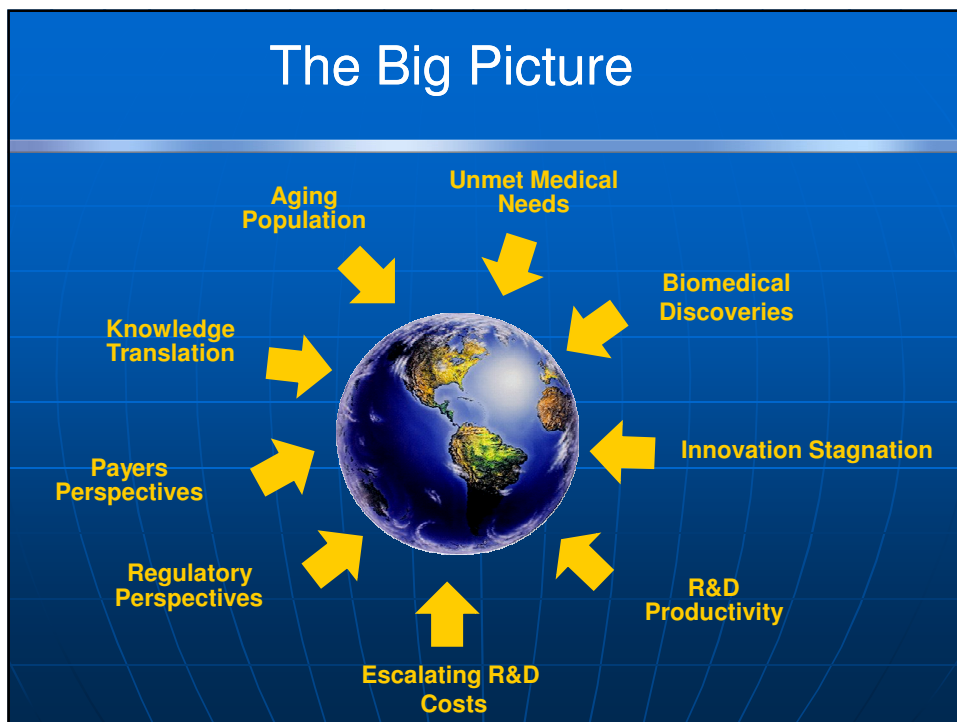


Creative Partnerships in Biopharmaceutical Research : Challenges, Bottlenecks and Innovation



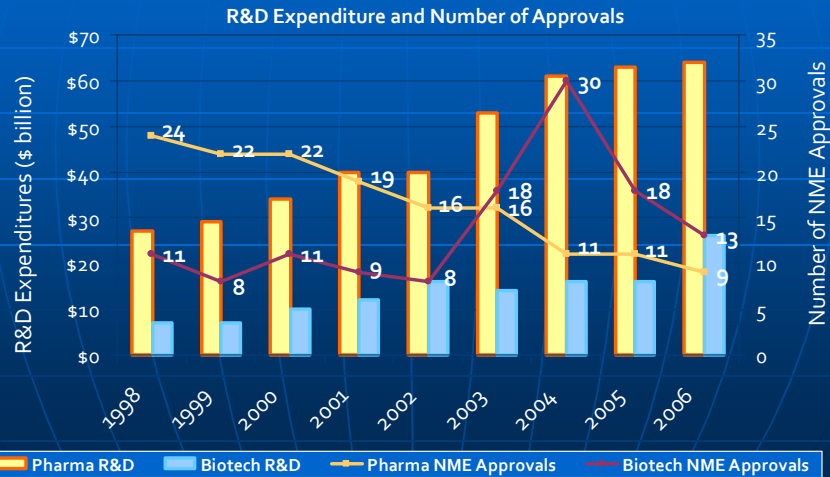
Patrice Roy, Ph.D., MBA
Director of R&D, Quebec and Atlantic
Pfizer Canada
Sept 29, 2009

