
Collaborating with Pfizer

Advancing the Most Innovative External Science

AUTM 2021

Barbara Sosnowski, Ph.D.

Barbara.Sosnowski@Pfizer.com



Breakthroughs that change patients' lives ©

FORWARD LOOKING STATEMENTS

This presentation includes forward-looking statements about, among other things, our research and development program, expectations for our product pipeline, in-line products and product candidates, including anticipated regulatory submissions, data read-outs, study starts, approvals, revenue contribution, growth, performance, timing of exclusivity and potential benefits and other statements about our business, operations and financial results that are subject to substantial risks and uncertainties that could cause actual results to differ materially from those expressed or implied by such statements. These statements are subject to risks, uncertainties and other factors that may cause actual results to differ materially from past results, future plans and projected future results. Additional information regarding these and other factors can be found in Pfizer's Annual Report on Form 10-K for the fiscal year ended December 31, 2020 and in our subsequent reports on Form 10-Q, 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 U.S. Securities and Exchange Commission (the "SEC") and available at www.sec.gov and www.pfizer.com.



Our Pipeline

Pipeline Snapshot (As of February 2, 2021)

Discovery
Projects

Phase 1
27

Phase 2
35

Phase 3
24

Registration
9

95
Total

DISCOVERY

Compounds show promise in labs; lab experiments begin

PHASE 1

Experimental medicine tested for first time in human clinical trials

PHASE 2

Trials focus on medicine's effectiveness; determine ideal dosage and delivery method

PHASE 3

Test results of earlier trials on larger populations in randomized trials; analyze risks/benefits

REGISTRATION

When trial results warrant, file application with the right regulatory authorities



Worldwide Research, Development and Medical (WRDM): Creating Breakthroughs that Change Patients' Lives



Pfizer is a
purpose-driven organization



Pfizer is committed
to delivering first-in-class science to
change patients' lives



Pfizer maintains
an **innovative,**
world-class pipeline



Pfizer is one of the world's premier
biopharmaceutical companies and is
committed to creating new therapies
that have the largest impact for patients



