Paolo Paoletti
President, GSK Oncology

December 6, 2013
Leerink Swann PolarXpress

GSK Oncology Today

- Globally integrated research, development and commercial organization
- Presence in over 70 countries,
  - Oncology focused business units in top 12 markets
- Over 1,300 staff, including 60 full-time oncologists
- Dedicated oncology and hematology sales forces
- Approximately 20,000 patients currently enrolled in clinical trials, in over 100 sites
- 6 Core Brands, 8 Indications

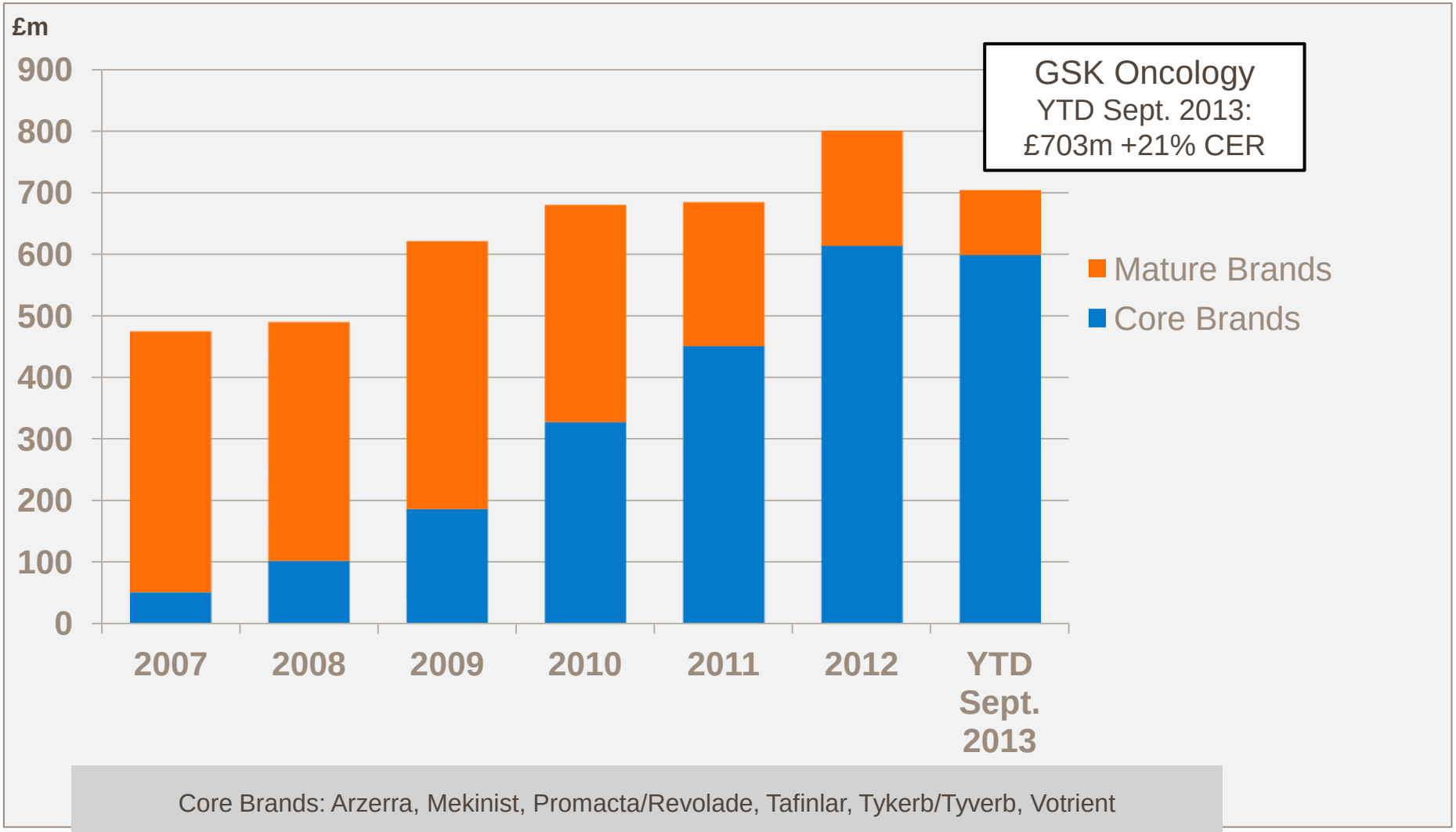
Our Strategic Priorities

Grow our business

Deliver products of value

Engage with trust and respect

Core Brands Driving Performance



Core Brands: Arzerra, Mekinist, Promacta/Revolade, Tafinlar, Tykerb/Tyverb, Votrient

