

# Pfizer Reports Third-Quarter 2009 Results

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Third-Quarter 2009 Revenues of \$11.6 Billion Third-Quarter 2009 Reported Diluted EPS(1) of \$0.43, Adjusted Diluted EPS(2) of \$0.51 Continues to Execute on Financial and Strategic Commitments; Commenced Wyeth Integration on October 16, 2009 Following Completion of the Acquisition Updates Full-Year 2009 Revenue, Reported Diluted EPS(1) and Adjusted Diluted EPS(2) Guidance to Reflect Wyeth Acquisition

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(BUSINESS WIRE)--Pfizer Inc. (NYSE: PFE):
 ($ in millions, except per share amounts)
Third-Quarter
   Year-to-Date
                    2009
                             2008
                                      Change
                                                  2009
                                                           2008
                                                                     Change Reported
Revenues
$ 11,621
$ 11,973
   (3 \%)
$ 33,472
$ 35,950
   (7 \%)
Reported Net Income(1)
                      26 %
  2,878
            2,278
                               7,868
                                         7,838
Reported Diluted EPS(1)
  0.43
           0.34
                   26 %
                             1.16
                                     1.16
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Adjusted Income(2)

See end of text prior to tables for notes.

Pfizer Inc. (NYSE: PFE) today reported financial results for third-quarter 2009. Revenues were \$11.6 billion, a decrease of 3% compared with \$12.0 billion in the year-ago quarter. Revenues for third-quarter 2009 compared with the year-ago quarter were unfavorably impacted by approximately \$610 million, or 5%, due to foreign exchange and were favorably impacted by \$217 million, or 2%, due to a one-time adjustment in the year-ago period for prior years' liabilities for product returns. For third-quarter 2009, U.S. revenues were \$4.8 billion, a decrease of 2% compared with the year-ago quarter. International revenues were \$6.8 billion, a decrease of 4% compared with the prior-year quarter, and reflected 5% operational growth and a 9% unfavorable impact of foreign exchange. U.S. revenues represented 41% of the total, while international revenues represented 59% of the total, both comparable with the year-ago quarter.

For the first nine months of 2009, revenues were \$33.5 billion, a decrease of 7% compared with \$36.0 billion in the same period in 2008. Foreign exchange unfavorably impacted revenues by approximately \$2.3 billion or 6%. U.S. revenues were \$14.3 billion, a decrease of 6% compared with the first nine months of 2008. International revenues were \$19.2 billion, a decrease of 8% compared with the same period last year, and reflected 3% operational growth and an 11% unfavorable impact of foreign exchange. U.S. revenues represented 43% of the total compared with 42% in the year-ago period, and international revenues represented 57% of the total compared with 58% of the total of the first nine months of 2008.

#### **Business Revenues**

Effective January 1, 2009, Pfizer expanded its operating model within the Pharmaceutical business to include five customer-focused units, in addition to its Animal Health business. During third-quarter 2009, the Specialty Care, Emerging Markets and Oncology Pharmaceutical units and Animal Health generated revenue growth on a constant currency basis. The Primary Care unit was flat on a constant currency basis while the Established Products unit, which manages a portfolio of products that have generally lost patent protection or marketing exclusivity and that have an expected decline in revenues at this stage in their lifecycle, declined 9% on a constant currency basis.

Third-Quarter					Fo	oreign	(\$ in m	illions)	2009	2008	
Chang	e	Exchai	nge	Operat	ional Prir	mary Care(	3) \$	5,511	\$ 5,70	69 (4	
%)	(4 %)		Special	ty Care	(4)	1,573	1,529	3 %	(3 %	%) 6 %	
Oncolog	gy(5)	37	71	389	(5 %)	(7 %)	2 %	Establish	ed Prod	ucts(6)	
1,618		1,834	(1	2 %)	(3 %)	(9 %) E	merging	Markets(	7)	1,604	
1,672		(4 %)	(13 %	6) 9	% Retur	rns Adjustr	nent		(217)	*	*
*					Tot	al Pharmad	ceutical	10,67	77	10,976	
(3 %)	) (	5 %)	2 %				Ani	mal Healtl	h(8)	678	
708	(4	%)	(6 %)	2 %	Other(9)	266	28	39 (8	%)	(3 %)	
(5 %)					Total	\$ 11,6	21	\$ 11,973	(3	%) (5	
%)	2 %										

See end of text prior to tables for notes.

#### \* Calculation not meaningful

Primary Care revenues for third-quarter 2009 were \$5.5 billion, a decline of 4% compared with \$5.8 billion in the year-ago quarter. Operationally, Primary Care revenues were flat, as the strong international performance of Lyrica and Lipitor was offset primarily by lower Lipitor revenues in the U.S. Operational performance was offset by the unfavorable impact of foreign exchange.

Specialty Care revenues for third-quarter 2009 were \$1.6 billion, an increase of 3% compared with \$1.5 billion in the same period last year. Operational growth of 6%, largely driven by the solid performance of Rebif and Revatio, was partially offset by the unfavorable impact of foreign exchange.

Oncology revenues for third-quarter 2009 were \$371 million, a decrease of 5% compared with \$389 million in the prior-year quarter. Operational growth of 2%, primarily due to the strong performance of Sutent, was partially offset by the unfavorable impact of the loss of exclusivity of Camptosar in Europe in July 2009. The operational growth was more than offset by the unfavorable impact of foreign exchange.

Established Products revenues for third-quarter 2009 were \$1.6 billion, a decline of 12% compared with \$1.8 billion in the year-ago quarter, comprised of a 9% operational decline and the unfavorable impact of foreign exchange.

Emerging Markets revenues for third-quarter 2009 were \$1.6 billion, a decrease of 4% compared with \$1.7 billion in third-quarter 2008. These results included revenue from both established products and patent-protected products sold in emerging markets.

Operational growth of 9%, largely attributable to strong growth in high-priority countries, notably China and India, was more than offset by the unfavorable impact of foreign exchange.

Animal Health revenues for third-quarter 2009 were \$678 million, a decline of 4% compared with \$708 million in the year-ago quarter. Operational growth of 2%, primarily driven by the solid performance in emerging markets and for certain new products worldwide, was more than offset by the unfavorable impact of foreign exchange.

#### Reported Net Income(1) and Reported Diluted EPS(1)

For third-quarter 2009, Pfizer posted reported net income(1) of \$2.9 billion, an increase of 26% compared with \$2.3 billion in the prior-year quarter, and reported diluted EPS(1) of \$0.43, an increase of 26% compared with \$0.34 in the prior-year quarter. Results for third-quarter 2009 compared with the same period in 2008 were favorably impacted by the non-recurrence of the after-tax charge of \$640 million resulting from agreements to resolve certain litigation involving the Company's non-steroidal anti-inflammatory (NSAID) pain medicines in the year-ago quarter, lower costs associated with our cost-reduction initiatives and savings generated from those initiatives. These factors were partially offset by the decrease in revenues, unfavorable impact of foreign exchange, higher interest expense as a result of the issuance of notes to partially finance the Wyeth acquisition as well as an increase in the effective tax rate on reported results to approximately 28% in third-quarter 2009 from approximately 17% in third-quarter 2008. This increase in the effective tax rate on reported results was primarily due to the increased tax cost associated with certain business decisions executed to finance the Wyeth acquisition.

