Third Quarter 2014 Earnings Teleconference

October 28, 2014

Introduction

Chuck Triano

Senior Vice President,
Investor Relations

Third Quarter 2014 Earnings

Forward-Looking Statements and Non-GAAP Financial Information

- Our discussions during this conference call will include forward-looking statements. Actual results could differ materially from those projected in the forward-looking statements. The factors that could cause actual results to differ are discussed in Pfizer's 2013 Annual Report on Form 10-K and in our subsequent reports on Form 10-Q and Form 8-K.

- Also, the discussions during this conference call will include certain financial measures that were not prepared in accordance with U.S. generally accepted accounting principles (GAAP). Reconciliations of those non-U.S. GAAP financial measures to the most directly comparable U.S. GAAP financial measures can be found in Pfizer's Current Report on Form 8-K dated October 28, 2014.

- These reports are available on our website at www.pfizer.com in the "Investors—SEC Filings" section.

Opening Remarks

Ian Read
Chairman and Chief Executive Officer

Third Quarter 2014 Earnings

CEO Perspectives

- Despite headwinds from recent product LOEs and losses of alliance revenue, our key products continue to perform well; Solid revenue growth also continues in Emerging Markets
- Continue to execute our go-forward strategy, anchored upon the following pillars:
  - Improving R&D productivity and delivering our pipeline
  - Making smart and shareholder-friendly capital allocation decisions
  - Better positioning Pfizer to be a market leader through organic and inorganic growth opportunities
- Recently achieved several milestones in our late-stage vaccines and oncology pipelines
- Solid track record of returning significant capital to shareholders through share repurchases and dividends
  - On track to return nearly $12 billion to shareholders during 2014
- Will continue to evaluate a broad set of business development opportunities
- Regarding a potential split of our two businesses, our future decision will depend upon:
  - How our commercial businesses perform in their markets
  - How our shareholders value these businesses, and whether there are opportunities to enhance their competitive positioning

Remain Focused on Successfully Executing on Our Commitments

Financial Review

Frank D'Amelio

Executive Vice President &
Chief Financial Officer

Third Quarter 2014 Earnings

Income Statement Highlights

($ Millions, Except Per Share Amounts and Percentages)

	Third Quarter		
	2014	2013	Change
Reported Revenues[1]	$12,361	$12,643	(2%)
Adjusted Income[2]	3,655	3,859	(5%)
Adjusted Diluted EPS[2]	0.57	0.58	(2%)
Reported Net Income[1]	2,666	2,590	3%
Reported Diluted EPS[1]	0.42	0.39	8%

Reported Results Favorably Impacted by the Non-Recurrence of a Loss Associated With the Teuto Option, Lower Restructuring Charges, Lower Expenses Associated With Cost-Reduction Initiatives and Fewer Shares Outstanding; Unfavorably Impacted by Certain Product LOEs and Co-Promotion Term Expirations, Higher Operating Expenses and an Additional Branded Prescription Drug Fee Charge

(1) Reported Revenues is defined as revenues, Reported Net Income is defined as Net Income attributable to Pfizer Inc., and Reported Diluted EPS is defined as Reported Diluted EPS attributable to Pfizer Inc. common shareholders, all in accordance with U.S. GAAP.

(2) Adjusted Income and its components and Adjusted Diluted EPS are defined as Reported Net Income[1] and its components and Reported Diluted EPS[1], excluding Purchase Accounting Adjustments, Acquisition-Related Costs, Discontinued Operations and Certain Significant Items. Adjusted Revenues, Adjusted Cost of Sales, Adjusted SI&A expenses, Adjusted R&D expenses and Adjusted Other (Income)/Deductions are components of the overall Adjusted Income measure.

Impact of Foreign Exchange on Adjusted Income[1] Components

($ Millions, Except Percentages)
Favorable / (Unfavorable)

	Third Quarter				
	2014	2013	FX Impact		
Revenues[1]	**$12,296**	**$12,576**	**($11)**	↓	**—**
Cost of Sales[1]	2,244	2,178	(10)	↑	—
SI&A Expenses[1]	3,299	3,351	5	↓	—
R&D Expenses[1]	1,788	1,625	(4)	↑	—
Total[2]	**$7,330**	**$7,154**	**($10)**	↑	**—**

Foreign Exchange Had Virtually No Impact on Adjusted Diluted EPS[1] Compared to the Year-Ago Quarter

(1) See slide 7 for definition.
(2) Totals may not add due to rounding.

