Pfizer Inc. Revenues
Third Quarter 2019 and 2018
Unaudited
(millions of dollars)
Quarter-to-Date

	WORLDWIDE				UNITED STATES			TOTAL INTERNATIONAL[a]				DEVELOPED EUROPE[m]				DEVELOPED REST OF WORLD[n]				EMERGING MARKETS[o]			
			% of Change				% of Change			% of Change				% of Change				% of Change				% of Change	
	2019	2018	Reported	Operational	2019	2018	Reported	2019	2018	Reported	Operational	2019	2018	Reported	Operational	2019	2018	Reported	Operational	2019	2018	Reported	Operation
TOTAL REVENUES	**12,680**	**13,298**	**(5%)**	**(3%)**	**5,850**	**6,361**	**(8%)**	**6,830**	**6,937**	**(2%)**	**2%**	**2,135**	**2,231**	**(4%)**	**(1%)**	**1,585**	**1,640**	**(3%)**	**(4%)**	**3,110**	**3,066**	**1%**	**6%**
PFIZER BIOPHARMACEUTICALS GROUP (BIOPHARMA)[b]	**10,108**	**9,422**	**7%**	**9%**	**5,218**	**4,684**	**11%**	**4,890**	**4,738**	**3%**	**7%**	**1,835**	**1,867**	**(2%)**	**2%**	**1,035**	**1,024**	**1%**	**1%**	**2,020**	**1,847**	**9%**	**15%**
Internal Medicine[c]	**2,207**	**2,182**	**1%**	**3%**	**1,126**	**1,107**	**2%**	**1,081**	**1,075**	**1%**	**4%**	**442**	**425**	**4%**	**8%**	**309**	**323**	**(4%)**	**(5%)**	**330**	**327**	**1%**	**6%**
Eliquis alliance revenues and direct sales	1,025	870	18%	20%	541	455	19%	484	416	16%	20%	282	254	11%	16%	90	85	5%	5%	113	77	47%	51%
Chantix/Champix	276	261	6%	7%	227	197	15%	49	64	(22%)	(20%)	18	19	(6%)	(2%)	18	27	(35%)	(34%)	14	18	(20%)	(17%)
Premarin family	182	204	(11%)	(11%)	170	191	(11%)	11	12	(8%)	(5%)	—	—	—	—	5	6	(11%)	(10%)	6	6	(6%)	(2%)
BMP2	66	54	24%	24%	66	54	24%	—	—	—	—	—	—		—	—	—	—	—	—	—	—	—
Toviaz	61	67	(8%)	(7%)	18	23	(19%)	43	44	(3%)	(1%)	16	17	(6%)	(3%)	24	24	(1%)	(2%)	3	3	5%	12%
All other Internal Medicine	597	727	(18%)	(16%)	103	188	(45%)	493	539	(9%)	(6%)	126	135	(7%)	(3%)	172	181	(5%)	(6%)	195	224	(13%)	(7%)
Oncology[d]	2,350	1,840	28%	30%	1,466	1,119	31%	884	720	23%	28%	434	371	17%	21%	172	148	16%	15%	277	201	38%	48%
Ibrance	1,283	1,025	25%	27%	832	708	18%	451	317	42%	48%	265	194	37%	42%	88	67	31%	29%	99	57	75%	94%
Sutent	224	248	(10%)	(7%)	64	80	(20%)	160	168	(5%)	—	67	79	(15%)	(12%)	26	30	(11%)	(11%)	67	59	13%	21%
Xtandi alliance revenues	225	180	25%	25%	225	180	25%	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Xalkori	130	127	2%	5%	36	34	7%	94	93	1%	4%	27	35	(23%)	(21%)	12	14	(15%)	(15%)	55	44	25%	30%
Inlyta	139	71	95%	98%	92	27	*	46	44	6%	10%	10	11	(15%)	(12%)	17	19	(12%)	(13%)	20	14	49%	62%
Bosulif	90	69	32%	32%	61	43	42%	30	26	14%	15%	15	14	5%	9%	12	10	22%	19%	3	2	39%	42%
Retacrit[k]	64	19	*	*	42	—	*	22	19	14%	18%	22	18	19%	23%	—	—	—	—	1	1	(60%)	(58%)
All other Oncology	194	101	93%	95%	113	48	*	80	53	52%	56%	30	19	54%	60%	17	9	98%	96%	33	25	33%	38%
Hospital[e]	1,917	1,841	4%	6%	759	705	8%	1,157	1,136	2%	5%	211	234	(10%)	(6%)	197	200	(1%)	—	749	702	7%	10%
Sulperazon	163	145	12%	16%	—	—	—	163	145	12%	16%	—	—	—	—	2	2	(8%)	(11%)	161	143	12%	17%
Medrol[f]	109	110	(1%)	—	54	55	(2%)	55	55	(1%)	1%	16	18	(9%)	(5%)	11	6	68%	67%	28	31	(10%)	(8%)
Vfend	87	87	1%	4%	3	3	(3%)	84	83	1%	4%	5	8	(35%)	(33%)	17	18	(6%)	(8%)	61	57	8%	13%
Zithromax[f]	77	61	25%	29%	2	—	*	75	61	23%	26%	10	9	3%	7%	8	9	(6%)	(6%)	57	43	33%	37%
EpiPen	92	68	36%	36%	74	55	35%	18	13	36%	37%	—	—	—	—	18	13	36%	37%	—	—	—	—
Zyvox	61	50	21%	24%	5	(3)	*	56	53	4%	7%	4	3	21%	26%	10	14	(24%)	(25%)	42	37	14%	17%
Fragmin	62	76	(18%)	(15%)	3	4	(38%)	60	72	(17%)	(14%)	27	35	(23%)	(19%)	15	18	(17%)	(16%)	17	19	(6%)	(2%)
Zosyn/Tazocin	49	56	(13%)	(12%)	32	35	(7%)	16	21	(22%)	(19%)	—	1	(51%)	(49%)	1	1	(30%)	(26%)	15	19	(20%)	(17%)
Tygacil	50	60	(17%)	(14%)	4	6	(34%)	46	54	(15%)	(12%)	7	15	(54%)	(52%)	1	1	—	6%	38	38	—	2%
Pfizer CentreOne[g]	176	159	11%	12%	101	81	24%	75	78	(3%)	(1%)	30	31	(2%)	—	5	5	7%	7%	40	42	(6%)	(2%)
All other Anti-infectives	335	300	12%	14%	95	70	35%	240	230	5%	8%	69	65	5%	9%	26	28	(6%)	(6%)	146	137	6%	11%
All other Hospital[e]	656	669	(2%)	(1%)	386	399	(3%)	270	270	—	3%	43	49	(11%)	(8%)	82	85	(3%)	—	144	136	5%	9%
Vaccines	**1,808**	**1,845**	**(2%)**	**(1%)**	**1,078**	**1,149**	**(6%)**	**730**	**695**	**5%**	**8%**	**234**	**229**	**2%**	**6%**	**93**	**103**	**(10%)**	**(9%)**	**403**	**363**	**11%**	**14%**
Prevnar 13/Prevenar 13	1,603	1,660	(3%)	(3%)	1,008	1,089	(7%)	595	571	4%	7%	132	136	(4%)	—	87	94	(8%)	(7%)	376	340	11%	13%
FSME/IMMUN-TicoVac	64	57	13%	17%	—	—	—	64	57	13%	17%	55	52	6%	10%	—	—	—	—	9	5	82%	88%
Nimenrix	52	46	13%	18%	—	—	—	52	46	13%	18%	30	22	37%	43%	5	8	(34%)	(30%)	17	16	2%	7%
Trumenba	73	61	19%	19%	70	60	16%	3	1	*	*	2	1	*	*	—	—	—	—	1	—	*	*
All other Vaccines	16	21	(23%)	(20%)	—	—	—	16	21	(23%)	(20%)	14	18	(20%)	(17%)	1	1	(39%)	(38%)	1	2	(49%)	(47%)
Inflammation & Immunology (I&I)[h]	**1,226**	**1,184**	**4%**	**6%**	**566**	**447**	**27%**	**660**	**737**	**(11%)**	**(7%)**	**328**	**406**	**(19%)**	**(16%)**	**162**	**160**	**1%**	**1%**	**170**	**171**	**(1%)**	**8%**
Xeljanz	599	432	38%	40%	444	332	34%	154	100	54%	61%	62	30	*	*	55	41	33%	34%	38	29	30%	46%
Enbrel (Outside the U.S. and Canada)	415	531	(22%)	(19%)	—	—	—	415	531	(22%)	(19%)	199	298	(33%)	(31%)	88	101	(13%)	(14%)	128	133	(4%)	4%
Inflectra/Remsima[h],[k]	155	166	(7%)	(5%)	77	71	8%	78	95	(18%)	(15%)	65	79	(18%)	(15%)	9	6	37%	41%	5	10	(49%)	(49%)
Eucrisa	43	40	7%	7%	42	40	5%	1	—	*	*	—	—	—	—	1	—	*	*	—	—	—	—
All other I&I	15	14	8%	6%	3	4	(13%)	12	10	16%	14%	2	(1)	*	*	10	11	(11%)	(13%)	—	—	—	—
Rare Disease	**601**	**531**	**13%**	**16%**	**222**	**157**	**42%**	**379**	**374**	**1%**	**6%**	**186**	**201**	**(8%)**	**(4%)**	**103**	**90**	**14%**	**14%**	**91**	**83**	**9%**	**20%**
BeneFIX	125	132	(5%)	(3%)	66	57	15%	59	74	(20%)	(16%)	25	36	(32%)	(29%)	17	21	(16%)	(13%)	17	18	(3%)	6%
Genotropin	124	143	(13%)	(11%)	23	35	(34%)	101	108	(7%)	(4%)	39	45	(14%)	(10%)	37	39	(4%)	(5%)	25	24	4%	11%
Refacto AF/Xyntha	104	117	(11%)	(7%)	22	27	(18%)	82	90	(9%)	(3%)	48	57	(16%)	(13%)	9	10	(11%)	(6%)	25	23	8%	21%
Vyndaqel	156	37	*	*	79	—	*	77	37	*	*	40	23	73%	80%	29	11	*	*	8	3	*	*
Somavert	64	64	—	3%	24	23	4%	40	41	(2%)	2%	31	33	(5%)	(1%)	5	5	7%	6%	4	3	15%	26%
All other Rare Disease	28	38	(26%)	(21%)	8	14	(43%)	20	24	(16%)	(8%)	3	7	(60%)	(58%)	5	5	2%	6%	12	12	3%	16%
UPJOHN[c],[i]	**2,195**	**3,036**	**(28%)**	**(26%)**	**509**	**1,231**	**(59%)**	**1,686**	**1,805**	**(7%)**	**(4%)**	**233**	**266**	**(13%)**	**(9%)**	**499**	**537**	**(7%)**	**(8%)**	**955**	**1,001**	**(5%)**	**(1%)**
Lyrica	527	1,213	(57%)	(57%)	200	875	(77%)	326	338	(4%)	(4%)	45	62	(27%)	(25%)	201	205	(2%)	(4%)	80	71	13%	15%
Lipitor	476	507	(6%)	(3%)	25	25	1%	451	482	(6%)	(3%)	43	43	(1%)	3%	43	54	(19%)	(16%)	365	385	(5%)	(2%)
Norvasc	219	248	(12%)	(9%)	9	9	5%	209	239	(12%)	(9%)	16	16	(5%)	(1%)	35	45	(23%)	(23%)	159	178	(10%)	(7%)
Celebrex	179	188	(5%)	(4%)	14	16	(17%)	166	171	(3%)	(3%)	6	7	(3%)	—	81	79	2%	—	79	86	(8%)	(6%)
Viagra	120	137	(13%)	(11%)	20	32	(37%)	99	105	(5%)	(3%)	10	11	(11%)	(7%)	16	18	(14%)	(13%)	74	76	(3%)	—
Effexor	80	78	3%	4%	19	18	3%	61	59	3%	4%	14	14	(1%)	3%	29	25	18%	16%	18	21	(13%)	(9%)
Zoloft	74	72	2%	5%	12	14	(9%)	62	59	5%	9%	10	10	(8%)	(5%)	11	14	(21%)	(22%)	41	34	20%	26%
Xalatan/Xalacom	68	76	(11%)	(10%)	3	4	(21%)	64	72	(10%)	(9%)	15	17	(11%)	(7%)	25	30	(16%)	(17%)	24	25	(4%)	(1%)
Xanax	50	52	(4%)	(2%)	10	9	12%	39	43	(8%)	(5%)	21	23	(8%)	(4%)	3	4	(14%)	(15%)	15	16	(6%)	(3%)
Revatio	24	53	(56%)	(55%)	5	34	(84%)	18	20	(7%)	(6%)	6	8	(26%)	(23%)	8	7	11%	8%	5	5	—	2%
All other Upjohn	379	411	(8%)	(7%)	190	194	(2%)	189	217	(13%)	(10%)	48	56	(14%)	(11%)	47	56	(16%)	(15%)	94	105	(10%)	(7%)
CONSUMER HEALTHCARE BUSINESS[l]	**377**	**839**	**(55%)**	**(54%)**	**124**	**445**	**(72%)**	**253**	**394**	**(36%)**	**(33%)**	**68**	**97**	**(30%)**	**(27%)**	**51**	**79**	**(36%)**	**(34%)**	**134**	**218**	**(38%)**	**(35%)**
Total Alliance revenues	**1,141**	**977**	**17%**	**18%**	**773**	**642**	**20%**	**368**	**336**	**10%**	**13%**	**270**	**244**	**11%**	**15%**	**98**	**92**	**6%**	**5%**	**1**	**$—**	*****	*****
Total Biosimilars[k]	**236**	**197**	**20%**	**22%**	**123**	**72**	**71%**	**113**	**125**	**(9%)**	**(6%)**	**97**	**106**	**(9%)**	**(5%)**	**10**	**7**	**40%**	**44%**	**7**	**12**	**(43%)**	**(42%)**
Total Sterile Injectable Pharmaceuticals[f]	**1,248**	**1,239**	**1%**	**3%**	**575**	**567**	**1%**	**673**	**672**	**—**	**4%**	**115**	**135**	**(15%)**	**(8%)**	**116**	**116**	**—**	**2%**	**441**	**421**	**5%**	**9%**

* Indicates calculation not meaningful or result is equal to or greater than 100%.

Amounts may not add due to rounding. All percentages have been calculated using unrounded amounts.

Footnotes referenced in the table above can be found on the last sheet of this workbook.