The Big Picture



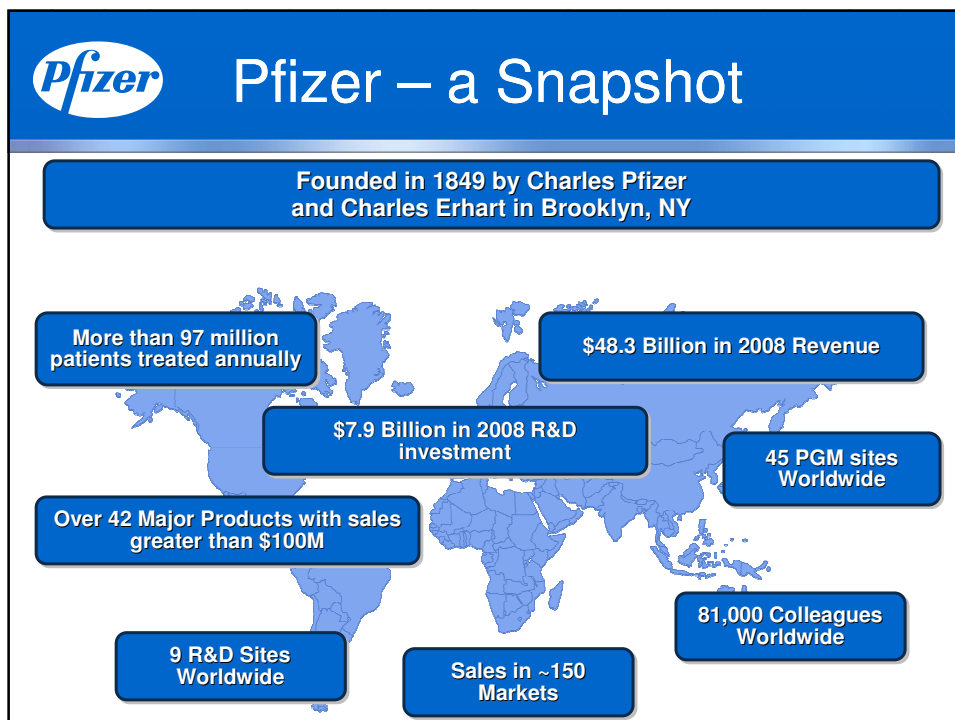
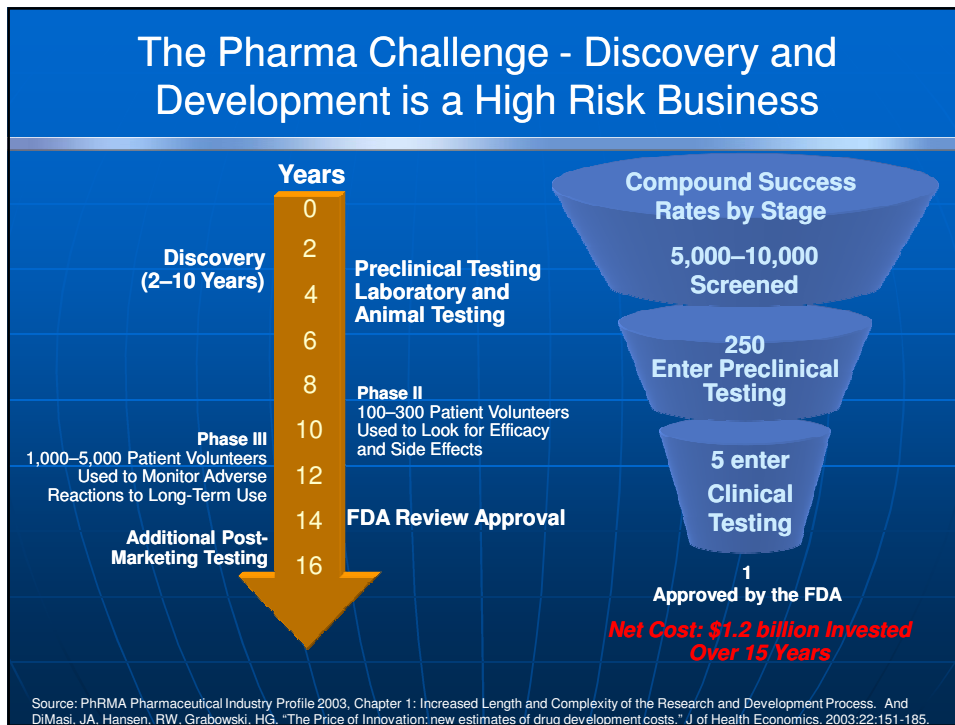
Industry Productivity vs. Investment "The Challenge"

