Wyeth was the fourth largest vaccine player in the industry and has in Prevnar a top-selling vaccine.

Pfizer's **MARK SWINDELL** discusses the integration of Wyeth's vaccine business after the acquisition by Pfizer.

As President of Vaccines, Mr. Swindell is helping to create a seamless process for melding the former Wyeth specialty business with Pfizer. One of the stated goals for the combined Pfizer is to become a top-tier biotherapeutics company by 2015. The company's pipeline now includes a total of six vaccines and 27 biologics in development.

MERGING THE SPECIALTY GROUPS

What has been the experience with the integration of the specialty group?

SWINDELL. When Pfizer and Wyeth announced the combination in January 2009, there was a clear intent to do this acquisition differently from the way Pfizer has conducted previous major acquisitions.

We have allocated an extensive amount of time to integration planning. Pfizer wanted to understand the various businesses they were buying and to do so by working in concert with people at Wyeth. The objective was to have a seamless integration and transition.

For the vaccine business specifically, we at Wyeth were very happy to learn of the scope and room provided by Pfizer to continue to operate our business effectively. We were growing strongly and Pfizer recognized that and wanted to ensure there was appropriate planning and space in the vaccine business to continue doing what we were doing.

PLANNING FOR INTEGRATION

What was part of the integration planning?

SWINDELL. The integration planning was about understanding the detail of the products themselves: where they were being used, why they were being used, how they were being manufactured, where they were being manufactured, what research activities we had ongoing, and how those research activities would be prioritized in the context of the Pfizer portfolio,

Another important aspect was with regard to talent. It was important to Pfizer to ensure that the people who had built Wyeth's vaccine business would largely move across into the new company. That helped to facilitate an effective transition.

BECOMING A PLAYER IN VACCINES

What was Pfizer's goal with regard to vaccines?

SWINDELL. Wyeth was the fourth largest vaccine player in the industry, and we have in Prevnar a top-selling vaccine. That was an important part of the acquisition for Pfizer.

Vaccines have gone through a real renaissance. Through the 20th century, vaccines were credited with doing a lot of good as far as reductions in mortality and helping population growth globally.

But they really weren't valued commercially. It was considered a commodity business and a low-growth business. That has been transformed through the first 10 years of this century. Vaccines are now one of the fastest-growing segments, and projections are that growth is going to continue. The main reason for that is that healthcare strategists and policymakers, in the face of increasing healthcare costs, have recognized the value of preventive care.

VACCINES IN THE PIPELINE

What vaccines in development are you excited about?

SWINDELL. One is Prevnar 13 for pediatrics, which is indicated for use in infants and young children in 39 countries, including the United States, more than 30 European Union countries, and Canada.

The burden of pneumococcal disease is how it affects the very young as well also as the profound effect it has on adults. We have a clinical development program in progress with Prevnar 13 for protection of adults age 50 and older. That program is coming to a conclusion and we hope to begin filing for protection of adult age 50 and older sometime in the second half of this year.

The next one is our investigational vaccine for prevention of meningococcal type B disease. Meningococcal disease is absolutely devastating in the infants and adolescents it affects.

There is a very high level of mortality and incredibly high level of really challenging morbidities in those who survive the first instance. Meningococcal type B is responsible for about a third of all the meningococcal disease in the United States and about two thirds of all meningococcal disease in Europe.

This vaccine is in Phase II development and we are excited about its possibilities.

BEST PRACTICES FOR SUCCESS

What are some strategies for successfully integrating the specialty businesses of these companies?

SWINDELL. Whenever you bring two different cultures together you need to spend time working on building the right new culture. That is something we are expanding a great deal of time and effort on across the specialty business unit to work on.

We're excited about bringing the expertise and resources that Pfizer has together with the expertise that Wyeth had from a research and manufacturing perspective.

We have always felt there is tremendous opportunity for Prevnar 13, especially in the emerging markets. Pfizer offers a broader base to realize the full potential for Prevnar and Prevnar 13 in countries such as China and other emerging markets. ✦

CAREER Highlights

Since the close of the Wyeth acquisition, Mark Swindell has held the position of President, Vaccines, Pfizer. From December 2007 until the acquisition, Mr. Swindell held the position of Senior VP and General Manager for Wyeth's Pharmaceutical Business Unit. In this role he had responsibility for leading commercial strategy globally and commercial execution in the United States for both in-line brands and development brands. Mr. Swindell had been with Wyeth for 26 years before joining the company. A U.K. citizen, he joined the company in 1983. Educated in the United Kingdom, Mr. Swindell holds an MBA from City University, London.