Pfizer Inc. Revenues
Nine Months 2019 and 2018
Unaudited
(millions of dollars)
Quarter-to-Date

	WORLDWIDE				UNITED STATES			TOTAL INTERNATIONAL[a]				DEVELOPED EUROPE[m]				DEVELOPED REST OF WORLD[n]				EMERGING MARKETS[o]			
			% of Change				% of Change			% of Change				% of Change				% of Change				% of Change	
	2019	2018	Reported	Operational	2019	2018	Reported	2019	2018	Reported	Operational	2019	2018	Reported	Operational	2019	2018	Reported	Operational	2019	2018	Reported	Operational
TOTAL REVENUES	**39,062**	**39,670**	**(2%)**	**1%**	**18,360**	**18,861**	**(3%)**	**20,701**	**20,810**	**(1%)**	**5%**	**6,450**	**6,657**	**(3%)**	**3%**	**4,758**	**4,795**	**(1%)**	**1%**	**9,493**	**9,358**	**1%**	**9%**
PFIZER BIOPHARMACEUTICALS GROUP (BIOPHARMA)[b]	**28,887**	**27,737**	**4%**	**7%**	**14,481**	**13,582**	**7%**	**14,406**	**14,155**	**2%**	**8%**	**5,456**	**5,509**	**(1%)**	**5%**	**3,009**	**2,993**	**1%**	**3%**	**5,941**	**5,653**	**5%**	**14%**
Internal Medicine[c]	**6,754**	**6,529**	**3%**	**6%**	**3,569**	**3,355**	**6%**	**3,185**	**3,174**	**—**	**6%**	**1,288**	**1,246**	**3%**	**10%**	**926**	**962**	**(4%)**	**(2%)**	**971**	**966**	**1%**	**10%**
Eliquis alliance revenues and direct sales	3,121	2,524	24%	27%	1,768	1,371	29%	1,353	1,153	17%	24%	786	692	14%	21%	260	240	9%	11%	307	221	39%	50%
Chantix/Champix	825	789	5%	6%	666	602	11%	159	187	(15%)	(10%)	60	60	(1%)	5%	53	85	(37%)	(35%)	46	42	10%	16%
Premarin family	542	605	(10%)	(10%)	510	569	(10%)	32	36	(10%)	(5%)	1	1	(3%)	3%	15	17	(11%)	(8%)	16	18	(10%)	(3%)
BMP2	212	206	3%	3%	212	206	3%	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Toviaz	186	197	(5%)	(3%)	55	62	(13%)	132	135	(2%)	2%	50	52	(6%)	—	74	74	—	2%	8	9	(2%)	16%
All other Internal Medicine	1,867	2,208	(15%)	(11%)	359	545	(34%)	1,508	1,663	(9%)	(4%)	391	440	(11%)	(6%)	524	546	(4%)	(3%)	593	676	(12%)	(4%)
Oncology[d]	6,547	5,487	19%	23%	4,031	3,432	17%	2,516	2,055	22%	31%	1,248	1,028	21%	29%	487	406	20%	21%	782	621	26%	42%
Ibrance	3,677	2,985	23%	27%	2,405	2,178	10%	1,273	807	58%	70%	742	483	54%	63%	241	166	45%	47%	290	157	84%	*
Sutent	704	785	(10%)	(5%)	217	262	(17%)	488	524	(7%)	—	218	240	(9%)	(4%)	77	88	(13%)	(11%)	193	195	(1%)	11%
Xtandi alliance revenues	594	510	17%	17%	594	510	17%	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Xalkori	385	417	(8%)	(4%)	111	118	(6%)	274	299	(8%)	(3%)	85	121	(30%)	(25%)	37	43	(15%)	(12%)	152	135	13%	20%
Inlyta	316	226	40%	44%	185	88	*	131	138	(5%)	2%	29	37	(22%)	(17%)	51	58	(11%)	(10%)	50	43	17%	34%
Bosulif	267	206	29%	31%	178	136	31%	89	71	27%	31%	46	37	23%	31%	34	28	21%	21%	10	5	78%	86%
Retacrit[k]	147	55	*	*	86	—	*	60	55	9%	15%	59	50	18%	25%	—	—	—	—	1	5	(81%)	(79%)
All other Oncology	456	302	51%	54%	255	140	82%	202	162	25%	30%	70	60	16%	23%	46	22	*	*	86	79	8%	14%
Hospital[e]	5,717	5,944	(4%)	(1%)	2,263	2,354	(4%)	3,453	3,590	(4%)	1%	662	761	(13%)	(8%)	563	596	(5%)	(3%)	2,228	2,233	—	5%
Sulperazon	505	464	9%	15%	—	—	—	505	464	9%	15%	—	—	—	—	6	7	(12%)	(11%)	498	456	9%	15%
Medrol[f]	348	369	(5%)	(3%)	187	200	(7%)	161	168	(4%)	—	50	55	(10%)	(5%)	30	18	65%	68%	81	95	(14%)	(10%)
Vfend	265	294	(10%)	(5%)	11	8	45%	255	287	(11%)	(6%)	16	28	(43%)	(40%)	54	59	(9%)	(8%)	185	199	(7%)	—
Zithromax[f]	254	243	5%	9%	(1)	4	*	255	239	7%	12%	37	39	(5%)	1%	28	29	(5%)	(4%)	190	171	11%	16%
EpiPen	238	215	10%	11%	197	174	13%	41	41	—	3%	—	—	—	—	41	41	—	3%	—	—	—	—
Zyvox	195	184	6%	10%	23	(1)	*	172	185	(7%)	(3%)	10	13	(25%)	(21%)	37	41	(8%)	(7%)	125	131	(4%)	—
Fragmin	185	221	(16%)	(11%)	7	12	(42%)	178	208	(14%)	(10%)	85	110	(22%)	(17%)	46	55	(17%)	(14%)	47	44	8%	15%
Zosyn/Tazocin	153	176	(13%)	(11%)	102	117	(12%)	51	59	(14%)	(8%)	1	4	(72%)	(70%)	3	4	(29%)	(25%)	47	51	(8%)	(1%)
Tygacil	146	186	(22%)	(17%)	12	19	(37%)	134	167	(20%)	(15%)	23	53	(56%)	(53%)	4	4	(14%)	(9%)	107	109	(2%)	3%
Pfizer CentreOne[g]	556	539	3%	5%	296	297	—	260	243	7%	11%	116	90	29%	33%	12	10	14%	14%	132	143	(7%)	(3%)
All other Anti-infectives	961	929	3%	8%	264	235	12%	696	694	—	6%	200	203	(1%)	5%	78	79	(1%)	—	418	412	2%	9%
All other Hospital[e]	1,910	2,124	(10%)	(8%)	1,165	1,289	(10%)	746	835	(11%)	(6%)	123	165	(26%)	(21%)	226	248	(9%)	(5%)	397	421	(6%)	(1%)
Vaccines	**4,795**	**4,708**	**2%**	**4%**	**2,607**	**2,689**	**(3%)**	**2,189**	**2,019**	**8%**	**14%**	**723**	**666**	**9%**	**15%**	**287**	**318**	**(10%)**	**(7%)**	**1,178**	**1,035**	**14%**	**20%**
Prevnar 13/Prevenar 13	4,268	4,290	(1%)	1%	2,498	2,597	(4%)	1,770	1,694	4%	9%	409	419	(2%)	3%	265	304	(13%)	(10%)	1,096	971	13%	18%
FSME/IMMUN-TicoVac	197	162	22%	29%	—	—	—	197	162	22%	29%	170	140	22%	29%	—	—	—	—	27	22	22%	30%
Nimenrix	159	95	67%	80%	—	—	—	159	95	67%	80%	91	54	70%	81%	18	10	68%	82%	51	31	63%	78%
Trumenba	117	95	23%	23%	108	92	17%	9	3	*	*	7	3	*	*	—	—	—	—	1	1	*	*
All other Vaccines	54	65	(17%)	(13%)	—	—	—	54	65	(17%)	(13%)	46	52	(10%)	(5%)	4	3	13%	19%	4	10	(62%)	(61%)
Inflammation & Immunology (I&I)[h]	**3,482**	**3,419**	**2%**	**6%**	**1,504**	**1,270**	**18%**	**1,978**	**2,149**	**(8%)**	**(1%)**	**994**	**1,180**	**(16%)**	**(11%)**	**464**	**435**	**7%**	**9%**	**520**	**535**	**(3%)**	**13%**
Xeljanz	1,634	1,221	34%	37%	1,201	964	25%	434	256	69%	83%	172	76	*	*	148	101	46%	50%	114	79	43%	70%
Enbrel (Outside the U.S. and Canada)	1,285	1,589	(19%)	(13%)	—	—	—	1,285	1,589	(19%)	(13%)	633	881	(28%)	(24%)	262	282	(7%)	(6%)	391	425	(8%)	6%
Inflectra/Remsima[h],[k]	446	469	(5%)	(2%)	208	189	10%	238	280	(15%)	(10%)	201	234	(14%)	(9%)	21	16	35%	41%	15	30	(50%)	(46%)
Eucrisa	92	104	(12%)	(12%)	90	104	(14%)	2	—	*	*	—	—	—	—	2	—	*	*	—	—	—	—
All other I&I	24	36	(33%)	(35%)	5	12	(59%)	19	24	(20%)	(23%)	(11)	(11)	(2%)	(10%)	30	35	(13%)	(13%)	—	—	—	—
Rare Disease	**1,592**	**1,651**	**(4%)**	**1%**	**508**	**482**	**5%**	**1,084**	**1,169**	**(7%)**	**—**	**541**	**628**	**(14%)**	**(9%)**	**281**	**277**	**2%**	**4%**	**262**	**264**	**(1%)**	**14%**
BeneFIX	372	420	(12%)	(8%)	190	183	4%	181	237	(23%)	(17%)	76	120	(37%)	(33%)	55	64	(15%)	(11%)	51	53	(4%)	10%
Genotropin	357	416	(14%)	(10%)	57	96	(40%)	300	320	(6%)	(1%)	118	134	(12%)	(6%)	112	117	(4%)	(3%)	69	69	—	14%
Refacto AF/Xyntha	319	388	(18%)	(12%)	71	81	(13%)	248	307	(19%)	(12%)	144	188	(23%)	(19%)	30	37	(20%)	(14%)	74	82	(10%)	4%
Vyndaqel	259	108	*	*	87	—	*	173	108	59%	66%	99	68	47%	55%	57	31	85%	84%	16	10	64%	84%
Somavert	192	195	(1%)	3%	75	74	—	117	120	(2%)	4%	93	96	(3%)	3%	14	14	(3%)	(1%)	11	10	4%	22%
All other Rare Disease	94	123	(24%)	(16%)	29	47	(40%)	65	76	(15%)	(2%)	11	23	(54%)	(51%)	14	13	1%	6%	41	40	3%	23%
UPJOHN[c],[i]	**8,077**	**9,302**	**(13%)**	**(11%)**	**2,891**	**3,921**	**(26%)**	**5,186**	**5,381**	**(4%)**	**1%**	**693**	**813**	**(15%)**	**(10%)**	**1,535**	**1,559**	**(2%)**	**—**	**2,958**	**3,009**	**(2%)**	**4%**
Lyrica	2,888	3,649	(21%)	(20%)	1,924	2,643	(27%)	964	1,006	(4%)	(2%)	143	190	(25%)	(20%)	603	596	1%	2%	218	220	(1%)	4%
Lipitor	1,506	1,539	(2%)	3%	76	86	(12%)	1,430	1,453	(2%)	4%	122	133	(8%)	(3%)	146	154	(5%)	(1%)	1,162	1,166	—	5%
Norvasc	735	777	(6%)	(1%)	30	27	11%	704	750	(6%)	(1%)	45	51	(11%)	(5%)	121	142	(14%)	(12%)	537	558	(4%)	2%
Celebrex	526	494	7%	9%	44	50	(13%)	482	444	9%	12%	18	20	(9%)	(3%)	234	198	18%	20%	230	226	2%	6%
Viagra	379	509	(26%)	(22%)	72	196	(63%)	306	313	(2%)	3%	26	30	(15%)	(10%)	47	52	(9%)	(6%)	234	231	1%	7%
Effexor	242	228	7%	10%	54	54	1%	188	174	8%	13%	41	44	(7%)	(2%)	87	69	25%	27%	60	61	—	8%
Zoloft	217	223	(3%)	3%	36	42	(16%)	181	181	—	7%	28	30	(9%)	(3%)	37	45	(18%)	(17%)	117	106	10%	20%
Xalatan/Xalacom	201	233	(14%)	(10%)	12	14	(10%)	189	219	(14%)	(10%)	45	48	(8%)	(2%)	78	92	(16%)	(15%)	67	79	(15%)	(9%)
Xanax	147	163	(9%)	(5%)	28	31	(8%)	119	132	(10%)	(4%)	59	67	(12%)	(7%)	10	12	(14%)	(12%)	50	53	(6%)	1%
Revatio	122	163	(25%)	(24%)	67	96	(31%)	55	66	(18%)	(15%)	18	27	(32%)	(28%)	22	22	1%	1%	14	17	(18%)	(14%)
All other Upjohn	1,114	1,325	(16%)	(14%)	547	682	(20%)	567	643	(12%)	(7%)	148	173	(14%)	(9%)	150	177	(15%)	(13%)	269	293	(8%)	(3%)
CONSUMER HEALTHCARE BUSINESS[j]	**2,098**	**2,631**	**(20%)**	**(18%)**	**988**	**1,357**	**(27%)**	**1,110**	**1,273**	**(13%)**	**(7%)**	**301**	**335**	**(10%)**	**(4%)**	**215**	**243**	**(12%)**	**(7%)**	**595**	**695**	**(14%)**	**(9%)**
Total Alliance revenues	**3,418**	**2,820**	**21%**	**23%**	**2,383**	**1,901**	**25%**	**1,034**	**919**	**13%**	**18%**	**753**	**660**	**14%**	**21%**	**281**	**259**	**8%**	**10%**	**1**	**—**	*****	*****
Total Biosimilars[k]	**632**	**558**	**13%**	**17%**	**302**	**190**	**59%**	**330**	**368**	**(10%)**	**(5%)**	**288**	**309**	**(7%)**	**(1%)**	**23**	**17**	**36%**	**42%**	**20**	**42**	**(53%)**	**(50%)**
Total Sterile Injectable Pharmaceuticals[l]	**3,703**	**3,928**	**(6%)**	**(3%)**	**1,732**	**1,864**	**(7%)**	**1,971**	**2,064**	**(4%)**	**1%**	**347**	**449**	**(23%)**	**(16%)**	**326**	**338**	**(4%)**	**—**	**1,298**	**1,276**	**2%**	**7%**

* Indicates calculation not meaningful or result is equal to or greater than 100%.

Amounts may not add due to rounding. All percentages have been calculated using unrounded amounts.

Footnotes referenced in the table above can be found on the last sheet of this workbook.

Pfizer Inc. Revenues
Second Quarter 2019 and 2018
Unaudited
(millions of dollars)
Quarter-to-Date

