



# National Influenza Vaccine Summit

Atlanta – April 12, 2008  
Mitch Johnson

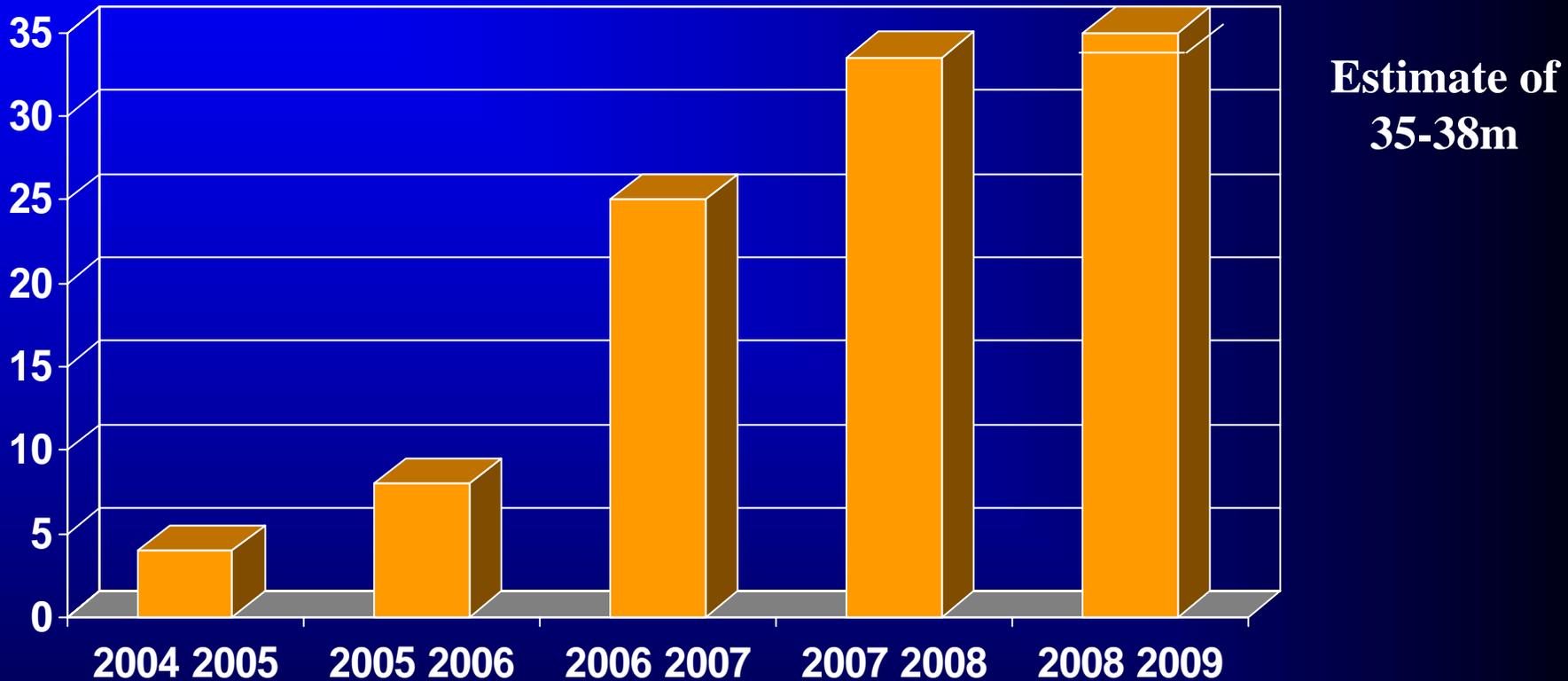
# GSK's Commitment to Influenza Market

- Proven track record of providing influenza vaccine to global market from vaccine headquarters in Rixensart, Belgium
- GSK entered US influenza market in 2004 and has invested over \$2 Billion
  - Expanded capacity of influenza vaccines and anti-viral Relenza through acquisitions and expansions
    - Acquired ID Biomedical and Marietta, PA facility
    - New facility in Zebulon, NC for Relenza mfg.
  - Received FDA approval for 2 seasonal flu vaccines

