如果您不是现金管理的负责人，请将此信息转发给您的 CFO、财务总监或信贷经理等有权限的决定人。

在评估是否参加此自愿性项目时，请考虑辉瑞提前付款项目的以下特点：

- **DSO**：贵公司可以减少 DSO（销售变现天数）并加快现金转换周期。
- **灵活性**：贵公司可以在该平台选择一张或多张发票提前付款。
- **费用**：参加 C2FO 项目没有任何费用。唯一的成本是贵公司为提前收到付款，需要支付给辉瑞的财务折扣。相较于贵公司可能会使用的其他融资利率，希望此项目提供的财务折扣是具有价值的。
- **无追索权**：这是真正的无追索权融资计划，本项目只是辉瑞提前付款给贵公司而已。与传统的营运资金工具不同，这不需要 KYC（了解您的客户）的尽职调查，也不需要承销、分拆、应收账款购买协议，长期承诺 或经审计的财务报表。
- **债务**：这不是债务融资。它本质上是贵公司资产负债表上的现金。
- **轻松上线**：此项目无需更改或更新贵公司与辉瑞的企业对企业关系。您将继续以同样的方式接收采购订单和发送发票。

敬请致电 C2FO 亚太区供应商服务热线 400 621 9758 / 0512 8718 1840，由您的专属 C2FO 供应商关系经理为您安排账户激活等相关事宜。了解更多信息，您可以登录 pfizer.com 网站并在搜索栏中输入“C2FO”，或访问 pfizer.c2fochina.cn。您也可以发送电子邮件至 pfizer@c2fo.com。

我们相信您会发现，辉瑞提前付款项目是一个灵活的选择，帮助您提高营运资金效率。

感谢您继续与辉瑞公司合作。

Michael C. Hoffman

全球采购副总裁



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