



National Influenza Vaccine Summit Scottsdale, Arizona – 17 May 2010

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A Broad Portfolio Offering to Serve the Healthcare and Public Health Communities

Prevention - Immunization

Protection – Antiviral Prophylaxis &
Virucidal Respirator

Treatment – Antiviral Treatment

Strong Research Pipeline
to Complement our
Current Portfolio

GSK Influenza Vaccine Products



- Approved for adults 18 years of age and older
- Available in a 5 mL multi-dose vial containing 10 doses (0.5 mL each)
- Contains Thimerosal as a preservative. Each 0.5 mL dose contains 25 micrograms of mercury
- Manufactured in Quebec, Canada



- Approved for use in persons 3 years of age and older
- Available in a 0.5 mL latex-free single-dose pre-filled syringe
- Thimerosal-free
- Manufactured in Dresden, Germany

Expanded Age Indication for Fluarix



- FLUARIX has been available in the US since 2005 for adults 18 years of age and older.
- In 2009, FDA expanded the age indication for FLUARIX for use in children 3 years of age and older
- FLUARIX is currently distributed in 80 countries worldwide

Vaccine Delivery Projections and Timing

- GSK estimates that up to 36 million doses total (Fluarix and FluLaval) will be supplied to the US
- **GSK anticipates:**
 - Beginning shipments in July
 - Shipping 50% of seasonal vaccine doses by the end of August
 - Completing shipments by the end of October
 - All estimates are dependent on regulatory approval
- *These are early estimates provided for planning purposes and are not a commitment to dates and amounts of vaccine*

Influenza Antiviral Prophylaxis and Treatment

RELENZA
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- Relenza is recommended for:
 - Treatment of influenza in patients seven years of age and older who have been symptomatic for no more than 2 days
 - Prophylaxis of influenza in patients five years of age and older
- Relenza continues to be available in pharmacies for the Influenza season
- To date, no clinical cases of resistance to Relenza have been reported to any circulating influenza strains

GSK Pipeline: Next Generation Influenza Vaccine

- GSK is in the second year of a two year, global clinical trial (INFLUENCE 65) of over 43,000 participants, aged 65 years or older, to evaluate a new adjuvanted seasonal influenza vaccine
- The adjuvanted vaccine will be compared to currently marketed GSK seasonal vaccine in the prevention of laboratory confirmed influenza
- More than 200 million doses of GSK's adjuvanted influenza vaccines have been distributed in more than 40 countries **outside** the US

Universal Mass Vaccination & Health Care Workers

Universal Mass Vaccination (UMV):

- UMV removes barriers to influenza immunization and signals the importance of preventing influenza across the entire population

Continuing Challenges: Health Care Worker (HCW) Vaccination:

- Although improving, HCW rates for influenza remain low. Interim results from January 2010 indicate that only 61.9% of HCW were vaccinated against seasonal influenza by January 2010
- The 2010 Section 317 Report to Congress specifically cites, “the resistance of healthcare personnel to getting vaccinated” as a barrier and challenge to adult immunization (p.37)

Public Health Partnerships: Raising Awareness and Driving Uptake



Seventy-eight percent of those participating hospitals raised their vaccination rates... The 2009 Challenge asks hospitals to achieve a 65, 75, or 90 percent vaccination rate for JCR recognition, and it has been expanded to workers in ambulatory and long-term care facilities.



*"To address the low flu vaccination rates among **heart disease patients**, Mended Hearts, Inc., launched "I Heart Flu Shots™," an educational campaign that helps educate people living with heart disease about the importance of getting a seasonal flu shot. For more information about this campaign, go to www.IHeartFluShots.com."*

- The American College of Cardiology (ACC)



*"It does not appear that the increased public discussion of the role of influenza vaccines has had a significant impact on the public's behavior," said Katherine Harris, a senior economist at **RAND**.*



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