



Pfizer Global EHS

Climate Change Program at Pfizer Inc

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October 2006



Overview of Presentation

- Pfizer background
- Overview of Pfizer's Program
- Barriers
- Next Steps
- Summary

Pfizer Background

- Pfizer founded in 1846 in Brooklyn New York
- Pfizer has operations in more than 100 countries
- World's largest pharmaceutical company:
 - \$51.3 billion in sales (2005)
 - ~110,000 employees worldwide
 - \$7.4 billion in R&D spending (2005)
 - ~\$1.5 billion in Groton/New London
- We discovery and develop medicines that help more than 150 million people a year.
- Corporate slogan: “*Working for a Healthier World.*”

Pfizer Background

- Key pharmaceutical products:
 - Aricept®
 - Celebrex®
 - Lipitor®
 - Norvasc®
 - Sutent
 - Viagra®
 - Xalatan®
 - Zolof®
 - Zyrtec®
- Key consumer health products:
 - Benadryl®
 - Cortizone®
 - Desitin®
 - Listerine®
 - Lubriderm®
 - Neosporin®
 - Rolaid®
 - Sudafed®
 - Visine®

What Pfizer is Doing

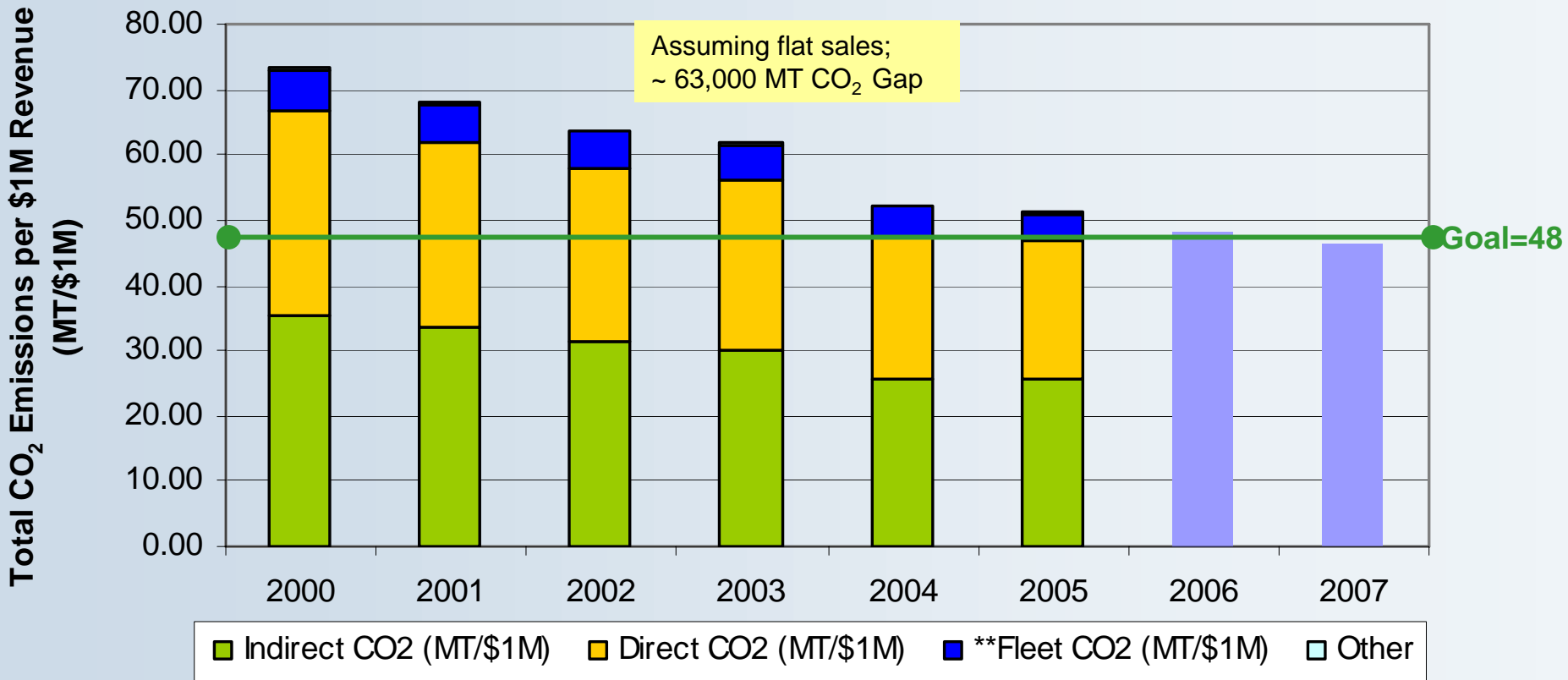
- Established a Climate Change and Energy Program aimed at:
 - reducing Pfizer's contribution to climate change
 - minimizing the cost and operational restrictions arising from a carbon constrained environment
 - preparing for business and operational changes resulting from physical changes resulting from warming global climate
- Joined USEPA Climate Leaders in 2002

