

Congress of the United States
Washington, DC 20510

June 8, 2021

Mr. Albert Bourla
Chief Executive Officer
Pfizer Inc.
235 East 42nd Street
New York, NY 10017

Dear Mr. Bourla:

We write to you today regarding Pfizer's public statements earlier this year indicating it would significantly raise the price of its COVID-19 vaccine, BNT162b2, once the pandemic subsides. These comments came prior to the company's most recent announcements indicating that it is already earning huge profits from the vaccine, and despite the fact that Pfizer received billions of taxpayer dollars and relied on basic technology developed from federally funded research during the vaccine development.¹ As lawmakers, we have a responsibility to keep vaccines accessible and reasonably priced. We have serious concerns regarding Pfizer's statements and write to request more information.

In its February financial reports, Pfizer projected \$15 billion in 2021 revenue from the COVID-19 vaccine alone, with an additional projection of \$44.4 billion to \$46.4 billion in other revenue (Pfizer reported a revenue of \$41.9 billion in 2020).² Last month, Pfizer updated these projections, indicating it now expected over \$26 billion in 2021 revenues from the vaccine, with a profit from the vaccine in the "high-20s as a percentage of revenue."³ Pfizer also expects to generate significant additional revenues in coming years from future COVID-19 booster shots and the development of other vaccines using mRNA technology.⁴ While you have made

¹ Scientific American, "For Billion-Dollar COVID Vaccines, Basic Government-Funded Science Laid the Groundwork," Arthur Allen, November 18, 2020, <https://www.scientificamerican.com/article/for-billion-dollar-covid-vaccines-basic-government-funded-science-laid-the-groundwork/>; Public Citizen, "Analysis: Pfizer Vaccine Relies on U.S. Government-Developed Spike Protein Technology," November 10, 2020, <https://www.citizen.org/news/analysis-pfizer-vaccine-relies-on-u-s-government-developed-spike-protein-technology/>.

² Pfizer, "Pfizer Reports Fourth-Quarter and Full-Year 2020 Results and Releases 5-Year Pipeline Metrics," February 2, 2021, [https://investors.pfizer.com/investor-news/press-release-details/2021/PFIZER-REPORTS-FOURTH-QUARTER-AND-FULL-YEAR-2020-RESULTS-AND-RELEASES-5-YEAR-PIPELINE-METRICS/default.aspx#:~:text=Full%20year%202020%20revenues%20totalled,%24331%20million%2C%20or%201%25](https://investors.pfizer.com/investor-news/press-release-details/2021/PFIZER-REPORTS-FOURTH-QUARTER-AND-FULL-YEAR-2020-RESULTS-AND-RELEASES-5-YEAR-PIPELINE-METRICS/default.aspx#:~:text=Full%20year%202020%20revenues%20totalled,%24331%20million%2C%20or%201%25;); Bloomberg, "Pfizer Projects \$15 Billion in 2021 Sales of Covid Vaccine," Riley Griffin, February 2, 2021, <https://www.bloomberg.com/news/articles/2021-02-02/pfizer-forecasts-15-billion-in-covid-vaccine-sales-for-2021#:~:text=Pfizer%20Projects%20%2415%20Billion%20in%202021%20Sales%20of%20Covid%20Vaccine,-By&text=Pfizer's%20newly%20authorized%20Covid%2019,sales%20in%20the%20fourth%20quarter.>

³ Pfizer, "Pfizer Reports Strong First-Quarter 2021 Results," May 4, 2021, <https://investors.pfizer.com/investor-news/press-release-details/2021/PFIZER-REPORTS-STRONG-FIRST-QUARTER-2021-RESULTS/default.aspx>.

⁴ Bloomberg, "Pfizer Projects \$15 Billion in 2021 Sales of Covid Vaccine," Riley Griffin, February 2, 2021, <https://www.bloomberg.com/news/articles/2021-02-02/pfizer-forecasts-15-billion-in-covid-vaccine-sales-for->

assurances that market pricing for a COVID-19 vaccine would be “unethical” and would amount to “taking advantage of a situation,”⁵ Pfizer earlier this year indicated that it will seek to profit further from the pandemic when it is politically viable to do so.

On an earnings call in February 2021, Pfizer’s Chief Financial Officer Frank D’Amelio told investors Pfizer was “obviously...going to get more on price” for its COVID-19 vaccine—noting that currently Pfizer is receiving \$19.50 per dose in the United States, “which is not a normal price like we typically get for a vaccine—\$150, \$175 per dose.”⁶ At an investor conference on March 11, 2021, Mr. D’Amelio doubled down on these claims and said Pfizer sees “a significant opportunity...from a pricing perspective” once the environment shifts from a “pandemic situation to an endemic situation.”⁷ These assurances to Pfizer’s investors stand in contrast to public comments you made a few days earlier on March 7, 2021 about how “terrible” it would be “for society if [vaccine] price becomes an obstacle. I think we should never be in a situation like that, particularly for a vaccine.”⁸

