Pakistan, and Uganda. Low-income countries, including, for e.g., Afghanistan, Congo, Dem. Rep., Ethiopia, Niger, Nigeria, and Jamaica, are among those likely to benefit. Nearly 100% of antibiotics used in these regions are of first generation. The widespread use of macrolide antibiotics, such as azithromycin (Zithromax®) in partnership with the International Trachoma Initiative.

**Expand access on family planning.** Pfizer’s Integrated Immunization and Family Planning Portfolio project has been active since 2016 in Ethiopia, Uganda, Kenya, Benin, and Malawi. The project integrates family planning services into routine immunization visits and it meets all good practice standards looked for by the Index. An assessment is expected to be published at the end of 2018. Based on these results, Pfizer can consider extending its commitment (currently set until the end of 2019) and expand to more countries with family planning needs.

**Improve access plans for R&D projects during development.** Pfizer can improve its process to develop access plans by expanding this process to all projects for diseases in scope. Currently, Pfizer plans for access in an ad hoc manner. It can also establish a firmer timeline for establishing these access plans by Phase II of clinical development. Pfizer can establish access plans for more late-stage projects, including both in-house and collaborative R&D projects. For example, Pfizer can establish access plans for its late-stage candidates that target bacterial infections, including the beta-lactamase inhibitor-containing aztreonam-avibactam to address antimicrobial resistance.

**Join peers in patent filing and enforcement commitment.** Pfizer is one of five companies that does not yet make a public commitment to not file for and/or not enforce patents in the poorest countries. Pfizer can look to adopt a general public stance to not file for and/or not enforce patents related to diseases in scope in Least Developed Countries, low-income countries, and in a subset of middle income countries.

**Expand registration of key antibiotic.** Ceftriaxone/avibactam (Zavicefta™) for lower respiratory infections has been filed to register in one out of 10 possible priority countries. This product can provide an important last line of defence where resistance to third-generation cephalosporins and other antibiotics has been observed. Alongside appropriate product stewardship, Pfizer could register the product in more priority countries, including, for e.g., Afghanistan, Congo, Dem. Rep., Ethiopia, Niger, Nigeria, Pakistan, and Uganda.

**OPPORTUNITIES**

**PERFORMANCE**

Rises 3 places to 11th. Pfizer improves its performance since 2016, with a refreshed access-to-medicine strategy and a strong approach to health systems strengthening.

**Management:** Rises 4 places to 9th place due to a newly reviewed access-to-medicine strategy focused on commercially viable business models, with responsibility at the board level.

**Compliance:** Rises 11 places to 8th publicly disclosing financial support and membership of institutions which may impact access to medicine.

**R&D:** Rises 1 place to 13th, with a general approach to planning for access applied to comparatively few of its late-stage R&D projects.

**Pricing:** Rises 2 places to 13th, improving slightly compared to peers in registration, but has a below average approach to equitable pricing.

**Patents:** Falls 1 place to 15th. Newly discloses its patent statuses via Pat-INFORMED, but does not commit not to file or to enforce patents even in Least Developed Countries.

**Capacity:** Rises 4 places to 5th, with 7 initiatives meeting all good practice standards. Health systems strengthening is its strongest area.

**Donations:** Falls one place to 6th. Extends commitment to eliminating trachoma until 2025.

**CHANGE SINCE 2016**

- Announced an extension of its initiative in collaboration with the Bill & Melinda Gates Foundation and the Children’s Investment Fund Foundation (CIFF) to further broaden access to Pfizer’s all-in-one injectable contraceptive, Sayana®Press (medroxyprogesterone acetate).
- Joined Access Accelerated with multiple initiatives. It has also committed to measure impact and share results publicly via the Access Observatory.
- Became a funding partner for the drone delivery company, Zipline, in order to expand the programme for delivery of essential medicines.
- Discloses publicly the patent statuses for small molecules in scope via the Pat-INFORMED platform.
- Newly established a Global Health Committee, strengthening governance of its access to medicine strategy.
- Extended commitment to the elimination of trachoma until 2025 through the donation of azithromycin (Zithromax®) in partnership with the International Trachoma Initiative.
Pipeline for diseases and countries in scope

Mid-sized pipeline: 46 R&D projects for diseases in scope (40 medicines; 6 preventive vaccines).