Global Innovative Pharmaceutical (GIP) Selected Financial Highlights

($ Millions, Except Percentages)

	Third Quarter			
	2014	2013	% Change	
			Total	Oper.
Revenues	$3,490	$3,640	(4%)	(4%)
Cost of sales	485	428	13%	12%
SI&A expenses	835	787	6%	6%
R&D expenses	386	290	33%	33%
IBT[(1)]	2,063	2,250	(8%)	(8%)
	As a % of Revenues		Percentage Point Change	
Cost of sales	13.9%	11.8%	2.1 ppts	1.9 ppts
SI&A expenses	23.9%	21.6%	2.3 ppts	2.3 ppts
R&D expenses	11.1%	8.0%	3.1 ppts	3.1 ppts
IBT[(1)]	59.1%	61.8%	(2.7) ppts	(2.7) ppts

(1) IBT represents income from continuing operations before provision for taxes on income.

- Q3 2014 revenues decreased 4% operationally to $3,490M vs. Q3 2013
  - The loss of Enbrel alliance revenues negatively impacted revenues by $425M; All other GIP revenues grew 9% operationally
- Cost of sales increased 12% operationally; Cost of sales as a % of revenues increased 1.9 percentage points (ppts) operationally
  - Driven by the loss of Enbrel alliance revenues, which negatively impacted cost of sales as a % of revenues by 1.5 ppts operationally, and product mix
- SI&A expenses increased 6% operationally
  - Reflects additional investment in recently-launched brands and certain in-line products
- R&D expenses increased 33% operationally
  - Reflects incremental investment in late-stage pipeline products; primarily bococizumab, ertugloflozin and additional Xeljanz indications

Global Vaccines, Oncology and Consumer Healthcare (VOC) Selected Financial Highlights

($ Millions, Except Percentages)

	Third Quarter			
	2014	2013	% Change	
			Total	Oper.
Revenues	$2,511	$2,215	13%	13%
Cost of sales	475	417	14%	12%
SI&A expenses	602	531	13%	13%
R&D expenses	200	222	(10%)	(10%)
IBT[1]	1,235	1,039	19%	19%
	As a % of Revenues		Percentage Point Change	
Cost of sales	18.9%	18.8%	0.1 ppts	(0.2) ppts
SI&A expenses	24.0%	24.0%	— ppts	— ppts
R&D expenses	7.9%	10.0%	(2.1) ppts	(2.1) ppts
IBT[1]	49.2%	46.9%	2.2 ppts	2.5 ppts

(1) See slide 9 for definition.

- Q3 2014 revenues increased 13% operationally to $2,511M vs. Q3 2013
  - Driven by strong operational growth of Prevnar, Xalkori and Inlyta, as well as the launch of Nexium 24HR
- Cost of sales increased 12% operationally; Cost of sales as a % of revenues decreased 0.2 percentage points (ppts) operationally
  - Overall increase was driven primarily by sales volumes; Decrease as a % of revenue was driven by a favorable change in product mix
- SI&A expenses increased 13% operationally
  - Driven primarily by Nexium launch costs and Prevnar Adult investment as well as pre-launch expenses for palbociclib and our meningitis B vaccine candidate
- R&D expenses decreased 10% operationally
  - Reflects lower costs for certain oncology programs partially offset by increased investment in the palbociclib and meningitis B vaccine development programs

Global Established Pharmaceutical (GEP) Selected Financial Highlights

($ Millions, Except Percentages)

	Third Quarter			
	2014	2013	% Change Total	% Change Oper.
Revenues	$6,239	$6,675	(7%)	(6%)
Cost of sales	1,137	1,157	(2%)	(5%)
SI&A expenses	982	1,153	(15%)	(14%)
R&D expenses	166	178	(7%)	(7%)
IBT[(1)]	3,993	4,173	(4%)	(4%)
	As a % of Revenues		Percentage Point Change	
Cost of sales	18.2%	17.3%	0.9 ppts	0.3 ppts
SI&A expenses	15.7%	17.3%	(1.5) ppts	(1.5) ppts
R&D expenses	2.7%	2.7%	— ppts	— ppts
IBT[(1)]	64.0%	62.5%	1.5 ppts	1.9 ppts

(1) See slide 9 for definition.

