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ROBERT L. JOSS
PHILIP H. KNIGHT PROFESSOR AND DEAN
GRADUATE SCHOOL OF BUSINESS

September 22, 2006

Judit Rius Sanjuan
Staff Attorney
Consumer Project on Technology
1621 Connecticut Ave., NW, Suite 500
Washington, DC 20009

Dear Ms. Sanjuan:

I am responding on behalf of Stanford University to your open letter of May 18, 2006. I deeply apologize for the tardiness of this response, which in no way reflects the seriousness of our interest in your question. In fact, prior to the receipt of your letter, we had already become aware of the "open letter" because it was posted on a web log that was brought to my attention. As a result, I made an inquiry to Dr. McKinnell about the contents of the open letter and he sent me the following reply:

From: McKinnell, Hank
Sent: Monday, May 08, 2006 9:56 AM
To: Joss, Robert L
Subject: Response to Web log

Dear Bob,

I understand that a Stanford graduate has posted, on a web log, an "Open Letter to Stanford University" concerning Pfizer's recent moves to protect one of our patents in the Philippines. The patent on Norvasc, the world's leading medicine for combating high blood pressure, expires in the Philippines in June, 2007.

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Since I'm mentioned prominently in the letter, I thought it would be useful for me to explain Pfizer's views on the issue, and to ask you to share this letter—as you see fit—with students, faculty and administration.

The Philippines International Trade Corporation (PITC) threatened to import generic copies of Norvasc before the patent expires next year. Following several attempts to remedy the situation with the Philippines Government and the PITC, a lawsuit was filed on March 1, 2006, in the Philippines.

We are simply seeking legal assurance that there will be no importation of an unauthorized copy of Norvasc for the duration of its patent term. These actions reflect our belief in the importance of encouraging innovation by protecting the knowledge products of those who discover and develop life-saving medicines.

I understand and appreciate student, alumni and faculty activism in the cause of a better world. That's what the Stanford experience is all about. I also believe that such activism should be fully informed, just as all academic inquiry connected with Stanford is informed, and so I offer this letter to provide another dimension of this story.

Sincerely,

Hank McKinnell

At the Stanford Graduate School of Business we invite alumni/alumnae with important responsibilities to serve on an advisory council, in a purely voluntary capacity, that meets here twice a year to keep abreast of school activities and provide feedback to the Dean. The council has no fiduciary or other governance responsibility. Dr. McKinnell has been a member of that council for several years, which seems quite appropriate given his role as Chairman of one of the world's leading companies.

Neither I nor Stanford is in a position to undertake an investigation or public inquiry of the points raised in your open letter—i.e. whether or not Pfizer is engaged in something improper or unethical in the Philippines. Your open

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letter represents one side of a story. You can read Dr. McKinnell's response of May 8, which represents Pfizer's side of the story. At this stage, about all we can do is see that any interested members of the Stanford community are familiar with the views of all parties here.

Sincerely,

A handwritten signature in dark ink, appearing to read "Robin Dyer", with a long horizontal flourish extending to the right.

cc: President John Hennessy