



Pfizer *review*

Recent news from the world's
number-one pharmaceutical company

“We remain the world’s largest, most valuable, fastest-growing pharmaceutical company.”

On January 1, 2001, Hank McKinnell became Chief Executive Officer of Pfizer, and he added the title of Chairman on May 1. In this interview, he discusses recent developments at Pfizer.

Q: Any surprises in your first year as Chairman and CEO of Pfizer?

A: No, not really. Pfizer hasn’t missed a beat in this, our first full year after the merger with Warner-Lambert. We remain the world’s largest, most valuable, fastest-growing pharmaceutical company.

I can’t think of another company that executed as well as Pfizer did through a global integration of two large organizations. Our success gives us even more excitement and energy about the future.

Q: Pfizer recently announced a new mission...to become the world’s “most valued” company. What does this mean?

A: First, understand that we sought a new mission because we achieved the mission we set in the 1990s...to lead the pharmaceutical industry. Not very many companies achieve their missions, and it’s testimony to all our colleagues that we achieved ours, ahead of schedule.

Becoming most valued simply means that we emerge as the company recognized as the best by patients, customers, colleagues, investors, business partners, and the communities where we live and

work. It’s a long-term mission focused on making Pfizer’s success a winning proposition for everyone.

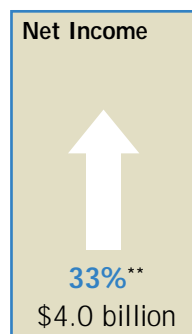
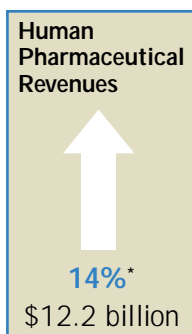
Q: Where do businesses outside prescription pharmaceuticals fit into this mission and Pfizer’s future?

A: We are investing in all our businesses and expect them to add value for shareholders. We can be creative in thinking about these businesses...how they are organized and managed...and what businesses can move us toward most valued. We’re not wedded to the past, nor are we confined by artificial boundaries as to where one business ends and another begins.

Q: What’s been the biggest challenge for Pfizer this year?

A: Right now, it’s the strong dollar, which puts a drag on our earnings. It is frustrating to do so well and have our performance diluted by economic factors we can’t control. However, we will work through it.

First-Half Results



* Excluding both the negative effect of foreign exchange and the positive effect of an accounting adjustment to harmonize Pfizer and Warner-Lambert’s methods of treating Medicaid and contract rebate accruals.

** From continuing operations excluding certain significant items and merger-related costs.

Q: You have had a high profile in the movement to address the world's HIV/AIDS crisis. Why?

A: Because it's a crisis of heartbreaking proportions, especially for those of us committed to serving patients. In many of the least developed countries, an entire generation has been decimated and another is at risk.

We at Pfizer believe that the only realistic approach to solving this crisis is through partnerships. The pharmaceutical industry cannot do it alone...and the crisis can't be wished away. What we can do is build partnerships for a healthier world. Pfizer can lead in demonstrating how successful partnerships can work. Personally, I want to move Pfizer and our industry from being seen as part of the problem to being seen as part of the solution. We are making progress that is going to benefit the millions of people affected by this crisis.

Q: Do any moments stand out during your first six months?

A: I can think of many, but one that was most heartwarming came in Greenwood, South Carolina, a few months ago. I was visiting our Capsugel plant. We manufacture empty gelatin capsules there...a terrific business with terrific people. A long-time colleague came up to introduce herself. She said her grandchild had just started on Geodon and how exciting it was to see him go from being a prisoner of schizophrenia to a person again, experiencing joy and peace. We all live for these moments, and we know that we will see many, many more of them as Pfizer moves ahead.

The Next Wave of Key Innovative Medicines

Undergoing U.S. Regulatory Review

Zyrtec-D	Allergies
Relpax	Migraines
Vfend	Fungal Infections
Valdecoxib ¹	Pain, Inflammation

In Late-Stage Development

Exubera ²	Diabetes
Pregabalin	Epilepsy, Neuropathic Pain
Darifenacin	Overactive Bladder
Lasofoxifene	Osteoporosis
Capravirine	HIV
Pagoclone	Anxiety
Avasimibe	Atherosclerosis

¹ Discovered and developed by our copromotion partner Pharmacia.

² Exubera is being developed through a collaboration between Pfizer and Aventis. Pfizer is also in collaboration with Inhale Therapeutic Systems, developers of the inhalation device and formulation process.