For the first nine months of 2009, Pfizer posted reported net income(1) of \$7.9 billion, and reported diluted EPS(1) of \$1.16, both comparable with the first nine months of 2008. These results were impacted by the aforementioned factors as well as costs incurred to prepare for the Wyeth acquisition and lower in-process research and development charges. The increase in the effective tax rate on reported results to approximately 27% in the first nine months of 2009 from approximately 14% in the first nine months of 2008 was primarily due to the increased tax cost as discussed above. Additionally, the 2008 effective tax rate was positively impacted by favorable income tax adjustments.

# Adjusted Income(2) and Adjusted Diluted EPS(2)

Third-quarter 2009 adjusted income(2) was \$3.5 billion, a decrease of 17% compared with \$4.2 billion in the year-ago quarter, and adjusted diluted EPS(2) was \$0.51, a

decrease of 18% compared with \$0.62 in the year-ago quarter. For the first nine months of 2009, adjusted income(2) was \$10.4 billion, a decrease of 13% compared with \$12.0 billion in the first nine months of 2008, and adjusted diluted EPS(2) was \$1.54, a decrease of 13% compared with \$1.77 in the year-ago period. Both adjusted income(2) and adjusted diluted EPS(2) were negatively impacted by lower revenues and by an increase in the effective tax rate on adjusted income(2) to approximately 32% in third-quarter 2009 from approximately 22% in third-quarter 2008, and to approximately 30% in the first nine months of 2009 from approximately 21% in the first nine months of 2008. These increases in the effective tax rate were primarily due to the increased tax cost associated with certain business decisions executed to finance the Wyeth acquisition. In addition, the effective tax rate for the first nine months of 2008 was positively impacted by a favorable income tax adjustment. These factors were partially offset by savings from various cost-reduction initiatives across all aspects of the business, which decreased adjusted total costs(10) by approximately \$210 million in third-quarter 2009 and \$950 million in the first nine months of 2009.

In third-quarter 2009, adjusted cost of sales(2) as a percentage of revenues was 15.4% compared with 14.5% in third-quarter 2008. This increase primarily reflects the negative impact of foreign exchange, which was partially offset by the favorable impact of our cost-reduction initiatives. Excluding the impact of foreign exchange, adjusted cost of sales(2) as a percentage of revenues was 14.3% in third-quarter 2009.

Adjusted selling, informational and administrative (SI&A) expenses(2) were \$3.2 billion in third-quarter 2009, a decrease of 6% compared with \$3.4 billion in the prior-year quarter. The decrease was attributable to the favorable impact of cost-reduction initiatives as well as the favorable impact of foreign exchange, which reduced third-quarter 2009 adjusted SI&A expenses(2) by \$126 million compared with the year-ago quarter.

Adjusted research and development (R&D) expenses(2) were \$1.6 billion in third-quarter 2009, a decrease of 8% compared with \$1.8 billion in the prior-year period. The decrease was due to the favorable impact of cost-reduction initiatives as well as the favorable impact of foreign exchange, which reduced third-quarter 2009 adjusted R&D expenses(2) by \$36 million compared with the year-ago quarter.

Overall, operational improvements resulting from cost-reduction initiatives decreased adjusted total costs(10) by approximately \$210 million, or 3%, in third-quarter 2009 compared with the prior-year period, and foreign exchange decreased adjusted total costs(10) by approximately \$120 million, or 2%, in third-quarter 2009 compared with the prior-year period. The operational improvements were driven partially by the reduction in

workforce to approximately 75,400 at the end of third-quarter 2009, a decline of 1,100 compared with the end of the second-quarter 2009, and a decline of 11,200 since the beginning of 2008, as well as manufacturing and research and development site exits. In fourth-quarter 2009, a portion of the operational cost reductions achieved in the first nine months of 2009 is expected to be invested in high-growth opportunities.

# **Executive Commentary**

"We are pleased with our results this quarter and in our ability to once again deliver solid operational performance in an environment that continues to be challenging. Excluding foreign exchange, our five Pharmaceutical units and Animal Health business continued to perform well enabling us to continue to meet our commitments," stated Jeff Kindler, Chairman and Chief Executive Officer.

Kindler continued, "The completion of the Wyeth acquisition represents a significant milestone in the transformation of Pfizer. We are beginning to implement our integration plan in order to quickly maximize the value of our expanded and more diversified global product portfolio in key high-growth areas. With customer-centric businesses, supported by research organizations, Pfizer is now well positioned to deliver greater value to patients and shareholders."

Frank D'Amelio, Chief Financial Officer, stated, "During the first nine months of 2009, we have continued to deliver on our 2009 financial commitments and our longer-term cost-reduction target. Completion of both the Wyeth acquisition and associated integration plans is a testament to the hard work and dedication of talented colleagues throughout the organization. Looking ahead, we anticipate that our broad portfolio of products and increased investment in high-growth opportunities will better position us to generate consistent earnings growth and continue to deliver on our commitments."

# **Financial Guidance**

Pfizer has updated its 2009 full-year financial guidance, at current exchange rates(11), as detailed below to reflect the acquisition of Wyeth on October 15, 2009. This guidance incorporates Wyeth's operations from the acquisition closing date through Pfizer's international and domestic year-ends (see note 12 below). The Company will provide full-year 2010 financial guidance in conjunction with its fourth-quarter 2009 earnings release in January 2010.

**2009 Guidance**(12) Reported Revenues \$49.0 to \$50.0 billion (previously \$45.0 to \$46.0 billion)

Reported Diluted EPS(1)

\$1.45 to \$1.50 (previously \$1.30 to \$1.45) Adjusted Diluted EPS(2)

\$2.00 to \$2.05 (previously \$1.90 to \$2.00)

For additional details, please see the attached financial schedules, product revenue tables, supplemental information and disclosure notice.

(1)

"Reported Net Income" is defined as net income attributable to Pfizer Inc. in accordance with U.S. generally accepted accounting principles. "Reported Diluted EPS" is defined as reported diluted EPS attributable to Pfizer Inc. common shareholders in accordance with U.S. generally accepted accounting principles.

(2)

"Adjusted income" and its components and "adjusted diluted earnings per share (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 Cost of Sales, Adjusted SI&A expenses and Adjusted R&D expenses are income statement line items prepared on the same basis, and therefore, components of the overall adjusted income measure. As described under Adjusted Income in the Management's Discussion and Analysis of Financial Condition and Results of Operations section of Pfizer's Form 10-Q for the fiscal quarter ended June 28, 2009, management uses adjusted income, among other factors, to set performance goals and to measure the performance of the overall company. We believe that investors' understanding of our performance is enhanced by disclosing this measure. Reconciliations of third-quarter 2009 and 2008 and first nine-months 2009 and 2008 adjusted income and its components and adjusted diluted EPS to reported net income(1) and its components and reported diluted EPS(1), as well as reconciliations of full-year 2009 adjusted income and adjusted diluted EPS guidance to full-year 2009 reported net income(1) and reported diluted EPS(1) guidance, are provided in the materials accompanying this report. The adjusted income and its components and adjusted diluted EPS measures are not, and should not be viewed as, substitutes for U.S. GAAP net income and its components and diluted EPS.