# GSK Influenza Vaccines - 2008/2009

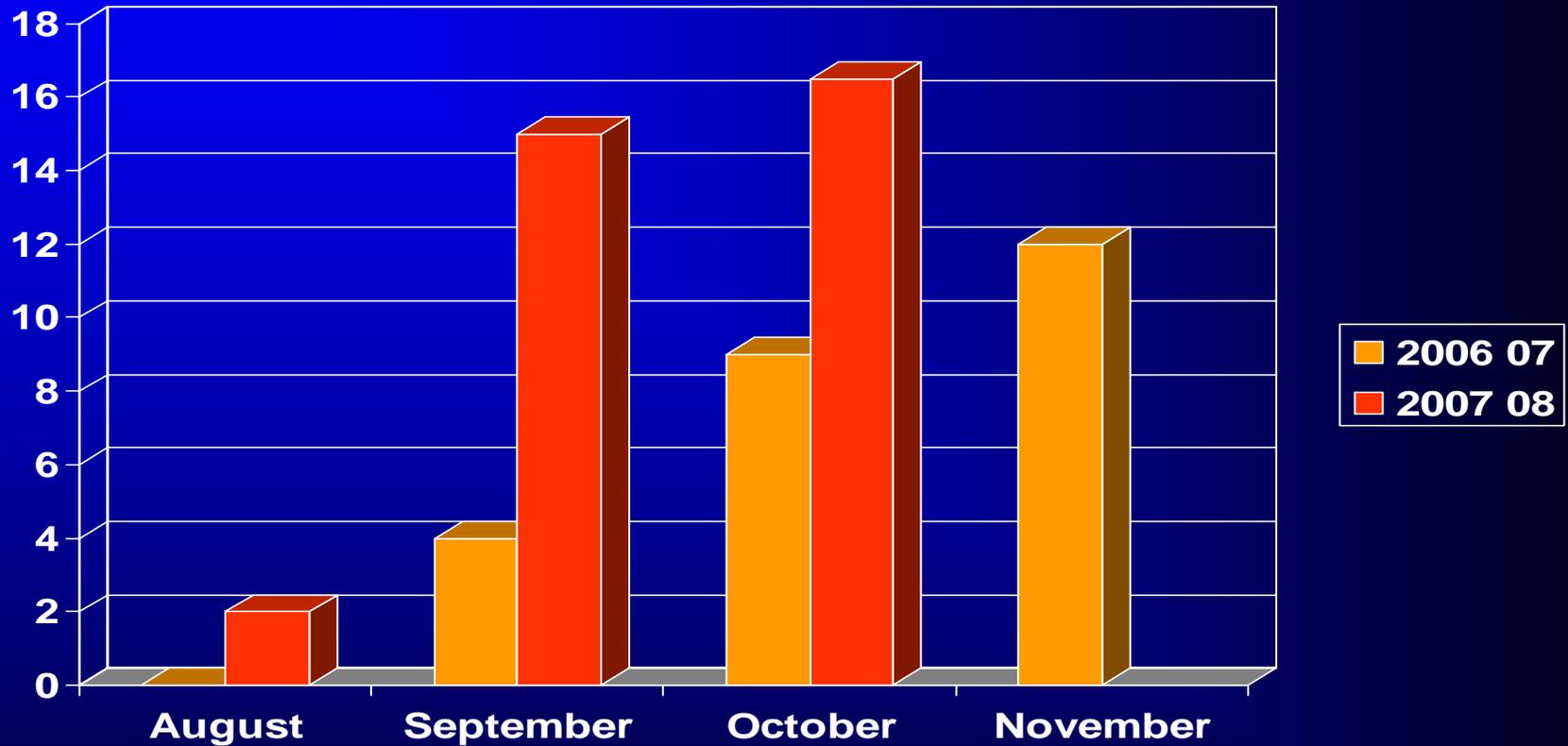
- Fluarix is manufactured in Dresden, Germany
  - Indicated for adults 18 years of age and older
  - Available in pre-filled syringes
  - Residual thimerosal (<1.25 mcg per dose) as a result of manufacturing process
- FluLaval is manufactured in Laval, Quebec
  - Indicated for adults 18 years of age and older
  - Available in multi-dose vials
  - Thimerosal as a preservative ( 0.01% per dose)

# GSK Committed to the US Influenza Marketplace



GSK will continue to increase capacity in the future as needed to meet public health needs

# GSK Influenza Doses *Distribution by Month* (millions)



# GSK 2008/2009 Distribution Plans

- Provide approximately 35-38 million doses of Fluarix (1/3) and FluLaval (2/3)
- Most Fluarix will be distributed directly by GSK
  - [gskvaccinesdirect.com](http://gskvaccinesdirect.com)
- FluLaval will be distributed by GSK and three distributors: ASD Healthcare, Henry Schein and McKesson

# GSK's Commitment to Market

- Continue innovation to improve vaccine effectiveness & product processes
- Committed to looking at avenues to improve the influenza vaccine system including access
- Long term vaccine market commitment

# GSK's Actions

- Contributing to a comprehensive influenza preparedness effort
  - Seasonal Flu Vaccine Manufacturer
  - Pandemic Vaccine Development
  - Increased Antiviral Manufacturing

# Innovation

*GSK is continuing to invest significantly in the future of its influenza vaccines offerings, including:*

- Development of technologies such as adjuvant systems to boost the immune response of vaccines and expand capacity.
- Enhancing and accelerating the manufacturing process through cell culture technology
- Improving delivery systems. A team is evaluating new systems, such as intranasal.

# Market Need -- Recommendations

The Centers for Disease Control and Prevention (CDC) recommends that approximately 3 out of every 4 Americans receive flu shots each year.

- GSK is committed to working with the government, public health agencies and healthcare providers to raise awareness surrounding the importance of flu vaccination.
- Raising awareness among those who are at greatest risk for complications is particularly important and includes people who are 50 years and older and those who suffer from chronic diseases (i.e., cardiovascular disease, asthma, diabetes). Healthcare workers and people who live with and/or care for people at high-risk of complications should also get vaccinated to help them stay healthy and avoid infecting others.

# Extending the Season Awareness

- GSK is dedicated to educating the public regarding the benefits of vaccination “late” in the season.
- GSK has been pleased to support the annual National Influenza Vaccination Week (NIVW), an initiative launched by the CDC, Health and Human Services (HHS) and the National Influenza Vaccine Summit (“the Summit”) to educate the public regarding the importance of continuing influenza vaccination through December and beyond.
- Flu typically peaks in February or March. GSK plans to continue to support efforts to extend awareness of the value of influenza vaccination during the season on an ongoing basis.

**Thank You!**

**GSK Vaccines**