Arranon excluded following reclassification to Rare Diseases

GSK Has the Opportunity to Become a Top 5 Oncology Company by 2018*

*Source: Competitor sales data from Decision Resources, Market Analyzer (May 2013)

Oncology Market Dynamics

High Unmet Need

1 in 3 of us will be diagnosed with cancer

Scientific Advances & Precision Medicine

From "Blockbusters" to "Niche Busters"
Emerging role of immuno-modulation

Fastest Growing & Highly Competitive Marketplace

Oncology – potentially largest pharmaceutical segment by 2016

Changing Regulatory & Payer Environment

Greater need for evidence based value proposition

Initial Fast-follower Strategy, Now an Innovator

Product	Approved Indications	Potential New Indications
ARRANON (nelarabine) Injection	• ALL (adult and pediatric)	
Tykerb / Tyverb (lapatinib ditosylate / lapatinib)	• HER2+ MBC post-H, + Cap or + Herceptin • HER2+ MBC 1L, + AI or Pac	• Adjuvant Breast • Neo-adjuvant Breast
PROMACTA (eltrombopag olamine) / REVOLADE	• ITP • HCVaT	• Aplastic Anemia • MDS / AML
NEW Votrient (pazopanib tablets 200 mg)	• RCC • Sarcoma	• Ovarian • RCC Adjuvant • PNET
Arzerra (ofatumumab)	• Refractory CLL	• CLL 1L, Rel & Maint • DLBCL Relapse • FL Relapse, Refractory
XGEVA (denosumab)	• Skeletal Related Events (EM)	
Vectibix (panitumumab)	• Colorectal Cancer (EM)	

Innovation: Precision Medicine, *Next Wave of Science*

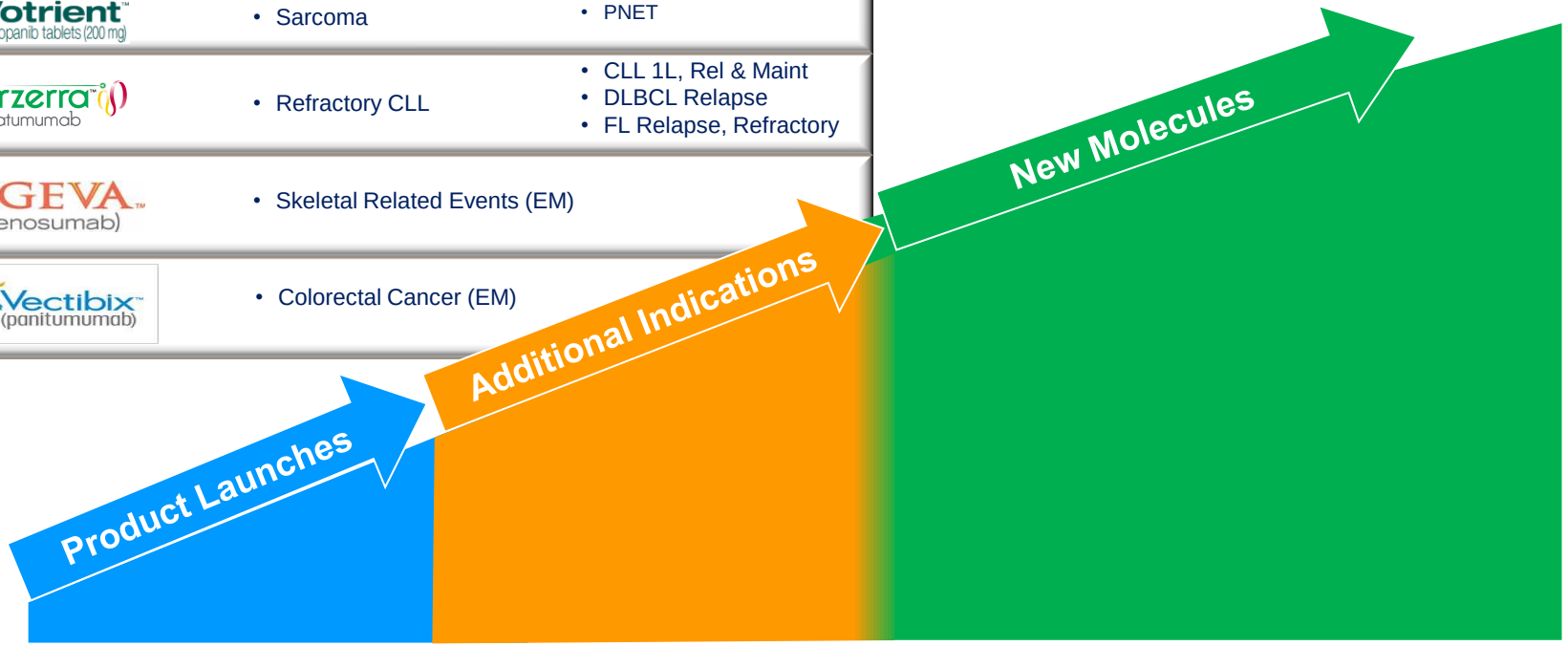
Tafinlar (dabrafenib) + Mekinist (trametinib)