(3) The Primary Care business unit includes revenues from human pharmaceutical products primarily prescribed by primary-care physicians, and may include, but is not

limited to, products in the following therapeutic and disease areas: Alzheimer's disease, anxiety, cardiovascular (excluding pulmonary arterial hypertension), diabetes, pain, genitourinary, obesity, osteoporosis and respiratory. Examples of products in this business unit include, but are not limited to, Lipitor, Lyrica, Celebrex and Viagra. All revenues for such products are allocated to the Primary Care business unit, except those generated in emerging markets(7), and those that are managed by the Established Products(6) business unit. (4) The Specialty Care business unit includes revenues from human pharmaceutical products primarily prescribed by physicians who are specialists, and may include, but is not limited to, products in the following therapeutic and disease areas: antibacterials, antifungals, antivirals, bone, inflammation, gastrointestinal, growth hormones, multiple sclerosis, ophthalmology, pulmonary arterial hypertension and psychosis. Examples of products in this business unit include, but are not limited to, Xalatan, Zyvox, Geodon and Genotropin. All revenues for such products are allocated to the Specialty Care business unit, except those generated in emerging markets(7), and those that are managed by the Established Products(6) business unit. (5)

The Oncology business unit includes revenues from human oncology and oncologyrelated products. Examples of products in this business unit include, but are not limited to, Sutent and Aromasin. All revenues for such products are allocated to the Oncology business unit, except those generated in emerging markets(7), and those that are managed by the Established Products(6) business unit.

- (6) The Established Products business unit generally includes revenues from human pharmaceutical products that have lost patent protection or marketing exclusivity in certain countries and/or regions. In certain situations, products may be transferred to this unit before losing patent protection or marketing exclusivity in order to maximize their value. This unit also excludes revenues generated in emerging markets(7). Examples of products in this business unit include, but are not limited to, Norvasc, Relpax, Medrol and Arthrotec. (7) The Emerging Markets business unit includes revenues from all human pharmaceutical products sold in emerging markets, including, but not limited to, Asia (excluding Japan), Latin America, Middle East, Africa, Central and Eastern Europe, Russia and Turkey. (8) The Animal Health business includes revenues from products to treat livestock and companion animals. (9) Includes Consumer Healthcare business-transition activity, Capsugel and Pfizer Centersource. (10) Represents the total of Adjusted Cost of Sales(2), Adjusted SI&A expenses(2) and Adjusted R&D expenses(2).
- (11) Current exchange rates approximate rates at the time of the third-quarter 2009 earnings press release (October 2009). (12) The financial guidance includes projected

results of operations for Wyeth, in accordance with Pfizer's international and domestic year-ends. Therefore, the guidance includes approximately one-and-a-half months of the fourth calendar quarter of 2009 in the case of Wyeth's international operations and approximately two-and-a-half months of the fourth calendar quarter of 2009 in the case of Wyeth's U.S. operations. This guidance does not assume the completion of any other business-development transactions, including divestitures not completed as of September 27, 2009, and excludes the potential effects of litigation-related matters not substantially resolved as of September 27, 2009. In addition, the reported financial guidance includes estimated amounts that are dependent upon certain valuations and other studies of the assets acquired and liabilities assumed from Wyeth that have yet to commence or progress to a stage where there is sufficient information for a definitive measurement. Accordingly, the estimated purchase accounting impacts are preliminary and may not be indicative of actual amounts that will be recorded as additional information becomes available and as additional analyses are performed. Differences between the preliminary estimates reflected in this reported guidance and the final acquisition accounting will likely occur and could have a material impact on this guidance. The reported financial guidance also reflects certain costs incurred in connection with the Wyeth acquisition since the announcement of the agreement to acquire Wyeth on January 26, 2009 through the acquisition close date including, but not limited to, pre-integration, transaction and financing costs. Due to the recent timing of the acquisition close, the 2009 reported guidance does not reflect an estimate for any restructuring or integration charges expected to be incurred in connection with the acquisition of Wyeth. The Company will include an estimate for acquisition-related restructuring and integration costs in its full-year 2010 reported financial guidance in conjunction with its fourth-quarter 2009 earnings release in January 2010.

PFIZER INC. AND SUBSIDIARY COMPANIES CONSOLIDATED STATEMENTS OF INCOME (UNAUDITED) (millions, except per common share data)

Third Quarter

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% Incr. /
(Decr.)

Nine Months
% Incr. /
(Decr.)
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2009 2008 2009 2008 Revenues \$ 11,621 \$ 11,973 (3) 33.472 \$ 35,950 (7) Costs and expenses: Cost of sales 4,953 6,397 (23) Selling, informational and 1,789 2,122 (16)10.878 administrative expenses (a) 3.282 3,523 (7) 9.508 5,032 Research and development expenses (a) 1,632 1,885 (13)5.642 621 2,063 (11) Amortization of intangible assets 594 (4) 1,755 (15 ) Acquisition-related in-process research and development charges 13 (100)20 (96) Restructuring charges and acquisition-related costs 193 366 (47)1,206 1,113 8 Other (income)/deductions--net 721 (78)175 221 (21) Income from continuing operations before provision for taxes on income 3,971 2.722 46 10,823 9.069 19 Provision for taxes on income 1,092 136 2,952 1,251 136 463 7.818 Income from continuing operations 2.879 2.259 27 7.871 1 2 25 (90)6 Discontinued operations--net of tax 38 (84) Net income before allocation to noncontrolling interests 2,881 2,284 26 7,877 7,856 -- Less: Net income attributable to noncontrolling interests 3 (44)9 (49) Net income attributable to Pfizer Inc. \$ 2,878 18 \$ 2,278 26 \$ 7,868 \$ 7,838 -- Earnings per share - basic: Income from continuing operations attributable to Pfizer Inc. common shareholders \$ 0.43 \$ 0.34 1 Discontinued operations--net of tax 26 \$ 1.17 \$ 1.16 Net income attributable to Pfizer Inc. common shareholders \$ 0.43 26 \$ 1.17 \$ 1.16 1 Earnings per share - diluted: Income from continuing operations attributable to Pfizer Inc. common shareholders \$ 0.43 \$ 0.33 \$ 1.16 \$ 1.16 Discontinued operations--net of tax 30 --Net income attributable to Pfizer Inc. common 0.01 (100)-shareholders \$ 0.43 \$ 0.34 26 \$ 1.16 \$ 1.16 -- Weighted-average shares used to calculate earnings per common share: Basic 6,730 6,718 6,727 6,730 Diluted 6.762 6.736 6.758 6.750 (a) Exclusive of amortization of intangible assets, except as discussed in footnote 6 below.

Certain amounts and percentages may reflect rounding adjustments.

1. The above financial statements present the three-month and nine-month periods ended September 27, 2009 and September 28, 2008. Subsidiaries operating outside the United States are included for the three-month and nine-month periods ended August 23,

