



Improving the
quality of
human life



live ^{Do} ^{feel} **more**
better
longer



Meeting global challenges with confidence and energy

“We are making a difference to lives around the world”

*JP Garnier
Chief Executive Officer*



It gives me great pride to lead a company committed to discovering, developing, manufacturing and delivering medicines to people who need them. I am proud that we contribute to society by helping people do more, feel better and live longer.

This is the essence of our business, one that remains unchanged as global healthcare challenges call for new thinking from the pharmaceutical industry. Since the formation of GlaxoSmithKline (GSK) in 2000, we have shown **confidence and energy** in working within different and constantly changing healthcare environments to respond to issues such as ageing populations and the consequent healthcare financing and pricing pressures.

These put great demands on existing healthcare systems, and our industry plays a vital role in researching and developing the medicines necessary to maintain and improve patient care.

We want to improve the quality of human life and contribute to a better future for all. GSK's pipeline of products is targeted at developing medicines and vaccines that **address real and unmet medical needs in the developed and the developing world**. We invest in the communities in which we operate, support community health and education programmes and donate medicines for humanitarian purposes.

This brochure outlines some of the ways we are making a difference to lives around the world, including our leading role in the fight against illness and disease and our commitment to investment in innovation.

I believe we are making a significant contribution in these vital areas and that we will continue to be successful in meeting changing global challenges, backed by the resources of the company's greatest asset – our teams of talented people.



Do
feel more
live better
longer

GSK's commitment to innovation

GSK spends £8 million (US\$14 million) on research and development each day – that's around £300,000 (US\$562,000) every hour.

Using the most modern technology, GSK scientists try to understand the complex mechanisms that cause disease, helping them to develop medicines that are more effective and better tolerated. Developing a new medicine costs over £500 million (US\$870 million) and takes an average of 12 years of patient and committed work.

GSK has a flexible and innovative research and development structure that allows a concentration of resources for maximum impact and more benefit to patients. These **Centres of Excellence for Drug Discovery** focus on specific disease areas and because of their small size they can make quick and informed decisions on whether to proceed with a promising compound as it reaches different stages of development.

The research and development of new medicines and vaccines is critical to our future. Being at the forefront of scientific knowledge is at the heart of what we do

GSK is also one of the largest collaborators in the pharmaceutical industry and works effectively with over 50 academic institutions and other pharmaceutical and biotechnology companies.

The starting point, however, is the patient and their real and unmet needs. Information from these patients, their doctors, key opinion leaders and experts in the health sector helps us to shape our new medicine development programmes.

- *Over 15,000 people work in R&D at GSK*
- *GSK's product pipeline is maturing rapidly and is one of the largest in the industry*
- *A decade ago, GSK conducted 500,000 screening tests each year to identify potential new compounds. This figure is now more than 65 million a year*



Do
feel more
live better
longer

Making a difference to

As debilitating diseases threaten billions of people wo

Thanks to the medicines and vaccines developed by the pharmaceutical industry, many of the world's deadliest and most severe diseases, such as smallpox, diphtheria, scarlet fever and polio, have either been consigned to history or nearly eliminated. But the fight goes on. Today, pharmaceutical companies are leading the battle against AIDS, malaria and tuberculosis, and helping millions of people suffering from conditions such as asthma, diabetes and depression lead normal, healthy lives.

Few companies have done more in this battle than GSK. It was one of the earliest to develop **antibiotics to fight infections**, and its medicines have transformed the lives of people with herpes and HIV. It has brought relief to asthmatics, developing inhaled medicines to ease their symptoms. Children and adults all over the world are protected by GSK vaccines against hepatitis, meningitis, rotavirus and other serious diseases.

The company is also committed to making sure **more people have access to its medicines**. It has extensive programmes in the world's poorest countries and also helps low-income senior citizens in the USA to save money on each and every GSK medicine they buy.



Every SECOND...

more than 35 doses of vaccines
are distributed by GSK

Every MINUTE...

more than 1,100 prescriptions
are written for GSK products

Every H...

GSK spends
£300,000 (U...
to find new

lives across the world

worldwide, GSK is unrelenting in its efforts to help them

Commitment to the developing world

Access to medicines in the developing world is a hotly debated issue and GSK is **committed to helping the world's poorest countries** benefit from our life-changing products.

No other pharmaceutical company offers such a wide range of products to treat diseases in the developing world, and only GSK is developing medicines and vaccines to tackle all three 'priority' diseases identified by the World Health Organization – HIV/AIDS, tuberculosis and malaria.

Bringing discounted medicines to where they are needed most, as quickly as possible, is key to helping the world's poorest people defeat disease. GSK works hard to achieve this, collaborating with researchers in universities and with partners in the public sector to **make world-class treatments more affordable and more available.**

Access and affordability are crucial in the supply of medicines to fight HIV/AIDS and malaria. All GSK antiretroviral and anti-malarial medicines are offered, at non-profit prices, to public health and non-profit organisations in 64 of the world's poorest countries. In sub-Saharan Africa private employers who provide healthcare for uninsured staff receive discounted antiretroviral medicines. (Antiretrovirals stop or suppress retroviruses such as HIV).

GSK also has licensing agreements with local manufacturers, ensuring its anti-HIV medicines are affordable and quickly available.

The company is helping to fight malaria in Africa by supporting community education programmes on preventing and managing infections, particularly for young children and pregnant women. GSK realises that the fight against HIV is not down to drugs alone. Through a range of partnerships, it also supports community groups to tackle stigma and improve services for people hardest hit by the disease.