Pfizer looks to strengthen
its pipeline with **the best**
available resources

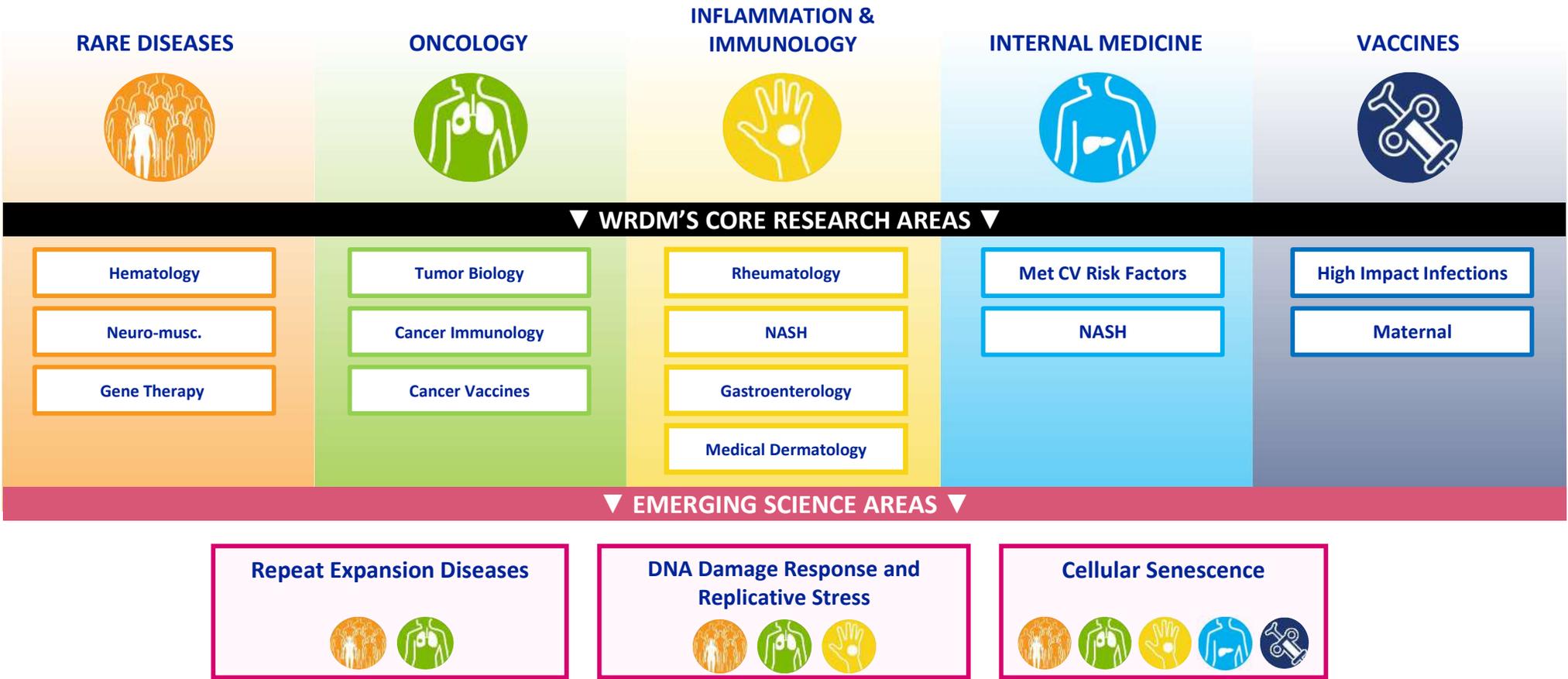


Pfizer seeks to harness external
innovation to continue bringing
breakthrough therapies to patients



Emerging Science & Innovation

Focusing on Breakthrough Science in Areas of High Impact



Emerging Science & Innovation

ES&I's Core

Our ES&I team, embedded within Pfizer's research units, identifies late-breaking science and novel targets sourced from the external ecosystem which form the basis of potential innovative therapies.

ES&I is comprised of four functions that drive external collaborations to deliver value to Pfizer, our partners and patients.

Emerging Science Leads

Search and evaluate first-in-class external assets

Centers for Therapeutic Innovation (CTI)

Translate cutting-edge academic science through a co-discovery collaboration model

Partnering Innovation

Pfizer Ventures: *Identify and invest in private companies developing transformative medicines*
Global Public-Private Partnerships (GPPP): *Address health challenges that benefit from collective action*

Target Sciences

Develop first-in-class target proposals with robust human-based confidence in rationale (CIR)

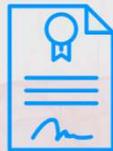


Example Ways to Work with ES&I

We build academic, global public-private and biotech partnerships to deliver first-in-class science and potentially bringing medicines to the world faster. There are many ways to collaborate with Pfizer including but not limited to:



**JOINT DRUG
DISCOVERY**



LICENSING



**SEED & VENTURE
INVESTMENTS**



**RESEARCH
COLLABORATIONS**



OPTIONS-BASED DEALS



ACQUISITIONS
(of asset or company)

Pfizer: Partner of Choice

CREATIVITY



COLLABORATION



RESPONSIVENESS



- Employing flexible and innovative deal structures
- Addressing partner needs “beyond the deal”

- Solving issues together
- Building relationships with senior leaders

- Responding with sense of urgency
- Communicating with transparency

Visit our website for information about Pfizer’s partnering interests: www.pfizer.com/partners

- When sending non-confidential information please include therapeutic area, stage of development, partnering goals, and timeline
- Please do not send confidential information
- Contact information: Barbara Sosnowski, Ph.D.
 - Barbara.Sosnowski@Pfizer.com
 - 617-800-7261



Emerging Science & Innovation