	WORLDWIDE				UNITED STATES			TOTAL INTERNATIONAL[a]				DEVELOPED EUROPE[m]				DEVELOPED REST OF WORLD[n]				EMERGING MARKETS[o]			
			% of Change				% of Change			% of Change				% of Change				% of Change				% of Change	
	2019	2018	Reported	Operational	2019	2018	Reported	2019	2018	Reported	Operational	2019	2018	Reported	Operational	2019	2018	Reported	Operational	2019	2018	Reported	Operation
TOTAL REVENUES	**13,264**	**13,466**	**(2%)**	**2%**	**6,335**	**6,225**	**2%**	**6,929**	**7,242**	**(4%)**	**3%**	**2,228**	**2,334**	**(5%)**	**3%**	**1,639**	**1,694**	**(3%)**	**1%**	**3,062**	**3,214**	**(5%)**	**4%**
PFIZER BIOPHARMACEUTICALS GROUP (BIOPHARMA)[b]	**9,595**	**9,434**	**2%**	**6%**	**4,743**	**4,509**	**5%**	**4,852**	**4,925**	**(1%)**	**6%**	**1,860**	**1,921**	**(3%)**	**4%**	**1,016**	**1,058**	**(4%)**	**—**	**1,977**	**1,945**	**2%**	**12%**
Internal Medicine[c]	**2,330**	**2,276**	**2%**	**6%**	**1,262**	**1,161**	**9%**	**1,068**	**1,115**	**(4%)**	**3%**	**418**	**444**	**(6%)**	**2%**	**326**	**347**	**(6%)**	**(2%)**	**324**	**324**	**—**	**11%**
Eliquis alliance revenues and direct sales	1,085	889	22%	26%	626	482	30%	459	407	13%	21%	265	247	7%	16%	91	87	5%	10%	103	73	40%	54%
Chantix/Champix	276	277	—	1%	227	217	5%	49	60	(19%)	(12%)	22	20	9%	17%	18	30	(39%)	(35%)	8	10	(16%)	(5%)
Premarin family	193	210	(8%)	(8%)	182	197	(8%)	11	13	(16%)	(11%)	—	1	(18%)	(13%)	5	5	(2%)	3%	5	7	(28%)	(22%)
BMP2	79	80	(2%)	(2%)	79	80	(2%)	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Toviaz	65	70	(7%)	(2%)	19	21	(9%)	46	49	(6%)	—	17	18	(7%)	—	26	28	(5%)	(2%)	3	3	(2%)	22%
All other Internal Medicine	631	750	(16%)	(10%)	128	164	(22%)	503	586	(14%)	(7%)	114	158	(28%)	(21%)	185	197	(6%)	(3%)	205	231	(11%)	(1%)
Oncology[d]	2,236	1,888	18%	23%	1,386	1,178	18%	851	710	20%	31%	420	357	18%	27%	162	145	11%	16%	269	208	29%	49%
Ibrance	1,261	1,027	23%	27%	831	744	12%	430	283	52%	67%	250	173	44%	56%	79	58	36%	42%	101	52	96%	*
Sutent	248	275	(10%)	(4%)	82	94	(13%)	166	181	(8%)	1%	74	81	(8%)	(1%)	25	32	(22%)	(18%)	67	69	(2%)	12%
Xtandi alliance revenues	201	171	18%	18%	201	171	18%	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Xalkori	133	137	(3%)	2%	41	42	(3%)	92	96	(4%)	4%	29	40	(28%)	(22%)	13	15	(17%)	(13%)	51	41	24%	35%
Bosulif	97	77	25%	27%	64	52	21%	33	25	32%	40%	16	13	27%	37%	12	11	13%	17%	5	2	*	*
Inlyta	104	81	28%	34%	60	33	82%	44	48	(9%)	—	10	13	(17%)	(11%)	18	21	(16%)	(13%)	16	15	8%	29%
Retacrit[k]	51	18	*	*	30	—	*	21	18	19%	29%	21	16	32%	43%	—	—	—	—	—	2	(83%)	(81%)
All other Oncology	140	100	41%	45%	76	41	85%	64	59	9%	16%	20	22	(10%)	(3%)	15	9	79%	86%	29	28	3%	10%
Hospital[e]	1,913	2,077	(8%)	(4%)	752	829	(9%)	1,161	1,248	(7%)	(1%)	231	268	(14%)	(8%)	182	217	(16%)	(12%)	748	763	(2%)	5%
Sulperazon	165	150	10%	17%	—	—	—	165	150	10%	17%	—	—	—	—	2	3	(13%)	(10%)	163	148	10%	18%
Medrol[f]	120	123	(2%)	—	63	62	1%	57	61	(6%)	(1%)	17	19	(12%)	(5%)	12	6	81%	88%	28	35	(19%)	(15%)
Vfend	94	110	(15%)	(8%)	3	2	66%	90	108	(16%)	(10%)	5	10	(48%)	(44%)	19	21	(10%)	(7%)	66	77	(14%)	(6%)
Zithromax[f]	73	81	(10%)	(5%)	—	3	(87%)	73	79	(8%)	(2%)	12	12	(1%)	7%	9	10	(8%)	(5%)	52	57	(9%)	(3%)
EpiPen	80	95	(16%)	(15%)	67	75	(11%)	13	20	(34%)	(31%)	—	—	—	—	13	20	(34%)	(31%)	—	—	—	—
Zyvox	71	66	8%	13%	13	(3)	*	58	69	(16%)	(11%)	3	5	(31%)	(25%)	13	15	(13%)	(10%)	41	49	(15%)	(10%)
Fragmin	63	74	(15%)	(9%)	2	4	(36%)	61	71	(14%)	(8%)	29	38	(23%)	(18%)	17	18	(10%)	(6%)	15	14	7%	16%
Zosyn/Tazocin	53	58	(9%)	(6%)	35	39	(11%)	19	20	(5%)	3%	—	2	(77%)	(76%)	1	1	—	4%	17	16	3%	12%
Pfizer CentreOne[g]	204	209	(2%)	—	98	120	(18%)	106	89	18%	25%	48	35	38%	44%	4	3	27%	27%	54	51	5%	11%
All other Anti-infectives	367	362	1%	7%	84	71	19%	283	292	(3%)	4%	78	91	(14%)	(8%)	28	29	(4%)	—	177	172	3%	11%
All other Hospital[e]	623	748	(17%)	(15%)	387	458	(16%)	236	290	(18%)	(13%)	38	56	(33%)	(27%)	64	89	(28%)	(24%)	135	145	(7%)	(1%)
Vaccines	**1,375**	**1,400**	**(2%)**	**2%**	**634**	**702**	**(10%)**	**741**	**698**	**6%**	**13%**	**263**	**239**	**10%**	**19%**	**102**	**109**	**(6%)**	**(1%)**	**376**	**350**	**7%**	**14%**
Prevnar 13/Prevenar 13	1,179	1,250	(6%)	(3%)	612	682	(10%)	567	568	—	6%	134	141	(5%)	2%	93	107	(13%)	(9%)	340	320	6%	12%
FSME/IMMUN-TicoVac	95	73	31%	41%	—	—	—	95	73	31%	41%	81	59	37%	47%	—	—	—	—	14	14	4%	14%
Nimenrix	58	30	94%	*	—	—	—	58	30	94%	*	31	19	62%	75%	8	1	*	*	19	10	97%	*
All other Vaccines	43	47	(9%)	(6%)	22	21	6%	21	27	(20%)	(14%)	17	20	(12%)	(5%)	2	1	*	*	2	6	(65%)	(63%)
Inflammation & Immunology (I&I)[h]	**1,219**	**1,222**	**—**	**5%**	**560**	**485**	**15%**	**659**	**737**	**(11%)**	**(2%)**	**341**	**394**	**(13%)**	**(6%)**	**151**	**141**	**6%**	**11%**	**167**	**202**	**(17%)**	**(1%)**
Xeljanz	613	463	32%	36%	458	379	21%	155	84	85%	*	64	26	*	*	50	31	60%	68%	41	26	54%	85%
Enbrel (Outside the U.S. and Canada)	420	551	(24%)	(16%)	—	—	—	420	551	(24%)	(16%)	217	293	(26%)	(20%)	82	92	(11%)	(7%)	121	166	(27%)	(13%)
Inflectra/Remsima[h],[k]	153	158	(4%)	—	74	63	17%	78	95	(17%)	(11%)	66	80	(17%)	(11%)	7	6	29%	36%	5	9	(45%)	(39%)
Eucrisa	27	39	(30%)	(30%)	26	39	(33%)	1	—	*	*	—	—	—	—	1	—	*	*	—	—	—	—
All other I&I	6	11	(44%)	(44%)	1	3	(67%)	5	7	(33%)	(34%)	(6)	(5)	(9%)	(17%)	11	13	(16%)	(13%)	—	—	—	—
Rare Disease	**521**	**571**	**(9%)**	**(2%)**	**149**	**154**	**(3%)**	**372**	**418**	**(11%)**	**(2%)**	**185**	**219**	**(16%)**	**(9%)**	**93**	**100**	**(7%)**	**(2%)**	**94**	**98**	**(5%)**	**12%**
BeneFIX	121	141	(14%)	(10%)	59	58	2%	62	83	(25%)	(18%)	25	43	(41%)	(36%)	18	22	(17%)	(12%)	18	18	3%	20%
Genotropin	125	140	(11%)	(4%)	21	29	(27%)	104	111	(6%)	2%	41	45	(8%)	(1%)	39	43	(9%)	(5%)	24	23	3%	20%
Refacto AF/Xyntha	108	141	(23%)	(16%)	22	24	(9%)	87	117	(26%)	(18%)	50	66	(25%)	(19%)	10	13	(26%)	(20%)	27	37	(27%)	(14%)
Somavert	68	68	1%	6%	29	27	7%	40	41	(3%)	5%	32	33	(3%)	5%	5	5	(5%)	(1%)	3	3	1%	22%
Vyndaqel	63	38	63%	73%	8	—	*	55	38	42%	53%	34	24	43%	55%	17	12	38%	42%	4	3	54%	80%
All other Rare Disease	35	43	(18%)	(8%)	11	16	(33%)	25	27	(9%)	6%	4	8	(57%)	(55%)	5	5	1%	7%	16	14	16%	41%
UPJOHN[c],[i]	**2,807**	**3,147**	**(11%)**	**(7%)**	**1,169**	**1,282**	**(9%)**	**1,638**	**1,865**	**(12%)**	**(7%)**	**243**	**280**	**(13%)**	**(7%)**	**544**	**557**	**(2%)**	**2%**	**851**	**1,028**	**(17%)**	**(11%)**
Lyrica	1,175	1,223	(4%)	(3%)	835	861	(3%)	340	362	(6%)	(1%)	53	65	(19%)	(12%)	213	222	(4%)	—	75	75	—	6%
Lipitor	407	521	(22%)	(17%)	30	32	(8%)	377	489	(23%)	(17%)	42	46	(9%)	(2%)	52	54	(4%)	2%	284	389	(27%)	(22%)
Norvasc	216	273	(21%)	(16%)	11	9	18%	205	264	(22%)	(17%)	15	17	(13%)	(6%)	46	51	(11%)	(6%)	145	196	(26%)	(21%)
Celebrex	174	161	8%	12%	16	18	(14%)	158	143	10%	15%	6	7	(13%)	(6%)	83	58	42%	47%	69	77	(11%)	(7%)
Viagra	114	185	(38%)	(35%)	13	75	(83%)	102	109	(7%)	(1%)	8	10	(23%)	(17%)	16	18	(9%)	(5%)	78	81	(5%)	2%
Effexor	86	79	9%	14%	19	18	6%	66	61	9%	17%	15	15	(3%)	4%	31	25	23%	28%	21	20	2%	12%
Zoloft	73	77	(5%)	3%	12	13	(8%)	61	64	(4%)	5%	11	10	4%	13%	13	16	(21%)	(18%)	38	37	1%	13%
Xalatan/Xalacom	72	85	(15%)	(10%)	4	5	(24%)	68	80	(15%)	(9%)	16	17	(5%)	3%	27	33	(17%)	(14%)	25	30	(18%)	(10%)
Revatio	56	54	5%	7%	37	29	26%	19	24	(21%)	(17%)	7	9	(29%)	(24%)	8	9	(14%)	(12%)	5	6	(17%)	(12%)
Xanax	52	56	(7%)	(2%)	10	11	(13%)	42	45	(6%)	1%	20	22	(9%)	(2%)	4	4	(16%)	(13%)	19	19	—	7%
All other Upjohn	382	433	(12%)	(8%)	184	209	(12%)	198	224	(12%)	(5%)	52	62	(16%)	(10%)	52	66	(21%)	(18%)	94	96	(2%)	7%
CONSUMER HEALTHCARE BUSINESS[j]	**862**	**886**	**(3%)**	**1%**	**423**	**434**	**(2%)**	**439**	**452**	**(3%)**	**4%**	**126**	**133**	**(5%)**	**2%**	**79**	**79**	**—**	**6%**	**234**	**241**	**(3%)**	**5%**
Total Alliance revenues	**1,187**	**987**	**20%**	**23%**	**835**	**656**	**27%**	**352**	**331**	**6%**	**14%**	**253**	**237**	**7%**	**15%**	**98**	**94**	**5%**	**9%**	**—**	**—**	**—**	**—**
Total Biosimilars[k]	**217**	**188**	**16%**	**20%**	**106**	**63**	**67%**	**111**	**124**	**(11%)**	**(4%)**	**96**	**104**	**(8%)**	**—**	**8**	**6**	**30%**	**37%**	**7**	**14**	**(51%)**	**(46%)**
Total Sterile Injectable Pharmaceuticals[l]	**1,218**	**1,329**	**(8%)**	**(5%)**	**565**	**627**	**(10%)**	**653**	**702**	**(7%)**	**—**	**118**	**157**	**(25%)**	**(17%)**	**102**	**119**	**(15%)**	**(10%)**	**433**	**426**	**2%**	**8%**

* Indicates calculation not meaningful or result is equal to or greater than 100%.

Amounts may not add due to rounding. All percentages have been calculated using unrounded amounts.

Footnotes referenced in the table above can be found on the last sheet of this workbook.

Pfizer Inc. Revenues
First Quarter 2019 and 2018
Unaudited
(millions of dollars)
Quarter-to-Date

	WORLDWIDE				UNITED STATES			TOTAL INTERNATIONAL[a]				DEVELOPED EUROPE[m]				DEVELOPED REST OF WORLD[n]				EMERGING MARKETS[o]			
			% of Change				% of Change			% of Change				% of Change				% of Change				% of Change	
	2019	2018	Reported	Operational	2019	2018	Reported	2019	2018	Reported	Operational	2019	2018	Reported	Operational	2019	2018	Reported	Operational	2019	2018	Reported	Operational
TOTAL REVENUES	**13,118**	**12,906**	**2%**	**5%**	**6,175**	**6,275**	**(2%)**	**6,943**	**6,631**	**5%**	**12%**	**2,086**	**2,092**	**—**	**6%**	**1,535**	**1,461**	**5%**	**7%**	**3,322**	**3,078**	**8%**	**17%**
PFIZER BIOPHARMACEUTICALS GROUP (BIOPHARMA)[b]	**9,185**	**8,881**	**3%**	**7%**	**4,521**	**4,388**	**3%**	**4,664**	**4,493**	**4%**	**11%**	**1,762**	**1,721**	**2%**	**9%**	**958**	**911**	**5%**	**8%**	**1,944**	**1,861**	**4%**	**15%**
Internal Medicine[c]	**2,217**	**2,071**	**7%**	**10%**	**1,181**	**1,087**	**9%**	**1,036**	**984**	**5%**	**12%**	**428**	**377**	**13%**	**21%**	**292**	**292**	**—**	**2%**	**316**	**315**	**1%**	**12%**
Eliquis alliance revenues and direct sales	1,011	765	32%	36%	601	435	38%	410	330	24%	33%	239	191	25%	34%	79	68	17%	19%	92	71	29%	44%
Chantix/Champix	273	251	8%	10%	212	188	13%	61	64	(4%)	1%	20	21	(6%)	—	17	28	(38%)	(35%)	24	14	64%	72%
Premarin family	168	191	(12%)	(12%)	158	180	(12%)	10	11	(6%)	1%	—	—	—	—	5	6	(20%)	(16%)	5	5	10%	20%
BMP2	67	73	(8%)	(8%)	67	73	(8%)	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Toviaz	60	60	(1%)	2%	17	18	(10%)	43	42	3%	7%	17	17	(3%)	3%	24	22	9%	10%	3	3	(8%)	15%
All other Internal Medicine	639	730	(13%)	(8%)	127	192	(34%)	512	538	(5%)	1%	152	148	3%	9%	167	169	(1%)	—	193	221	(13%)	(2%)
Oncology[d]	1,961	1,760	11%	15%	1,179	1,135	4%	782	625	25%	36%	393	300	31%	40%	153	113	35%	37%	236	212	11%	29%
Ibrance	1,133	933	21%	25%	741	726	2%	392	207	90%	*	228	116	97%	*	74	41	80%	82%	90	49	82%	*
Sutent	232	262	(12%)	(6%)	71	88	(19%)	161	174	(8%)	1%	76	80	(5%)	1%	26	27	(6%)	(3%)	59	67	(12%)	2%
Xtandi alliance revenues	168	159	6%	6%	168	159	6%	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Xalkori	123	153	(20%)	(16%)	34	42	(19%)	88	110	(20%)	(14%)	29	46	(36%)	(32%)	13	15	(12%)	(9%)	46	50	(8%)	—
Bosulif	80	60	33%	35%	54	41	31%	27	20	36%	42%	15	10	44%	53%	10	8	31%	31%	2	2	15%	26%
Inlyta	73	74	(1%)	4%	33	28	17%	40	46	(12%)	(4%)	9	13	(32%)	(28%)	17	17	(4%)	(4%)	15	15	(4%)	15%
All other Oncology	153	119	28%	31%	79	51	54%	74	68	9%	15%	36	34	6%	12%	13	5	*	*	24	28	(15%)	(9%)
Hospital[e]	1,887	2,026	(7%)	(3%)	752	820	(8%)	1,135	1,206	(6%)	—	219	259	(15%)	(10%)	184	179	3%	7%	732	768	(5%)	2%
Sulperazon	177	168	5%	11%	—	—	—	177	168	5%	11%	—	—	—	—	2	2	(13%)	(14%)	175	166	5%	11%
Medrol[f]	120	136	(12%)	(10%)	70	83	(16%)	50	52	(5%)	—	17	18	(9%)	(3%)	8	5	42%	47%	25	28	(11%)	(6%)
Zithromax[f]	104	101	4%	9%	(3)	2	*	107	99	8%	13%	15	17	(12%)	(6%)	10	11	(2%)	(1%)	82	71	15%	20%
Vfend[f]	85	98	(13%)	(8%)	4	2	*	81	96	(16%)	(10%)	6	10	(45%)	(41%)	18	20	(11%)	(10%)	57	66	(13%)	(5%)
EpiPen	66	52	26%	27%	56	45	26%	10	8	28%	35%	—	—	—	—	10	8	28%	35%	—	—	—	—
Zyvox[f]	64	68	(7%)	(3%)	5	6	(9%)	58	63	(7%)	(3%)	3	6	(44%)	(40%)	13	12	16%	16%	42	45	(8%)	(3%)
Fragmin	60	70	(15%)	(9%)	2	4	(52%)	58	66	(13%)	(7%)	29	37	(21%)	(16%)	14	18	(23%)	(18%)	15	11	30%	40%
Zosyn/Tazocin	51	61	(17%)	(15%)	35	43	(18%)	16	19	(14%)	(6%)	—	1	(76%)	(75%)	1	2	(49%)	(47%)	15	16	(5%)	4%
Pfizer CentreOne[g]	176	171	3%	4%	97	96	1%	79	75	4%	8%	37	24	57%	62%	3	2	13%	13%	39	49	(21%)	(18%)
All other Anti-infectives	354	392	(10%)	(5%)	93	107	(13%)	261	285	(9%)	(2%)	70	85	(18%)	(12%)	26	25	4%	6%	165	175	(6%)	2%
All other Hospital[h]	631	708	(11%)	(9%)	391	432	(9%)	240	275	(13%)	(8%)	42	61	(31%)	(27%)	80	75	7%	13%	118	140	(16%)	(11%)
Vaccines	**1,612**	**1,463**	**10%**	**13%**	**894**	**837**	**7%**	**718**	**626**	**15%**	**22%**	**226**	**198**	**14%**	**22%**	**92**	**106**	**(13%)**	**(11%)**	**400**	**322**	**24%**	**33%**
Prevnar 13/Prevenar 13	1,486	1,380	8%	10%	878	826	6%	608	555	10%	16%	143	141	1%	8%	86	103	(17%)	(14%)	379	310	22%	31%
All other Vaccines	126	83	53%	63%	17	11	44%	110	71	54%	66%	83	57	47%	57%	6	3	*	*	21	12	76%	95%
Inflammation & Immunology (I&I)[e]	**1,037**	**1,013**	**2%**	**8%**	**378**	**338**	**12%**	**659**	**675**	**(2%)**	**6%**	**325**	**380**	**(14%)**	**(9%)**	**151**	**133**	**13%**	**16%**	**182**	**162**	**13%**	**34%**
Enbrel (Outside the U.S. and Canada)	451	506	(11%)	(3%)	—	—	—	451	506	(11%)	(3%)	217	290	(25%)	(21%)	93	89	4%	5%	141	126	12%	32%
Xeljanz	423	326	30%	34%	298	253	18%	125	72	72%	89%	45	19	*	*	43	29	49%	54%	36	24	49%	82%
Inflectra/Remsima	138	145	(4%)	—	57	55	5%	81	90	(10%)	(4%)	71	75	(6%)	—	5	4	40%	50%	5	11	(54%)	(50%)
Eucrisa	22	26	(12%)	(12%)	22	26	(14%)	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
All other I&I	3	11	(74%)	(79%)	—	4	(94%)	3	6	(61%)	(69%)	(7)	(5)	(52%)	(62%)	10	11	(13%)	(13%)	—	—	—	—
Rare Disease	**470**	**549**	**(14%)**	**(9%)**	**137**	**172**	**(20%)**	**333**	**377**	**(12%)**	**(4%)**	**170**	**207**	**(18%)**	**(13%)**	**86**	**87**	**(1%)**	**1%**	**78**	**83**	**(7%)**	**11%**
BeneFIX	125	147	(15%)	(11%)	65	68	(4%)	60	79	(24%)	(18%)	26	40	(36%)	(32%)	19	21	(11%)	(8%)	15	17	(12%)	2%
Genotropin	107	132	(19%)	(14%)	13	31	(60%)	95	101	(6%)	—	38	44	(13%)	(7%)	36	35	2%	3%	21	22	(7%)	9%
Refacto AF/Xyntha	106	130	(19%)	(13%)	27	30	(10%)	79	100	(21%)	(13%)	46	64	(28%)	(24%)	11	14	(21%)	(15%)	22	23	(2%)	17%
Somavert	59	63	(5%)	(1%)	22	24	(10%)	38	39	(2%)	5%	31	31	(1%)	6%	4	4	(11%)	(8%)	3	3	(3%)	19%
All other Rare Disease	72	76	(6%)	2%	10	18	(43%)	62	58	6%	16%	29	28	4%	11%	16	12	30%	32%	16	18	(8%)	14%
UPJOHN[i]	**3,075**	**3,120**	**(1%)**	**1%**	**1,213**	**1,408**	**(14%)**	**1,861**	**1,712**	**9%**	**14%**	**217**	**266**	**(19%)**	**(13%)**	**492**	**465**	**6%**	**7%**	**1,152**	**981**	**17%**	**25%**
Lyrica	1,186	1,213	(2%)	(1%)	889	907	(2%)	298	307	(3%)	—	45	63	(29%)	(24%)	189	169	12%	12%	63	74	(14%)	(8%)
Lipitor	622	511	22%	28%	21	29	(26%)	601	483	25%	31%	38	44	(14%)	(8%)	50	46	9%	12%	513	393	31%	38%
Norvasc	300	256	17%	24%	10	9	10%	289	246	17%	24%	15	17	(14%)	(8%)	41	45	(9%)	(7%)	234	184	27%	35%
Celebrex	174	145	20%	23%	15	16	(6%)	159	129	23%	27%	6	6	(9%)	(3%)	71	60	18%	18%	82	63	31%	38%
Viagra	145	187	(22%)	(19%)	40	88	(55%)	105	99	7%	14%	8	9	(13%)	(7%)	15	16	(4%)	—	82	73	11%	19%
Effexor	77	71	8%	13%	17	18	(5%)	60	53	13%	19%	12	14	(17%)	(12%)	27	20	37%	39%	22	19	11%	21%
Zoloft	69	74	(7%)	—	11	16	(27%)	58	59	(1%)	7%	7	10	(23%)	(19%)	12	14	(12%)	(11%)	38	35	9%	21%
Xalatan/Xalacom	62	72	(14%)	(10%)	5	5	15%	56	67	(16%)	(12%)	14	15	(8%)	(2%)	25	29	(14%)	(13%)	18	23	(23%)	(17%)
All other Upjohn	440	591	(26%)	(23%)	206	322	(36%)	234	269	(13%)	(8%)	72	88	(17%)	(12%)	61	65	(6%)	(4%)	100	116	(14%)	(7%)
CONSUMER HEALTHCARE BUSINESS[k]	**858**	**905**	**(5%)**	**(2%)**	**440**	**479**	**(8%)**	**418**	**427**	**(2%)**	**4%**	**107**	**105**	**2%**	**9%**	**85**	**85**	**(1%)**	**6%**	**226**	**237**	**(5%)**	**2%**
Total Alliance revenues	**1,090**	**855**	**27%**	**29%**	**775**	**602**	**29%**	**314**	**253**	**24%**	**31%**	**230**	**179**	**28%**	**37%**	**85**	**73**	**16%**	**18%**	**$—**	**$—**	**—**	**—**