2009 and August 24, 2008. The results of operations of Wyeth, which we acquired on October 15, 2009, are not included in the three-month and nine-month periods ended September 27, 2009. 2. The financial results for the three-month and nine-month periods ended September 27, 2009 are not necessarily indicative of the results which could ultimately be achieved for the current year. 3. On January 1, 2009, we adopted the provisions of a new accounting standard issued by the Financial Accounting Standards Board (FASB) that provides guidance for the accounting, reporting and disclosure of noncontrolling interests, previously referred to as minority interests. The adoption of these provisions resulted in reclassifications of prior-period amounts to conform to the third-quarter and nine-month 2009 presentations, primarily related to the presentation of noncontrolling interests. 4. Included in Restructuring charges and acquisition-related costs are transaction costs, such as banking, legal, accounting and other costs, directly related to our acquisition of Wyeth of \$19 million for the three-month period ended September 27, 2009 and \$572 million for the nine-month period ended September 27, 2009. 5. In the first nine months of 2009, we recorded \$20 million of Acquisition-related in-process research and development charges (IPR&D) due to the resolution of a contingency associated with our 2008 acquisition of CovX. In the first nine months of 2008, we expensed \$567 million of IPR&D, primarily related to our acquisitions of Serenex, Inc., Encysive Pharmaceuticals, Inc., CovX, Coley Pharmaceutical Group, Inc. and two smaller acquisitions related to Animal Health. As a result of adopting the provisions of a new accounting standard for business combinations issued by the FASB, beginning January 1, 2009, IPR&D related to acquisitions after adoption will be recorded on our consolidated balance sheet as indefinite-lived intangible assets. We made no acquisitions in the first nine months of 2009. 6. Amortization expense related to acquired intangible assets that contribute to our ability to sell, manufacture, research, market and distribute our products is included in Amortization of intangible assets as these intangible assets benefit multiple business functions. Amortization expense related to acquired intangible assets that are associated with a single function is included in Cost of sales, Selling, informational and administrative expenses or Research and development expenses, as appropriate. 7. Other (income)/deductions - net for the threemonth and nine-month periods ended September 28, 2008 includes litigation-related charges of approximately \$900 million associated with the resolution of certain litigation involving our non-steroidal anti-inflammatory pain medicines. 8. *Provision for taxes on* income for the three-month and nine-month periods ended September 27, 2009 includes a tax benefit of approximately \$174 million related to the final resolution of a previously disclosed agreement-in-principle with the U.S. Department of Justice to settle investigations of past promotional practices and certain other matters. This resulted in the receipt of information that raised our assessment of the likelihood of prevailing on the technical merits of our tax position. The nine-month period ended September 28, 2008 includes tax benefits of approximately \$305 million related to favorable tax settlements and of approximately \$426 million related to the sale of one of our biopharmaceutical companies (Esperion Therapeutics Inc.), both recorded in the second guarter of 2008.

PFIZER INC. AND SUBSIDIARY COMPANIES RECONCILIATION OF REPORTED NET INCOME ATTRIBUTABLE TO PFIZER INC. AND ITS COMPONENTS AND REPORTED DILUTED EPS ATTRIBUTABLE TO PFIZER INC. COMMON SHAREHOLDERS TO ADJUSTED INCOME AND ITS COMPONENTS AND ADJUSTED DILUTED EPS (UNAUDITED) (millions of dollars, except per common share data)

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Quarter Ended September 27, 2009
                                                   Purchase
                                                              Acquisition-
                  Accounting
                                        Discontinued
                                                      Significant
Certain
                              Related
                                  Operations
                                                         Adjusted Revenues $
Reported
          Adjustments
                        Costs(2)
                                               Items(3)
                       $ (18 ) $ 11,603 Costs and expenses:
                  $ -
Cost of sales (a)
                 1.789
                                      (2)
                                            1,787
                                                    Selling, informational and
                                   3
administrative expenses (a)
                           3,282
                                                 (60)
                                                        3.225
                                                                Research and
                                                (5)
development expenses (a)
                          1,632
                                  (8)
                                                      1,619
                                                              Amortization of
                       (560) - - - 34
intangible assets
                 594
                                                Acquisition-related in-process
research and development charges
                                         _
                                                           Restructuring charges
                            193
and acquisition-related costs
                                - (132) -
                                                   (61) -
                                                              Other
(income)/deductions--net
                         160 1 - -
                                             (303) (142)
Income from continuing operations before provision for taxes on income
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3.971
          564
                  132
                               413
                                       5.080 Provision for taxes on income
                                                                              1.092
       45
167
                   312
                           1,616 Income from continuing operations
                                                                               397
                                                                       2,879
                    3,464 Discontinued operations--net of tax
                                                                               (2)
 87
            101
                                                                 2
   - Net income before allocation to noncontrolling interests
                                                                       397
                                                                               87
(2)
              3,464 Less: Net income attributable to noncontrolling interests
                3 Net income attributable to Pfizer Inc. $ 2,878 $ 397
                                                                                 $ (2)
         $ 3,461 Earnings per common share - diluted:
Income from continuing operations attributable to Pfizer Inc. common shareholders
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$ 0.43 $ 0.06 $ 0.01 $ - $ 0.01 $ 0.51 Discontinued operations--net of tax - - - - Net income attributable to Pfizer Inc. common shareholders $ 0.43 $ 0.06 $ 0.01 $ - $ 0.01 $ 0.51
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Nine Months Ended

September 27, 2009 Purchase Acquisition- Certain

Accounting Related Discontinued Significant Reported Adjustments

Items(3) Adjusted Revenues \$ 33,472 \$ -Costs(2) Operations \$ -(58) \$ 33,414 Costs and expenses: Cost of sales (a) 4,787 (166)Selling, informational and administrative expenses (a) 9.508 (195)9.322 Research and development expenses (a) (70) 4,940 Amortization of intangible assets 5,032 (1,656)99 Acquisition-related in-process research and development (20) - - -Restructuring charges and acquisition-related charges 20 costs 1.206 (814) - (392) - Other (income)/deductions--net 175 (731)(2) (558)

Income from continuing operations before provision for taxes on income

10,823 1,691 814 1.496 14,824 Provision for taxes on income 2.952 524 290 \_ 672 4,438 Income from continuing operations 7.871 1.167 824 10,386 Discontinued operations--net of tax 524 - Net income before allocation to noncontrolling interests 824 10,386 Less: Net income attributable to noncontrolling 1.167 524 (6) interests 9 -9 Net income attributable to Pfizer Inc. \$ 7,868 \$ 1,167 \$ 524 \$ (6) \$ 824 \$ 10,377 Earnings per common share - diluted:

Income from continuing operations attributable to Pfizer Inc. common shareholders

\$ 1.16 \$ 0.17 \$ 0.08 \$ - \$ 0.13 \$ 1.54 Discontinued operations--net of tax - - - - Net income attributable to Pfizer Inc. common shareholders \$ 1.16 \$ 0.17 \$ 0.08 \$ - \$ 0.13 \$ 1.54 (a) Exclusive of amortization of intangible assets, except as discussed in note 1. See end of tables for notes. Certain amounts may reflect rounding adjustments.

PFIZER INC. AND SUBSIDIARY COMPANIES RECONCILIATION OF REPORTED NET INCOME ATTRIBUTABLE TO PFIZER INC. AND ITS COMPONENTS AND REPORTED DILUTED EPS ATTRIBUTABLE TO PFIZER INC. COMMON SHAREHOLDERS TO ADJUSTED INCOME AND ITS COMPONENTS AND ADJUSTED DILUTED EPS (UNAUDITED) (millions of dollars, except per common share data)

Quarter Ended September 28, 2008 Purchase Acquisition-Certain Accounting Related Discontinued Significant Adjustments Costs(2) Operations Items(3) Adjusted Revenues \$ Reported \$ - \$ 186 \$ 12,159 Costs and expenses: 11,973 \$ -\$ -Cost of sales (a) 2,122 (362)1,760 Selling, informational and administrative expenses (a) 3,523 3 (97)3.429 Research and

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development expenses (a)
                                           (108)
                                                  1,769
                       1,885
                              (8) - -
                                                        Amortization of
                    (585) - - -
intangible assets
               621
                                        36 Acquisition-related in-process
research and development charges
                              13 (13)
                                       _ _ _
                                                        Restructuring
charges and acquisition-related costs
                                   - (28) -
                                                   (338) - Other
                               366
(income)/deductions--net 721
                           (1) - -
                                        (940) (220)
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Income from continuing operations before provision for taxes on income

```
2,722
          604
                 28
                             2,031
                                      5,385 Provision for taxes on income
                                                                           463
       4
                 588
144
                         1,199 Income from continuing operations
                                                                   2,259
                                                                           460
24
           1,443
                    4,186 Discontinued operations--net of tax
                                                              25 - -
                                                                             (25)
      - Net income before allocation to noncontrolling interests
                                                               2,284
                                                                               24
                                                                       460
  (25)
                  4,186 Less: Net income attributable to noncontrolling interests
                                                                                6
                     6 Net income attributable to Pfizer Inc. $ 2,278 $ 460
                                                                            $ 24
                  $ 4,180 Earnings per common share - diluted:
 $ (25) $ 1,443
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Income from continuing operations attributable to Pfizer Inc. common shareholders