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PFIZER PRIORITIZES DEVELOPMENT PROGRAMS

The combined Pfizer/Wyeth has a pipeline that includes 133 programs from Phase I through registration and shows growth and increased diversity in each of the areas where the company invests in research and development.

"This pipeline of investigational medicines represents the strong future of Pfizer," says Martin Mackay, president, PharmaTherapeutics Research and Development. "Since the closing of the Wyeth transaction late last year, we have made strategic decisions about our R&D resources, global footprint, and high-priority projects. Our focus now turns to delivery of these health solutions for patients around the world."

Pfizer executives have identified six "Invest to Win" areas of research where there exist significant opportunities for innovation and market leadership: oncology; pain; inflammation; Alzheimer's disease; psychoses; and diabetes. The new pipeline demonstrates focused investment in these areas of significant unmet medical need, as well as growth in the critical technologies of vaccines and biologics. About 70% of Pfizer's research projects and 75% of the late-stage portfolio are focused on these areas.

The growth in vaccines and biologics is reflective of Pfizer's goal of becoming a top-tier biotherapeutics company by 2015. The company's pipeline now includes a total of six vaccines and 27 biologics in development, up from one vaccine and 16 biologics at the last pipeline update in March 2009.

"Through the acquisition of Wyeth, Pfizer has become a leading biotherapeutics company, and we are well positioned to pioneer the next generation of high-potential medicines," says Mikael Dolsten, president, BioTherapeutics Research and Development.

The new combined company pipeline has 34 new molecular entities and new indications in Phase III.


Mark Swindell

In November 2009, Pfizer announced that it would reduce its global R&D square footage by 35%. Consequently, R&D activities will be conducted at five main sites and nine specialized units around the world as compared with 20 R&D sites upon closing the acquisition of Wyeth on October 15, 2009.

PFIZER'S PORTFOLIO

- **30** compounds in development for various **oncology** indications, including PF-02341066, a c-MET-ALK inhibitor in Phase III for the treatment of non-small cell lung cancer, and axitinib, a VEGF inhibitor in Phase II for lung, gastrointestinal, thyroid, and breast cancer and Phase III studies for renal cell carcinoma (RCC). Pfizer has two pan-HER/erbB targeted agents in Phase III studies, including PF-00299804 for non-small cell lung cancer and Neratinib for metastatic breast cancer.

  In addition, Pfizer has therapeutic targets in **hematology** with compounds in Phase III development, such as bosutinib, for the treatment of chronic myelogenous leukemia (CML), in addition to compounds in earlier development, such as inotuzumab ozogamicin for the treatment of non-Hodgkin's lymphoma. A supplemental new drug application (sNDA) has been filed seeking FDA approval for Sutent for the treatment of pancreatic neuroendocrine tumors. Sutent is an oral multi-kinase inhibitor approved for the treatment of advanced/metastatic renal cell carcinoma (RCC) and the treatment of gastrointestinal stromal tumor (GIST) after disease progression on or intolerance to imatinib mesylate.
- **10** compounds in development for **Alzheimer's disease**, representing a range of mechanisms Pfizer is evaluating for the treatment of this illness. These include Latrepirdine (Dimebon), being developed by Pfizer and Medivation, and bapineuzumab, being developed by Pfizer and Janssen, both in Phase III development for the treatment of Alzheimer's disease.
- **8** compounds in development for **pain**, including tanezumab, a novel injectable biotherapeutic compound which targets nerve growth factor. The Phase III program studying tanezumab in osteoarthritis was initiated in November 2008, with more than 5,000 patients planned to be treated with this potential new medicine.
- **11** compounds in development for **inflammation**, including tasocitinib (CP-690,550), Pfizer's JAK-3 inhibitor in development for the treatment of rheumatoid arthritis (RA). Pfizer initiated a global Phase III clinical program in RA for tasocitinib (CP-690,550) in February 2009, with five Phase III studies ongoing.
- **6** vaccines and **27** biologics in the **development pipeline**. Prevnar 13, a vaccine designed to prevent pneumococcal disease in infants and young children, has been approved in 39 countries, including in the European Union and Canada, and is under regulatory review in many other countries, including the United States. Prevnar 13 is also being studied in global Phase III clinical trials in adults, with regulatory submissions expected in 2010.