- Clinical candidates: 28, including a therapy for human African trypanosomiasis and a preventive vaccine for *Staphylococcus aureus*.
- Regulatory approvals: 6, including ceftazidime/avibactam (Zavicefta™) for the treatment of lower respiratory infections and diarrhoeal diseases.
- R&D focus: non-communicable diseases (cancer and diabetes mellitus), communicable diseases (lower respiratory infections and diarrhoeal diseases) and neglected tropical diseases (Chagas disease and onchocerciasis).
- Access provisions: for 12 projects, most commonly applied through access-oriented partnerships.

Projects in the pipeline: 46*

<table>
<thead>
<tr>
<th>Category</th>
<th>Phase I</th>
<th>Phase II</th>
<th>Phase III</th>
<th>Received Market Approval</th>
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<td>Communicable**</td>
<td>3</td>
<td>3</td>
<td></td>
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</tr>
<tr>
<td>Neglected tropical</td>
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<td>24</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>Maternal and neonatal</td>
<td>11</td>
<td>9</td>
<td>2</td>
<td></td>
</tr>
<tr>
<td>Non-communicable</td>
<td>6</td>
<td>11</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td>Multiple categories</td>
<td>0</td>
<td>14</td>
<td>0</td>
<td></td>
</tr>
</tbody>
</table>

*Figure excludes 1 project that do not fall into the listed phases of development: e.g., technical lifecycle projects, diagnostics, platform technologies, vector control products, investigator sponsored trials and Phase IV projects.

Business context

Two business units: Pfizer Essential Health (PEH) and Pfizer Innovative Health (PIH). PEH has five business units (anti-infectives; biosimilars; emerging markets; global brands; and sterile injectables). PIH has six therapeutic areas (consumer healthcare; inflammation and immunology; internal medicine; oncology; rare diseases; and vaccines). Its vaccines portfolio focuses on meningococcal disease, pneumococcal disease and tick-borne encephalitis. Pfizer holds a 11.7% equity share in ViV Healthcare - a joint HIV/AIDS medicine venture with GSK and Shionogi.

M&A news: 2016 acquisition of AstraZeneca’s small-molecule anti-infectives business and late-stage pipeline.

Presence in emerging markets: In 2018, Pfizer reports sales in 58 countries in scope; 28 less than in the 2016 Index. It reports that around 20% of its sales in 2017 came from emerging markets.

Sales in countries in scope

Statistics relate only to diseases and countries in scope.

Portfolio for diseases and countries in scope

Comparatively large portfolio: 109 products for diseases in scope (101 medicines; 4 contraceptive methods; 4 preventive vaccines).

- Portfolio focus: non-communicable diseases (cancer, hypertensive heart disease and ischaemic heart disease) and communicable diseases (lower respiratory infections and diarrhoeal diseases).
- Essential medicines: 71% of Pfizer’s medicines and vaccines are currently listed on the 2017 WHO Model List of Essential Medicines (WHO EML).
- First-line treatments: 59% of Pfizer’s medicines and vaccines have first-line indications for diseases in scope.

Projects for R&D priority targets with access provisions: 12

Of Pfizer’s 46 R&D projects, 12 are supported by access provisions: e.g., a Phase II pneumococcal vaccine will be manufactured locally to ensure sufficient supply. Two of its 24 late-stage projects have provisions.

Pfizer is developing several preventive vaccines for communicable diseases including a Phase III candidate for *Clostridium difficile* and two Phase II candidates for the priority pathogens *S. pneumoniae* and *S. aureus*.

Projects on the market: 109

- Essential medicines with first-line indications: 54

80% of Pfizer’s medicines and vaccines are listed on the WHO EML and/or as first-line treatments: e.g., oxytocin (Pitocin®), medroxyprogesterone acetate (Sayana® Press; Depo Provera®) and several anti-tuberculosis agents.

Revenue by geographic region

<table>
<thead>
<tr>
<th>Year</th>
<th>Developed Europe</th>
<th>Developed rest of world</th>
<th>Emerging markets</th>
<th>USA</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>11,214 MN</td>
<td>41,332 MN</td>
<td>15,710 MN</td>
<td>18,566 MN</td>
</tr>
<tr>
<td>2016</td>
<td>10,323 MN</td>
<td>39,200 MN</td>
<td>14,371 MN</td>
<td>17,306 MN</td>
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<tr>
<td>2015</td>
<td>9,682 MN</td>
<td>37,683 MN</td>
<td>13,142 MN</td>
<td>16,157 MN</td>
</tr>
<tr>
<td>2014</td>
<td>8,993 MN</td>
<td>36,007 MN</td>
<td>12,035 MN</td>
<td>15,014 MN</td>
</tr>
<tr>
<td>2013</td>
<td>8,437 MN</td>
<td>34,477 MN</td>
<td>11,025 MN</td>
<td>14,027 MN</td>
</tr>
</tbody>
</table>

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**Note:** Revenue figures are in millions of US dollars (BN USD). **Highlights:** Pfizer holds a 11.7% equity share in ViV Healthcare - a joint HIV/AIDS medicine venture with GSK and Shionogi. **See Appendix IV for definition.**
Pfizer Inc.