* Indicates calculation not meaningful or result is equal to or greater than 100%.

Amounts may not add due to rounding. All percentages have been calculated using unrounded amounts.

Footnotes referenced in the table above can be found on the last sheet of this workbook.

Pfizer Inc. Revenues -- Recast to Reflect 2019 Commercial Operating Structure**
Full Year 2018 and 2017
Unaudited
(millions of dollars)
Year-To-Date

	WORLDWIDE				UNITED STATES			TOTAL INTERNATIONAL[a]				DEVELOPED EUROPE[m]				DEVELOPED REST OF WORLD[n]				EMERGING MARKETS[o]			
			% of Change				% of Change			% of Change				% of Change				% of Change				% of Change	
	2018	2017	Reported	Operational	2018	2017	Reported	2018	2017	Reported	Operational	2018	2017	Reported	Operational	2018	2017	Reported	Operational	2018	2017	Reported	Operational
TOTAL REVENUES	**$ 53,647**	**$ 52,546**	**2%**	**2%**	**$ 25,329**	**$ 26,026**	**(3%)**	**$ 28,318**	**$ 26,519**	**7%**	**6%**	**$ 9,116**	**$ 8,508**	**7%**	**2%**	**$ 6,551**	**$ 6,612**	**(1%)**	**(2%)**	**$ 12,651**	**$ 11,399**	**11%**	**13%**
PFIZER BIOPHARMACEUTICALS GROUP (BIOPHARMA)[b]	**$ 37,558**	**$ 35,530**	**6%**	**5%**	**$ 18,243**	**$ 17,961**	**2%**	**$ 19,315**	**$ 17,569**	**10%**	**9%**	**$ 7,540**	**$ 6,747**	**12%**	**6%**	**$ 4,080**	**$ 4,005**	**2%**	**1%**	**$ 7,695**	**$ 6,817**	**13%**	**16%**
Internal Medicine[c]	**$ 8,869**	**$ 8,229**	**8%**	**7%**	**$ 4,542**	**$ 4,321**	**5%**	**$ 4,327**	**$ 3,908**	**11%**	**10%**	**$ 1,707**	**$ 1,391**	**23%**	**17%**	**$ 1,312**	**$ 1,333**	**(2%)**	**(3%)**	**$ 1,308**	**$ 1,184**	**11%**	**16%**
Eliquis alliance revenues and direct sales	3,434	2,523	36%	35%	1,849	1,418	30%	1,585	1,105	43%	40%	947	630	50%	44%	333	275	21%	20%	304	200	52%	56%
Chantix/Champix	1,085	997	9%	8%	838	742	13%	247	255	(3%)	(5%)	83	78	7%	2%	111	134	(17%)	(18%)	52	43	22%	26%
Premarin family	832	977	(15%)	(15%)	783	921	(15%)	49	56	(12%)	(12%)	2	2	(20%)	(23%)	23	27	(12%)	(12%)	24	27	(12%)	(11%)
BMP2	279	261	7%	7%	278	261	6%	1	—	*	*	—	—	—	—	—	—	—	—	1	—	*	*
Toviaz	271	257	5%	4%	87	85	3%	183	173	6%	4%	71	67	6%	1%	101	95	6%	5%	11	11	4%	14%
Pristiq	206	303	(32%)	(32%)	71	133	(47%)	135	170	(20%)	(20%)	32	28	15%	9%	44	69	(37%)	(37%)	59	73	(18%)	(15%)
All other Internal Medicine	2,763	2,910	(5%)	(5%)	636	761	(16%)	2,127	2,149	(1%)	(1%)	571	585	(2%)	(7%)	700	733	(5%)	(6%)	857	831	3%	9%
Vaccines	**$ 6,332**	**$ 6,001**	**6%**	**5%**	**$ 3,469**	**$ 3,422**	**1%**	**$ 2,863**	**$ 2,580**	**11%**	**11%**	**$ 974**	**893**	**9%**	**4%**	**$ 420**	**445**	**(5%)**	**(7%)**	**$ 1,469**	**$ 1,242**	**18%**	**22%**
Prevnar 13/Prevenar 13	5,802	5,601	4%	4%	3,360	3,334	1%	2,443	2,268	8%	8%	655	643	2%	(2%)	402	432	(7%)	(8%)	1,386	1,193	16%	20%
FSME/IMMUN-TicoVac	184	134	37%	28%	—	—	—	184	134	37%	28%	158	116	37%	29%	—	—	—	—	25	18	37%	24%
Trumenba	116	88	31%	31%	109	88	24%	7	—	*	*	6	—	*	*	—	—	—	—	1	—	*	*
All other Vaccines	230	177	29%	29%	—	—	—	230	177	29%	29%	155	134	15%	10%	18	13	40%	44%	57	30	88%	*
Oncology[d]	**$ 7,471**	**$ 6,304**	**19%**	**18%**	**$ 4,657**	**$ 4,392**	**6%**	**$ 2,814**	**$ 1,912**	**47%**	**46%**	**$ 1,436**	**848**	**69%**	**61%**	**$ 573**	**355**	**61%**	**59%**	**$ 806**	**$ 708**	**14%**	**21%**
Ibrance	4,118	3,126	32%	32%	2,922	2,825	3%	1,196	300	*	*	725	124	*	*	245	34	*	*	226	143	58%	84%
Sutent	1,049	1,081	(3%)	(4%)	357	374	(4%)	692	707	(2%)	(3%)	323	323	—	(5%)	119	121	(2%)	(4%)	250	262	(5%)	(1%)
Xtandi alliance revenues	699	590	18%	18%	699	590	18%	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Xalkori	524	594	(12%)	(14%)	158	223	(29%)	366	371	(1%)	(4%)	154	175	(12%)	(18%)	58	56	4%	1%	154	139	11%	11%
Inlyta	298	339	(12%)	(12%)	119	126	(5%)	178	213	(16%)	(16%)	48	70	(31%)	(35%)	77	86	(10%)	(12%)	53	57	(8%)	(1%)
Bosulif	296	233	27%	26%	196	156	26%	99	77	28%	25%	52	40	29%	23%	39	32	24%	22%	8	5	56%	55%
All other Oncology	488	340	43%	41%	205	98	*	283	243	17%	13%	134	116	16%	9%	34	26	31%	30%	115	101	14%	13%
Inflammation & Immunology (I&I)[e]	**$ 4,720**	**$ 4,386**	**8%**	**7%**	**$ 1,816**	**$ 1,384**	**31%**	**$ 2,904**	**$ 3,002**	**(3%)**	**(4%)**	**$ 1,574**	**$ 1,692**	**(7%)**	**(12%)**	**$ 577**	**$ 559**	**3%**	**2%**	**$ 753**	**$ 750**	**—**	**9%**
Enbrel (Outside the U.S. and Canada)	2,112	2,452	(14%)	(14%)	—	—	—	2,112	2,452	(14%)	(14%)	1,152	1,410	(18%)	(23%)	358	395	(10%)	(10%)	603	647	(7%)	1%
Xeljanz	1,774	1,345	32%	33%	1,394	1,133	23%	380	212	79%	84%	121	39	*	*	148	97	52%	52%	110	76	45%	64%
Inflectra/Remsima	642	419	53%	50%	259	118	*	383	301	27%	23%	319	261	22%	16%	24	13	91%	92%	40	27	49%	50%
Eucrisa	147	67	*	*	147	67	*	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
All other I&I	45	103	(57%)	(57%)	16	66	(75%)	28	37	(23%)	(24%)	(18)	(18)	(1%)	3%	46	54	(15%)	(16%)	—	—	—	—
Rare Disease	**$ 2,211**	**$ 2,240**	**(1%)**	**(2%)**	**$ 652**	**$ 632**	**3%**	**$ 1,560**	**$ 1,608**	**(3%)**	**(5%)**	**$ 835**	**$ 892**	**(6%)**	**(11%)**	**$ 368**	**$ 388**	**(5%)**	**(6%)**	**$ 357**	**$ 328**	**9%**	**16%**
Genotropin	558	532	5%	4%	130	98	33%	428	434	(1%)	(3%)	179	177	2%	(3%)	156	160	(2%)	(4%)	92	97	(5%)	1%
BeneFIX	554	604	(8%)	(9%)	245	253	(3%)	309	351	(12%)	(13%)	153	192	(20%)	(25%)	82	99	(17%)	(19%)	74	60	24%	32%
Refacto AF/Xyntha	514	551	(7%)	(8%)	109	114	(4%)	404	438	(8%)	(9%)	245	291	(16%)	(20%)	48	53	(8%)	(9%)	111	94	18%	24%
Somavert	267	254	5%	3%	103	95	8%	164	158	4%	—	130	125	4%	(1%)	20	18	8%	7%	14	15	(7%)	1%
All other Rare Disease	318	300	6%	6%	64	72	(10%)	254	228	11%	11%	127	108	17%	11%	62	57	8%	6%	66	63	5%	15%
Hospital[f]	**$ 7,955**	**$ 8,369**	**(5%)**	**(6%)**	**$ 3,107**	**$ 3,810**	**(18%)**	**$ 4,848**	**$ 4,559**	**6%**	**5%**	**$ 1,015**	**$ 1,031**	**(1%)**	**(6%)**	**$ 830**	**$ 925**	**(10%)**	**(11%)**	**$ 3,002**	**$ 2,604**	**15%**	**15%**
Sulperazon	613	471	30%	27%	—	—	—	613	471	30%	27%	—	—	—	—	10	12	(18%)	(20%)	603	460	31%	28%
Medrol[g]	493	540	(9%)	(10%)	266	318	(17%)	227	221	3%	1%	74	73	2%	(4%)	26	26	—	—	127	123	4%	3%
Vfend[g]	392	421	(7%)	(7%)	10	13	(24%)	382	407	(6%)	(6%)	36	57	(37%)	(41%)	80	104	(23%)	(25%)	267	246	8%	9%
EpiPen	303	290	4%	4%	242	221	9%	62	70	(11%)	(12%)	—	—	—	—	62	70	(11%)	(12%)	—	—	—	—
Fragmin	293	306	(4%)	(7%)	14	20	(31%)	279	286	(2%)	(5%)	143	148	(4%)	(8%)	75	79	(5%)	(6%)	61	59	4%	2%
Zithromax[g]	326	299	9%	6%	7	4	81%	319	295	8%	5%	52	49	7%	0%	41	50	(18%)	(20%)	226	197	15%	13%
Tygacil	249	260	(5%)	(6%)	25	45	(44%)	223	215	4%	2%	66	78	(15%)	(21%)	6	6	(10%)	(13%)	151	131	16%	16%
Zyvox[g]	236	281	(16%)	(18%)	(3)	15	(122%)	239	266	(10%)	(12%)	15	28	(47%)	(51%)	55	65	(15%)	(17%)	169	172	(2%)	(4%)
Zosyn/Tazocin	230	195	18%	19%	151	160	(6%)	79	35	*	*	5	2	*	*	5	2	*	*	70	31	*	*
Precedex	213	243	(12%)	(12%)	97	140	(31%)	116	104	12%	12%	—	—	—	—	68	57	20%	19%	48	47	3%	4%
Pfizer CentreOne[h]	755	706	7%	6%	409	537	(24%)	345	169	*	*	138	109	26%	26%	15	18	(14%)	(14%)	192	43	*	*
All other Anti-infectives	1,230	1,417	(13%)	(14%)	299	512	(42%)	931	905	3%	2%	274	239	15%	8%	106	112	(5%)	(6%)	551	554	(1%)	2%
All other Hospital[i]	2,623	2,939	(11%)	(11%)	1,591	1,824	(13%)	1,032	1,115	(7%)	(9%)	213	248	(14%)	(19%)	282	325	(13%)	(13%)	536	542	(1%)	(2%)
UPJOHN[j]	**$ 12,484**	**$ 13,447**	**(7%)**	**(8%)**	**$ 5,209**	**$ 6,150**	**(15%)**	**$ 7,275**	**$ 7,297**	**—**	**(2%)**	**$ 1,102**	**$ 1,330**	**(17%)**	**(21%)**	**$ 2,140**	**$ 2,286**	**(6%)**	**(8%)**	**$ 4,033**	**$ 3,681**	**10%**	**9%**
Lyrica	4,970	5,065	(2%)	(2%)	3,594	3,463	4%	1,375	1,601	(14%)	(15%)	257	438	(41%)	(44%)	817	832	(2%)	(3%)	301	331	(9%)	(7%)
Lipitor	2,062	1,915	8%	5%	110	161	(31%)	1,952	1,754	11%	9%	183	183	—	(6%)	213	285	(25%)	(28%)	1,557	1,285	21%	19%
Norvasc	1,029	932	10%	9%	36	38	(5%)	992	894	11%	9%	67	65	2%	(3%)	185	213	(13%)	(15%)	741	616	20%	19%
Celebrex	686	775	(11%)	(13%)	65	164	(60%)	621	611	2%	—	28	28	(3%)	(8%)	289	271	7%	5%	304	312	(2%)	(4%)
Viagra	636	1,204	(47%)	(47%)	217	789	(73%)	419	416	1%	—	41	46	(12%)	(16%)	70	69	1%	1%	308	300	3%	2%
Xalatan/Xalacom	318	335	(5%)	(6%)	18	19	(3%)	300	316	(5%)	(6%)	69	71	(2%)	(7%)	124	141	(13%)	(14%)	107	104	3%	5%
Effexor	311	297	5%	4%	72	83	(13%)	239	214	12%	10%	60	60	—	(5%)	98	76	29%	27%	80	78	4%	6%
Zoloft	298	291	3%	3%	56	53	6%	242	238	2%	3%	40	36	10%	4%	60	71	(17%)	(18%)	143	130	10%	13%
Revatio	227	252	(10%)	(11%)	138	119	16%	89	133	(33%)	(35%)	36	69	(48%)	(50%)	30	30	(2%)	(4%)	23	34	(31%)	(32%)
Xanax	223	225	(1%)	(2%)	40	48	(15%)	182	177	3%	1%	93	87	7%	2%	16	18	(9%)	(11%)	73	72	1%	4%
Sildenafil Citrate	56	56	—	—	56	56	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
All other Upjohn	1,669	2,102	(21%)	(21%)	806	1,159	(30%)	863	944	(9%)	(10%)	228	246	(7%)	(12%)	239	278	(14%)	(16%)	396	420	(6%)	(4%)
CONSUMER HEALTHCARE BUSINESS[k]	**$ 3,605**	**$ 3,472**	**4%**	**3%**	**$ 1,877**	**$ 1,851**	**1%**	**$ 1,728**	**$ 1,621**	**7%**	**5%**	**$ 474**	**430**	**10%**	**5%**	**$ 330**	**309**	**7%**	**6%**	**$ 923**	**$ 882**	**5%**	**5%**
OTHER[l]	**$ —**	**$ 97**	*****	*****	**$ —**	**$ 64**	*****	**$ —**	**$ 33**	*****	*****	**$ —**	**$ 1**	*****	*****	**$ —**	**$ 12**	*****	*****	**$ —**	**$ 19**	*****	*****
Total Alliance revenues	**$ 3,838**	**$ 2,927**	**31%**	**30%**	**$ 2,576**	**$ 2,037**	**26%**	**$ 1,263**	**$ 890**	**42%**	**37%**	**$ 904**	**$ 593**	**52%**	**46%**	**$ 359**	**$ 297**	**21%**	**19%**	**$ —**	**$ (1)**	**(10%)**	**(9%)**