Approved as single agents in BRAFm metastatic melanoma

Submitted: combination

New Indications in develop
- Adjuvant melanoma
- NSCLC

- **Tumor Signaling:** Pi3K, Pi3Kβ, FAK, Her3, FGF, MEK, BRAF, AKT, foretinib (cmet)
- **Immuno-oncology:** novel check-point modulators, ASCI
- **Epigenetics:** BETi, LSD1i, EZH2i
- **ADCs**: BCMA, Claudin3, FXYD5, GPR172A
- **Stem Cell:** LRP6, Notch (oncomed)

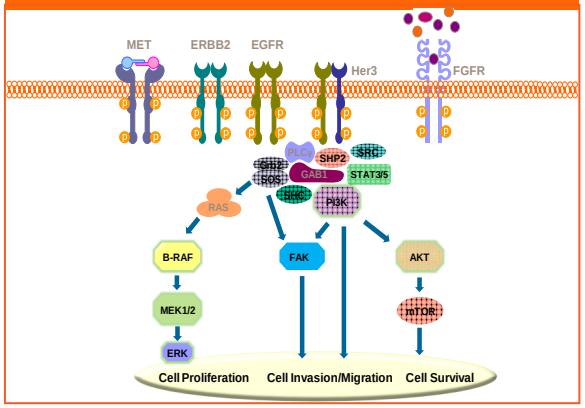


Arranon has recently been reclassified to Rare Diseases

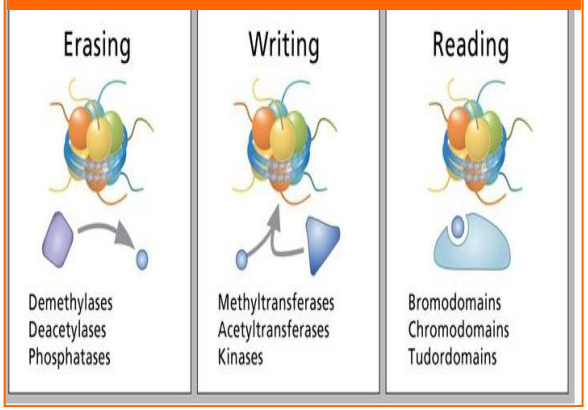
Innovation Enablers - Discovery Performance Units

Smaller, Focused, Empowered, Accountable

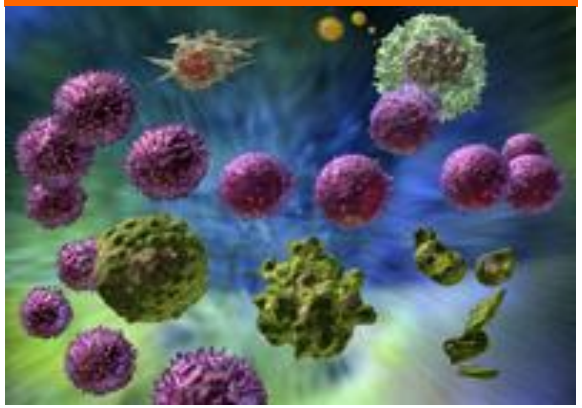
Tumor Signaling



Cancer Epigenetics



Immuno-oncology



Best Science

Lead in Precision Medicine & Combinations

Deliver Total Value Proposition

Arzerra: Currently in Relapsed/Refractory CLL, Expect to Enter First-line CLL Market