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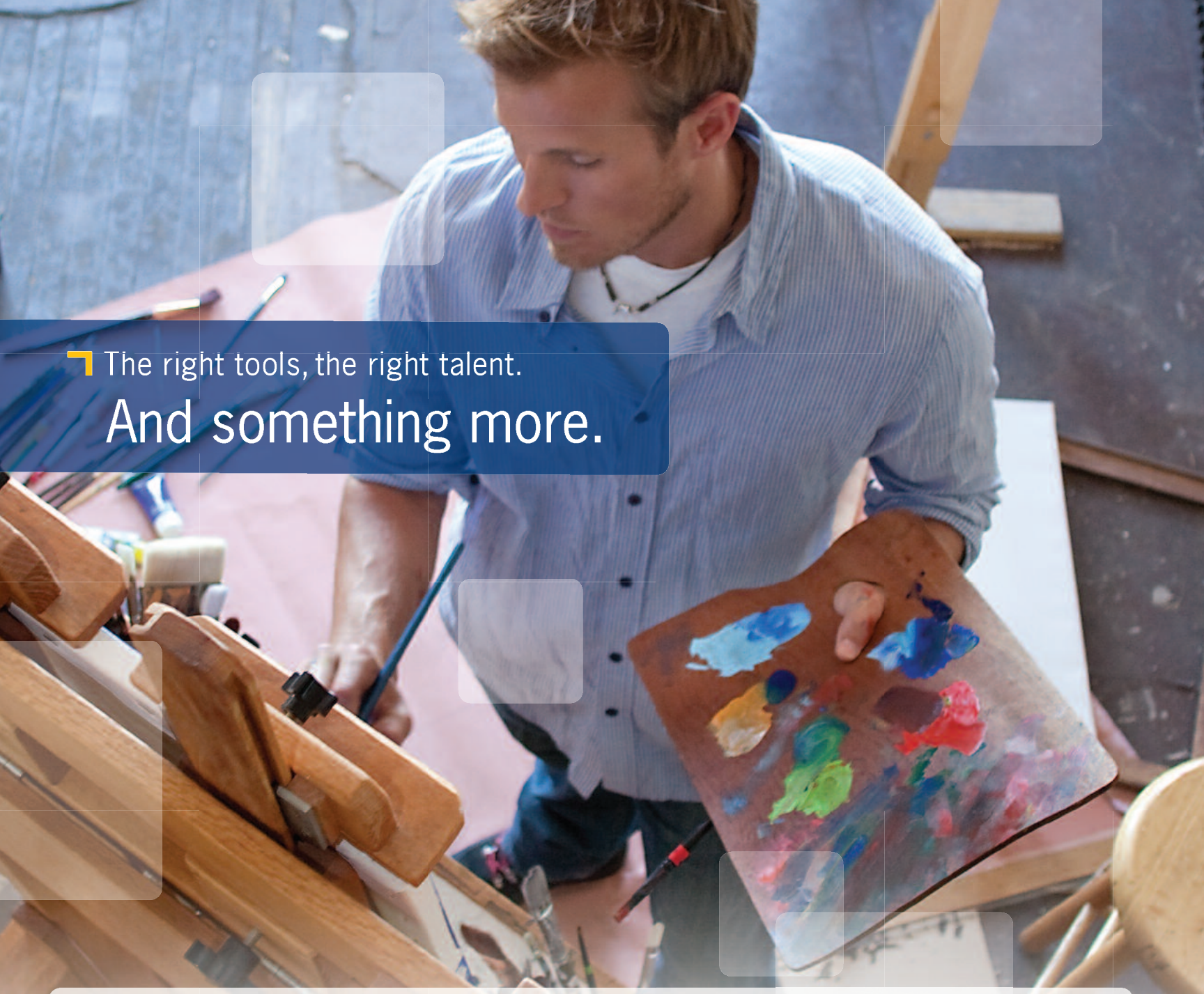

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