* Indicates calculation not meaningful or result is equal to or greater than 100%.

** Recast to conform 2017 and 2018 product revenues to Pfizer's current commercial operating structure beginning in first-quarter 2019.

Amounts may not add due to rounding. All percentages have been calculated using unrounded amounts.

Footnotes referenced in the table above can be found on the last sheet of this workbook.

Pfizer Inc. Revenues -- Recast to Reflect 2019 Commercial Operating Structure**
Fourth Quarter 2018 and 2017
Unaudited
(millions of dollars)
Quarter-To-Date

	WORLDWIDE				UNITED STATES			TOTAL INTERNATIONAL[a]				DEVELOPED EUROPE[m]				DEVELOPED REST OF WORLD[n]				EMERGING MARKETS[o]			
			% of Change				% of Change			% of Change				% of Change				% of Change			% of Change	
	2018	2017	Reported	Operational	2018	2017	Reported	2018	2017	Reported	Operational	2018	2017	Reported	Operational	2018	2017	Reported	Operational	2018	2017	Reported	Operational
TOTAL REVENUES	**$ 13,976**	**$ 13,703**	**2%**	**5%**	**$ 6,468**	**$ 6,510**	**(1%)**	**$ 7,508**	**$ 7,192**	**4%**	**10%**	**$ 2,459**	**$ 2,200**	**12%**	**15%**	**$ 1,755**	**$ 1,815**	**(3%)**	**(1%)**	**$ 3,294**	**$ 3,178**	**4%**	**13%**
PFIZER BIOPHARMACEUTICALS GROUP (BIOPHARMA)[b]	**$ 9,820**	**$ 9,329**	**5%**	**8%**	**$ 4,661**	**$ 4,553**	**2%**	**$ 5,160**	**$ 4,776**	**8%**	**14%**	**$ 2,031**	**$ 1,736**	**17%**	**20%**	**$ 1,087**	**$ 1,081**	**1%**	**3%**	**$ 2,041**	**$ 1,959**	**4%**	**15%**
Internal Medicine[c]	**$ 2,340**	**$ 2,232**	**5%**	**8%**	**$ 1,187**	**$ 1,102**	**8%**	**$ 1,153**	**$ 1,129**	**2%**	**7%**	**$ 461**	**$ 440**	**5%**	**8%**	**$ 350**	**$ 351**	**—**	**2%**	**$ 342**	**$ 339**	**1%**	**13%**
Eliquis alliance revenues and direct sales	910	710	28%	31%	478	377	27%	432	333	30%	35%	256	195	31%	35%	93	77	22%	24%	83	61	35%	49%
Chantix/Champix	296	271	9%	10%	236	200	18%	59	71	(16%)	(12%)	23	23	(1%)	2%	26	35	(24%)	(22%)	10	13	(20%)	(10%)
Premarin family	227	266	(15%)	(14%)	214	251	(15%)	13	15	(11%)	(7%)	—	1	(12%)	(10%)	6	7	(6%)	(2%)	6	8	(16%)	(11%)
BMP2	72	64	14%	14%	71	64	12%	1	—	*	*	—	—	—	—	—	—	—	—	1	—	*	*
Toviaz	74	70	5%	7%	25	22	15%	49	48	—	4%	19	19	(2%)	1%	27	26	3%	5%	3	3	(13%)	11%
Pristiq	50	73	(32%)	(29%)	14	28	(51%)	36	45	(19%)	(15%)	9	8	14%	17%	11	19	(40%)	(37%)	15	18	(13%)	(5%)
All other Internal Medicine	711	778	(9%)	(4%)	148	160	(8%)	564	618	(9%)	(3%)	154	194	(21%)	(19%)	186	188	(1%)	—	224	236	(5%)	7%
Vaccines	**$ 1,624**	**$ 1,617**	**—**	**3%**	**$ 780**	**$ 789**	**(1%)**	**$ 844**	**$ 828**	**2%**	**7%**	**$ 307**	**$ 291**	**6%**	**8%**	**$ 102**	**$ 135**	**(24%)**	**(22%)**	**$ 434**	**$ 403**	**8%**	**16%**
Prevnar 13/Prevenar 13	1,512	1,533	(1%)	1%	763	780	(2%)	749	753	(1%)	5%	236	228	4%	6%	98	130	(25%)	(23%)	415	395	5%	13%
FSME/IMMUN-TicoVac	22	15	44%	48%	—	—	—	22	15	44%	48%	19	13	38%	42%	—	—	—	—	3	2	*	*
Trumenba	21	9	*	*	17	9	95%	4	—	*	*	3	—	*	*	—	—	—	—	1	—	*	*
All other Vaccines	69	60	16%	24%	—	—	—	69	60	16%	24%	50	49	1%	4%	5	5	(3%)	5%	15	6	*	*
Oncology[d]	**$ 1,984**	**$ 1,572**	**26%**	**29%**	**$ 1,225**	**$ 1,221**	**—**	**$ 759**	**$ 351**	*****	*****	**$ 408**	**$ 59**	*****	*****	**$ 166**	**$ 97**	**71%**	**73%**	**$ 185**	**$ 195**	**(5%)**	**12%**
Ibrance	1,133	716	58%	62%	743	777	(4%)	389	(61)	*	*	242	(123)	*	*	79	12	*	*	69	49	40%	77%
Sutent	264	276	(5%)	—	96	96	(1%)	168	180	(7%)	—	83	84	(2%)	1%	30	32	(5%)	(3%)	55	64	(14%)	(1%)
Xtandi alliance revenues	189	168	12%	12%	189	168	12%	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Xalkori	107	152	(30%)	(27%)	40	53	(25%)	67	99	(32%)	(29%)	33	44	(26%)	(24%)	15	15	(3%)	(2%)	19	39	(51%)	(45%)
Inlyta	72	83	(14%)	(10%)	31	31	1%	40	52	(23%)	(17%)	11	16	(32%)	(30%)	20	22	(9%)	(8%)	10	14	(33%)	(14%)
Bosulif	89	70	27%	28%	61	46	31%	28	24	20%	22%	15	13	17%	20%	11	9	21%	22%	2	2	26%	35%
All other Oncology	131	106	24%	26%	65	48	35%	66	57	14%	19%	24	24	2%	5%	11	7	74%	76%	30	27	11%	19%
Inflammation & Immunology (I&I)[e]	**$ 1,301**	**$ 1,238**	**5%**	**9%**	**$ 546**	**$ 435**	**26%**	**$ 754**	**$ 803**	**(6%)**	**1%**	**$ 394**	**$ 448**	**(12%)**	**(9%)**	**$ 142**	**$ 150**	**(5%)**	**(3%)**	**$ 218**	**$ 205**	**6%**	**25%**
Enbrel (Outside the U.S. and Canada)	524	634	(17%)	(11%)	—	—	—	524	634	(17%)	(11%)	271	357	(24%)	(22%)	75	102	(27%)	(25%)	177	175	1%	18%
Xeljanz	553	410	35%	37%	429	340	26%	124	70	75%	89%	46	18	*	*	47	30	59%	63%	31	23	33%	64%
Inflectra/Remsima	173	135	28%	31%	70	44	58%	103	91	14%	18%	84	79	6%	10%	8	4	94%	*	10	7	49%	64%
Eucrisa	43	34	25%	25%	43	34	24%	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
All other I&I	9	25	(65%)	(66%)	5	17	(73%)	4	8	(50%)	(52%)	(7)	(6)	(19%)	(22%)	11	14	(20%)	(20%)	—	—	—	—
Rare Disease	**$ 561**	**$ 603**	**(7%)**	**(3%)**	**$ 170**	**$ 176**	**(4%)**	**$ 391**	**$ 427**	**(8%)**	**(3%)**	**$ 207**	**$ 232**	**(11%)**	**(8%)**	**$ 92**	**$ 101**	**(9%)**	**(7%)**	**$ 92**	**$ 94**	**(2%)**	**15%**
Genotropin	142	157	(9%)	(6%)	34	42	(18%)	108	115	(6%)	(1%)	46	48	(4%)	(2%)	39	42	(6%)	(5%)	23	26	(10%)	7%
BeneFIX	134	150	(11%)	(8%)	62	62	(1%)	73	88	(18%)	(13%)	34	46	(27%)	(24%)	18	24	(23%)	(21%)	21	19	10%	26%
Refacto AF/Xyntha	125	142	(12%)	(8%)	28	26	6%	97	116	(16%)	(11%)	58	74	(22%)	(19%)	11	14	(20%)	(15%)	28	29	(1%)	14%
Somavert	73	71	2%	4%	29	28	3%	44	44	1%	5%	34	34	1%	3%	6	5	13%	16%	4	4	(13%)	6%
All other Rare Disease	86	82	6%	12%	17	18	(3%)	69	64	8%	16%	36	31	16%	19%	17	17	4%	6%	16	16	(1%)	19%
Hospital[f]	**$ 2,011**	**$ 2,068**	**(3%)**	**—**	**$ 753**	**$ 830**	**(9%)**	**$ 1,258**	**$ 1,237**	**2%**	**6%**	**$ 254**	**$ 267**	**(5%)**	**(2%)**	**$ 235**	**$ 247**	**(5%)**	**(2%)**	**$ 770**	**$ 723**	**6%**	**12%**
Sulperazon	149	126	18%	24%	—	—	—	149	126	18%	24%	—	—	—	—	2	3	(23%)	(23%)	147	123	20%	25%
Medrol[g]	124	146	(15%)	(13%)	66	87	(25%)	59	59	(1%)	3%	18	19	(4%)	(2%)	8	7	12%	16%	33	33	(1%)	4%
Vfend[g]	98	115	(15%)	(10%)	3	3	(18%)	95	112	(15%)	(9%)	8	13	(39%)	(38%)	20	26	(21%)	(20%)	67	74	(9%)	(1%)
EpiPen	88	37	*	*	67	22	*	21	15	38%	44%	—	—	—	—	21	15	38%	44%	—	—	—	—
Fragmin	72	85	(15%)	(12%)	2	6	(64%)	70	80	(12%)	(8%)	33	41	(20%)	(17%)	20	22	(6%)	(2%)	17	17	1%	6%
Zithromax[g]	83	76	9%	12%	2	(2)	*	81	78	3%	7%	14	14	(2%)	1%	11	14	(18%)	(17%)	55	50	10%	15%
Tygacil	62	69	(9%)	(5%)	6	6	(4%)	56	62	(10%)	(5%)	13	22	(40%)	(38%)	1	1	(9%)	(8%)	42	39	7%	13%
Zyvox[g]	52	61	(15%)	(13%)	(2)	(9)	(74%)	54	71	(23%)	(21%)	2	5	(65%)	(65%)	15	17	(14%)	(13%)	38	49	(22%)	(19%)
Zosyn/Tazocin	54	70	(22%)	(20%)	34	53	(36%)	20	16	22%	32%	—	1	(64%)	(63%)	1	1	41%	42%	19	15	26%	37%
Precedex	47	61	(23%)	(20%)	15	37	(59%)	32	24	34%	40%	—	—	—	—	18	14	34%	37%	14	10	33%	44%
Pfizer CentreOne[h]	215	192	12%	14%	113	140	(19%)	102	52	96%	*	48	29	66%	71%	5	5	6%	6%	50	19	*	*
All other Anti-infectives	301	355	(15%)	(11%)	64	95	(33%)	237	260	(9%)	(3%)	71	68	3%	6%	27	29	(4%)	(2%)	139	163	(15%)	(8%)
All other Hospital[i]	665	673	(1%)	1%	384	392	(2%)	281	281	—	4%	48	55	(14%)	(12%)	84	94	(11%)	(6%)	149	132	13%	18%
UPJOHN[j]	**$ 3,182**	**$ 3,424**	**(7%)**	**(5%)**	**$ 1,288**	**$ 1,445**	**(11%)**	**$ 1,894**	**$ 1,979**	**(4%)**	**(1%)**	**$ 289**	**$ 333**	**(13%)**	**(11%)**	**$ 581**	**$ 651**	**(11%)**	**(10%)**	**$ 1,024**	**$ 995**	**3%**	**9%**
Lyrica	1,320	1,254	5%	6%	951	861	10%	369	393	(6%)	(4%)	67	89	(25%)	(23%)	221	212	4%	5%	80	92	(13%)	(6%)
Lipitor	524	574	(9%)	(5%)	24	35	(31%)	499	539	(7%)	(4%)	50	55	(9%)	(6%)	59	121	(52%)	(51%)	390	362	8%	13%
Norvasc	251	248	1%	6%	9	10	(8%)	242	238	2%	6%	16	18	(9%)	(6%)	43	60	(27%)	(27%)	183	161	14%	20%
Celebrex	192	210	(9%)	(7%)	15	47	(68%)	177	163	8%	11%	8	8	—	3%	91	72	26%	27%	78	83	(6%)	(2%)
Viagra	127	209	(39%)	(37%)	21	102	(80%)	106	107	(1%)	4%	10	12	(16%)	(13%)	18	19	(4%)	—	77	75	2%	8%
Xalatan/Xalacom	85	94	(9%)	(6%)	4	5	(11%)	81	89	(9%)	(5%)	21	24	(13%)	(11%)	31	36	(14%)	(13%)	28	29	—	9%
Effexor	83	82	1%	5%	18	22	(20%)	65	60	10%	14%	17	17	(4%)	(1%)	29	23	24%	26%	20	19	4%	15%
Zoloft	75	76	(2%)	5%	14	11	20%	61	65	(5%)	2%	10	10	(5%)	(3%)	15	19	(23%)	(22%)	37	35	4%	16%
Revatio	65	62	4%	4%	42	32	32%	23	31	(26%)	(24%)	9	15	(43%)	(41%)	8	8	—	1%	6	7	(17%)	(14%)
Xanax	60	60	—	5%	9	11	(17%)	51	49	4%	10%	26	25	5%	7%	4	5	(15%)	(14%)	20	19	8%	20%
Sildenafil Citrate	(16)	56	*	*	(16)	56	*	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
All other Upjohn	416	498	(17%)	(15%)	196	252	(22%)	220	246	(11%)	(7%)	55	59	(7%)	(5%)	62	75	(18%)	(17%)	103	112	(7%)	—
CONSUMER HEALTHCARE BUSINESS[k]	**$ 974**	**$ 950**	**3%**	**5%**	**$ 520**	**$ 512**	**1%**	**$ 455**	**$ 437**	**4%**	**9%**	**$ 139**	**$ 131**	**7%**	**10%**	**$ 87**	**$ 83**	**5%**	**9%**	**$ 228**	**$ 224**	**2%**	**8%**
OTHER[l]	**$ —**	**$ —**	**—**	**—**	**$ —**	**$ —**	**—**	**$ —**	**$ —**	**—**	**—**	**$ —**	**$ —**	**(41%)**	**—**	**$ —**	**$ —**	**—**	**—**	**$ —**	**$ —**	**—**	**—**
Total Alliance revenues	**$ 1,018**	**815**	**25%**	**26%**	**$ 675**	**550**	**23%**	**$ 344**	**265**	**29%**	**33%**	**$ 244**	**182**	**34%**	**38%**	**$ 100**	**83**	**20%**	**23%**	**$ —**	**—**	**—**	**—**

* Indicates calculation not meaningful or result is equal to or greater than 100%.

