Fourth Quarter 2014
Earnings Teleconference

January 27, 2015

Introduction

Chuck Triano

Senior Vice President,
Investor Relations

Fourth Quarter 2014 Earnings

Forward-Looking Statements and Non-GAAP Financial Information

- Our discussions during this conference call will include forward-looking statements about, among other things, our future operating and financial performance, business plans and prospects, in-line products and product candidates, capital allocation, business-development plans and plans relating to share repurchases and dividends that are subject to substantial risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements. Additional information regarding these factors can be found in Pfizer's Annual Report on Form 10-K for the fiscal year ended December 31, 2013 and in our subsequent reports on Form 10-Q, including in the sections thereof captioned "Risk Factors" and "Forward-Looking Information That May Affect Future Results", as well as in our subsequent reports on Form 8-K, all of which are filed with the SEC and available at www.sec.gov and www.pfizer.com. The forward-looking statements in this presentation speak only as of the original date of this presentation and we undertake no obligation to update or revise any of these statements.

- 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 January 27, 2015. Any non-U.S. GAAP financial measures presented should not be viewed as substitutes for financial measures required by U.S. GAAP, have no standardized meaning prescribed by U.S. GAAP and may not be comparable to the calculation of similar measures of other companies.

Opening Remarks

Ian Read

Chairman and Chief Executive Officer

Fourth Quarter 2014 Earnings

CEO Perspectives

- We have been and will continue to be guided by our stated imperatives
  - Improving the performance of our innovative core
    - Received 16 new drug approvals (10 of which were new molecular entities) since 2011
    - Expect more than 20 registration study starts and hope to have more than 15 potential approvals over the next four years (not including our partnership with Merck KGaA)
  - Prudently deploying our capital
    - Maintained our operating margins over the last four years despite significant product LOEs and co-promote expiries, while returning more than $64 billion to shareholders
    - Entered into partnerships, in-licensing agreements and acquisitions in order to bolster each of the segments within our businesses
    - Our approach to business development will focus on opportunities that create the greatest shareholder value in the nearer-term
- Looking to 2015, we plan to continue taking action to create value for our shareholders by:
  - Investing in new product launches
  - Maximizing growth opportunities in each of our commercial businesses
  - Establishing the groundwork required to operationalize a potential split of the company

We Remain Committed to Developing our Pipeline, Strengthening our Commercial Businesses and Managing our Cost Structure

Financial Review

Frank D'Amelio

Executive Vice President &
Chief Financial Officer

Fourth Quarter 2014 Earnings

Income Statement Highlights

($ Millions, Except Per Share Amounts and Percentages)

	Fourth Quarter			Full Year		
	2014	2013	Change	2014	2013	Change
Reported Revenues[1]	$13,118	$13,558	(3%)	$49,605	$51,584	(4%)
Adjusted Income[2]	3,441	3,686	(7%)	14,530	15,288	(5%)
Adjusted Diluted EPS[2]	0.54	0.56	(4%)	2.26	2.22	2%
Reported Net Income[1]	1,228	2,568	(52%)	9,135	22,003	(58%)
Reported Diluted EPS[1]	0.19	0.39	(51%)	1.42	3.19	(55%)

Q4 2014 Reported Results Unfavorably Impacted by Certain Product LOEs and Co-Promotion Term Expirations, Higher R&D Expenses, a Higher Effective Tax Rate and the Impact of Foreign Exchange; Favorably Impacted by Lower Restructuring Charges, Lower Purchase Accounting Adjustments and Fewer Shares Outstanding

(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)

	Fourth Quarter			
	2014	2013	FX Impact	
Revenues[1]	**$13,112**	**$13,493**	**($453)**	**(3%)**
Cost of Sales[1]	2,584	2,672	228	9%
SI&A Expenses[1]	3,916	4,093	109	3%
R&D Expenses[1]	2,039	1,790	14	1%
Total[2]	**$8,539**	**$8,555**	**$351**	**4%**

Foreign Exchange Had a ~$0.01 Negative 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)

	Fourth Quarter			
	2014	2013	% Change	
			Total	Oper.
Revenues	$3,748	$3,645	3%	6%
Cost of sales	483	523	(8%)	5%
SI&A expenses	1,077	884	22%	25%
R&D expenses	472	382	24%	25%
IBT[(1)]	1,942	2,086	(7%)	(5%)
	As a % of Revenues		Percentage Point Change	
Cost of sales	12.9%	14.4%	(1.5) ppts	(0.2) ppts
SI&A expenses	28.7%	24.2%	4.5 ppts	4.3 ppts
R&D expenses	12.6%	10.5%	2.1 ppts	1.9 ppts
IBT[(1)]	51.8%	57.2%	(5.4) ppts	(6.0) ppts