GSK is committed to fighting lymphatic filariasis, a disabling parasitic disease that affects the world's poorest people. Through its membership of the Global Alliance to Eliminate Lymphatic Filariasis, GSK is committed to donating up to six billion albendazole tablets, worth US\$1 billion, as part of a global effort to eliminate the transmission of this disfiguring disease by 2020.



Photo: www.karlgrob.com

Every HOUR...

more than
US\$562,000)
medicines

Every DAY...

more than 200 million people
around the world use a GSK brand
toothbrush or toothpaste

Every YEAR...

our factories produce 9 billion Tums
tablets, 6 billion Panadol tablets and
600 million tubes of toothpaste

GSK provides a wide range of pharmaceutical products to address many of the world's major healthcare needs

GSK also has leadership in four major therapeutic areas: anti-infectives, central nervous system (CNS), respiratory and gastrointestinal/metabolic, where its class-leading prescription medicines help alleviate the suffering of millions of people around the world.

People with CNS diseases can be treated with GSK products such as the anti-depressant **Seroxat/Paxil**, migraine treatment **Imigran/Imitrex**, and **Lamictal**, which is used to treat epilepsy and bi-polar disorder.

Asthma sufferers gain relief with GSK's market-leading treatment **Seretide/Advair**, and in the fight against HIV/AIDS, GSK makes **Combivir**, the world's most widely used antiretroviral medicine.

GSK also makes the diabetes treatment **Avandia**, which heads its range of metabolic/gastrointestinal medicines.

Vaccines are a rapidly growing area of GSK's business, a field in which the company is a market leader. Vaccines include the **Infanrix** range for children, and **Havrix** and **Engerix-B**. **Rotarix** helps stem rotavirus gastroenteritis.

The antibiotic **Augmentin**, anti-malarial **Lapdap** and herpes treatment **Valtrex** are key products in the GSK range. The company is also focusing R&D efforts on building a range of cancer and cardiovascular medicines. As well as these prescription medicines, GSK's range of consumer healthcare products includes some of the most trusted names

Therapies to fight disease on all fronts

in over-the-counter medicines. Brands such as **Panadol** for pain relief, **Tums** for indigestion and **Contac** for infections of the respiratory tract are used daily all over the world. And, when it comes to quitting smoking, many turn to GSK's **NiQuitin CQ** for help.

GSK's **Aquafresh**, **Macleans**, **Sensodyne** and **Polident** are some of the most familiar oral care brands in the world. And the nutritional healthcare portfolio comprises **Horlicks**, **Lucozade** and **Ribena**.



Our medicines, vaccines and healthcare brands help improve the lives of people all over the globe, every day

GSK has a challenging and inspiring mission: to advance the quality of human life by enabling people to do more, feel better and live longer.

With a rich heritage stretching back to the 18th century, GSK has a **wealth of experience and expertise in the advancement of human health**. Five of its scientists have won the Nobel Prize for Medicine in the past 70 years.

GSK supplies one quarter of the world's vaccines, produces market-leading prescription medicines on which millions of healthcare professionals and their patients rely, and has a range of household-name consumer brands.

Headquartered in the UK, GSK employs over 100,000 people, has more than 80 manufacturing sites in 37 countries, and makes almost four billion packs of medicines and healthcare products each year.

At a glance – our mission and global activities

With a business dedicated to breaking new ground in healthcare, GSK invests significant resources in research and development, spending £2.8 billion (US\$5 billion) every year. Our scientists are constantly **pushing the boundaries of pharmaceutical discovery**, helping GSK find ever new ways to improve the quality of human life.



Our ambition – a better future for all

In the pharmaceutical industry, it's vital to 'prime the pipeline' – to have enough medicines in development to ensure there will always be new and improved treatments coming to the market. In this regard, GSK is recognised as an industry leader, with a pipeline to produce a balanced, long-term range of products, addressing many diseases and conditions.

GSK faces a constant challenge to produce effective medicines for ever-more challenging diseases. This demands an enormous commitment to long-term, innovative research and development.

New treatments for cancer, asthma, heart disease, diabetes, depression and pain are among the scores of projects in clinical development. A new class of compounds to fight heart disease and a treatment that could make some chronic cancers more stable are among GSK's future treatments.



There are so many life-threatening diseases for which there are no treatments, or where treatments could be significantly improved. Our work never stops

Look at some of the world's least-met health needs – Alzheimer's, irritable bowel syndrome (IBS) and schizophrenia – and you'll see GSK developing potentially breakthrough medicines. GSK is also developing a novel vaccine to protect women against cervical cancer.

GSK accounts for **over six per cent of the world's pharmaceutical market**. It anticipates making a record number of product submissions to the world's regulatory authorities over the next few years.

We take our responsibility to bring medicines of value to patients extremely seriously. Our commitment is to develop innovative products faster than our competitors and continue to work with key stakeholders to find new ways to help people receive the medicines they need for a better life.

The GSK corporate brochure is produced by the company's Corporate Communications department for those interested in our global business. It represents GSK's global position and is not a comprehensive or complete statement about our business. Indications for medicines and brand names may differ in various countries and, in order to obtain accurate information relating to a particular country, please contact the local GSK office.

Brand names in this publication are trademarks of GSK or associated companies.



Do
feel more
live better
longer