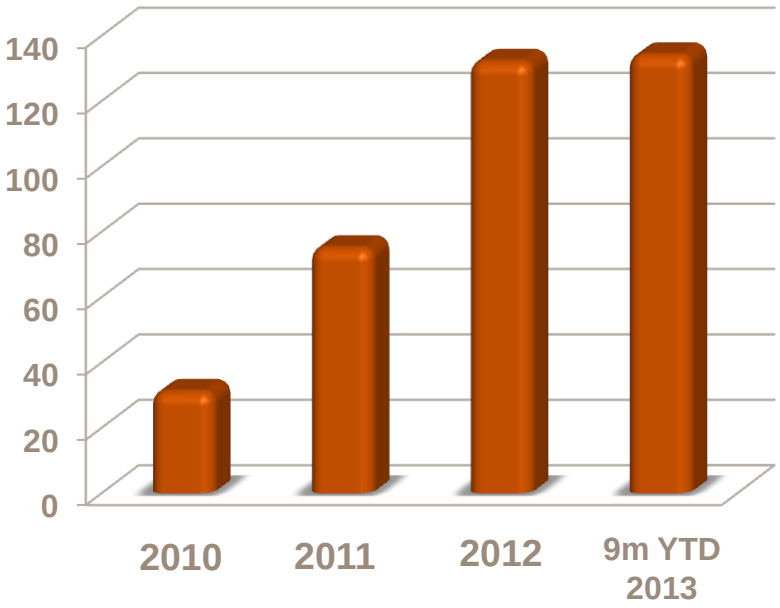
Arzerra™ ofatumumab

- £56m Sept. YTD +20% CER
- Currently marketed in 23 countries
- Impressive phase III data in first-line CLL
  - Median PFS: 22.4 months vs. 13.1 months (HR: 0.57; p<0.001).
  - Granted FDA breakthrough designation status
  - Filed in US and EU in Oct. 2013
- 6 ongoing Phase III trials
  - DLBCL, CLL, FL
- Ongoing and planned combination trials with ibrutinib and idelalisib

Promacta: First & Only Oral Drug for ITP and Only Drug Indicated for HepC Related Thrombocytopenia

PROMACTA® (eltrombopag)
25mg, 50mg, 75mg tablets

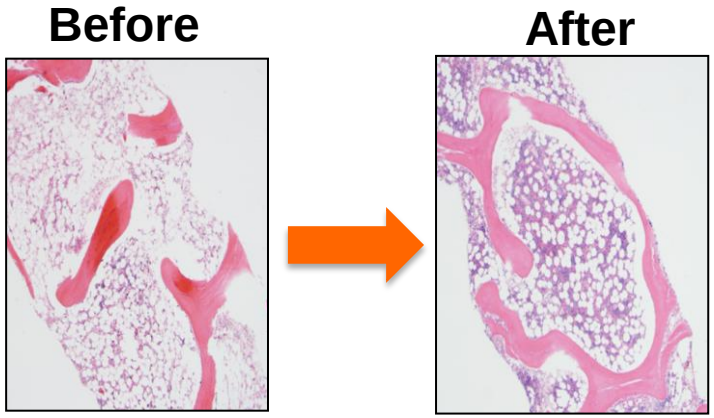
REVOLADE™ (eltrombopag olamine)



- £134m +48% CER 9m YTD
- Opportunity for continued growth and leadership in ITP
- Launching Hepatitis C Associated thrombocytopenia indication globally
- Future opportunities in MDS, AML, Pediatric ITP, SAA


