First Quarter 2016

Earnings Teleconference

May 3, 2016

Introduction

Chuck Triano
Senior Vice President,
Investor Relations

First Quarter 2016 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 anticipated future operating and financial performance, business plans and prospects, in-line products and product candidates, strategic reviews, capital allocation, business-development plans, the benefits expected from our recent acquisition of Hospira, 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, 2015, including in the sections thereof captioned "Risk Factors" and "Forward-Looking Information and Factors 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 May 3, 2016. Any non-U.S. GAAP financial measures presented are not, and 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

First Quarter 2016 Earnings

CEO Perspectives

- Q1 2016 performance across our Innovative and Established Products businesses was solid
  - Innovative generated 28% operational revenue growth
  - Established generated 24% operational revenue growth (1% excluding legacy Hospira)
- Our strategy remains unchanged
  - Improving our revenue growth profile
    - Continuing the success of recent launches (Ibrance, Eliquis, Prevnar Adult & others)
    - Maximizing growth opportunities for our Established business, including emerging markets, biosimilars and sterile injectables
  - Advancing our pipeline
    - Xeljanz in ulcerative colitis potential submission in the U.S.
    - Potential regulatory decisions for both Xeljanz in RA and Ibrance in the EU
    - Key Phase 3 data readouts for bococizumab and ertugliflozin
    - Other key updates in our immuno-oncology, neuroscience and vaccines portfolios
  - Allocating our capital to shareholder-friendly initiatives

Our Business Outlook for the Year is Strong, Our Pipeline is Healthy, and Our Financial Flexibility Creates Options for Short and Long-term Value Creation

Financial Review

Frank D'Amelio
Executive Vice President &
Chief Financial Officer

First Quarter 2016 Earnings

Income Statement Highlights

($ Millions, Except Per Share Amounts and Percentages)

	First Quarter		
	2016	2015	Change
Reported Revenues[1]	$13,005	$10,864	20%
Adjusted Income[2]	4,155	3,196	30%
Adjusted Diluted EPS[2]	0.67	0.51	32%
Reported Net Income[1]	3,016	2,376	27%
Reported Diluted EPS[1]	0.49	0.38	29%

Q1 2016 Reported Results Favorably Impacted Primarily by Revenue Growth from Certain New, In-line and Acquired Products and Additional Selling Days Compared to the Prior Year Quarter, the Non-Recurrence of a One-Time Upfront R&D Payment and a Lower Effective Tax Rate; Unfavorably Impacted Primarily by Foreign Exchange Including the Venezuelan Bolivar, Higher SI&A Expenses and Product LOEs

(1) Reported revenues is defined as revenues in accordance with U.S. generally accepted accounting principles (GAAP). Reported net income is defined as net income attributable to Pfizer Inc. in accordance with U.S. GAAP. Reported diluted earnings per share (EPS) is defined as reported diluted EPS attributable to Pfizer Inc. common shareholders 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 income statement line items prepared on the same basis as, and are therefore components of, the overall Adjusted Income measure.

Impact of Foreign Exchange on Revenues[(1)] and Select Adjusted Income[(1)] Components

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

	First Quarter			
	2016	2015	FX Impact	
Reported Revenues[(1)]	**$13,005**	**$10,864**	**($729)**	**(7%)**
Cost of Sales[(1)]	2,565	1,807	52	3%
SI&A Expenses[(1)]	3,368	3,078	132	4%
R&D Expenses[(1)]	1,723	1,877	13	1%
Total[(2)]	**$7,656**	**$6,762**	**$197**	**3%**

Foreign Exchange Had a ~$0.07 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.

2016 Financial Guidance[1][2]

Reported Revenues[3]	$51.0 to $53.0 billion *(previously $49.0 to $51.0 billion)*
Adjusted Cost of Sales[3] as a % of Reported Revenues[3]	21.0% to 22.0%
Adjusted SI&A Expenses[3]	$13.7 to $14.7 billion *(previously $13.2 to $14.2 billion)*
Adjusted R&D Expenses[3]	$7.4 to $7.8 billion *(previously $7.3 to $7.8 billion)*
Adjusted Other (Income) / Deductions[3]	Approximately ($500 million) of income *(previously approx. ($300 million) of income)*
Effective Tax Rate on Adjusted Income[3]	Approximately 24.0%
Reported Diluted EPS[3]	$1.72 to $1.85 *(previously $1.54 to $1.67)*
Adjusted Diluted EPS[3]	$2.38 to $2.48 *(previously $2.20 to $2.30)*