**PERFORMANCE BY TECHNICAL AREA**

**GENERAL ACCESS TO MEDICINE MANAGEMENT**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>9</td>
<td>3.40</td>
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</table>

Has a strong access-to-medicine strategy with board-level responsibility. Pfizer is one of 14 companies that performs strongly with regard to its access-to-medicine strategy, which includes access-related goals and aligns with its corporate strategies. The newly reviewed strategy centres around the development of commercially viable business models providing sustainable, long-term access for patients at all socioeconomic levels. The highest level of responsibility for access sits with a board-level committee.

Non-financial access-related incentives in place for employees. Pfizer has non-financial incentives in place to motivate employees to perform on access-related issues. These incentives include awards for employees focused on patient and health impact and a dedicated access-to-medicine incentive.

One of 16 companies working on impact measurement. Pfizer measures and monitors progress and outcomes of access-to-medicine activities. It also publicly reports on commitments, objectives, targets and performance information. For example, for its International Trachoma Initiative, the company reports committing to continue its donation of azithromycin for blinding trachoma until at least 2025, with $1 million doses already donated to 26 countries in 2017. Furthermore, it is part of the Access Accelerated initiative, which includes a commitment to evaluate impact.

Discloses who it engages with, incorporates local perspectives into strategies. Pfizer publicly discloses which stakeholder groups it engages with on access issues, but does not publicly share its process for selecting who to engage with, or its policy for ensuring responsible engagement. It does incorporate local stakeholder perspectives into the development of access strategies.

**MARKET INFLUENCE & COMPLIANCE**

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<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>8</td>
<td>2.62</td>
</tr>
</tbody>
</table>

Has measures to ensure third-party compliance with ethical marketing and anti-corruption standards. Pfizer has a code of conduct relating to ethical marketing and anti-corruption. The company provides compliance training for employees upon hire and periodically. The company provides evidence of having formal processes in place to ensure compliance with standards by third parties. Sales agents’ rewards are not solely based on sales targets. Instead, the company also considers non-sales driven components, depending on the specific market situation and product portfolio.

**RESEARCH & DEVELOPMENT**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>13</td>
<td>1.90</td>
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</table>

R&D commitment has limited public health rationale. Pfizer has made a general commitment to R&D for diseases in scope, but it is not publicly available. Its R&D strategy for low- and middle-income countries lacks an evidence-based public health rationale including internal assessments and calls for action from external sources like WHO. It lacks time-bound strategies for completing R&D projects for diseases in scope. Pfizer has a mid-sized pipeline in the index with 46 projects. For diseases in scope where priorities exist, Pfizer is active in 20 projects; 10 of these target priority R&D gaps.

Access provisions in place for 8% (2/24) of late-stage candidates. Pfizer has a general process in place to develop access plans during R&D. The process considers some R&D projects for diseases in scope, namely vaccines and products for maternal and children’s health conditions. To date, Pfizer has project-specific access provisions in place for two of its late-stage R&D projects. Of these, one is being conducted in partnership with the Drugs for Neglected Diseases initiative (DNDi).

Policy to ensure post-trial access; commits to registering trialed products. Pfizer has a policy for ensuring post-trial access to treatments for clinical trial participants. However, this policy is not publicly available. The policy is aligned with the standards set in the Declaration of Helsinki. Once a product is approved, Pfizer commits to registering it in all countries where clinical trials for the product have taken place.

**PRICING, MANUFACTURING & DISTRIBUTION**

<table>
<thead>
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<th>Rank</th>
<th>Score</th>
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</thead>
<tbody>
<tr>
<td>13</td>
<td>2.08</td>
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Commits publicly to equitable pricing but does not report a commitment to file to register new products in scope. Pfizer does not commit to filing its newest products for registration in countries in scope within one year of first market approval. However, it does publicly commit to implement inter-country equitable pricing strategies for a minority of its products for diseases in scope, including for future products. It also commits to implementing intra-country pricing strategies, albeit to only some of its products.