```
\$0.33 \$0.07 \$- \$- \$0.22 \$0.62 Discontinued operations--net of tax 0.01 - - (0.01) - Net income attributable to Pfizer Inc. common shareholders \$0.34 \$0.07 \$- \$(0.01) \$0.22 \$0.62
```

Nine

```
Months Ended September 28, 2008
                                                               Certain
                                     Purchase
                                               Acquisition-
                          Discontinued
                 Related
                                       Significant
     Accounting
                                                        Reported
                                  Items(3) Adjusted Revenues $35,950 $-
Adjustments Costs(2)
                      Operations
                $ 36,030 Costs and expenses:
$ -
         $ 80
                                                               Cost of sales
     6,397 - -
                         (801)
                                 5,596
                                        Selling, informational and administrative
(a)
                     9
                                   (353)
                                          10,534
                                                   Research and development
expenses (a)
             10,878
                         - -
             5,642 (22) - -
                                   (344)
                                           5,276
                                                   Amortization of intangible
expenses (a)
               (1,965)
                                     98 Acquisition-related in-process research
        2,063
                        567 (567) - - -
and development charges
                                                      Restructuring charges
                          1,113 - (36) - (1,077) -
and acquisition-related costs
                       221 (3) - -
(income)/deductions--net
                                           (961) (743)
Income from continuing operations before provision for taxes on income
```