** Recast to conform 2017 and 2018 product revenues to Pfizer's current commercial operating structure beginning in first-quarter 2019.

Amounts may not add due to rounding. All percentages have been calculated using unrounded amounts.

Footnotes referenced in the table above can be found on the last sheet of this workbook.

Pfizer Inc. Revenues -- Recast to Reflect 2019 Commercial Operating Structure**
Third Quarter 2018 and 2017
Unaudited
(millions of dollars)
Quarter-To-Date

	WORLDWIDE				UNITED STATES			TOTAL INTERNATIONAL[a]				DEVELOPED EUROPE[m]				DEVELOPED REST OF WORLD[n]				EMERGING MARKETS[o]			
			% of Change				% of Change			% of Change				% of Change				% of Change				% of Change	
	2018	2017	Reported	Operational	2018	2017	Reported	2018	2017	Reported	Operational	2018	2017	Reported	Operational	2018	2017	Reported	Operational	2018	2017	Reported	Operational
TOTAL REVENUES	**$ 13,298**	**$ 13,168**	**1%**	**2%**	**$ 6,361**	**$ 6,534**	**(3%)**	**$ 6,937**	**$ 6,634**	**5%**	**6%**	**$ 2,231**	**$ 2,163**	**3%**	**2%**	**$ 1,640**	**$ 1,632**	**1%**	**1%**	**$ 3,066**	**$ 2,839**	**8%**	**13%**
PFIZER BIOPHARMACEUTICALS GROUP (BIOPHARMA)[b]	**$ 9,422**	**$ 8,968**	**5%**	**6%**	**$ 4,684**	**$ 4,531**	**3%**	**$ 4,738**	**$ 4,437**	**7%**	**9%**	**$ 1,867**	**$ 1,743**	**7%**	**6%**	**$ 1,024**	**$ 989**	**4%**	**4%**	**$ 1,847**	**$ 1,705**	**8%**	**15%**
Internal Medicine[c]	**$ 2,182**	**$ 2,032**	**7%**	**9%**	**$ 1,107**	**$ 1,085**	**2%**	**$ 1,075**	**$ 948**	**13%**	**16%**	**$ 425**	**$ 332**	**28%**	**27%**	**$ 323**	**$ 334**	**(3%)**	**(3%)**	**$ 327**	**$ 281**	**16%**	**25%**
Eliquis alliance revenues and direct sales	870	644	35%	36%	455	352	29%	416	291	43%	44%	254	168	51%	50%	85	69	24%	24%	77	54	42%	51%
Chantix/Champix	261	240	9%	9%	197	180	10%	64	60	6%	7%	19	18	5%	4%	27	31	(13%)	(12%)	18	11	63%	69%
Premarin family	204	238	(15%)	(15%)	191	224	(15%)	12	14	(14%)	(12%)	—	1	(28%)	(29%)	6	7	(14%)	(13%)	6	7	(13%)	(10%)
BMP2	54	79	(32%)	(32%)	54	80	(33%)	—	(1)	*	*	—	(1)	*	*	—	—	—	—	—	—	—	—
Toviaz	67	62	8%	8%	23	19	21%	44	43	2%	3%	17	18	(1%)	(2%)	24	23	5%	5%	3	3	(4%)	12%
Pristiq	52	69	(24%)	(22%)	20	26	(21%)	32	43	(26%)	(23%)	7	7	—	(1%)	11	18	(39%)	(37%)	14	18	(24%)	(17%)
All other Internal Medicine	675	702	(4%)	(1%)	168	204	(18%)	507	497	2%	5%	127	122	5%	4%	170	187	(9%)	(9%)	210	189	11%	21%
Vaccines	**$ 1,845**	**$ 1,649**	**12%**	**13%**	**$ 1,149**	**$ 1,012**	**14%**	**$ 695**	**$ 637**	**9%**	**12%**	**$ 229**	**$ 207**	**11%**	**9%**	**$ 103**	**$ 103**	**—**	**—**	**$ 363**	**$ 327**	**11%**	**17%**
Prevnar 13/Prevenar 13	1,660	1,522	9%	10%	1,089	971	12%	571	551	4%	6%	136	139	(2%)	(3%)	94	99	(5%)	(5%)	340	314	9%	14%
FSME/IMMUN-TicoVac	57	43	31%	30%	—	—	—	57	43	31%	30%	52	39	33%	32%	—	—	—	—	5	4	17%	14%
Trumenba	61	42	46%	46%	60	42	44%	1	—	*	*	1	—	*	*	—	—	—	—	—	—	—	—
All other Vaccines	67	43	57%	61%	—	—	—	67	43	57%	61%	40	29	39%	37%	9	4	99%	*	18	9	92%	*
Oncology[d]	**$ 1,840**	**$ 1,679**	**10%**	**11%**	**$ 1,119**	**$ 1,095**	**2%**	**$ 720**	**$ 584**	**23%**	**26%**	**$ 371**	**$ 305**	**22%**	**21%**	**$ 148**	**$ 90**	**65%**	**65%**	**$ 201**	**$ 190**	**6%**	**16%**
Ibrance	1,025	878	17%	18%	708	713	(1%)	317	165	93%	98%	194	116	66%	65%	67	10	*	*	57	39	47%	75%
Sutent	248	276	(10%)	(9%)	80	87	(7%)	168	189	(11%)	(9%)	79	86	(8%)	(9%)	30	30	(3%)	(2%)	59	73	(19%)	(13%)
Xtandi alliance revenues	180	150	20%	20%	180	150	20%	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Xalkori	127	146	(13%)	(12%)	34	49	(31%)	93	96	(4%)	(2%)	35	47	(25%)	(26%)	14	14	(3%)	(4%)	44	35	24%	29%
Inlyta	71	84	(15%)	(13%)	27	30	(10%)	44	53	(18%)	(15%)	11	17	(33%)	(34%)	19	21	(9%)	(10%)	14	15	(12%)	(2%)
Bosulif	69	57	20%	19%	43	38	13%	26	19	33%	33%	14	9	50%	48%	10	9	17%	17%	2	2	22%	26%
All other Oncology	120	89	35%	35%	48	28	69%	72	61	19%	19%	37	29	29%	28%	9	6	44%	44%	26	26	2%	4%
Inflammation & Immunology (I&I)[e]	**$ 1,184**	**$ 1,113**	**6%**	**8%**	**$ 447**	**$ 357**	**25%**	**$ 737**	**$ 755**	**(2%)**	**—**	**$ 406**	**$ 422**	**(4%)**	**(4%)**	**$ 160**	**$ 141**	**13%**	**14%**	**$ 171**	**$ 193**	**(11%)**	**1%**
Enbrel (Outside the U.S. and Canada)	531	613	(13%)	(11%)	—	—	—	531	613	(13%)	(11%)	298	355	(16%)	(17%)	101	99	2%	3%	133	159	(17%)	(6%)
Xeljanz	432	348	24%	26%	332	291	14%	100	57	76%	84%	30	10	*	*	41	25	67%	69%	29	22	31%	50%
Inflectra/Remsima	166	112	48%	48%	71	34	*	95	78	22%	22%	79	64	24%	23%	6	4	74%	78%	10	11	(13%)	(6%)
Eucrisa	40	15	*	*	40	15	*	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
All other I&I	14	23	(40%)	(41%)	4	17	(76%)	10	7	54%	51%	(1)	(7)	86%	84%	11	14	(19%)	(19%)	—	—	—	—
Rare Disease	**$ 531**	**$ 569**	**(7%)**	**(5%)**	**$ 157**	**$ 162**	**(3%)**	**$ 374**	**$ 407**	**(8%)**	**(6%)**	**$ 201**	**$ 233**	**(14%)**	**(15%)**	**$ 90**	**$ 96**	**(6%)**	**(6%)**	**$ 83**	**$ 78**	**6%**	**17%**
BeneFIX	132	151	(13%)	(12%)	57	64	(10%)	74	87	(15%)	(13%)	36	51	(29%)	(30%)	21	24	(14%)	(13%)	18	13	39%	53%
Genotropin	143	136	5%	6%	35	26	37%	108	111	(2%)	(1%)	45	46	(1%)	(2%)	39	41	(4%)	(4%)	24	24	(1%)	8%
Refacto AF/Xyntha	117	140	(16%)	(15%)	27	29	(8%)	90	110	(18%)	(16%)	57	76	(25%)	(26%)	10	12	(15%)	(13%)	23	21	7%	18%
Somavert	64	65	(2%)	(2%)	23	24	(3%)	41	41	(1%)	(1%)	33	32	1%	—	5	5	—	—	3	4	(17%)	(6%)
All other Rare Disease	74	77	(3%)	(1%)	14	19	(28%)	61	58	5%	8%	30	28	10%	9%	15	14	8%	8%	15	16	(5%)	7%
Hospital[f]	**$ 1,841**	**$ 1,926**	**(4%)**	**(4%)**	**$ 705**	**$ 820**	**(14%)**	**$ 1,136**	**$ 1,106**	**3%**	**4%**	**$ 234**	**$ 244**	**(4%)**	**(5%)**	**$ 200**	**$ 225**	**(11%)**	**(10%)**	**$ 702**	**$ 637**	**10%**	**12%**
Sulperazon	145	114	28%	26%	—	—	—	145	114	28%	26%	—	—	—	—	2	3	(19%)	(19%)	143	111	29%	28%
Medrol[g]	110	123	(11%)	(10%)	55	68	(20%)	55	55	1%	1%	18	18	(1%)	(2%)	6	6	4%	5%	31	31	1%	3%
Vfend[g]	87	97	(11%)	(9%)	3	3	16%	83	94	(11%)	(9%)	8	12	(34%)	(34%)	18	25	(26%)	(26%)	57	57	—	3%
Fragmin	76	79	(4%)	(4%)	4	6	(32%)	72	73	(2%)	(1%)	35	36	(4%)	(4%)	18	20	(11%)	(10%)	19	16	15%	16%
Zithromax[g]	61	67	(9%)	(9%)	0	3	(99%)	61	64	(5%)	(5%)	9	9	3%	1%	9	10	(9%)	(10%)	43	46	(6%)	(5%)
EpiPen	68	82	(18%)	(17%)	55	57	(3%)	13	26	(49%)	(49%)	—	—	—	—	13	26	(49%)	(49%)	—	—	—	—
Tygacil	60	60	—	1%	6	9	(31%)	54	52	5%	6%	15	20	(26%)	(27%)	1	2	(24%)	(25%)	38	30	27%	30%
Zyvox[g]	50	68	(26%)	(26%)	(3)	6	(156%)	53	62	(13%)	(13%)	3	6	(51%)	(51%)	14	15	(11%)	(11%)	37	41	(9%)	(9%)
Zosyn/Tazocin	56	47	19%	22%	35	36	(2%)	21	11	86%	98%	1	1	36%	32%	1	1	16%	17%	19	10	95%	*
Precedex	47	51	(6%)	(6%)	17	22	(21%)	30	29	5%	6%	—	—	—	—	18	15	24%	24%	12	14	(15%)	(13%)
Pfizer CentreOne[h]	159	161	(1%)	(1%)	81	128	(37%)	78	33	*	*	31	21	49%	50%	5	5	(5%)	(5%)	42	7	*	*
All other Anti-infectives	300	331	(9%)	(8%)	70	107	(34%)	230	225	2%	5%	65	61	7%	6%	28	26	6%	6%	137	138	(1%)	5%
All other Hospital[i]	621	646	(4%)	(3%)	381	377	1%	240	270	(11%)	(10%)	49	61	(19%)	(21%)	66	71	(7%)	(4%)	125	137	(9%)	(8%)
UPJOHN[j]	**$ 3,036**	**$ 3,371**	**(10%)**	**(10%)**	**$ 1,231**	**$ 1,553**	**(21%)**	**$ 1,805**	**$ 1,818**	**(1%)**	**—**	**$ 266**	**$ 326**	**(18%)**	**(19%)**	**$ 537**	**$ 567**	**(5%)**	**(6%)**	**$ 1,001**	**$ 925**	**8%**	**10%**
Lyrica	1,213	1,285	(6%)	(5%)	875	877	—	338	408	(17%)	(17%)	62	107	(42%)	(43%)	205	223	(8%)	(8%)	71	78	(9%)	(5%)
Lipitor	507	491	3%	3%	25	60	(58%)	482	431	12%	11%	43	44	(2%)	(3%)	54	55	(2%)	(2%)	385	333	16%	15%
Norvasc	248	226	10%	10%	9	9	(2%)	239	217	10%	11%	16	16	3%	1%	45	50	(10%)	(10%)	178	151	18%	19%
Viagra	137	308	(55%)	(55%)	32	198	(84%)	105	111	(5%)	(3%)	11	11	(4%)	(5%)	18	17	6%	8%	76	82	(7%)	(5%)
Celebrex	188	212	(11%)	(11%)	16	61	(73%)	171	150	14%	14%	7	7	(8%)	(10%)	79	68	16%	15%	86	75	15%	15%
Xalatan/Xalacom	76	83	(8%)	(7%)	4	4	10%	72	79	(9%)	(8%)	17	17	(1%)	(2%)	30	35	(15%)	(15%)	25	27	(6%)	(1%)
Effexor	78	76	2%	3%	18	22	(17%)	59	54	10%	11%	14	14	—	(2%)	25	20	24%	24%	21	20	4%	8%
Zoloft	72	78	(7%)	(4%)	14	18	(25%)	59	59	(1%)	2%	10	10	9%	7%	14	17	(16%)	(16%)	34	33	4%	10%
Revatio	53	58	(8%)	(8%)	34	27	26%	20	31	(37%)	(37%)	8	14	(45%)	(46%)	7	8	(9%)	(9%)	5	9	(46%)	(45%)
Xanax	52	58	(10%)	(9%)	9	11	(20%)	43	46	(8%)	(7%)	23	23	(2%)	(4%)	4	4	(12%)	(12%)	16	19	(14%)	(9%)
Sildenafil Citrate	1	—	*	*	1	—	*	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
All other Upjohn	410	497	(18%)	(17%)	193	266	(27%)	217	231	(6%)	(5%)	56	63	(11%)	(12%)	56	70	(20%)	(20%)	105	99	6%	11%
CONSUMER HEALTHCARE BUSINESS[k]	**$ 839**	**$ 829**	**1%**	**2%**	**$ 445**	**$ 449**	**(1%)**	**$ 394**	**$ 379**	**4%**	**5%**	**$ 97**	**$ 95**	**3%**	**1%**	**$ 79**	**$ 76**	**4%**	**6%**	**$ 218**	**$ 209**	**4%**	**7%**
OTHER[l]	**$ —**	**$ —**	**—**	**—**	**$ —**	**$ —**	**—**	**$ —**	**$ —**	**—**	**—**	**$ —**	**$ —**	**5%**	*****	**$ —**	**$ —**	**—**	**—**	**$ —**	**$ —**	**—**	**—**
Total Alliance revenues	**$ 977**	**$ 741**	**32%**	**32%**	**$ 642**	**$ 507**	**26%**	**$ 336**	**$ 234**	**44%**	**43%**	**$ 244**	**$ 159**	**54%**	**53%**	**$ 92**	**$ 75**	**23%**	**24%**	**$ —**	**$ —**	**—**	**—**

* Indicates calculation not meaningful or result is equal to or greater than 100%.

** Recast to conform 2017 and 2018 product revenues to Pfizer's current commercial operating structure beginning in first-quarter 2019.

Amounts may not add due to rounding. All percentages have been calculated using unrounded amounts.

Footnotes referenced in the table above can be found on the last sheet of this workbook.