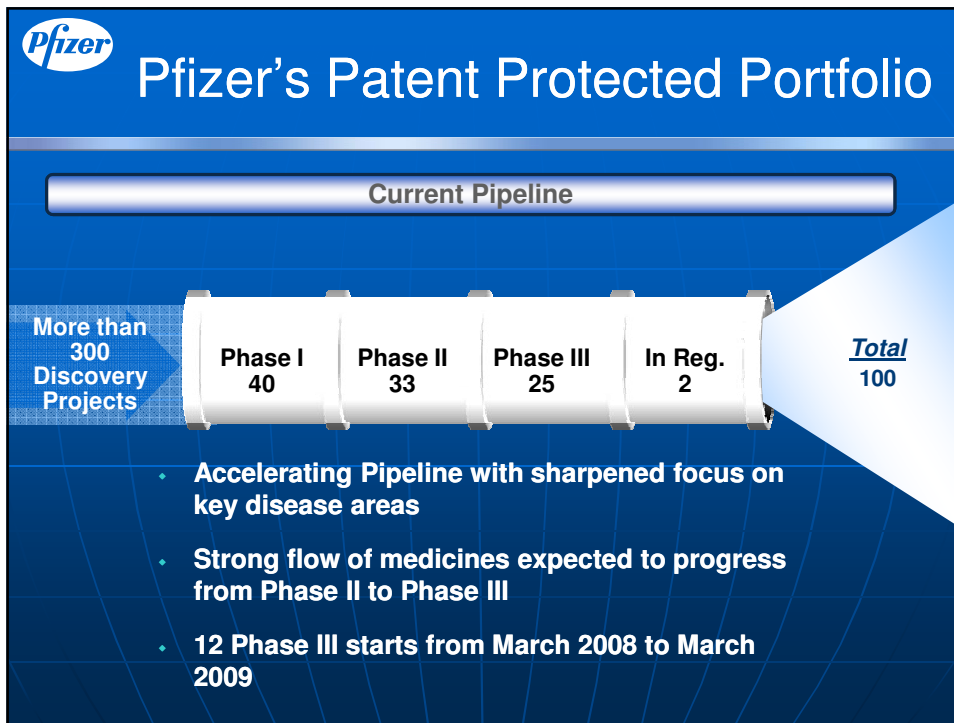
- Pharma Research & Development increased 137%
- Pharma New Molecular Entity (NME) approvals were down 63%



The Pharma's Patent Expirations 2007-2012







Why Work with External Collaborators

- Internal R&D covers only a fraction of the potential opportunities
- Academic, teaching hospitals and biopharma communities are increasingly important sources of medical and pharmaceutical innovation
- Outreach and collaboration with these communities are seen as critical to Pfizer's future success
- *Supporting a diverse, healthy biopharmaceutical and academic communities is in Pfizer's best business interests*