What Pfizer is Doing

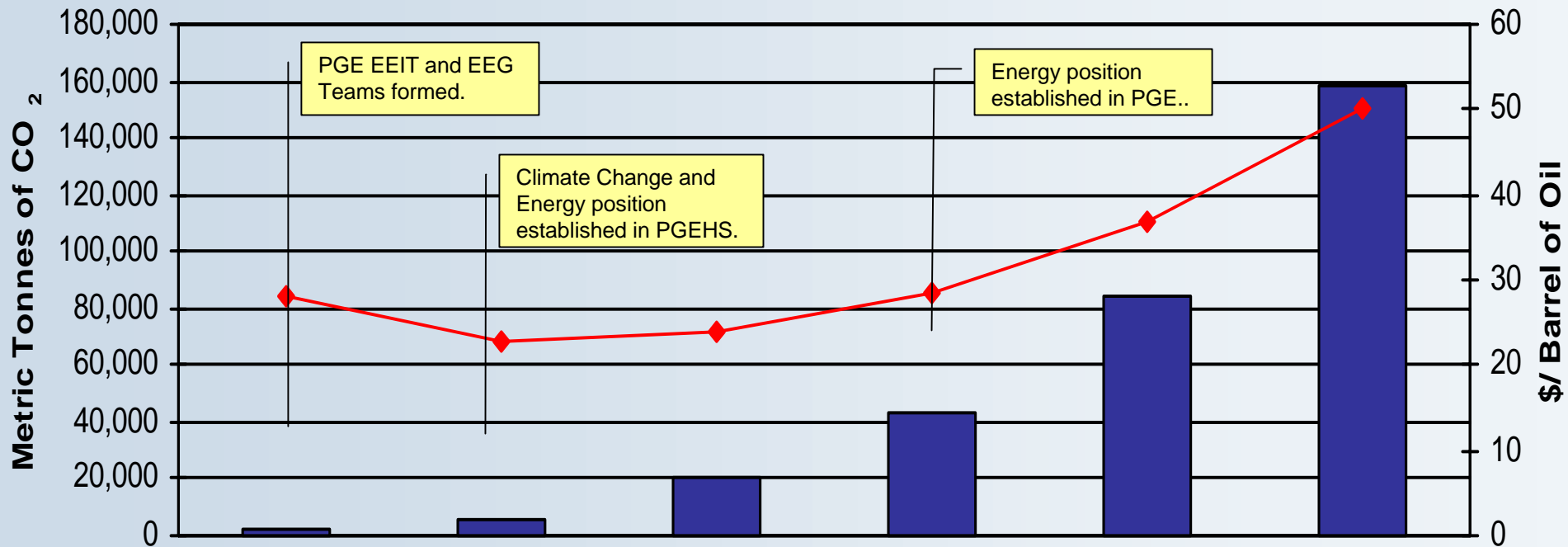
- Reduction of Energy Use through ***Demand Side Management***
 - Energy Conservation Guideline since 1993
 - Guidance and tools on a internal climate change and energy website
 - Corporate support and coordination of regional energy teams and conservation projects
 - Worldwide tracking of energy use and GHG emissions
 - Establish and monitor corporate goal to reduce GHG Emissions by 35% relative to sales by 2007 from base year 2000.