Pfizer Inc. Revenues -- Recast to Reflect 2019 Commercial Operating Structure**
Second Quarter 2018 and 2017
Unaudited
(millions of dollars)
Quarter-To-Date

	WORLDWIDE				UNITED STATES			TOTAL INTERNATIONAL[a]				DEVELOPED EUROPE[m]				DEVELOPED REST OF WORLD[n]				EMERGING MARKETS[o]			
			% of Change				% of Change			% of Change				% of Change				% of Change				% of Change	
	2018	2017	Reported	Operational	2018	2017	Reported	2018	2017	Reported	Operational	2018	2017	Reported	Operational	2018	2017	Reported	Operational	2018	2017	Reported	Operational
TOTAL REVENUES	**$ 13,466**	**$ 12,896**	**4%**	**2%**	**$ 6,225**	**$ 6,345**	**(2%)**	**$ 7,242**	**$ 6,551**	**11%**	**5%**	**$ 2,334**	**$ 2,124**	**10%**	**(2%)**	**$ 1,694**	**$ 1,611**	**5%**	**1%**	**$ 3,214**	**$ 2,815**	**14%**	**12%**
PFIZER BIOPHARMACEUTICALS GROUP (BIOPHARMA)[b]	**$ 9,434**	**$ 8,694**	**9%**	**6%**	**$ 4,509**	**$ 4,371**	**3%**	**$ 4,925**	**$ 4,323**	**14%**	**8%**	**$ 1,921**	**$ 1,679**	**14%**	**3%**	**$ 1,058**	**$ 981**	**8%**	**4%**	**$ 1,945**	**$ 1,663**	**17%**	**16%**
Internal Medicine[c]	**$ 2,276**	**$ 2,005**	**14%**	**11%**	**$ 1,161**	**$ 1,059**	**10%**	**$ 1,115**	**$ 946**	**18%**	**12%**	**$ 444**	**$ 314**	**41%**	**27%**	**$ 347**	**$ 334**	**4%**	**—**	**$ 324**	**$ 298**	**9%**	**11%**
Eliquis alliance revenues and direct sales	889	605	47%	42%	482	347	39%	407	258	58%	46%	247	143	73%	56%	87	68	28%	23%	73	47	55%	52%
Chantix/Champix	277	248	12%	11%	217	184	18%	60	64	(6%)	(11%)	20	18	11%	(1%)	30	36	(16%)	(20%)	10	10	3%	4%
Premarin family	210	245	(14%)	(14%)	197	232	(15%)	13	13	(4%)	(7%)	1	1	—	(10%)	5	6	(17%)	(20%)	7	6	9%	6%
BMP2	80	57	40%	40%	80	56	43%	—	1	*	*	—	1	*	*	—	—	—	—	—	—	—	—
Toviaz	70	62	13%	8%	21	20	9%	49	43	14%	8%	18	16	12%	—	28	24	14%	10%	3	2	35%	39%
Pristiq	51	46	10%	8%	15	5	*	36	41	(12%)	(14%)	8	7	23%	9%	11	16	(33%)	(36%)	16	18	(6%)	(3%)
All other Internal Medicine	700	743	(6%)	(8%)	149	216	(31%)	550	527	4%	2%	149	128	16%	5%	186	183	2%	(2%)	215	215	—	3%
Vaccines	**$ 1,400**	**$ 1,270**	**10%**	**8%**	**$ 702**	**$ 670**	**5%**	**$ 698**	**$ 600**	**16%**	**12%**	**$ 239**	**$ 205**	**17%**	**5%**	**$ 109**	**$ 99**	**10%**	**6%**	**$ 350**	**$ 296**	**18%**	**18%**
Prevnar 13/Prevenar 13	1,250	1,154	8%	7%	682	645	6%	568	510	11%	8%	141	138	2%	(8%)	107	96	11%	7%	320	276	16%	17%
FSME/IMMUN-TicoVac	73	50	46%	32%	—	—	—	73	50	46%	32%	59	40	49%	36%	—	—	—	—	14	10	36%	19%
All other Vaccines	77	66	17%	10%	21	25	(18%)	56	41	39%	28%	39	28	41%	25%	2	2	(26%)	(28%)	16	10	50%	49%
Oncology[d]	**$ 1,888**	**$ 1,647**	**15%**	**12%**	**$ 1,178**	**$ 1,122**	**5%**	**$ 710**	**$ 525**	**35%**	**27%**	**$ 357**	**$ 269**	**33%**	**19%**	**$ 145**	**$ 88**	**65%**	**59%**	**$ 208**	**$ 169**	**23%**	**24%**
Ibrance	1,027	853	20%	19%	744	727	2%	283	126	*	*	173	86	*	79%	58	7	*	*	52	33	58%	77%
Sutent	275	279	(1%)	(5%)	94	106	(11%)	181	173	5%	(1%)	81	78	4%	(8%)	32	30	5%	1%	69	65	6%	5%
Xtandi alliance revenues	171	141	21%	21%	171	141	21%	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Xalkori	137	155	(11%)	(15%)	42	63	(34%)	96	91	5%	(2%)	40	44	(10%)	(20%)	15	14	8%	3%	41	33	25%	20%
Inlyta	81	88	(7%)	(10%)	33	34	(3%)	48	54	(10%)	(14%)	13	18	(30%)	(37%)	21	22	(4%)	(8%)	15	14	6%	7%
Bosulif	77	59	32%	29%	52	39	33%	25	19	29%	19%	13	11	17%	5%	11	8	38%	33%	2	1	77%	68%
All other Oncology	118	73	62%	54%	41	11	*	77	62	24%	15%	38	32	21%	9%	9	7	27%	23%	30	23	28%	22%
Inflammation & Immunology (I&I)[e]	**$ 1,222**	**$ 1,087**	**12%**	**9%**	**$ 485**	**$ 341**	**42%**	**$ 737**	**$ 745**	**(1%)**	**(6%)**	**$ 394**	**$ 417**	**(6%)**	**(16%)**	**$ 141**	**$ 138**	**3%**	**—**	**$ 202**	**$ 190**	**6%**	**11%**
Enbrel (Outside the U.S. and Canada)	551	617	(11%)	(15%)	—	—	—	551	617	(11%)	(15%)	293	350	(16%)	(25%)	92	99	(7%)	(10%)	166	168	(1%)	3%
Xeljanz	463	336	38%	37%	379	290	31%	84	47	79%	77%	26	6	*	*	31	23	36%	32%	26	17	52%	64%
Inflectra/Remsima	158	94	68%	58%	63	23	*	95	71	34%	21%	80	64	25%	12%	6	2	*	*	9	5	91%	81%
Eucrisa	39	9	*	*	39	9	*	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
All other I&I	11	31	(64%)	(64%)	3	20	(82%)	7	11	(33%)	(34%)	(5)	(3)	(96%)	(82%)	13	14	(8%)	(11%)	—	—	—	—
Rare Disease	**$ 571**	**$ 562**	**2%**	**(3%)**	**$ 154**	**$ 168**	**(8%)**	**$ 418**	**$ 394**	**6%**	**(1%)**	**$ 219**	**$ 219**	**—**	**(11%)**	**$ 100**	**$ 97**	**4%**	**—**	**$ 98**	**$ 78**	**25%**	**28%**
BeneFIX	141	153	(8%)	(11%)	58	69	(16%)	83	84	(1%)	(7%)	43	47	(8%)	(18%)	22	24	(10%)	(13%)	18	13	41%	44%
Genotropin	140	135	4%	(1%)	29	26	12%	111	109	2%	(4%)	45	43	5%	(6%)	43	41	6%	2%	23	25	(10%)	(9%)
Refacto AF/Xyntha	141	139	1%	(4%)	24	31	(24%)	117	108	8%	2%	66	73	(9%)	(19%)	13	14	(4%)	(7%)	37	21	75%	76%
Somavert	68	61	11%	5%	27	23	14%	41	38	9%	(1%)	33	30	9%	(3%)	5	5	9%	4%	3	3	7%	7%
All other Rare Disease	81	74	9%	5%	16	18	(14%)	66	56	17%	12%	32	27	19%	6%	17	13	25%	21%	17	16	7%	13%
Hospital[f]	**$ 2,077**	**$ 2,124**	**(2%)**	**(5%)**	**$ 829**	**$ 1,012**	**(18%)**	**$ 1,248**	**$ 1,112**	**12%**	**6%**	**$ 268**	**$ 254**	**6%**	**(5%)**	**$ 217**	**$ 226**	**(4%)**	**(8%)**	**$ 763**	**$ 631**	**21%**	**16%**
Sulperazon	150	110	37%	27%	—	—	—	150	110	37%	27%	—	—	—	—	3	3	(12%)	(15%)	148	107	39%	28%
Medrol[g]	123	137	(10%)	(13%)	62	81	(24%)	61	55	10%	4%	19	18	9%	(3%)	6	7	(3%)	(7%)	35	31	13%	10%
Vfend[g]	110	101	8%	4%	2	3	(19%)	108	99	9%	4%	10	14	(31%)	(39%)	21	28	(24%)	(27%)	77	57	35%	30%
Zithromax[g]	81	69	18%	11%	3	1	*	79	68	16%	9%	12	10	24%	10%	10	12	(15%)	(18%)	57	46	23%	16%
EpiPen	95	90	6%	5%	75	72	3%	20	17	19%	13%	—	—	—	—	20	17	19%	13%	—	—	—	—
Fragmin	74	71	5%	(3%)	4	5	(19%)	71	66	7%	(1%)	38	35	8%	(2%)	18	18	5%	—	14	13	5%	(3%)
Zyvox[g]	66	75	(13%)	(17%)	(3)	9	(134%)	69	66	5%	0%	5	8	(41%)	(47%)	15	17	(11%)	(14%)	49	41	20%	16%
Tygacil	63	57	10%	4%	7	9	(28%)	56	48	18%	10%	19	20	(5%)	(15%)	2	2	1%	(4%)	36	27	35%	29%
Zosyn/Tazocin	58	41	44%	44%	39	37	6%	20	4	*	*	2	—	*	*	1	—	*	*	16	4	*	*
Precedex	64	67	(5%)	(7%)	38	43	(12%)	26	25	6%	2%	—	—	—	—	15	13	19%	15%	11	12	(8%)	(11%)
Pfizer CentreOne[h]	209	171	22%	20%	120	132	(9%)	89	39	*	*	35	29	22%	18%	3	4	(25%)	(24%)	51	7	*	*
All other Anti-infectives	300	404	(26%)	(29%)	64	175	(63%)	235	229	3%	(2%)	72	55	30%	16%	27	29	(5%)	(8%)	136	145	(6%)	(8%)
All other Hospital[i]	684	732	(7%)	(8%)	420	446	(6%)	264	286	(8%)	(12%)	56	65	(14%)	(23%)	74	78	(5%)	(8%)	134	143	(7%)	(10%)
UPJOHN[j]	**$ 3,147**	**$ 3,356**	**(6%)**	**(9%)**	**$ 1,282**	**$ 1,544**	**(17%)**	**$ 1,865**	**$ 1,812**	**3%**	**(3%)**	**$ 280**	**$ 336**	**(17%)**	**(25%)**	**$ 557**	**$ 554**	**1%**	**(3%)**	**$ 1,028**	**$ 922**	**11%**	**6%**
Lyrica	1,223	1,254	(3%)	(4%)	861	835	3%	362	420	(14%)	(18%)	65	125	(48%)	(54%)	222	209	6%	2%	75	86	(13%)	(13%)
Lipitor	521	445	17%	10%	32	35	(8%)	489	410	19%	11%	46	43	7%	(4%)	54	56	(4%)	(8%)	389	311	25%	17%
Norvasc	273	231	19%	12%	9	9	(4%)	264	221	19%	13%	17	15	15%	2%	51	53	(4%)	(7%)	196	153	28%	21%
Viagra	185	349	(47%)	(48%)	75	248	(70%)	109	101	8%	3%	10	11	(6%)	(16%)	18	16	9%	4%	81	74	10%	6%
Celebrex	161	178	(9%)	(13%)	18	25	(28%)	143	153	(6%)	(11%)	7	7	5%	(6%)	58	67	(12%)	(16%)	77	79	(2%)	(7%)
Xalatan/Xalacom	85	81	4%	—	5	5	(3%)	80	77	5%	—	17	15	11%	(1%)	33	36	(8%)	(12%)	30	25	19%	18%
Zoloft	77	69	12%	8%	13	10	30%	64	59	9%	5%	10	8	27%	15%	16	18	(9%)	(12%)	37	33	14%	12%
Effexor	79	73	8%	4%	18	21	(12%)	61	52	16%	10%	15	14	10%	(1%)	25	18	37%	32%	20	20	1%	(1%)
Xanax	56	52	8%	3%	11	12	(10%)	45	40	14%	7%	22	16	31%	16%	4	4	(2%)	(6%)	19	19	3%	1%
Revatio	54	67	(20%)	(22%)	29	32	(7%)	24	35	(31%)	(36%)	9	18	(48%)	(54%)	9	8	11%	6%	6	9	(33%)	(37%)
Sildenafil Citrate	8	—	*	*	8	—	*	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
All other Upjohn	425	557	(24%)	(26%)	201	313	(36%)	224	244	(8%)	(13%)	62	64	(3%)	(13%)	66	68	(3%)	(6%)	96	113	(15%)	(17%)
CONSUMER HEALTHCARE BUSINESS[k]	**$ 886**	**$ 846**	**5%**	**2%**	**$ 434**	**$ 430**	**1%**	**$ 452**	**$ 416**	**9%**	**2%**	**$ 133**	**$ 110**	**21%**	**7%**	**$ 79**	**$ 76**	**4%**	**—**	**$ 241**	**$ 230**	**5%**	**1%**
OTHER[l]	**$ —**	**$ —**	**—**	**—**	**$ —**	**$ —**	**—**	**$ —**	**$ —**	**—**	**—**	**$ —**	**$ —**	**—**	**—**	**$ —**	**$ —**	**—**	**—**	**$ —**	**$ —**	**—**	**—**
Total Alliance revenues	**$ 987**	**715**	**38%**	**34%**	**$ 656**	**506**	**30%**	**$ 331**	**209**	**58%**	**46%**	**$ 237**	**136**	**75%**	**58%**	**$ 94**	**73**	**28%**	**23%**	**$ —**	**$ —**	**—**	**—**

* Indicates calculation not meaningful or result is equal to or greater than 100%.

** Recast to conform 2017 and 2018 product revenues to Pfizer's current commercial operating structure beginning in first-quarter 2019.

Amounts may not add due to rounding. All percentages have been calculated using unrounded amounts.

Footnotes referenced in the table above can be found on the last sheet of this workbook.