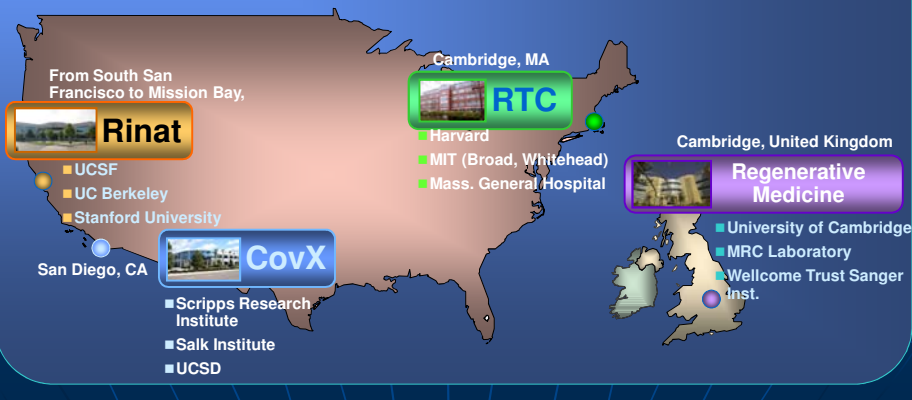
A Rich Network of Innovation through Partnerships

- **Between** pharmaceutical and biotech companies
- **Between** public and private research organizations
- **Between** academic and biomedical industry scientists
- **Between** not-for-profit and for-profit enterprises
- **Between** scientific disciplines



Federation of Small, Independent Research Units Located in Major Academic Hubs...

- *Rinat* – monoclonal antibodies (MAbs)
- *CovX* – peptides (CovX bodies)
- *Research Tech Ctr* – RNAi (with Coley Dusseldorf)
- *Regen. Med.* – stem cells (joint BBC- PGRD)
- *Target Generation Unit* – at Rinat and RTC



What we Look for in Collaboration...

- Quality of science
- Shared Vision
 - Realizing the product or technology's true potential
- Collaborative Spirit
 - Flexibility; Openness to other's views/needs
- Culture of Partnership
 - Widespread organization commitment for clear communication channels and problem resolution

Integrity, Trust,
Transparency



Exceeding collaboration
objectives through
synergy

Why Canada?