```
9,069
         2,548
                  36
                             3,616
                                      15,269 Provision for taxes on income
                 -
1,251
       550
             6
                        1,467
                                 3,274 Income from continuing operations
                                                                         7,818
              - 2,149
                              11,995 Discontinued operations--net of tax
  1,998
          30
                                                                        38
      (38) - Net income before allocation to noncontrolling interests
                                                                       7,856
1,998
         30
               (38)
                      2,149
                               11,995 Less: Net income attributable to
```

noncontrolling interests 18 - - - 18 Net income attributable to Pfizer Inc. \$ 7,838 \$ 1,998 \$ 30 \$ (38) \$ 2,149 \$ 11,977 Earnings per common share - diluted:

Income from continuing operations attributable to Pfizer Inc. common shareholders

\$ 0.32 \$ 1.77 \$ 1.16 \$ 0.29 \$ -\$ -Discontinued operations--net of tax Net income attributable to Pfizer Inc. common shareholders \$ 1.16 \$ 0.29 \$ -\$ 0.32 (a) \$ 1.77 Exclusive of amortization of intangible assets, except as discussed in note 1. See end Certain amounts may reflect rounding adjustments. of tables for notes.

PFIZER INC. AND SUBSIDIARY COMPANIES RECONCILIATION OF REPORTED NET INCOME ATTRIBUTABLE TO PFIZER INC. AND ITS COMPONENTS AND REPORTED DILUTED EPS ATTRIBUTABLE TO PFIZER INC. COMMON SHAREHOLDERS TO ADJUSTED INCOME AND ITS COMPONENTS AND ADJUSTED DILUTED EPS (UNAUDITED) 1) Amortization expense related to acquired intangible assets that contribute to our ability to sell, manufacture, research, market and distribute our products is included in *Amortization of intangible assets* as these intangible assets benefit multiple business functions. Amortization expense related to acquired intangible assets that are associated with a single function is included in *Cost of sales, Selling, informational and administrative expenses* or *Research and development expenses*, as appropriate. 2) Acquisition-related costs includes the following: Third Quarter Nine Months (millions of dollars)

2009

2008

2009

2008

Transaction costs \$ 19 \$ -\$ 572 \$ -Pre-Integration costs and other 113 28 242 36 Total acquisition-related costs -- pre-132 28 814 36 Income taxes(b) (45)(4) (290)tax (a) (6) Total acquisition-related costs -- net of tax \$ 87 \$ 24 \$ 524 \$ 30

(a) Included in Restructuring charges and acquisition-related costs. Transaction costs include costs directly related to our acquisition of Wyeth. Included in these costs are bridge term loan credit agreement fees related to the bridge financing arranged with financial institutions in March 2009 to partially fund our acquisition of Wyeth. The bridge commitment was terminated in June 2009 as a result of our issuance of \$24 billion in senior unsecured notes in the first half of 2009 and all associated bridge commitment fees have been expensed. Pre-Integration costs represent external, incremental costs incurred in 2009 directly related to our acquisition of Wyeth. 2008 amounts relate to other restructuring charges. (b) Included in Provision for taxes on income.

3) Certain significant items includes the following:

Third Quarter Nine Months

(millions of dollars)

2009

2008

2009

2008

Restructuring charges - Cost-reduction initiatives(a) \$ 61 \$ 338 \$ 392 \$ 1,077 Implementation costs - Cost-reduction initiatives(b) 378 80 410 1,140 Certain legal matters(c) 40 936 170 936 Net interest expense - Wyeth acquisition(d) 299 528 Returns liabilities adjustment(e) 217 217 Other (f) (67)162 (4) 246 Total certain significant items -- pre-tax 413 2,031 1,496 3,616 (312)(588)(1,467)Total certain significant items Income taxes(g) (672)-- net of tax \$ 101 \$ 1,443 \$ 824 \$ 2,149

(a)

Included in Restructuring charges and acquisition-related costs. (b) Included in Cost of sales (\$23 million), Selling, informational and administrative expenses (\$51 million), Research and development expenses (\$5 million), and Other (income)/deductions - net (\$1 million) for the three months ended September 27, 2009. Included in Cost of sales (\$144 million), Selling, informational and administrative expenses (\$182 million), Research and development expenses (\$78 million), and Other

(income)/deductions - net (\$6 million) for the nine months ended September 27, 2009. Included in Cost of sales (\$172 million), Selling, informational and administrative expenses (\$95 million), Research and development expenses (\$108 million), and Other (income)/deductions - net (\$3 million) for the three months ended September 28, 2008. Included in Cost of sales (\$520 million), Selling, informational and administrative expenses (\$270 million), Research and development expenses (\$348 million), and Other (income)/deductions - net (\$2 million) for the nine months ended September 28, 2008.

(c) Included in Other (income)/deductions - net and for the three-month and ninemonth periods ended September 28, 2008 includes litigation-related charges of approximately \$900 million associated with the resolution of certain litigation involving our non-steroidal anti-inflammatory pain medicines. (d) Included in Other (income)/deductions - net. Includes interest expense on the senior unsecured notes issued in connection with our acquisition of Wyeth less interest income earned on the proceeds of those notes. (e) Included in Revenues and reflects an adjustment to the prior years' liabilities for product returns. (f) Included in the three-month and nine-month periods ended September 28, 2008 are \$115 million in asset impairment (g) Included in *Provision for taxes on income* charges and other associated costs. and includes a tax benefit of approximately \$174 million in the three-month and ninemonth periods ended September 27, 2009 related to the final resolution of a previously disclosed agreement-in-principle with the U.S. Department of Justice to settle investigations of past promotional practices and certain other matters. This resulted in the receipt of information that raised our assessment of the likelihood of prevailing on the technical merits of our tax position. Also includes a tax benefit of approximately \$426 million in the first nine months of 2008 related to the sale of one of our biopharmaceutical companies (Esperion Therapeutics Inc.).

PFIZER INC. SEGMENT/PRODUCT REVENUES THIRD QUARTER 2009 (UNAUDITED) (millions of dollars)

WORLDWIDE U.S. INTERNATIONAL % % % 2009 2008 Change 2009 2008 Change 2009 2008 Change TOTAL REVENUES 11,621 11,973 (3) 4,816 4,901 (2) 6,805 7,072 (4) PHARMACEUTICAL + 10,677 10,976 (3) 4,448 4,518 (2) 6,229 - CARDIOVASCULAR AND METABOLIC DISEASES 4,024 4,537 (11 (14) 2,383 2,634 (9) LIPITOR 2,853 3,142 (9) 1,379 ) 1,641 1,903 1,567 (12) 1,474 1,575 (6) NORVASC 488 562 (13) 14 22 (34) 474

540 (12) CHANTIX / CHAMPIX 155 182 (15) 75 96 (22) 80 86 (7) CADUET 130 148 (12) 91 116 (21) 39 32 21 CARDURA 109 125 (14) 1 1 (5) 108 124 (14) REVATIO 111 95 18 71 61 18 40 34 17 - CENTRAL NERVOUS SYSTEM DISORDERS 1,504 1,556 (3) 679 723 (6) 825 833 (1) LYRICA 708 675 5 352 378 (7) 356 297 20 GEODON / ZELDOX 252 258 (2) 210 210 - 42 48 (10) ZOLOFT 128 135 (5) 19 27 (32) 109 108 2 ARICEPT\*\* 108 131 (17) - 1 (100) 108 130 (17) NEURONTIN 82 102 (20) 16 20 (18) 66 82 (20) RELPAX 81 83 (2) 48 50 (3) 33 33 (2) XANAX / XANAX XR 81 91 (11) 13 15 (14) 68 76 (10)

#### - ARTHRITIS AND PAIN

684 768 (11) 455 491 (7) 229 277 (18) CELEBREX 602 625 (4) 421 450 (6) 181 175 4 - INFECTIOUS AND RESPIRATORY DISEASES 877 989 (11) 268 317 (15) 609 672 (9) ZYVOX 271 281 (3) 146 161 (10) 125 120 6 VFEND 196 189 3 61 58 4 135 131 3 ZITHROMAX / ZMAX 85 91 (7) 2 1 43 83 90 (8) DIFLUCAN 93 93 (1) 3 3 (36) 90 90 - UROLOGY 773 820 (6) 433 435 (1) 340 385 (11) VIAGRA 466 509 (8) 232 235 (1) 234 274 (14)