Midpoints for Reported Revenue[3] and Reported[3] and Adjusted[3] Diluted EPS Guidance Ranges Increased to Reflect Strong Performance to Date and Improved Outlook for 2016 as well as the Favorable Impact of Recent Changes in Foreign Exchange Rates

[1] Exchange rates assumed are a blend of the actual exchange rates in effect during first-quarter 2016 and mid-April 2016 exchange rates for the remainder of the year. [2] Does not assume the completion of any business development transactions not completed as of April 3, 2016, including any one-time upfront payments associated with such transactions. Excludes the potential effects of the resolution of litigation-related matters not substantially resolved as of April 3, 2016. Guidance for Reported Revenues[3] reflects the anticipated negative impact of $2.3 billion due to recent and expected generic competition for certain products that have recently lost or are anticipated to soon lose patent protection. Guidance for 2016 reported revenues[1] also reflects the anticipated negative impact of $1.3 billion as a result of unfavorable changes in foreign exchange rates relative to the U.S. dollar compared to foreign exchange rates from 2015, including $0.8 billion due to the estimated significant negative currency impact related to Venezuela. The anticipated negative impact on reported[3] and adjusted[3] diluted EPS resulting from unfavorable changes in foreign exchange rates compared to foreign exchange rates from 2015 is approximately $0.10, including $0.07 due to the estimated significant negative currency impact related to Venezuela. Reported and Adjusted Diluted EPS[3] guidance assumes diluted weighted-average shares outstanding of ~6.2 billion shares. [3] See slide 7 for definition.

Key Takeaways

- Achieved strong Q1 2016 financial performance, with our sixth consecutive quarter of Pfizer standalone operational revenue[(1)] growth, primarily driven by:
  - Additional selling days in the period as well as strength of Ibrance, Prevnar 13, Eliquis, Xeljanz & Lyrica
- Raised our 2016 reported revenue[(1)] guidance midpoint by $2.0 billion and our 2016 adjusted diluted EPS[(1)] guidance midpoint by $0.18 to reflect strong operational performance to date, improved outlook for 2016 and favorable changes in foreign exchange rates
- Accomplished several key milestones since our previous quarterly update
  - FDA approved a supplemental new drug application expanding the use of Ibrance to include the treatment of HR+, HER2- advanced or metastatic breast cancer in combination with fulvestrant in women with disease progression following endocrine therapy
  - FDA approved Celltrion's Inflectra (infliximab-dyyb) across all eligible indications for the reference product, Remicade[(2)]; Pfizer holds exclusive commercialization rights to Inflectra in the U.S.
  - FDA approved Xeljanz extended-release tablets for the once-daily treatment of moderate to severe RA
  - Announced positive top-line results from the Phase 3 PALOMA-2 clinical trial of Ibrance
  - Announced positive top-line results from the second of six Phase 3 LDL-lowering trials of bococizumab
- Executed a $5 billion accelerated share repurchase agreement in March 2016

Remain Committed to Delivering Attractive Shareholder Returns in 2016 and Beyond

(1) See slide 7 for definition. (2) Remicade is a registered U.S. trademark of Janssen Biotech, Inc.

First Quarter 2016

Earnings Teleconference

Q&A Session

May 3, 2016

Appendix

Segment Financial Highlights

May 3, 2016

Global Innovative Pharmaceutical (GIP) Selected Financial Highlights

($ Millions, Except Percentages)

	First Quarter			
	2016	2015	% Change	
			Total	Oper.
Revenues	$3,640	$3,075	18%	25%
Cost of sales	388	342	13%	14%
SI&A expenses	875	808	8%	12%
R&D expenses	386	623	(38%)	(38%)
IBT[(1)]	2,192	1,511	45%	56%

	As a % of Revenues		Percentage Point Change	
Cost of sales	10.7%	11.1%	(0.5) ppts	(1.0) ppts
SI&A expenses	24.0%	26.3%	(2.2) ppts	(2.7) ppts
R&D expenses	10.6%	20.2%	(9.6) ppts	(10.1) ppts
IBT[(1)]	60.2%	49.1%	11.1 ppts	12.3 ppts