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

- Q4 2014 revenues increased 6% operationally to $3,748M vs. Q4 2013
  - Driven by strong operational growth in Lyrica, Eliquis and Xeljanz, partially offset by the loss of Enbrel alliance revenue
- Cost of sales increased 5% operationally; Cost of sales as a % of revenues decreased 0.2 percentage points (ppts) operationally
  - Operational decrease in cost of sales as a % of revenue was driven by a slight favorable change due to price which more than offset a 0.7 ppts operational increase due to the loss of Enbrel alliance revenue
- SI&A expenses increased 25% operationally
  - Reflects additional investment in recently-launched brands and certain in-line products
- R&D expenses increased 25% 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)

	Fourth Quarter			
	2014	2013	% Change	
			Total	Oper.
Revenues	$2,880	$2,617	10%	14%
Cost of sales	588	574	3%	12%
SI&A expenses	767	698	10%	13%
R&D expenses	290	250	16%	17%
IBT[1]	1,245	1,117	11%	13%
	As a % of Revenues		Percentage Point Change	
Cost of sales	20.4%	21.9%	(1.5) ppts	(0.3) ppts
SI&A expenses	26.6%	26.7%	— ppts	(0.1 ppts)
R&D expenses	10.1%	9.5%	0.5 ppts	0.3 ppts
IBT[1]	43.2%	42.7%	0.5 ppts	(0.4 ppts)

(1) See slide 9 for definition.

- Q4 2014 revenues increased 14% operationally to $2,880M vs. Q4 2013
  - Driven by strong operational growth of Prevnar due to increased adult use, continued strength of Xalkori and Inlyta, and the Nexium 24HR launch
- Cost of sales increased 12% operationally; Cost of sales as a % of revenues decreased 0.3 percentage points (ppts) operationally
  - Overall increase was driven primarily by sales volumes; Decrease as a % of revenue was driven primarily by a favorable change in product mix
- SI&A expenses increased 13% operationally
  - Driven primarily by Prevnar Adult investment as well as launch and pre-launch marketing expenses for Trumenba (MenB) and Ibrance (palbociclib)
- R&D expenses increased 17% operationally
  - Reflects increased investment in the Ibrance and our vaccines portfolio (including Trumenba) development programs, as well as costs associated with our anti-PD-L1 alliance with Merck KGaA

Global Established Pharmaceutical (GEP) Selected Financial Highlights

($ Millions, Except Percentages)

	Fourth Quarter			
	2014	2013	% Change	
			Total	Oper.
Revenues	$6,407	$7,160	(11%)	(7%)
Cost of sales	1,239	1,271	(3%)	5%
SI&A expenses	1,057	1,325	(20%)	(17%)
R&D expenses	202	195	4%	5%
IBT(1)	3,980	4,518	(12%)	(9%)
	As a % of Revenues		Percentage Point Change	
Cost of sales	19.3%	17.8%	1.6 ppts	2.3 ppts
SI&A expenses	16.5%	18.5%	(2.0) ppts	(2.0) ppts
R&D expenses	3.2%	2.7%	0.4 ppts	0.4 ppts
IBT(1)	62.1%	63.1%	(1.0) ppts	(0.9) ppts

(1) See slide 9 for definition.

- Q4 2014 revenues declined 7% operationally to $6,407M vs. Q4 2013
  - LOEs, lost alliance revenues and Lipitor in developed markets negatively impacted revenues by $688M, or 10%, operationally; All other GEP revenues grew at 3% operationally, led by strong growth in emerging markets
- Cost of sales increased 5% operationally: Cost of sales as a % of revenues increased 2.3 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 17% operationally
  - Reflects lower field force and marketing expenses due to cost-reduction and productivity initiatives
- R&D expenses increased 5% operationally
  - Reflects an increase in spending on biosimilars development programs, partially offset by lower clinical trial expenses

2014 Financial Guidance[1][2] vs. Actual Results

	Guidance	Actual
Adjusted Revenues[3]	$48.7 to $49.7 billion	$49.4 billion
Adjusted Cost of Sales[3] as a % of Adjusted Revenues[3]	18.5% to 19.0%	18.5%
Adjusted SI&A Expenses[3]	$13.5 to $14.0 billion	$13.7 billion
Adjusted R&D Expenses[3]	$6.9 to $7.2 billion	$7.2 billion
Adjusted Other (Income) / Deductions[3]	Approximately ($400 million) of income	($567 million) of income
Effective Tax Rate on Adjusted Income[3]	Approximately 27.0%	26.5%
Reported Diluted EPS[3][4]	$1.40 to $1.49	$1.42
Adjusted Diluted EPS[3]	$2.23 to $2.27	$2.26

Met or Exceeded All Components of 2014 Financial Guidance

(1) At exchange rates that reflected 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. (2) Did 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 excluded 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 were excluded from the applicable Adjusted components of the financial guidance. Reported and Adjusted Diluted EPS[3] guidance assumed diluted weighted-average shares outstanding of ~6.4 billion shares. Guidance for the effective tax rate on adjusted income[3] did not assume renewal of the U.S. research and development tax credit. (3) See slide 7 for definition. (4) Reported Diluted EPS[3] guidance was updated from $1.50 - $1.59 to $1.40 - $1.49 to reflect the upfront payment to Merck KGaA for the collaboration announced on November 17, 2014.

