

Pfizer Inc  
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New York, NY 10017-5755



October 18, 2007

Dear Chain Executive

Today Pfizer announced that it will be returning the worldwide rights for Exubera (insulin human [rDNA origin]) Inhalation Powder back to Nektar, the company from which we licensed the inhaled insulin technology. What this means is that Pfizer will support current Exubera patients for the next 3 months as they transition to other glucose-lowering therapies, but after that we will no longer promote or sell Exubera.

Despite our persistent efforts to market Exubera and the focus and dedication of our colleagues, the product continues to fall short of our expectations and those of our customers. **We'd like to emphasize that this is a decision to stop *marketing* Exubera, it is not a product recall, nor the result of any specific safety signal that would put patients at risk.** While Exubera remains a safe and effective medicine, it simply has not met the needs of prescribing physicians in managing patients with diabetes.

We have recommended to physicians that no new patients are started on Exubera. For those patients currently using Exubera, we have encouraged physicians to transition their patients to alternative glucose lowering medications. Exubera will be available for the next 3 months to facilitate this transition process.

The following guidelines have been provided to physicians to facilitate the transition off Exubera onto other therapeutic options:

- For patients receiving Exubera as their only insulin, it is recommended that Exubera be replaced with a long-acting insulin which should be dosed according to the respective prescribing information for that product;
- For patients using Exubera in addition to a long-acting insulin, it is recommended that Exubera be replaced with an alternative short-acting mealtime insulin in addition to continuing the long-acting insulin. The following dosing table offers guidance on equivalent mg/IU dosing:

Approximate mg-to-IU equivalents	
EXUBERA Dose (mg)	Approximate SC regular insulin dose (IU)
1 mg	3 IU
2 mg	6 IU
3 mg	8 IU
4 mg	11 IU
5 mg	14 IU
6 mg	16 IU
7 mg	19 IU
8 mg	22 IU
9 mg	24 IU
10 mg	27 IU

- Other non-insulin options with complimentary mechanisms of action can be considered where applicable.

***In all situations, physicians have been encouraged to use their clinical judgment when determining the most appropriate treatment options for their patients.***

A "Dear Patient" letter will be sent to all patients who call in to the Exubera Call Center. This letter will outline the rationale for the decision and will emphasize that there is no ongoing safety issue. Patients will be advised to speak to their physicians for further instructions.

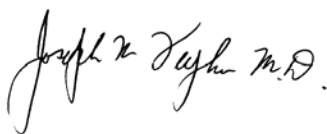
Pfizer asks that you retain Exubera in your pharmacy during this 3-month period so that patients have time to seek alternatives with their physicians. In addition, for patients seeking refills, we recommend that you advise them to speak to their physician soon about alternative therapy.

Pfizer remains committed over the long-term to diabetes treatment, an area of huge unmet medical need. While we are returning all Exubera rights to Nektar, we have several compounds for the treatment of diabetes and weight loss which we continue to develop. And of course, Pfizer remains committed to helping diabetes patients and their doctors manage the many conditions that are associated with diabetes, including heart disease and diabetic peripheral neuropathy with medicines such as Lipitor, Caduet and Lyrica. Furthermore, as a committed partner in diabetes care, we will continue to support the many educational activities that we have committed to so far through the American Diabetes Association, the American Association of Clinical Endocrinologists, the European Association for the Study of Diabetes and the International Diabetes Federation.

If you require further information, please contact:

- Pfizer Medical Information 1 800 438 1985
- Exubera Call Center 1 800 EXUBERA (1 800 398 2372)
- Trade Customer Service 1 800-533-4535

Sincerely,



Joseph Feczko, M.D.  
Chief Medical Officer,  
Pfizer Inc.