#### DETROL / DETROL LA

283 298 (5) 197 198 (1) 86 100 (13) - ONCOLOGY 575 645 (11)

123 112 10 452 533 (15) SUTENT 246 226 9 69 62 11 177

164 9 AROMASIN 123 121 1 40 39 4 83 82 - CAMPTOSAR 82

122 (33) - (2)

100

82 124 (35) - OPHTHALMOLOGY 444 459 (3) 143 137 5 301 322 (7) XALATAN / XALACOM 436 450 (3) 143 137 5 293 313 (6) - ENDOCRINE DISORDERS 293 294 (1) 63 62 3 230 232 (2) GENOTROPIN 232 225 3 56 54 4 176 171 3 - ALL OTHER 811 337 140 221 12 \* 590 325 81 ZYRTEC / ZYRTEC D - - - - -

\_ \_ \_

# - ALLIANCE REVENUE (Aricept,

**Spiriva, Rebif and Exforge)** 

692 571 21 422 326 30 270 245 10 ANIMAL HEALTH 678 708 (4
) 294 303 (3) 384 405 (5) OTHER \*\*\* 266 289 (8) 74 80 (8) 192
209 (8) + - Revenues are presented by
therapeutic area. \* - Calculation not meaningful. \*\* - Represents
direct sales under license agreement with Eisai Co., Ltd. \*\*\* - Includes
Consumer Healthcare business transition activity, Capsugel and Pfizer
Centersource. Certain amounts and percentages may reflect rounding
adjustments.

PFIZER INC. SEGMENT/PRODUCT REVENUES NINE MONTHS 2009 (UNAUDITED) (millions of dollars)

WORLDWIDE U.S. INTERNATIONAL % % % 2009 2008 Change 2009 2008 Change 2009 2008 Change TOTAL REVENUES 33,472 35,950 (7) 14,309 15,161 (6) 19,163 20,789 (8) PHARMACEUTICAL + 30,842 32,933 (6) 13,347 14,024 (5) 17,495 18,909 (7) - CARDIOVASCULAR AND METABOLIC DISEASES 11,805 13,498 (13) 5,035 5,824 (14) 6,770 7,674 (12) LIPITOR 8,259 9,255 (11) 4,145 4,711 (12) 4,114 4,544 (9) 1,487 1,702 (13) 49 57 (14) 1,438 1,645 (13) CHANTIX / CHAMPIX 524 666 (21) 303 398 (24) 221 268 (17) CADUET 392 441 (11) 294 352 CARDURA 330 378 (13) 4 4 (8) 326 374 (13) (16) 98 89 10 REVATIO 319 241 33 212 157 35 107 84 28 - CENTRAL NERVOUS SYSTEM DISORDERS 4,314 4,426 (3) 2,054 2,074 (1) 2,260 2,352 (4) LYRICA 2,020 1,871 8 1,094 1,064 3 926 807 15 GEODON / ZELDOX 713 731 (3) 597 594 - 116 137 (15) ZOLOFT 368 408 (10) 62 95 (35) 306 313 (2) ARICEPT\*\* 311 356 (12) - 1 (100) 311 355 NEURONTIN 242 295 (18) 51 53 (3) 191 242 (21) RELPAX 234 240 (2) 145 147 (1) 89 93 (4) XANAX / XANAX XR 230 267 (14) 41 47 (14) 189 220 (14)

#### - ARTHRITIS AND PAIN

**1,946 2,279 (15 ) 1,336 1,444 (7 ) 610 835 (27 )** CELEBREX 1,714 1,825 (6 ) 1,230 1,329 (7 ) 484 496 (3 ) - INFECTIOUS AND RESPIRATORY

DISEASES 2,586 2,920 (11) 821 913 (10) 1,765 2,007 (12) ZYVOX 811 832 (2) 459 495 (7) 352 337 5 VFEND 555 547 1 177 166 6 378 381 (1) ZITHROMAX / ZMAX 299 320 (7) 10 7 38 289 313 (8) DIFLUCAN 244 280 (13) 7 7 (11) 237 273 (13) - UROLOGY 2,254 2,369 (5) 1,316 1,265 4 938 1,104 (15) VIAGRA 1,343 1,432 (6) 697 656 6 646 776 (17)

#### DETROL / DETROL LA

845 901 (6) 600 603 (1) 245 298 (17) - ONCOLOGY 1,657 1,932 (14) 365 417 (12) 1,292 1,515 (15) SUTENT 671 627 7 192 188 2 479 439 9 AROMASIN 347 342 1 121 108 12 226 234 (4) CAMPTOSAR 276 451 (39) - 86 (100) 276 365 (25) - OPHTHALMOLOGY 1,261 1,316 (4) 414 389 6 847 927 (9) XALATAN / XALACOM 1,238 1,291 (4) 414 389 6 824 902 (9) - ENDOCRINE DISORDERS 805 857 (6) 180 191 (6) 625 666 (6) GENOTROPIN 636 669 (5) 160 170 (6) 476 499 (5) - ALL OTHER 2,342 1,714 37 693 573 21 1,649 1,141 44 ZYRTEC / ZYRTEC D - 125 (100) - 125 (100) - - -

# - ALLIANCE REVENUE (Aricept,

# Spiriva, Rebif and Exforge)

1,872 1,622 15 1,133 934 21 739 688 7 ANIMAL HEALTH 1,863 2,042 (9) 749 812 (8) 1,114 1,230 (9) OTHER \*\*\* 767 975 (21) 213 325 (34) 554 650 (15) + - Revenues are presented by therapeutic area. \*\* - Represents direct sales under license agreement with Eisai Co., Ltd. \*\*\* - Includes Consumer Healthcare business transition activity, Capsugel and Pfizer Centersource. Certain amounts and percentages may reflect rounding adjustments.

#### PFIZER INC.

#### **SUPPLEMENTAL INFORMATION**

# 1. Impact of Foreign Exchange on Revenues

The strengthening of the U.S. dollar relative to other currencies, primarily the euro, UK pound, Canadian dollar and Australian dollar, unfavorably impacted our revenues by

approximately \$610 million, or 5%, in third-quarter 2009, compared to the same period in 2008, and by approximately \$2.3 billion, or 6%, in the first nine months of 2009, compared to the same period in 2008.

# 2. Change in Cost of Sales

Reported cost of sales decreased 16% in the third quarter of 2009, compared to the same period in 2008, and decreased 23% in first nine months of 2009, compared to the same period in 2008. The decreases primarily reflect the savings impact of our cost-reduction initiatives and lower related implementation costs, partially offset by the unfavorable impact of foreign exchange.

Reported cost of sales included implementation charges related to our cost-reduction initiatives of \$23 million for the third quarter of 2009, \$144 million for the first nine months of 2009, \$172 million for the third quarter of 2008, and \$520 million for the first nine months of 2008.

Reported cost of sales as a percentage of revenues decreased 2.3 percentage points to 15.4% in third-quarter 2009, reflecting the favorable impact of our cost-reduction initiatives and lower related implementation costs, partially offset by the unfavorable impact of foreign exchange, compared to third-quarter 2008.

# 3. Change in Selling, Informational & Administrative (SI&A) Expenses, Research & Development (R&D) Expenses and In-Process R&D Charges (IPR&D)

Reported SI&A expenses decreased 7% in the third quarter of 2009, compared to the same period in 2008, and decreased 13% in first nine months of 2009, compared to the same period in 2008. The decreases reflect savings associated with our cost-reduction initiatives, lower related implementation costs, and the favorable impact of foreign exchange. In addition, the first nine months of 2009 included certain insurance recoveries related to legal defense costs.

Reported SI&A expenses included implementation charges related to our cost-reduction initiatives of \$51 million for third-quarter 2009, \$182 million for the first nine months of 2009, \$95 million for third-quarter 2008, and \$270 million for the first nine months of 2008.

Reported R&D expenses, excluding IPR&D, decreased 13% in the third quarter of 2009, compared to the same period in 2008, and 11% in the first nine months of 2009, compared to the same period in 2008. The decreases were primarily due to the

realization of savings associated with our cost-reduction initiatives, lower related implementation costs, and the favorable impact of foreign exchange. The nine-month 2009 decrease was partially offset by a \$150 million milestone payment to Bristol-Myers Squibb in first-quarter 2009 in connection with the collaboration on apixaban.

Reported R&D expenses included implementation charges related to our cost-reduction initiatives of \$5 million for third-quarter 2009, \$78 million for the first nine months of 2009, \$108 million for third-quarter 2008, and \$348 million for the first nine months of 2008.

IPR&D charges of \$20 million for the first nine months of 2009 relate to the resolution of a contingency associated with our 2008 acquisition of CovX. IPR&D charges of \$567 million for the first nine months of 2008 primarily relate to the acquisitions of Serenex, Inc., Encysive Pharmaceuticals, Inc., CovX, Coley Pharmaceutical Group, Inc. and two smaller acquisitions related to Animal Health. As a result of adopting the provisions of a new accounting standard for business combinations issued by the Financial Accounting Standards Board, beginning January 1, 2009, IPR&D related to acquisitions after adoption will be recorded on our consolidated balance sheet as indefinite-lived intangible assets. We made no acquisitions in the first nine months of 2009.

#### 4. Other (Income) and Other Deductions

2009	Third Quarter	Nine Months (\$ in millions)
2008		
2009		
2008		
Interest Income		
\$		
(171)		

