

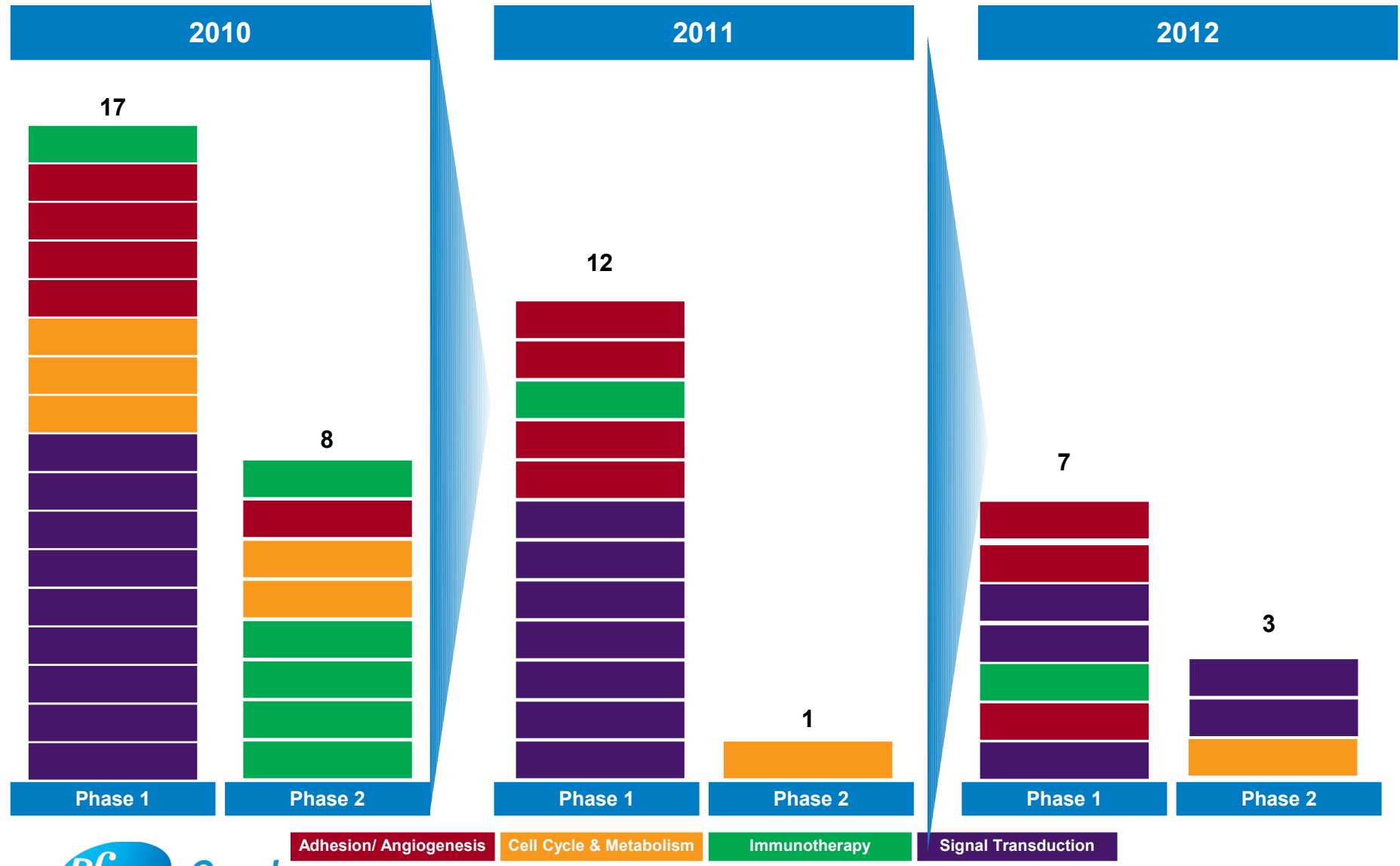
A View from Pharma? Making a compelling case for collaborations and partnerships

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October 24, 2012

There are many types of collaboration/partnering?

