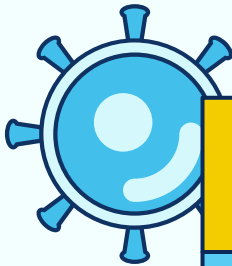
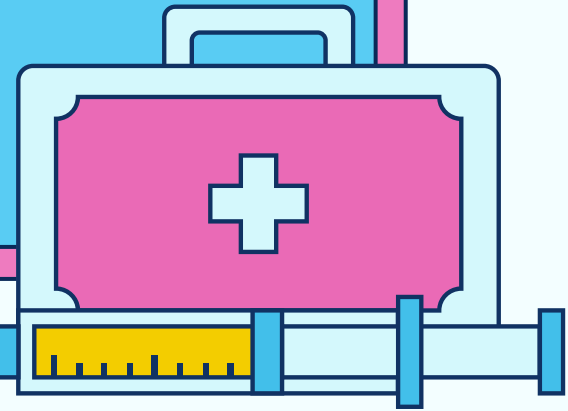


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Lobbying presentation - Dr. Nathan GAUGUET



Company's presentation



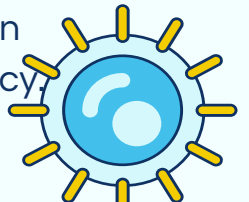
Global presentation

- American multinational pharmaceutical and biotechnology corporation.
- Produces medicines and vaccines.
- Created in 1849.
- 52% of the company's revenue came from United States.

COVID-19's crisis

- **March 2020**, Pfizer partnered with BioNTech to develop a vaccine candidate.
- **July 2020**, sold 100 million doses to US government.
- **September 2020**, completed talks with the European Commission to provide 200 million doses.
- **December 2020**, marketing authorization for the EU by European Medicines agency.

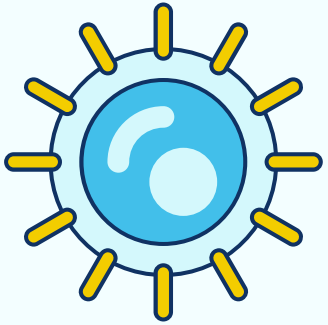
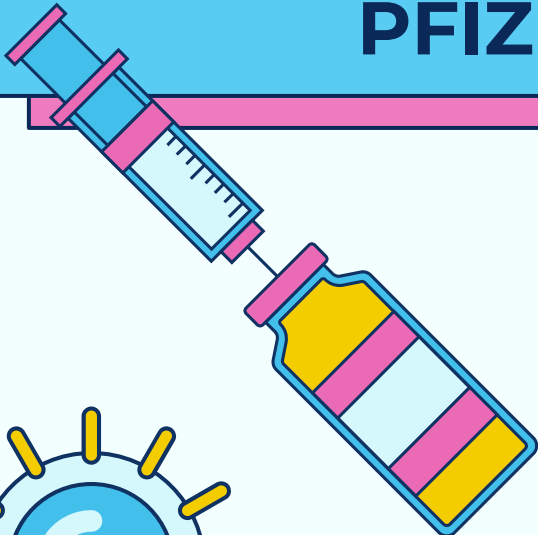
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PFIZER & LOBBYING



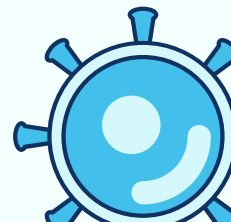
« WORKING TOGETHER FOR A HEALTHIER WORLD »

BUT

Does not have same interests as states with which Pfizer works

SOLUTION:

Use of lobbying

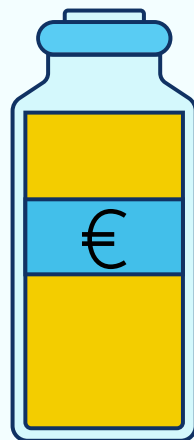




LOBBYING COSTS



LOBBYING COSTS OVER THE YEARS:



1,250,000€ - 1,499,999€



Financial year : 1 Jan 2020 – 1 Dec 2020



Large increase due to covid-19 crisis and vaccine doses?



Types of lobbying



In-house lobbying



6 persons involved including 4 lobbyists with EP accreditation :

- Ms HEIKE GALBRAITH
- Ms Eva GRUT AANDAHL
- Mr Franjo CAIC
- Mr ANDREA CHIARELLO

Associations and other partners



Pfizer is a member of:
EFPIA (European Federation of Pharmaceutical Industries and Associations), EuropaBio, Amcham EU, BusinessEurope, TABC and AECA

Includes Bayer, Novartis, Sanofi and others
(BIG PHARMA)

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Purpose of lobbying



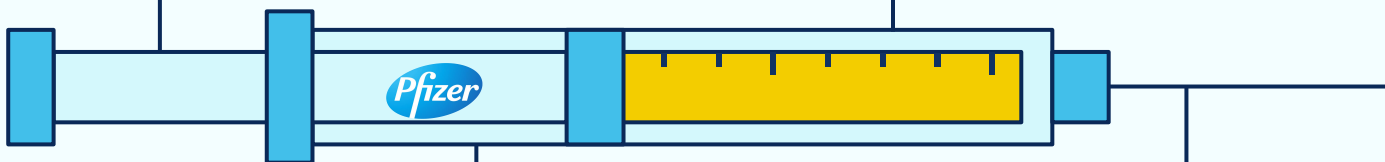
1 Public Health

3 Competition

2 Trade

4 Covid-19

Mix of all purposes

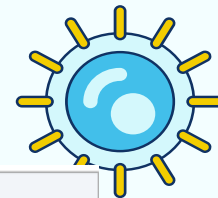


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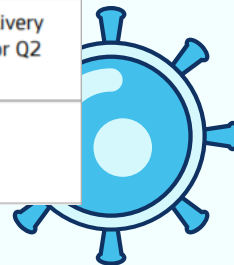
Last meetings



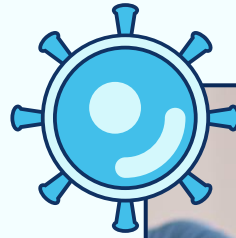
Last meetings were all about vaccine production and distribution across Europe



Nr	Commission representative	Portfolio	Date	Location	Subject(s)
1	Maria Luisa Llano Cardenal, Cabinet member of Margaritis Schinas Margaritis Schinas, Vice-President	Promoting the European Way of Life	16/06/2021	online	Supply chains for medicines
2	Maurits-Jan Prinz, Cabinet member of Thierry Breton	Internal Market	07/05/2021	Puurs, Belgium	Site visit and assessment of production capacity and supply chain
3	Thierry Breton, Commissioner	Internal Market	10/04/2021	Videocall	<u>Vaccine</u> production and deliveries
4	Maurits-Jan Prinz, Cabinet member of Thierry Breton	Internal Market	07/04/2021	Brussels	<u>Vaccine</u> delivery schedule for Q2 2021
5	Thierry Breton, Commissioner	Internal Market	21/02/2021	Puurs, Belgium	<u>COVID-19 vaccines</u> production



OUTCOMES



- Efficient supply chain organisation
- Effective production

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European commission bought vaccines for European countries. 2/3 of the vaccines distributed are from Pfizer.