Beyond Number One

In June, 400 senior Pfizer leaders from around the world came to New York City to discuss strategies for sustaining and extending the company's leadership position in the industry. As part of that meeting, Pfizer unveiled a new Purpose and Mission statement, and affirmed its eight Values.

Our Purpose

We dedicate ourselves to humanity's quest for longer, healthier, happier lives through innovation in pharmaceutical, consumer, and animal health products.

Our Mission

We will become the world's most valued company to patients, customers, colleagues, investors, business partners, and the communities where we work and live.

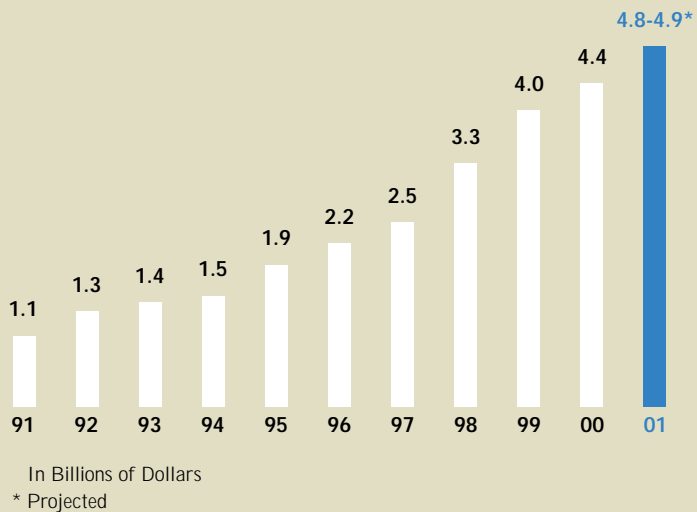
Our Values

To achieve our Purpose and Mission, we affirm our values of Integrity, Leadership, Innovation, Performance, Teamwork, Customer Focus, Respect for People, and Community.

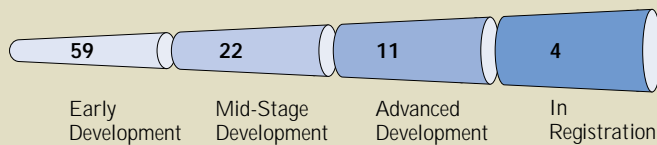
Pfizer's current product portfolio is strong...

	\$1 Billion Products in 2000	\$1 Billion Products Off Patent by 2002	\$1 Billion Products Off Patent by 2005
Pfizer	8	0	1
Merck	6	2	3
GlaxoSmithKline	4	1	2
Bristol-Myers Squibb	3	2	3
AstraZeneca	2	2	2

...and our industry-leading R&D investment...



...has yielded a pipeline of 96 potential new medicines.



Pfizer Shareholder Services

Services provided to shareholders of record* include:

- Direct purchase of Pfizer Stock
- Dividend reinvestment
- Book-entry share ownership
- Direct deposit of dividends
- Electronic delivery of proxy materials (www.econsent.com/pfe)

* Shareholders of record own Pfizer stock directly, that is, in their own names. Questions relating to stock held in a brokerage or other custodial account should be directed to your broker or investment representative.

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February 5 New Pfizer Schizophrenia Medicine Wins FDA Approval.

Schizophrenia has been called “the most devastating disease affecting mankind” and for good reason. Its symptoms range from terrifying hallucinations to complete social withdrawal, creating unimaginable consequences for people with schizophrenia and their families.

Medicines have long been available to treat this disease. But they often produce severe side effects, such as weight gain or tremors, leading many patients to discontinue treatment – and suffer relapses.

Geodon is a new Pfizer medicine that offers the best hope yet of breaking this vicious cycle. It was approved by the U.S. Food and Drug Administration on February 5, the culmination of 15 years of hard work by dozens of Pfizer researchers on two continents. Geodon effectively treats the symptoms of schizophrenia, and does so with minimal side effects.

“It’s changed my life,” says one young patient, who participated in the Geodon clinical trials. “I don’t think I could live without it.”



January 15

In an annual survey of 12,000 U.S. physicians, Pfizer’s sales force is rated the most valuable in the industry. This is the sixth year in a row that the company has earned this honor.

March 29

Pfizer, IBM, and Microsoft form a new venture to decrease the administrative burden on physician practices and increase the effectiveness of physician interactions with patients through an integrated suite of office-based information technology applications.