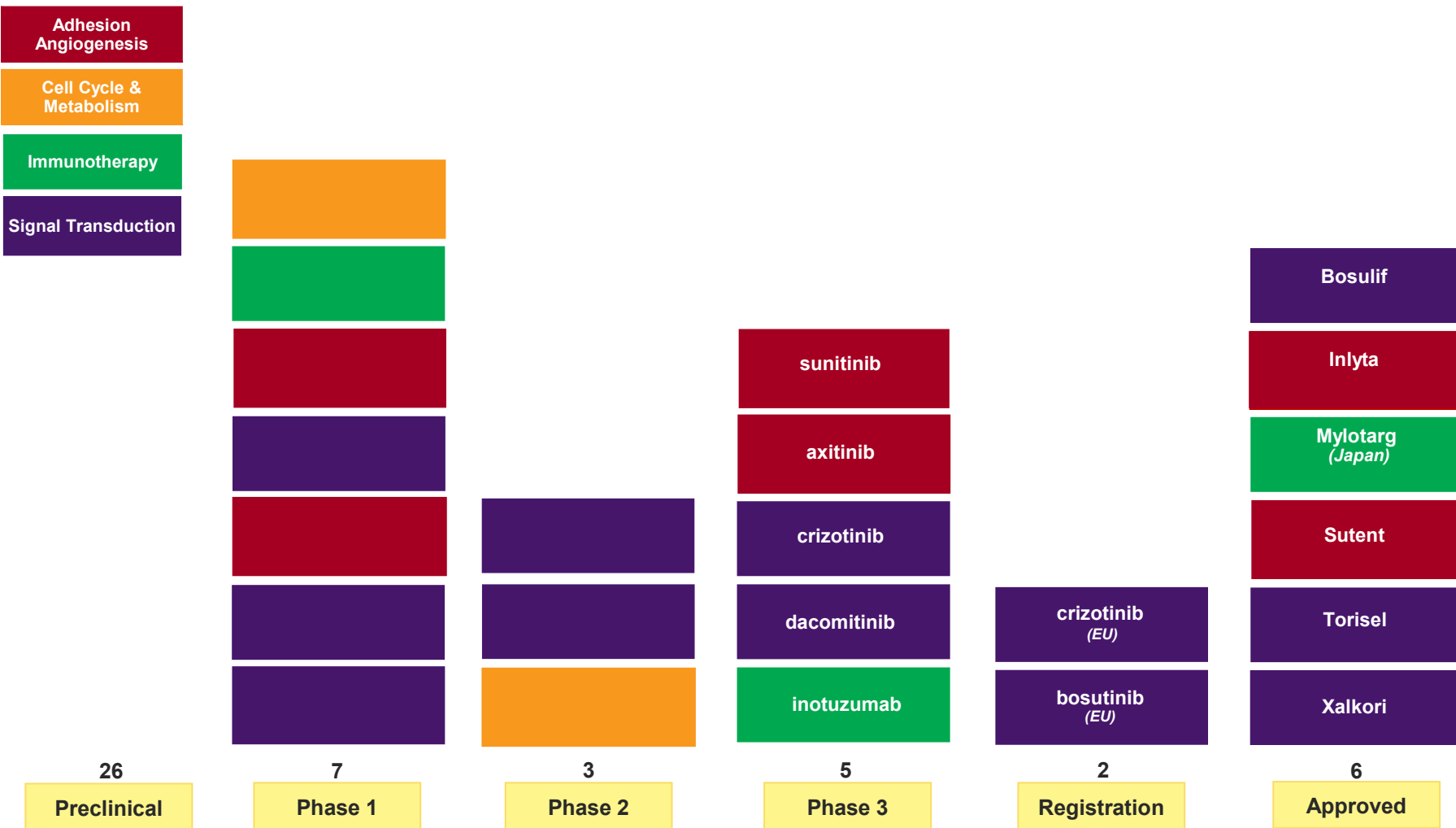
- **With academic research and clinical units**
 - Broad institutional collaboration
 - Broad preclinical research collaborations to expand pathway knowledge
 - Molecule based
 - Compound Transfer Agreement
 - Focused preclinical collaboration
 - augment preclinical data developed in house
 - Use models developed in academic labs eg. resistance
 - Focused translational collaboration
 - Investigator Initiated Research (IIR)
 - Collaborative Broad institutional collaboration
- **With public sector/not for profit, other pharma or biotechs**
 - To augment preclinical and early development space
 - To increase development and lifecycle capacity
 - share development costs in a technology rich environment

Pfizer Early Development Portfolio is changing! Focusing on Most Promising Assets



