

**17 March 2011**

**Summary of remarks made by GSK CEO, Andrew Witty, at the United States Department of State symposium, “The Role of Innovation in Addressing Global Health”**

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CEO Andrew Witty addressed a multi-stakeholder audience of senior level government officials, pharmaceutical industry executives, public health leaders, and scientists in remarks at the US Department of State symposium, “The Role of Innovation in Addressing Global Health.” During the event, which was convened to discuss advances and ways of working together to overcome diseases of the developing world, Witty expanded upon GlaxoSmithKline’s commitments in this area? In summary, Witty said:

- Sitting here in the State Department, in the capital city of the world’s largest and most successful economy, it is difficult to put the challenges of the developing world into context. Additionally, we grapple with many questions on how to address these issues:
  - How does the pharmaceutical industry run a successful business answerable to shareholders, while making a genuine impact on the people who need us the most – patients living in the world’s poorest countries?
  - How do we ensure that products which are proven to work are made available in countries which are starved of funds and have little or no health infrastructure?
- The answer lies in partnerships – industry, NGOs, academia and Governments coming together to break down barriers and find new and innovative solutions.
- Business has a key role to play and must be more responsive, flexible and open. We need to take risks, and be committed to not just meeting society’s expectations, but to exceeding them. It’s not about just doing what we must. It’s about doing what we can to address the immense challenge which faces us.
- For the last two years, GSK has been transforming its approach to addressing diseases in the developing world, and we are constantly seeking advice on what more we could do. We have prioritized our efforts in this space but we continue to see feedback on how we could contribute further on global health and access to medicines issues.
- We are increasingly looking outward. It is clear that R&D cannot be undertaken solely by the scientists within the walls of any one company. We are seeking sustainable approaches, often working in partnership with others. Given the scale of the task we all face, that means finding new ways of industry, academia, NGOs and governments working together.

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- Examples of how GSK is working collaboratively include:
  - The Pool for Open Innovation against Neglected Tropical Diseases (POINT), which we helped create, and which grants access to our patents, patent applications and our R&D 'know-how'.
  - Being more open with our resources, including establishing an “open lab” at our developing world R&D facility in Tres Cantos, giving independent scientists access to our expertise, facilities, knowledge and infrastructure to work on their own projects.
  - Being more open with our data and compounds. For example, we spent 12 months screening two million molecules in our compound library for activity against the deadliest malaria parasite, *P. falciparum*, yielding more than 13,500 hits. The results were published freely for the global scientific community.
- An important part of the answer lies in donations. I am also proud of the contribution we have made to the Global Alliance to Eliminate Lymphatic Filariasis. To date we have donated over 2 billion tablets of albendazole to this effort, reaching hundreds of millions of people. In 2010, we significantly scaled up our donation of albendazole to treat all school-age children in Africa at risk of intestinal worms.
- To really improve access for the long-term, more sustainable measures are required. GSK has led efforts to address access challenges by pursuing flexible pricing strategies and seeking innovative partnerships to try to reach people who would otherwise not have access to our medicines and vaccines.
- We also cannot forget about infrastructure, because getting medicines through that “last mile” can often being the hardest hurdle. GSK invests 20 percent of our profits from sales of our pharmaceutical and consumer healthcare products in the LDCs back into projects in those countries with the aim to strengthen the healthcare infrastructure.
- However, there is more to be done. The US Government has a long history of utilizing its vast and capable research network to develop new medicines and vaccines for diseases of the developing world which have enabled the private sector to bring groundbreaking therapies to market. Could we find ways to work even better with Government agencies to create a framework to accelerate access to our molecules to develop and bring specific treatments to market aimed at addressing these diseases?
- All sectors of society must work together to advance research and development and ensure access. By working together we can achieve more for patients than we can achieve working alone.

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