Monitoring Public Goal Progress

Closing the Gap



Cumulative Emissions Reductions from Completed Projects Between 2000 - 2005



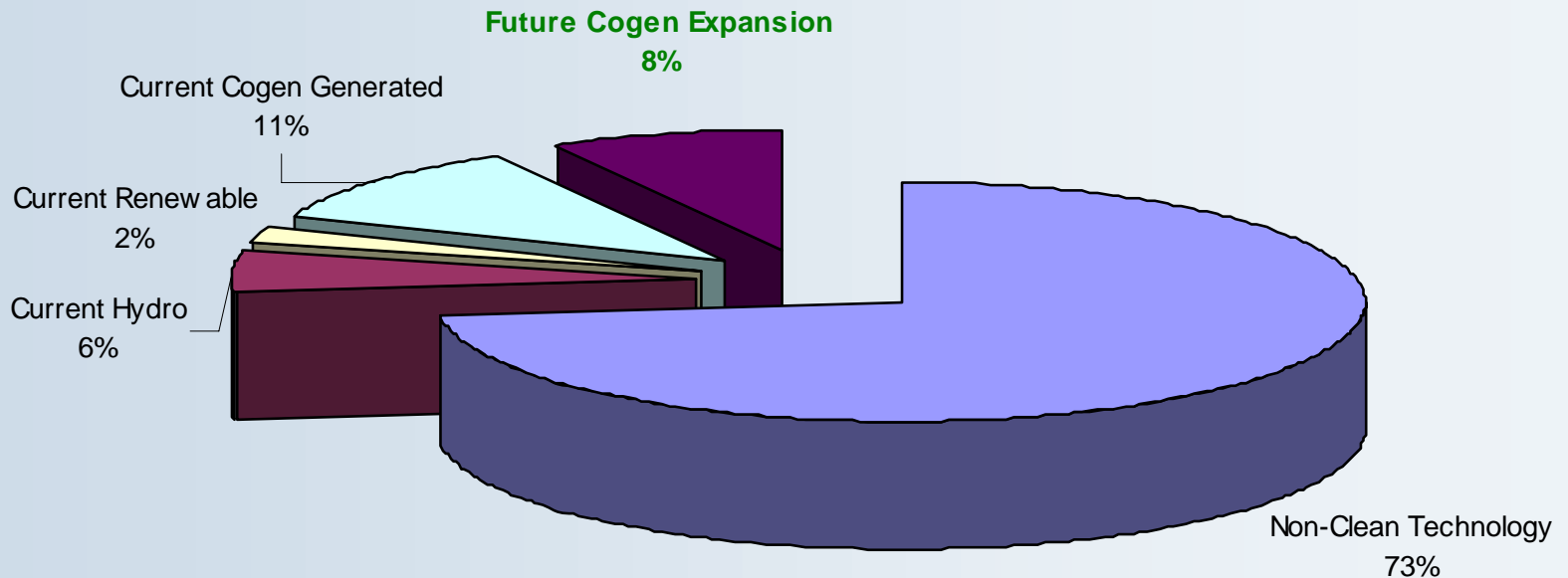
What Pfizer is Doing

- Reduction of Energy through ***Supply Side Management***
 - Development of guidance and tools for the procurement of clean energy
 - Support of clean energy projects at facilities including co-generation and photovoltaic cell use
 - Establishment of and monitoring progress of company wide goal to increase use of clean energy
 - Meet 35% of electricity needs by 2010 through the use of "clean" energy technologies, such as co-generation and wind power

Clean Energy Goal Progress

Public Goal: To meet 35% of our global electricity needs by 2010 through “clean” energy sources (e.g., cogen, solar, or wind power).

Progress: Currently at 19% with an additional 8% future cogen capacity planned.



What Pfizer is Doing

- Management of financial implications and opportunities associated with energy reduction and climate change
 - Generating and securing energy credits including:
 - credits for early reduction
 - energy efficiency credits
 - renewable energy credits
 - Planning for emission trading opportunities
 - Planning for business impacts of climate change

Barriers to Doing More

- Concern about not securing credit for early GHG reductions
- Limitations of trading opportunities with facilities in jurisdictions with no trading schemes
- Many jurisdictions do not provide incentives for co-generation
- Uncertainty about future regulatory framework and structure

Next Steps

- On Target to meet 2007 Goal
- Evaluating Phase II Goal
- Expanding Energy Teams to Asia and Middle East
- Improving and Expanding Data Collection Practices for a More Accurate Inventory

Summary

Public Voluntary Climate Change Goals:

- Drives energy conservation and cost savings
- Shows leadership in climate change issue
- Rewards early action
- Enhances our experience with renewable and carbon markets
- Positions company to manage the risks associated with operating within a carbon constrained economy