- Q3 2014 revenues declined 6% operationally to $6,239M vs. Q3 2013
  - LOEs, lost alliance revenues, and Lipitor in the U.S. and Japan negatively impacted revenues by $383M operationally; All other GEP revenues declined by less than 1% operationally
- Cost of sales decreased 5% operationally: Cost of sales as a % of revenues increased 0.3 percentage points (ppts) operationally
  - Cost of sales as a percentage of revenues increased primarily due to the impact of LOEs and an unfavorable change in product mix
- SI&A expenses decreased 14% operationally
  - Reflects lower administrative, marketing and field force expenses driven by cost-reduction initiatives
- R&D expenses declined 7% operationally
  - Reflects lower clinical trial expenses and benefits of cost-reduction initiatives, partially offset by increased spending on our biosimilars programs

2014 Adjusted Financial Guidance[1][2][3]

Adjusted Revenues[4]	$48.7 to $49.7 billion *(previously $48.7 to $50.7 billion)*
Adjusted Cost of Sales[4] as a % of Adjusted Revenues[4]	18.5% to 19.0% *(previously 19.0% to 20.0%)*
Adjusted SI&A Expenses[4]	$13.5 to $14.0 billion *(previously $13.3 to $14.3 billion)*
Adjusted R&D Expenses[4]	$6.9 to $7.2 billion *(previously $6.7 to $7.2 billion)*
Adjusted Other (Income) / Deductions[4]	Approximately ($400 million) of income *(previously approx. ($200 million) of income)*
Effective Tax Rate on Adjusted Income[4]	Approximately 27.0%
Reported Diluted EPS[4]	$1.50 to $1.59 *(previously $1.47 to $1.62)*
Adjusted Diluted EPS[4]	$2.23 to $2.27 *(previously $2.20 to $2.30)*

Updated Financial Guidance Reflects Performance to Date, Recent Changes in Foreign Exchange Rates and Outlook for the Remainder of the Year

[1] Assumed exchange rates are a blend of the actual exchange rates in effect through September 28, 2014 and the mid-October 2014 exchange rates for the remainder of the year. Does not include the impact of a potential devaluation of the Venezuelan bolivar or any other currency. [2] Does not assume the completion of any business development transactions not completed as of September 28, 2014, including any one-time upfront payments associated with such transactions, and excludes the potential effects of the resolution of litigation-related matters not substantially resolved as of September 28, 2014. Revenues and cost of sales from the transitional manufacturing and supply agreements with Zoetis have been excluded from the applicable Adjusted components of the financial guidance. Reported and Adjusted Diluted EPS[4] guidance assumes diluted weighted-average shares outstanding of ~6.4 billion shares. Guidance for the effective tax rate on adjusted income[4] does not assume renewal of the U.S. research and development tax credit. [3] Information about our 2014 Reported Diluted EPS[4] guidance is available in the earnings press release issued on October 28, 2014. [4] See slide 7 for definition.

Key Takeaways

- Narrowed FY 2014 guidance ranges for Adjusted Revenue[(1)] and Adjusted Diluted EPS[(1)]
- Recently accomplished several important R&D milestones
  - FDA accepted with priority review our New Drug Application for palbociclib; PDUFA date is April 13, 2015
  - FDA accepted with priority review our Biologics License Application for our meningitis B vaccine candidate; PDUFA date is February 14, 2015
  - CDC's ACIP voted in August 2014 to recommend Prevnar 13 for routine use to help protect adults aged 65 years and older against pneumococcal disease
  - FDA granted Fast Track designation to our investigational *Clostridium difficile* vaccine candidate in August 2014
- Continued to create shareholder value through prudent capital allocation
  - Returned ~$5.0 billion in dividends to shareholders to date in 2014
  - Repurchased ~$4.2 billion, or ~140.4 million shares, to date in 2014; Continue to expect to repurchase ~$5.0 billion of our common stock this year
  - Board of Directors authorized a new $11 billion share repurchase program to be used over time

Remain Committed to Delivering Attractive Shareholder Returns for the Remainder of 2014 and Beyond

(1) See slide 7 for definition.

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Q&A Session

October 28, 2014