Pfizer Oncology Pipeline in 2012

Increasing shift to late stage programs

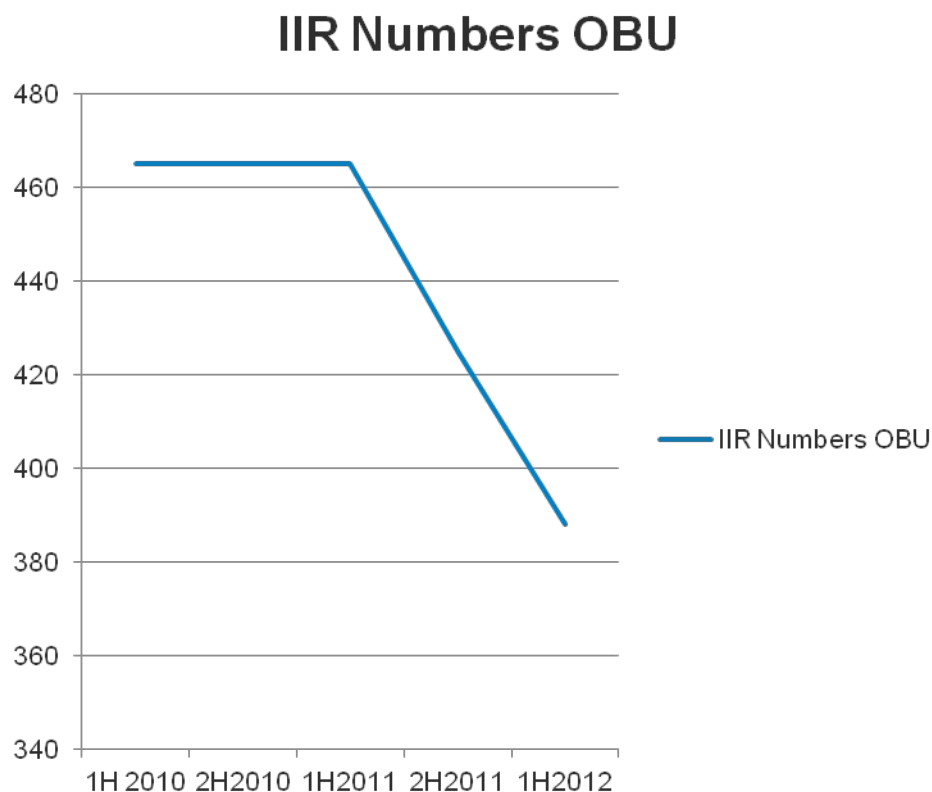


For Late Stage Programs Investment is also focused

IIRs 2010 – 2012

Number of IIRs are Falling

Reasons and Results

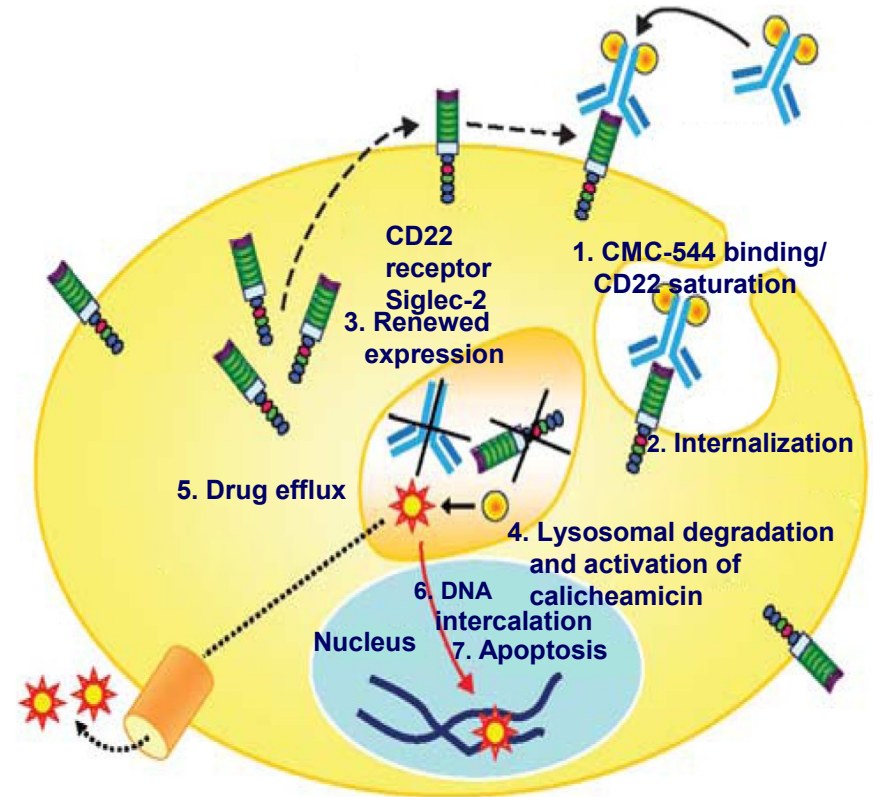


- Focused IIR strategy
- Exceptional scientific merit
- Strategic fit with portfolio

A Recent Collaboration Example

Proposed Mechanism of Action of Inotuzumab Ozogamicin

- The antibody–antigen complex is rapidly internalized upon binding to CD22
- Calicheamicin is released inside the tumor cell
 - calicheamicin is more potent than other cytotoxic chemotherapeutic agents
- Calicheamicin binds to DNA, inducing double-stranded DNA breaks
- Development of DNA breaks → apoptosis



Inotuzumab in Relapsed/Refractory ALL Efficacy Comparison to MD Anderson Data Base

Parameter	% ORR			Chemotherapy N=459	P- value
	Overall N=76	Inotuzumab Monthly* N=49	Weekly** N=27		
Overall	55	57	52	32	<0.001
S1	71	69	73	38	0.004
S2	47	46	50	23	0.032
≥ S3	50	67	30	13	<0.001

*1.8 mg/m² q 3-4 weeks

**0.8 mg/m² week1, then 0.5 W2&3

Jabbour E, O'Brien S, Thomas D, Jorgensen J, Kebriaei P, Rytting M, York S, Ravandi F, Kwari M, Faderl S, Rios MB, Cortes J, Fayad L, Tarnai R, Wang S, Champlin R, Advani A, Kantarjian H
ASCO 2012

Summary

- Opportunities for collaboration and partnership are actually increasing as Pharma becomes more focused in the Research and in the Clinical/Medical settings
 - Although bar for funding may be higher
- Asset development has been accelerated due to these partnerships
- Much valuable collaboration has occurred in Texas which will benefit patients both here and globally
 - Inotuzumab example