Thanks to large federal investments in research, development, and manufacturing—including billions of dollars to support production and delivery of Pfizer’s vaccine product—the COVID-19 vaccine is currently free for patients in the United States. However, future price escalations could cause private insurers to raise premiums and increase taxpayer costs for health care. Given our responsibility as policymakers to safeguard public health and ensure COVID-19 vaccines remain reasonably priced and accessible to all Americans and people around the world, we request answers to the following questions by no later than June 22, 2021:

1. Were Mr. D’Amelio’s statements regarding pricing accurate? Does Pfizer intend “to get more on price” for its COVID-19 vaccine? Does the company intend to seek “a normal price like [it] typically get[s] for a vaccine—\$150, \$175 per dose.”⁹ If so, when does the company plan to implement these increases?
2. Has Pfizer completed any initial analyses of post-pandemic pricing for its COVID-19 vaccine? If so, what do these analyses indicate? Please provide copies of all analyses.

2021#:~:text=Pfizer%20Projects%20%2415%20Billion%20in%202021%20Sales%20of%20Covid%20Vaccine,-By&text=Pfizer's%20newly%2Dauthorized%20Covid%2D19,sales%20in%20the%20fourth%20quarter.

⁵ Axios, “Pfizer says it won’t put ‘huge price’ on coronavirus vaccine,” Bob Herman, June 10, 2020, https://www.axios.com/pfizer-coronavirus-vaccine-price-52a7b1bf-68f0-444b-8d87-2119ed007d7e.html?utm_source=twitter&utm_medium=social&utm_campaign=organic.

⁶ Fierce Pharma, “Pfizer eyes higher prices for COVID-19 vaccine after the pandemic wanes: exec, analyst,” Eric Sagonowsky, February 23, 2021, <https://www.fiercepharma.com/pharma/pfizer-eyes-higher-covid-19-vaccine-prices-after-pandemic-exec-analyst>.


⁷ Insider, “Pfizer execs say there’s a ‘significant opportunity’ to hike prices of its COVID vaccine,” Cheryl The, March 15, 2021, <https://www.businessinsider.com/pfizer-exec-highlight-significant-opportunity-hike-covid-vaccine-price-2021-3>.

⁸ Axios, “Pfizer CEO: ‘It will be terrible’ if COVID-19 vaccine prices limit access,” Caitlin Owens, March 7, 2021, <https://www.axios.com/pfizer-ceo-coronavirus-covid-vaccine-prices-07b3d444-976b-4341-b4e6-333408a5ae0e.html>.

⁹ Fierce Pharma, “Pfizer eyes higher prices for COVID-19 vaccine after the pandemic wanes: exec, analyst,” Eric Sagonowsky, February 23, 2021, <https://www.fiercepharma.com/pharma/pfizer-eyes-higher-covid-19-vaccine-prices-after-pandemic-exec-analyst>.

3. Earlier this month you said, “The data that I see coming, they are supporting the notion that likely there will be need for a booster somewhere between eight and 12 months.”¹⁰ What are Pfizer’s plans for the pricing of its booster? Please provide any analyses of pricing plans for Pfizer’s COVID-19 booster.
4. Pfizer has indicated that as of mid-May, the company has invested \$2 billion in the development of your COVID-19 vaccine. How would you provide a breakdown by type of investment?
5. Pfizer stated in a previous letter responding to some of the signatories of this letter that, “Any suggestion that these payments represent government support of the development and production of the vaccine is simply incorrect.” However, public statements from the Department of Health and Human Services (HHS) indicate that federal funds were for “large-scale production and nationwide delivery”.¹¹ Is the classification by HHS that these funds were used for production incorrect? Would Pfizer clarify how the stated purpose aligns with the actual use of these federal investments?
6. How will Pfizer determine its pricing for the vaccine moving forward? Specifically, how will Pfizer balance the public health needs of the United States and the rest of the world with the profit motives of its shareholders?
7. Has Pfizer entered into manufacturing contracts or voluntary licensing arrangements for the COVID-19 vaccine to expand supply around the world? If not, why not?

Sincerely,



Elizabeth Warren
United States Senator



Christopher S. Murphy
United States Senator



Katie Porter
Member of Congress

_____/s/_____
Mark Pocan
Member of Congress

¹⁰ Axios, “Vaccine boosters could be necessary as soon as September,” Caitlin Owens, May 20, 2021, <https://www.axios.com/coronavirus-vaccines-boosters-pfizer-moderna-e8d6bed6-8238-4e52-9959-ca4c6a6e0d5a.html>.

¹¹ “HHS: U.S. Government Engages Pfizer to Produce Millions of Doses of COVID-19 Vaccine,” July 22, 2020. <https://www.hhs.gov/about/news/2020/07/22/us-government-engages-pfizer-produce-millions-doses-covid-19-vaccine.html>.