Almost a third of new products in scope filed for registration in the majority of priority countries. Pfizer has filed 30% of its newest products for registration to date in more than half of the relevant priority countries (disease-specific subsets of countries with a particular need for access to relevant products). However, it does not publicly share registration information for any of its products.

13% of products have equitable pricing strategies targeting priority countries. Pfizer’s overall performance is below average compared to peers in equitable pricing. It demonstrates evidence of having equitable pricing strategies for 13% of its products for diseases in scope. These strategies apply to an average of 14% of priority countries. Two strategies apply inter-country pricing to individual products for meningitis and lower respiratory infections, these take into account one and seven socioeconomic factors, respectively.
Has both globally consistent recall guidelines for countries in scope and processes to track products. Pfizer has guidelines for drug recalls that apply to all countries in scope. It has processes to track the distribution of products in countries in scope to facilitate rapid and effective recalls.

**PATENTS & LICENSING**

**Rank 15**  **Score 1.33**

Publicly discloses detailed information on patent statuses. Like most of its peers, Pfizer publicly discloses the patent statuses for small molecules in scope via the Pat-INFORMED platform. This will be periodically updated and includes detailed information about patents, including filing date, grant number, grant date and jurisdiction.

Makes ARV patent available for licensing on pro-access terms. Pfizer (as ViV Healthcare) has made the patent it holds on maraviroc (Selzentry®) available for non-exclusive voluntary licensing.

Shares some IP assets with 3rd-party researchers. During the period of analysis, Pfizer newly shares some IP assets with third-party researchers developing products for diseases in scope. This includes four shared with research institutions such as the Bill & Melinda Gates Foundation. The assets shared include molecule libraries. This new agreement is in addition to previously agreed IP sharing agreements with WIPO Re:Search Collaboration.

No public commitment not to enforce patents in countries in scope. Pfizer does not have a public policy available that sets out its approach to filing for or enforcing patents in low- and middle-income countries.

**CAPACITY BUILDING**

**Rank 5**  **Score 3.04**

18 initiatives included for evaluation. Pfizer has 18 capacity building initiatives that were included for analysis by the Index: i.e., the initiatives demonstrably address a specific local need and involve local partners. Companies could submit a maximum of 25 initiatives across all areas for assessment; Pfizer submitted 22.

Strong focus on strengthening health systems. Pfizer has initiatives which meet inclusion criteria in all five areas of capacity building. It has at least one initiative in all areas which meet all good practice standards, except R&D capacity building. Pfizer performs strongest in health system strengthening with multiple initiatives focused on non-communicable diseases.

Seven initiatives meet all applicable good practice standards:
- REUNIFY
- Zipline partnership
- Project Smart Safety Surveillance
- Integrated Immunization and Family Planning Portfolio
- SMARTHealth Extend

A full list of Pfizer’s capacity building initiatives which meet all good practice standards can be found online.

Does not provide evidence of reporting substandard or falsified medicines within the recommended timeframe. Pfizer has a policy for reporting cases of substandard or falsified medicines to local regulatory authorities. However, it does not require reporting to occur within the time frame of seven days looked for by the Index.*

**PRODUCT DONATIONS**

**Rank 6**  **Score 3.82**

**STRUCTURED DONATION PROGRAMMES: 2**

Responds to emergencies and humanitarian crises and tracks delivery. Pfizer donated medicines on the request of relief agencies. For example, during the period of analysis, it donated the antibiotic tigecycline (Tygacil®) upon request from Americares. The company discloses that such ad hoc donations are aligned with international guidelines (issued by WHO, PQMD), and it works, for example, with Direct Relief, Americares and MAP International to ensure products are rapidly delivered. It also monitors the delivery of the product until received by end user.

Three donation programmes covering diseases and countries in scope. Pfizer’s programmes are focused on neglected tropical diseases (NTDs), communicable and non-communicable diseases. All three programmes are carried out in partnership with partners such as WHO and Direct Relief. Its NTD programme for trachoma supplies azithromycin (Zithromax®) in 19 countries and has been ongoing since 1998. In 2016, Pfizer reports that 85.2 million benefited from the azithromycin (Zithromax®) donations.

Extends commitment to donate for trachoma. Pfizer does not explicitly commit to eliminating trachoma in countries in scope. However, it has recently extended its commitment to continue donating the treatment azithromycin (Zithromax®) until 2025.

*Defined as a recommended time frame through consultation with stakeholders during Index methodology development.

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No best or innovative practices were identified for this company in this Index.

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*De focused on non-communicable diseases.

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