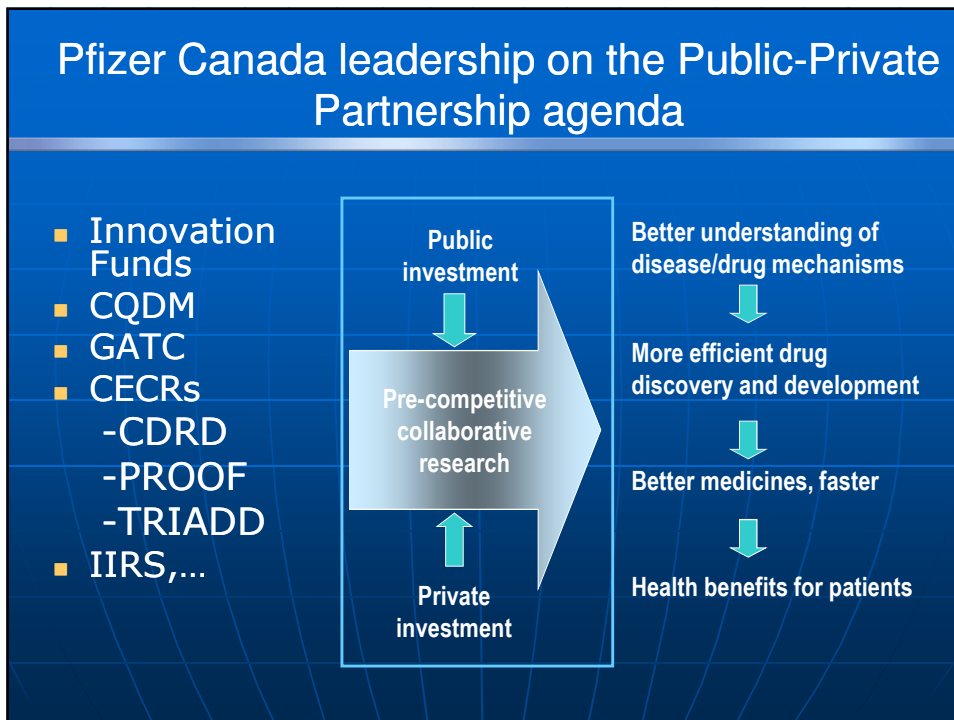
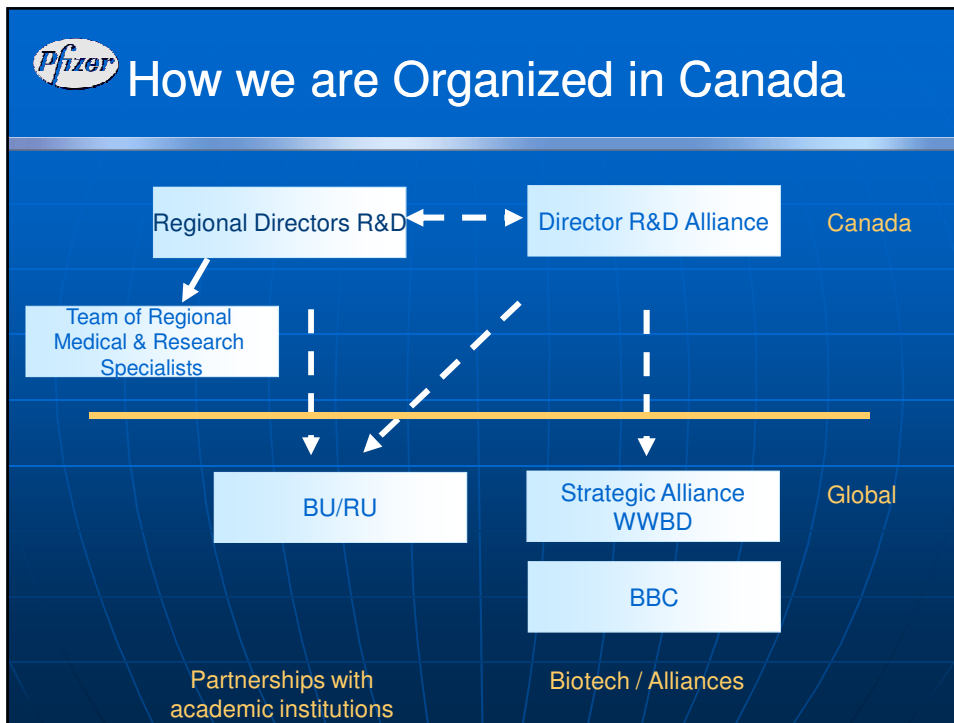
- World-class research and a significant entrepreneurial research community
- Outstanding infrastructure
- Significant biopharma sector
- Critical mass: Ontario, Quebec and British Columbia are among the top 10 life science clusters in North America
- Government support: Public agencies engaging private sector and programs encouraging Private-Public Partnerships, both Federally and Provincially

Pfizer's R&D in Canada

...what we do

- **Over 70% of Pfizer Canada's research is conducted externally**
- **>\$ 1.2 Billion invested since 2000**
- **Diverse portfolio of R&D collaborations with researchers at Academic institutions and teaching hospitals**
- **100+ ongoing clinical trials every year**
- **Biotech Partnership and alliances**
- **Active in government efforts to strengthen Canada's innovation capacity and public/private engagement**

...how we do it



We are interested in ...

- Therapeutic drug targets and drug candidates
- Innovative drug candidate-producing programs
- Biotherapeutics capabilities
- Novel and controlled-delivery drug formulations
- Platform technologies
- Predictive pharmacology models (*in vitro* and *in vivo*)
- Deep Knowledge of Targets and Pathways

Thank you / Merci!