Pfizer Inc. Revenues -- Recast to Reflect 2019 Commercial Operating Structure**
First Quarter 2018 and 2017
Unaudited
(millions of dollars)
Quarter-To-Date

	WORLDWIDE				UNITED STATES			TOTAL INTERNATIONAL[a]				DEVELOPED EUROPE[m]				DEVELOPED REST OF WORLD[n]				EMERGING MARKETS[o]			
			% of Change				% of Change			% of Change				% of Change				% of Change				% of Change	
	2018	2017	Reported	Operational	2018	2017	Reported	2018	2017	Reported	Operational	2018	2017	Reported	Operational	2018	2017	Reported	Operational	2018	2017	Reported	Operational
TOTAL REVENUES	**$ 12,906**	**$ 12,779**	**1%**	**(2%)**	**$ 6,275**	**$ 6,637**	**(5%)**	**$ 6,631**	**$ 6,142**	**8%**	**1%**	**$ 2,092**	**$ 2,021**	**4%**	**(8%)**	**$ 1,461**	**$ 1,554**	**(6%)**	**(10%)**	**$ 3,078**	**$ 2,567**	**20%**	**15%**
PFIZER BIOPHARMACEUTICALS GROUP (BIOPHARMA)[b]	**$ 8,881**	**$ 8,538**	**4%**	**1%**	**$ 4,388**	**$ 4,505**	**(3%)**	**$ 4,493**	**$ 4,033**	**11%**	**4%**	**$ 1,721**	**$ 1,590**	**8%**	**(4%)**	**$ 911**	**$ 954**	**(4%)**	**(8%)**	**$ 1,861**	**$ 1,489**	**25%**	**21%**
Internal Medicine[c]	**$ 2,071**	**$ 1,960**	**6%**	**2%**	**$ 1,087**	**$ 1,075**	**1%**	**$ 984**	**$ 884**	**11%**	**4%**	**$ 377**	**$ 305**	**24%**	**10%**	**$ 292**	**$ 314**	**(7%)**	**(11%)**	**$ 315**	**$ 266**	**18%**	**15%**
Eliquis alliance revenues and direct sales	765	564	35%	30%	435	342	27%	330	223	48%	35%	191	124	54%	36%	68	61	10%	6%	71	37	91%	79%
Chantix/Champix	251	239	5%	3%	188	179	5%	64	61	5%	(2%)	21	19	14%	1%	28	32	(14%)	(19%)	14	9	53%	51%
Premarin family	191	228	(16%)	(16%)	180	214	(16%)	11	14	(19%)	(24%)	—	1	(38%)	(44%)	6	7	(12%)	(15%)	5	6	(26%)	(30%)
BMP2	73	62	18%	18%	73	62	18%	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Toviaz	60	63	(5%)	(9%)	18	24	(25%)	42	39	8%	1%	17	14	18%	5%	22	21	2%	(2%)	3	3	4%	1%
Pristiq	53	116	(54%)	(56%)	21	74	(71%)	32	41	(24%)	(28%)	7	6	28%	13%	11	16	(34%)	(37%)	14	19	(30%)	(31%)
All other Internal Medicine	677	688	(2%)	(5%)	171	180	(5%)	506	507	—	(5%)	140	141	(1%)	(12%)	158	175	(10%)	(13%)	208	191	9%	6%
Vaccines	**$ 1,463**	**$ 1,465**	**—**	**(3%)**	**$ 837**	**$ 951**	**(12%)**	**$ 626**	**$ 515**	**22%**	**15%**	**$ 198**	**$ 191**	**4%**	**(8%)**	**$ 106**	**$ 107**	**(1%)**	**(6%)**	**$ 322**	**$ 216**	**49%**	**45%**
Prevnar 13/Prevenar 13	1,380	1,392	(1%)	(3%)	826	938	(12%)	555	454	22%	16%	141	139	2%	(10%)	103	106	(3%)	(7%)	310	210	48%	45%
All other Vaccines	83	73	13%	3%	11	12	(7%)	71	61	18%	5%	57	52	8%	(5%)	3	1	*	96%	12	7	75%	63%
Oncology[d]	**$ 1,760**	**$ 1,406**	**25%**	**22%**	**$ 1,135**	**$ 955**	**19%**	**$ 625**	**$ 451**	**38%**	**28%**	**$ 300**	**$ 216**	**39%**	**22%**	**$ 113**	**$ 81**	**41%**	**35%**	**$ 212**	**$ 154**	**37%**	**34%**
Ibrance	933	679	37%	35%	726	608	19%	207	71	*	*	116	43	*	*	41	5	*	*	49	23	*	*
Sutent	262	250	5%	(1%)	88	85	3%	174	165	6%	(2%)	80	75	6%	(6%)	27	29	(7%)	(11%)	67	60	11%	6%
Xtandi alliance revenues	159	131	21%	21%	159	131	21%	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Xalkori	153	142	8%	2%	42	57	(26%)	110	85	31%	21%	46	40	15%	2%	15	13	15%	9%	50	32	56%	49%
Inlyta	74	85	(13%)	(16%)	28	30	(9%)	46	54	(15%)	(20%)	13	19	(31%)	(38%)	17	21	(19%)	(21%)	15	14	10%	7%
Bosulif	60	47	29%	26%	41	32	26%	20	14	36%	25%	10	7	38%	22%	8	6	20%	16%	2	1	*	*
All other Oncology	119	73	64%	56%	51	10	*	68	62	9%	(1%)	34	31	10%	(3%)	5	6	(21%)	(24%)	28	25	15%	8%
Inflammation & Immunology (I&I)[e]	**$ 1,013**	**$ 949**	**7%**	**1%**	**$ 338**	**$ 251**	**35%**	**$ 675**	**$ 698**	**(3%)**	**(11%)**	**$ 380**	**$ 405**	**(6%)**	**(17%)**	**$ 133**	**$ 131**	**2%**	**(2%)**	**$ 162**	**$ 162**	**—**	**(2%)**
Enbrel (Outside the U.S. and Canada)	506	588	(14%)	(21%)	—	—	—	506	588	(14%)	(21%)	290	348	(17%)	(27%)	89	95	(6%)	(9%)	126	145	(13%)	(14%)
Xeljanz	326	250	30%	29%	253	212	19%	72	38	89%	82%	19	5	*	*	29	20	44%	38%	24	13	83%	87%
Inflectra/Remsima	145	78	86%	73%	55	17	*	90	61	48%	32%	75	54	39%	23%	4	3	47%	40%	11	4	*	*
Eucrisa	26	9	*	*	26	9	*	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
All other I&I	11	24	(54%)	(53%)	4	13	(66%)	6	11	(39%)	(38%)	(5)	(2)	*	(92%)	11	13	(12%)	(15%)	—	—	—	—
Rare Disease	**$ 549**	**$ 507**	**8%**	**2%**	**$ 172**	**$ 126**	**36%**	**$ 377**	**$ 381**	**(1%)**	**(9%)**	**$ 207**	**$ 208**	**—**	**(12%)**	**$ 87**	**$ 94**	**(8%)**	**(12%)**	**$ 83**	**$ 78**	**7%**	**4%**
BeneFIX	147	149	(2%)	(6%)	68	59	16%	79	91	(13%)	(20%)	40	48	(16%)	(26%)	21	27	(22%)	(27%)	17	15	12%	10%
Genotropin	132	104	28%	21%	31	4	*	101	99	2%	(5%)	44	40	8%	(4%)	35	37	(6%)	(10%)	22	21	3%	—
Refacto AF/Xyntha	130	130	—	(7%)	30	26	14%	100	104	(4%)	(12%)	64	68	(6%)	(17%)	14	13	6%	1%	23	23	(2%)	(4%)
Somavert	63	56	12%	5%	24	20	22%	39	36	6%	(5%)	31	29	7%	(6%)	4	4	12%	7%	3	4	(1%)	(5%)
All other Rare Disease	76	67	13%	7%	18	17	7%	58	50	16%	7%	28	23	23%	8%	12	13	(5%)	(9%)	18	14	23%	20%
Hospital[f]	**$ 2,026**	**$ 2,252**	**(10%)**	**(13%)**	**$ 820**	**$ 1,147**	**(29%)**	**$ 1,206**	**$ 1,105**	**9%**	**3%**	**$ 259**	**$ 265**	**(2%)**	**(13%)**	**$ 179**	**$ 227**	**(21%)**	**(24%)**	**$ 768**	**$ 612**	**25%**	**19%**
Sulperazon	168	122	38%	29%	—	—	—	168	122	38%	29%	—	—	—	*	2	3	(19%)	(22%)	166	119	39%	31%
Medrol[g]	136	134	1%	(2%)	83	82	2%	52	52	1%	(7%)	18	18	3%	(9%)	5	6	(12%)	(16%)	28	28	2%	(3%)
Vfend[g]	98	107	(9%)	(13%)	2	5	(57%)	96	102	(6%)	(11%)	10	18	(43%)	(50%)	20	26	(23%)	(26%)	66	59	12%	7%
Zithromax[g]	101	87	16%	9%	2	2	12%	99	85	16%	9%	17	16	6%	(7%)	11	15	(27%)	(30%)	71	55	31%	24%
Fragmin	70	71	(1%)	(9%)	4	4	—	66	67	(1%)	(10%)	37	35	3%	(7%)	18	20	(7%)	(12%)	11	12	(7%)	(16%)
Zyvox[g]	68	77	(11%)	(16%)	6	9	(40%)	63	68	(7%)	(13%)	6	10	(40%)	(47%)	12	16	(25%)	(28%)	45	43	6%	1%
Tygacil	63	74	(15%)	(21%)	7	21	(68%)	56	53	5%	(2%)	19	17	15%	1%	1	2	(8%)	(15%)	35	35	1%	(4%)
Zosyn/Tazocin	61	38	64%	62%	43	34	25%	19	3	*	*	1	—	*	*	2	—	*	*	16	3	*	*
Precedex	55	64	(15%)	(16%)	27	38	(29%)	28	26	6%	2%	—	—	—	—	16	16	5%	—	11	11	8%	5%
EpiPen	52	81	(36%)	(36%)	45	69	(35%)	8	12	(36%)	(39%)	—	—	—	—	8	12	(36%)	(39%)	—	—	—	—
Pfizer CentreOne[h]	171	182	(6%)	(7%)	96	137	(30%)	75	45	69%	63%	24	31	(22%)	(24%)	2	4	(38%)	(39%)	49	10	*	*
All other Anti-infectives	329	327	1%	(3%)	100	136	(26%)	229	191	20%	13%	66	55	20%	6%	24	28	(16%)	(20%)	140	109	29%	24%
All other Hospital[f]	653	887	(26%)	(28%)	405	610	(34%)	248	277	(11%)	(16%)	61	67	(9%)	(20%)	58	81	(28%)	(31%)	129	130	(1%)	(5%)
UPJOHN[i]	**$ 3,120**	**$ 3,296**	**(5%)**	**(8%)**	**$ 1,408**	**$ 1,608**	**(12%)**	**$ 1,712**	**$ 1,688**	**1%**	**(5%)**	**$ 266**	**$ 335**	**(21%)**	**(30%)**	**$ 465**	**$ 514**	**(10%)**	**(14%)**	**$ 981**	**$ 839**	**17%**	**11%**
Lyrica	1,213	1,271	(5%)	(6%)	907	891	2%	307	380	(19%)	(24%)	63	117	(46%)	(52%)	169	188	(10%)	(14%)	74	75	(1%)	(5%)
Lipitor	511	404	27%	19%	29	30	(6%)	483	374	29%	21%	44	42	5%	(8%)	46	53	(13%)	(21%)	393	279	41%	33%
Norvasc	256	228	12%	6%	9	10	(5%)	246	218	13%	7%	17	17	3%	(10%)	45	50	(11%)	(15%)	184	151	22%	16%
Viagra	187	339	(45%)	(46%)	88	242	(63%)	99	97	2%	(4%)	9	12	(20%)	(29%)	16	17	(5%)	(9%)	73	69	7%	1%
Celebrex	145	175	(17%)	(21%)	16	30	(49%)	129	144	(11%)	(15%)	6	7	(8%)	(19%)	60	63	(5%)	(9%)	63	74	(16%)	(20%)
Zoloft	74	68	9%	5%	16	13	18%	59	55	7%	1%	10	8	13%	—	14	17	(19%)	(22%)	35	29	20%	15%
Xalatan/Xalacom	72	77	(6%)	(12%)	5	5	(7%)	67	72	(6%)	(12%)	15	15	(1%)	(13%)	29	34	(13%)	(16%)	23	23	(1%)	(6%)
Effexor	71	66	8%	3%	18	18	(2%)	53	48	11%	4%	14	15	(3%)	(14%)	20	15	31%	26%	19	18	6%	1%
Sildenafil Citrate	62	—	*	*	62	—	*	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
Revatio	56	65	(13%)	(16%)	33	29	17%	22	36	(38%)	(43%)	10	21	(52%)	(57%)	6	7	(12%)	(15%)	6	8	(24%)	(29%)
Xanax	54	55	—	(7%)	11	13	(14%)	44	42	4%	(5%)	22	22	2%	(11%)	4	4	(8%)	(12%)	17	16	10%	4%
All other Upjohn	418	549	(24%)	(26%)	216	328	(34%)	202	222	(9%)	(15%)	55	60	(8%)	(19%)	55	65	(15%)	(19%)	92	97	(5%)	(9%)
CONSUMER HEALTHCARE BUSINESS[k]	**$ 905**	**$ 848**	**7%**	**4%**	**$ 479**	**$ 460**	**4%**	**$ 427**	**$ 388**	**10%**	**3%**	**$ 105**	**$ 95**	**11%**	**(2%)**	**$ 85**	**$ 74**	**15%**	**9%**	**$ 237**	**$ 219**	**8%**	**3%**
OTHER[l]	**$ —**	**$ 97**	*****	*****	**$ —**	**$ 64**	*****	**$ —**	**$ 33**	*****	*****	**$ —**	**$ 1**	*****	*****	**$ —**	**$ 12**	*****	*****	**$ —**	**$ 19**	*****	*****
Total Alliance revenues	**$ 855**	**$ 656**	**30%**	**27%**	**$ 602**	**$ 474**	**27%**	**$ 253**	**$ 182**	**39%**	**26%**	**$ 179**	**$ 116**	**54%**	**36%**	**$ 73**	**$ 66**	**11%**	**7%**	**$ —**	**$ (1)**	**73%**	**67%**

* Indicates calculation not meaningful or result is equal to or greater than 100%.

** Recast to conform 2017 and 2018 product revenues to Pfizer's current commercial operating structure beginning in first-quarter 2019.

Amounts may not add due to rounding. All percentages have been calculated using unrounded amounts.

Footnotes referenced in the table above can be found on the last sheet of this workbook.

PFIZER INC.
Notes to Revenue Table Information

(a)	Total International represents Developed Europe region + Developed Rest of World region + Emerging Markets region. Details for these regions are described in footnotes (m) to (o) below, respectively.
(b)	The Pfizer Biopharmaceutical Group encompasses Internal Medicine, Vaccines, Oncology, Inflammation & Immunology, Rare Disease and Hospital. The new Hospital business unit commercializes our global portfolio of sterile injectable and anti-infective medicines, and also includes Pfizer CentreOne[(g)].
(c)	We reclassified certain products from the Legacy Established Products (LEP) category, including Premarin family products, and certain other products from the legacy Peri-LOE category, including Pristiq, to the Internal Medicine category and reclassified Lyrica from the Internal Medicine category to the Upjohn business to conform 2018 product revenues to the current presentation.
(d)	We performed certain reclassifications in the All other Oncology category to conform 2018 product revenues to the current presentation.
(e)	Hospital is a new business unit that commercializes our global portfolio of sterile injectable and anti-infective medicines. We performed certain reclassifications, primarily from the legacy Sterile Injectables Pharmaceuticals (SIP) category (Sulperazon, Medrol, Fragmin, Tygacil, Zosyn/Tazocin and Precedex, among other products), the LEP category (Epipen and Zithromax), and the legacy Peri-LOE category (Vfend and Zyvox) to the Hospital category to conform 2018 product revenues to the current presentation. Hospital also includes Pfizer CentreOne(g). All other Hospital primarily includes revenues from legacy SIP products (that are not anti-infective products) and, to a much lesser extent, solid oral dose products (that are not anti-infective products). SIP anti-infective products that are not individually listed above are recorded in “All other Anti-infectives”.
(f)	2018 revenues for Medrol and Zithromax may not agree to previously disclosed revenues because revenues for those products were previously split between LEP and the legacy SIP categories. All revenues for these products are currently reported in the Hospital category.
(g)	Pfizer CentreOne includes revenues from our contract manufacturing and active pharmaceutical ingredient sales operation, including sterile injectables contract manufacturing, and revenues related to our manufacturing and supply agreements, including with Zoetis Inc. In the fourth quarter of 2017, we sold our equity share in Hisun Pfizer. As a result, effective in the first quarter of 2018, Hisun Pfizer-related revenues, previously reported in emerging markets within legacy All Other LEP and legacy All Other SIP, are reported in emerging markets within Pfizer CentreOne.
(h)	We reclassified Inflectra/Remsima from the legacy Biosimilars category to the Inflammation & Immunology category to conform 2018 product revenues to the current presentation.
(i)	Pfizer’s Upjohn business encompasses primarily off-patent branded and generic established medicines that includes 20 of our primarily off-patent solid oral dose legacy brands including Lyrica, Lipitor, Norvasc, Celebrex and Viagra, as well as certain generic medicines.
(j)	On July 31, 2019, Pfizer’s Consumer Healthcare business, an over-the-counter medicines business, was combined with GSK’s consumer healthcare business to form a new consumer healthcare joint venture, of which we own 32%. Upon the closing of the transaction, Pfizer deconsolidated its Consumer Healthcare business and from August 1, 2019 will begin to record its pro rata share of the joint venture’s earnings on a one-quarter lag basis in Other (income)/deductions—net and to receive dividends, which will be paid on a quarterly basis. Therefore, we will record our pro rata share of two months of the joint venture’s earnings generated in the third quarter of 2019 in our operating results in the fourth quarter of 2019. In accordance with our domestic and international reporting periods, our financial results, and our Consumer Healthcare segment’s operating results, for the third quarter of 2019 reflect only one month of Consumer Healthcare segment domestic operations and two months of Consumer Healthcare segment international operations. Likewise, our financial results, and our Consumer Healthcare segment’s operating results, for the first nine months of 2019 reflect seven months of Consumer Healthcare segment domestic operations and eight months of Consumer Healthcare segment international operations.
(k)	Biosimilars are highly similar versions of approved and authorized biological medicines and primarily include revenues from Inflectra/Remsima and Retacrit.
(l)	Sterile Injectable Pharmaceuticals represents the total of all branded and generic injectable products in the Hospital business, including anti-infective sterile injectable pharmaceuticals.
(m)	Developed Europe region includes the following markets: Western Europe, Scandinavian countries and Finland.
(n)	Developed Rest of World region includes the following markets: Japan, Canada, South Korea, Australia and New Zealand.
(o)	Emerging Markets region includes, but is not limited to, the following markets: Asia (excluding Japan and South Korea), Latin America, Eastern Europe, Africa, the Middle East, Central Europe and Turkey.