2015 Financial Guidance[1][2][3]

	Full-Year 2014	2015 Financial Guidance (Excl. Pending OPKO Transaction[4]) at 2014 FX Rates	Impact of Mid-January 2015 FX Rates Compared to 2014 FX Rates	Impact of Pending OPKO Transaction[4]	2015 Financial Guidance[1]
Reported Revenues[3]	$49.6 billion	$47.3 to $49.3 billion	($2.8 billion)	—	$44.5 to $46.5 billion
Reported Diluted EPS[3]	$1.42	$1.57 to $1.72	($0.17)	($0.03)	$1.37 to $1.52
Adjusted Diluted EPS[3]	$2.26	$2.20 to $2.30	($0.17)	($0.03)	$2.00 to $2.10

Excluding Anticipated FX Impacts and the Pending OPKO Transaction[4], the FY 2015 Adjusted Diluted EPS[3] Guidance Midpoint is In-line with FY 2014 Actual Results Despite the Negative Impact of ~$3.5 Billion from Product LOEs and Declining Alliance Revenues

[1] Assumes exchange rates are as of mid-January 2015. Excludes the impact of a potential devaluation of the Venezuelan bolivar or any other currency. [2] 2015 guidance does not assume the completion of any business development transactions not completed as of December 31, 2014, including any one-time upfront payments associated with such transactions, except for the planned $295 million upfront payment to be made to OPKO Health, Inc. (OPKO) upon completion of the transaction announced in December 2014, expected in first-quarter 2015, and excludes the potential effects of the resolution of litigation-related matters. Reported and Adjusted Diluted EPS[3] guidance assumes diluted weighted-average shares outstanding of ~6.2 billion shares. Guidance for the effective tax rate on adjusted income[3] does not assume the renewal of the U.S. research and development tax credit. [3] See slide 7 for definition.
[4] Guidance for adjusted R&D expenses[3] reflects a planned $295 million upfront payment to be made to OPKO upon completion of the transaction announced in December 2014, expected in first-quarter 2015.

2015 Financial Guidance[1]

Reported Revenues[2]	$44.5 to $46.5 billion
Adjusted Cost of Sales[2] as a % of Reported Revenues[2]	18.5% to 19.5%
Adjusted SI&A Expenses[2]	$12.8 to $13.8 billion
Adjusted R&D Expenses[2]	$6.9 to $7.4 billion
Adjusted Other (Income) / Deductions[2]	Approximately ($500 million) of income
Effective Tax Rate on Adjusted Income[2]	Approximately 25.0%
Reported Diluted EPS[2]	$1.37 to $1.52
Adjusted Diluted EPS[2]	$2.00 to $2.10

Guidance Range for Reported Revenues[2] Reflects the Anticipated Negative Impacts of ~$2.8 Billion for FX and ~$3.5 Billion Due to Product LOEs and Declining Alliance Revenues, Partially Offset by Anticipated Revenue Growth from Certain Other Products

[1] See slide 13 for definitions, assumptions and notes relating to our 2015 financial guidance. [2] See slide 7 for definition.

Key Takeaways

- Met or exceeded all components of our 2014 financial guidance
- Advanced our strategy through business development and pipeline advancements
  - Entered a collaboration with Merck KGaA which could potentially position Pfizer to compete in the first wave of immuno-oncology therapies and be a leader in the second wave of combination therapies
  - Received FDA approval for Trumenba, our meningitis B vaccine
  - Announced that we are currently in labeling discussions with the FDA regarding Ibrance (palbociclib)
- Provided 2015 financial guidance
  - Reported revenue[(1)] guidance of \$44.5 to \$46.5 billion reflects anticipated negative impacts of ~\$2.8 billion due to changes in foreign exchange rates and ~\$3.5 billion due to recent and expected product losses of exclusivity and the expiration of the Spiriva co-promotion, partially offset by nearly \$2 billion of anticipated operational revenue growth from certain new products
  - Adjusted diluted EPS[(1)] guidance of \$2.00-\$2.10 reflects anticipated negative impacts of ~\$0.17 from foreign exchange and ~\$0.03 from a planned upfront payment to be made to OPKO Health, Inc.
- Continued to create shareholder value through prudent capital allocation
  - Returned nearly \$12 billion to shareholders through dividends and share repurchases in 2014, and more than \$64 billion in dividends and share repurchases from 2011 through 2014
  - Plan to return ~\$13 billion to shareholders through dividends and share repurchases in 2015

Remain Committed to Delivering Attractive Shareholder Returns in 2015 and Beyond

(1) See slide 7 for definition.

Fourth Quarter 2014 Earnings Teleconference

Q&A Session

January 27, 2015