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

- Q1 2016 revenues increased 25% operationally to $3,640M vs. Q1 2015
  - Primarily due to the strong operational performance of Eliquis globally, Lyrica and Xeljanz both in the U.S., Enbrel internationally and Chantix in the U.S.
- Cost of sales increased 14% operationally; Cost of sales as a % of revenues decreased 1.0 percentage points (ppts) operationally
  - Operational decrease in cost of sales as a % of revenues was driven primarily by a decline in royalty expense and an increase in alliance revenues, which have no associated cost of sales
- SI&A expenses increased 12% operationally
  - Driven by an increase in allowance for doubtful trade A/R as well as increased investment in Eliquis and Lyrica, partially offset by decreased investment in certain other products
- R&D expenses decreased 38% operationally
  - Decrease reflects the nonrecurrence of a one-time payment made to OPKO Health, Inc. in Q1 2015, partially offset primarily by additional investment in certain late-stage pipeline programs

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

($ Millions, Except Percentages)

	First Quarter			
	2016	2015	% Change	
			Total	Oper.
Revenues	$3,394	$2,664	27%	33%
Cost of sales	506	424	19%	22%
SI&A expenses	811	595	36%	42%
R&D expenses	252	193	30%	31%
IBT[(1)]	1,835	1,464	25%	31%
	As a % of Revenues		Percentage Point Change	
Cost of sales	14.9%	15.9%	(1.0) ppts	(1.3) ppts
SI&A expenses	23.9%	22.3%	1.6 ppts	1.6 ppts
R&D expenses	7.4%	7.2%	0.2 ppts	(0.1) ppts
IBT[(1)]	54.1%	55.0%	(0.9 ppts)	(0.4) ppts

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

- Q1 2016 revenues increased 33% operationally to $3,394M vs. Q1 2015
  - Primarily driven by continued momentum following the U.S. launch of Ibrance and U.S. growth from Prevnar 13 in both pediatric and adult indications
- Cost of sales increased 22% operationally; Cost of sales as a % of revenues decreased 1.3 percentage points (ppts) operationally
  - Operational change in cost of sales as a % of revenues driven primarily by a favorable change in product mix, partially offset by increased royalty expenses
- SI&A expenses increased 42% operationally
  - Driven by an increase in allowance for doubtful trade A/R and higher promotional expenses in the U.S. for Prevnar 13, Ibrance and certain Consumer Healthcare products
- R&D expenses increased 31% operationally
  - Increased costs associated with our oncology programs, primarily our avelumab alliance with Merck KGaA and Ibrance

Global Established Pharmaceutical (GEP) Selected Financial Highlights

($ Millions, Except Percentages)

	First Quarter			
	2016	2015	% Change	
			Total	Oper.
Revenues	$5,972	$5,125	17%	24%
Cost of sales	1,455	1,003	45%	51%
SI&A expenses	737	704	5%	12%
R&D expenses	276	200	38%	39%
IBT[(1)]	3,657	3,215	14%	22%
	As a % of Revenues		Percentage Point Change	
Cost of sales	24.4%	19.6%	4.8 ppts	4.2 ppts
SI&A expenses	12.3%	13.7%	(1.4) ppts	(1.4) ppts
R&D expenses	4.6%	3.9%	0.7 ppts	0.5 ppts
IBT[(1)]	61.2%	62.7%	(1.5) ppts	(1.2) ppts

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

- Q1 2016 revenues increased 24% operationally to $5,972M vs. Q1 2015
  - Driven by the inclusion of legacy Hospira operations (HSP), which contributed $1.2B
  - Excluding HSP, revenues grew 1% operationally
- Cost of sales increased 51% operationally; Cost of sales as a % of revenues increased 4.2 percentage points (ppts) operationally
  - Operational increase in cost of sales as a % of revenues primarily due to the inclusion of HSP and the impact of LOEs, resulting in an unfavorable change in product mix
  - Excluding HSP, cost of sales grew 1% operationally
- SI&A expenses increased 12% operationally
  - Higher expenses primarily due to the inclusion of HSP, partially offset by lower field force, advertising and promotional expenses
  - Excluding HSP, SI&A decreased 4% operationally
- R&D expenses increased 39% operationally
  - Driven by inclusion of HSP and increased investment in biosimilar and sterile injectable development programs
  - Excluding HSP, R&D increased 4% operationally