March 29

PhRMA, the pharmaceutical trade association, announces that research-based pharmaceutical companies in the U.S. are developing 402 new medicines to treat cancer, double the number of therapies in development six years ago.



April 11 Pfizer and Boehringer Ingelheim to Jointly Market New Treatment for Chronic Obstructive Pulmonary Disease.

Continuing the strategy of forging outside alliances to augment its internal growth, Pfizer announces a worldwide agreement with German pharmaceutical company Boehringer Ingelheim to jointly market Spiriva, a promising new once-a-day inhaled treatment for chronic obstructive pulmonary disease.

COPD is a debilitating lung disease caused primarily by smoking. It kills three million people a year worldwide, is the fourth-leading cause of death in the USA, and the fifth-leading cause of death in the world. Boehringer Ingelheim has already filed Spiriva for approval with regulatory authorities in Europe, and plans to file with the FDA by the end of this year.

June 6 'Sweet Just Got Smart' as Pfizer Launches BODY SMARTS.

Pfizer's passion for innovation is not limited to the pharmaceutical business. In June, the company's confectionery division, Adams, introduced BODY SMARTS, a unique line of nutritious snacks aimed at consumers torn between satisfying their sweet tooth and eating healthy. BODY SMARTS crunch bars and fruit chews taste great, and they're fortified with essential vitamins, minerals, and other important nutrients.

With BODY SMARTS, Pfizer is aiming at two growing markets: the \$17 billion chocolate and sugar confectionery category and the \$2 billion fortified snack category.

The launch of BODY SMARTS has attracted significant media attention and is being supported by an aggressive advertising campaign carrying the slogan "Sweet Just Got Smart."



April 16

With 2000 revenues of \$29.6 billion, Pfizer ranks 53rd on *Fortune* magazine's annual "Fortune 500" list of America's largest companies. In the same issue, Pfizer is ranked 2nd on a list of "The Smartest U.S. Companies," trailing only General Electric.

April 18

Pfizer reports a 34% increase in first-quarter net income, excluding the impact of certain significant items and merger-related costs. Nine of the company's major medicines achieve double-digit revenue growth.

May 15

The National Cholesterol Education Program issues new guidelines calling for more aggressive cholesterol-lowering treatment. The guidelines are expected to expand the number of Americans using cholesterol-lowering drugs like Pfizer's Lipitor from 13 million to 36 million.

June 12

Pfizer joins with the U.S. Centers for Disease Control and Prevention to address low health literacy – the inability of many patients to understand and act on information they receive about their health. Pfizer pledges to simplify all of its patient-targeted communication by 2002.

June 11 Pfizer Offers to Provide Diflucan at No Charge to 50 AIDS-Stricken Nations.

Building on a successful partnership with South Africa, Pfizer offers to provide its antifungal medicine Diflucan to HIV/AIDS patients in 50 of the world's least developed countries where the disease is most prevalent. Diflucan has proven highly effective in treating two opportunistic infections, cryptococcal meningitis and esophageal candidiasis, that afflict large numbers of people with AIDS.

Pfizer developed this program in cooperation with the United Nations and the World Health Organization. Pfizer's support has no dollar or time limits.

Additionally, Pfizer and the Pfizer Foundation are providing construction and seed funding for the first large-scale HIV/AIDS medical training center in Africa. The center, located in Uganda,

will train 80 doctors and nurses from across Africa each year in the latest advances in HIV/AIDS prevention, diagnosis, and treatment. The trainees

will return to their countries and communities to teach others. The center itself is ultimately expected to provide modern care to as many as 50,000 HIV/AIDS patients.

Pfizer is proud of the many partnerships it has formed. But we believe that the single greatest contribution pharmaceutical companies can make to address the HIV/AIDS crisis is to continue to discover and develop new medicines. AIDS was first identified in 1981, and it took just six years for the pharmaceutical industry to create its first breakthrough AIDS treatment. Today, there are 64 medicines for HIV/AIDS, with over 100 more in development.



June 14

Relpax, Pfizer's new medicine for migraine headaches, receives European Union approval.

June 28

Pfizer announces plans to purchase up to \$5 billion of its own common stock, with a limit of 120 million shares, during the next 18 months, reflecting management's continued confidence in the company's prospects.

July 17

Pfizer reports a 31% increase in second-quarter net income from continuing operations, excluding the impact of certain significant items and merger-related costs. Seven of the world's 25 largest-selling pharmaceuticals are products discovered, developed, and/or promoted by Pfizer.



Life is our life's work

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