```
$
 (307)
$
 (620)
 (921) Interest Expense
                             369
                                       121
                                                  769
                                                            433
                                                                  Net Interest
                                    (186)
(Income)/Expense(a)
                         198
                                               149
                                                         (488)
Royalty-Related Income
                                    (194) Legal Matters, Net (b)
                                                                     54
                                                                              936
    (35)
              (59)
                         (142)
 130
           934
Other, Net
    (57)
               30
                        38
                                 (31)
Other (Income)/Deductions-Net
$
 160
$
 721
$
 175
$
```

(a) Net interest expense was \$198 million in third-quarter 2009 compared to net interest income of \$186 million in the same period in 2008. The change is due primarily to net interest expense recorded in third-quarter 2009 associated with our issuance of \$13.5 billion of senior unsecured notes on March 24, 2009 and \$10.5 billion of senior unsecured notes on June 3, 2009, primarily related to the acquisition of Wyeth. In addition, lower interest rates, partially offset by higher cash balances, contributed to the increased net interest expense compared to the year-ago quarter. (b) In third-quarter 2008, we recorded litigation-related charges of approximately \$900 million associated with the resolution of certain litigation involving our non-steroidal anti-inflammatory pain medicines.

#### 5. Effective Tax Rate

The effective tax rate on reported Income from continuing operations before provision for taxes on income for third-quarter 2009 was 27.5% compared to 17.0% in the third guarter of 2008, and in the first nine months of 2009 was 27.3% compared to 13.8% in the first nine months of 2008. The higher tax rates for the third quarter and first nine months of 2009 are primarily due to the increased tax costs associated with certain business decisions executed to finance the Wyeth acquisition and the change in geographic mix of expenses incurred to execute our cost-reduction initiatives, partially offset by a tax benefit of \$174 million recorded in the third guarter of 2009 related to the final resolution of a previously disclosed agreement-in-principle with the U.S. Department of Justice to settle investigations of past promotional practices and certain other matters. This resulted in the receipt of information that raised our assessment of the likelihood of prevailing on the technical merits of our tax position. The higher tax rates were also partially offset by the decrease in IPR&D charges, which generally are not deductible for tax purposes. The lower tax rate in the first nine months of 2008 reflects tax benefits of \$305 million related to favorable tax settlements for multiple tax years and \$426 million related to the sale of one of our biopharmaceutical companies, which were both recorded in the second quarter of 2008.

The effective tax rate on adjusted income(1) was 31.8% in third quarter 2009, 29.9% in the first nine months of 2009, 22.3% in third-quarter 2008, and 21.4% in the first nine months of 2008. The higher tax rates on adjusted income(1) in 2009 are primarily due to the increased tax costs associated with certain business decisions executed to finance the Wyeth acquisition. The lower tax rate in the first nine months of 2008 reflects \$305 million in tax benefits related to the resolution of tax issues noted above.

6. Reconciliation of 2009 Adjusted Income(1) and Adjusted Diluted EPS(1)
Guidance to 2009 Reported Net Income Attributable to Pfizer Inc. and Reported
Diluted EPS Attributable to Pfizer Inc. Common Shareholders Guidance

Full-Year 2009 Guidance (\$ billions, except per-share amounts) Net Income(a) Diluted EPS(a)

Income/(Expense)

Adjusted Income/Diluted EPS(1) Guidance

~\$14.1 - \$14.4 ~\$2.00 - \$2.05

Purchase Accounting Impacts from Wyeth Acquisition and Business Development Transactions Completed as of 12/31/08 (b)

(2.5)(0.36) Costs Related to Cost-Reduction Initiatives (c) (0.6)(0.08) Wyeth (0.9)(0.12) Other, Net 0.1 Acquisition-Related Costs (d) 0.01 Reported Net Income Attributable to Pfizer Inc/Diluted EPS Guidance ~\$10.2 - \$10.5 ~\$1.45 -\$1.50 (a) Guidance in the table above includes projected results of operations for Wyeth, in accordance with Pfizer's international and domestic year-ends. Therefore, the guidance includes approximately one-and-a-half months of the fourth calendar quarter of 2009 in the case of Wyeth's international operations and approximately two-and-a-half months of the fourth calendar quarter of 2009 in the case of Wyeth's U.S. operations. This guidance does not assume the completion of any other business-development transactions, including divestitures, not completed as of September 27, 2009, and excludes the potential effects of litigation-related matters not substantially resolved as of September 27, 2009. (b) Includes estimated amounts that are dependent upon certain valuations and other studies of the assets acquired and liabilities assumed from Wyeth that have yet to commence or progress to a stage where there is sufficient information for a definitive measurement. Accordingly, the estimated purchase accounting impacts are preliminary and may not be indicative of actual amounts that will be recorded as additional information becomes available and as additional analyses are performed. Differences between the preliminary estimates reflected in this guidance and the final acquisition accounting will likely occur and could have a material impact on the guidance presented above. (c) Includes restructuring and implementation costs incurred for Pfizer legacy cost reduction initiatives through the closing date of the Wyeth acquisition. Does not reflect an estimate for subsequent restructuring and implementation costs associated with Pfizer legacy cost reduction initiatives. The Company will include an estimate for acquisition-related restructuring and integration costs in its full-year 2010 financial guidance in conjunction with its fourth-guarter 2009 earnings release in January 2010. (d) Includes certain costs incurred in connection with the Wyeth acquisition since the announcement of the agreement to acquire Wyeth on January 26, 2009 through the acquisition close date including, but not limited to, pre-integration, transaction and financing costs. Due to the recent timing of the acquisition close, the 2009 guidance does not reflect an estimate for any restructuring or integration charges expected to be incurred in connection with the acquisition of Wyeth. The Company will include an estimate for acquisition-related restructuring and integration costs in its full-year 2010 financial guidance in conjunction with its fourth-guarter 2009 earnings release in January 2010.

(1) "Adjusted income" and "adjusted diluted earnings per share (EPS)" are defined as reported net income attributable to Pfizer Inc. and reported diluted EPS attributable to Pfizer Inc. common shareholders excluding purchase-accounting adjustments, acquisition-related costs, discontinued operations and certain significant items. As described under *Adjusted Income* in the Management's Discussion and Analysis of Financial Condition and Results of Operations section of Pfizer's Form 10-Q for the fiscal quarter ended June 28, 2009, management uses adjusted income, among other factors, to set performance goals and to measure the performance of the overall company. We believe that investors' understanding of our performance is enhanced by disclosing this measure. The adjusted income and adjusted diluted EPS measures are not, and should not be viewed as, substitutes for U.S. GAAP net income and diluted EPS.

DISCLOSURE NOTICE: The information contained in this earnings release and the attachments is as of October 20, 2009. The Company assumes no obligation to update any forward-looking statements contained in this earnings release or the attachments as a result of new information or future events or developments.

This earnings release and the attachments contain forward-looking information about the Company's financial results and estimates, business plans and prospects, in-line products and product candidates that involve substantial risks and uncertainties. You can identify these statements by the fact that they use words such as "will," "anticipate," "estimate," "expect," "project," "intend," "plan," "believe," "target," "forecast" and other words and terms of similar meaning in connection with any discussion of future operating or financial performance or business plans and prospects. Among the factors that could cause actual results to differ materially are the following: the success of research and development activities; decisions by regulatory authorities regarding whether and when to approve our drug applications as well as their decisions regarding labeling and other matters that could affect the availability or commercial potential of our products; the speed with which regulatory authorizations, pricing approvals and product launches may be achieved; the success of external business-development activities; competitive developments, including with respect to competitor drugs and drug candidates that treat diseases and conditions similar to those treated by our in-line drugs and drug candidates; the ability to successfully market both new and existing products domestically and internationally; difficulties or delays in manufacturing; trade buying patterns; the ability to meet generic and branded competition after the loss of patent protection for our

products and competitor products; the impact of existing and future legislation and regulatory provisions on product exclusivity; trends toward managed care and healthcare cost containment; U.S. legislation or regulatory action, including legislation or regulatory action that may result from pending and possible future healthcare reform proposals, affecting, among other things, pharmaceutical product pricing, reimbursement or access, including under Medicaid, Medicare and other publicly funded or subsidized health programs, the importation of prescription drugs from outside the U.S. at prices that are regulated by governments of various foreign countries, direct-to-consumer advertising and interactions with healthcare professionals, and the use of comparative effectiveness methodologies that could be implemented in a manner that focuses primarily on the cost differences and minimizes the therapeutic differences among pharmaceutical products and restricts access to innovative medicines; the impact of the Medicare Prescription Drug, Improvement and Modernization Act of 2003; legislation or regulatory action in markets outside the U.S. affecting pharmaceutical product pricing, reimbursement or access; contingencies related to actual or alleged environmental contamination; claims and concerns that may arise regarding the safety or efficacy of in-line products and product candidates; significant breakdown, infiltration or interruption of our information technology systems and infrastructure; legal defense costs, insurance expenses, settlement costs and the risk of an adverse decision or settlement related to product liability, patent protection, governmental investigations, ongoing efforts to explore various means for resolving asbestos litigation, and other legal proceedings; the Company's ability to protect its patents and other intellectual property both domestically and internationally; interest rate and foreign currency exchange rate fluctuations; governmental laws and regulations affecting domestic and foreign operations, including tax obligations and changes affecting the taxation by the U.S. of income earned outside the U.S. that may result from pending and possible future proposals; changes in U.S. generally accepted accounting principles; uncertainties related to general economic, political, business, industry, regulatory and market conditions including, without limitation, uncertainties related to the impact on us, our lenders, our customers, our suppliers and counterparties to our foreign-exchange and interest-rate agreements of the global recession and recent and possible future changes in global financial markets; any changes in business, political and economic conditions due to actual or threatened terrorist activity in the U.S. and other parts of the world, and related U.S. military action overseas; growth in costs and expenses; changes in our product, segment and geographic mix; and the impact of acquisitions, divestitures, restructurings, product withdrawals and other unusual items, including our ability to realize the projected benefits of our acquisition of Wyeth and of our cost-reduction initiatives. A further list and description of risks, uncertainties, and other matters can be found in the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2008 and in its reports on Forms 10-Q and 8-K.

This earnings release may include discussion of certain clinical studies relating to various in-line products and/or product candidates. These studies typically are part of a larger body of clinical data relating to such products or product candidates, and the discussion herein should be considered in the context of the larger body of data.

Pfizer Inc.MediaJoan Campion, 212-733-2798orInvestorsSuzanne Harnett, 212-733-8009Jennifer Davis, 212-733-0717