The NEW ENGLAND JOURNAL of MEDICINE
ESTABLISHED IN 1812 JULY 5, 2012 VOL. 367 NO. 1

Eltrombopag and Improved Hematopoiesis in Refractory Aplastic Anemia



Alliance relationship with Ligand

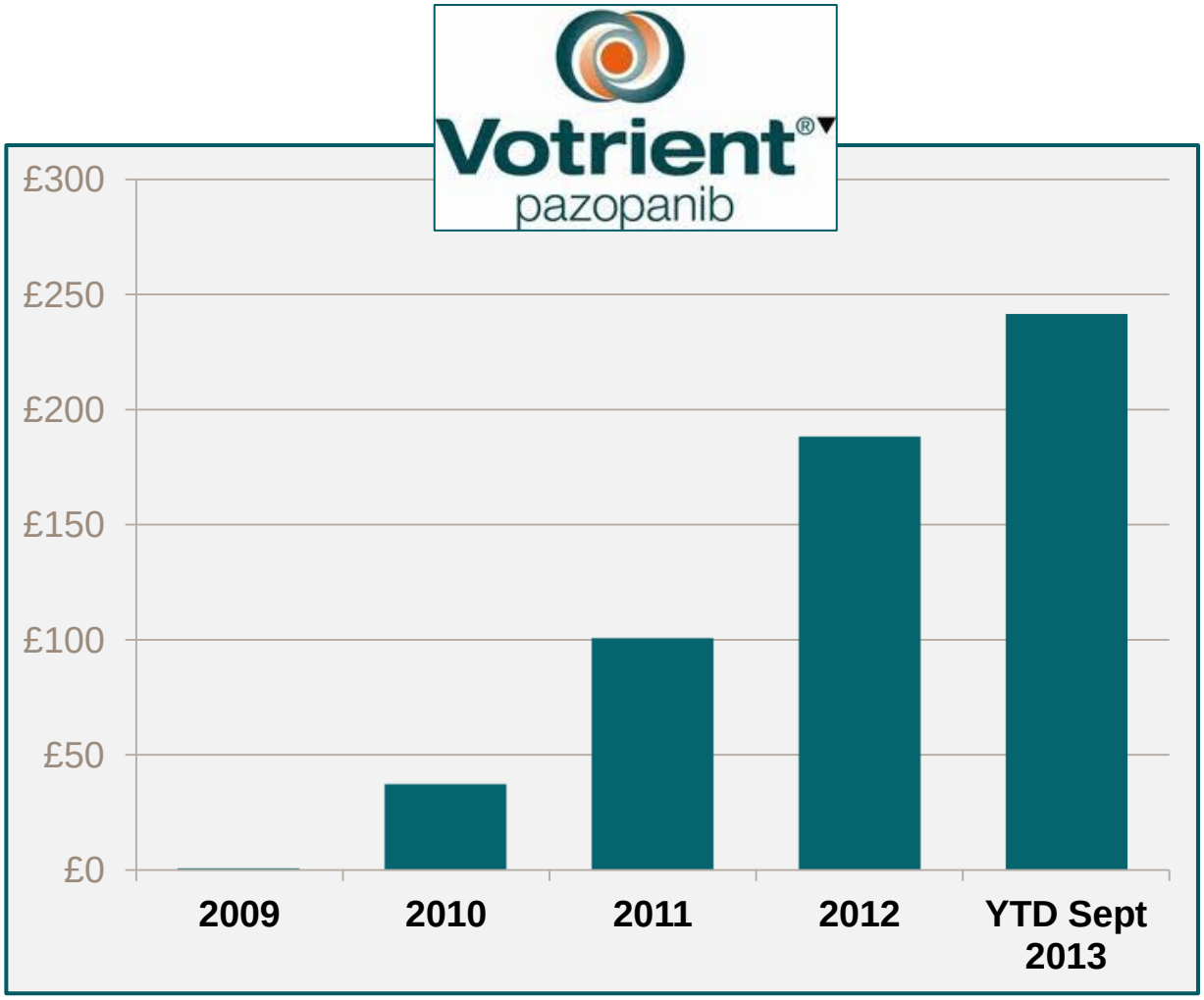
Tykerb: First & Only Oral Drug Targeting HER2+ Breast Cancer

Tykerb™
lapatinib ditosylate

Tyverb®
lapatinib

- £158m Sept. YTD -11% CER
- > 65,000 patients treated since 2007
- £1 billion cumulative sales by 2012
- 4 approved indications
- Recent approval of vertical dual blockade
- Neo-adjuvant breast cancer data at SABCS 2013
- Adjuvant breast cancer trial (ALTTO) data in 2014

Votrient: New Indications and Clinical Data Boosting Performance



Largest product in the Oncology Portfolio:

£241m +97% CER 9m YTD

Approved indications

- Renal Cell: Oct.'09
- Sarcoma: Apr.'12

Pipeline indications

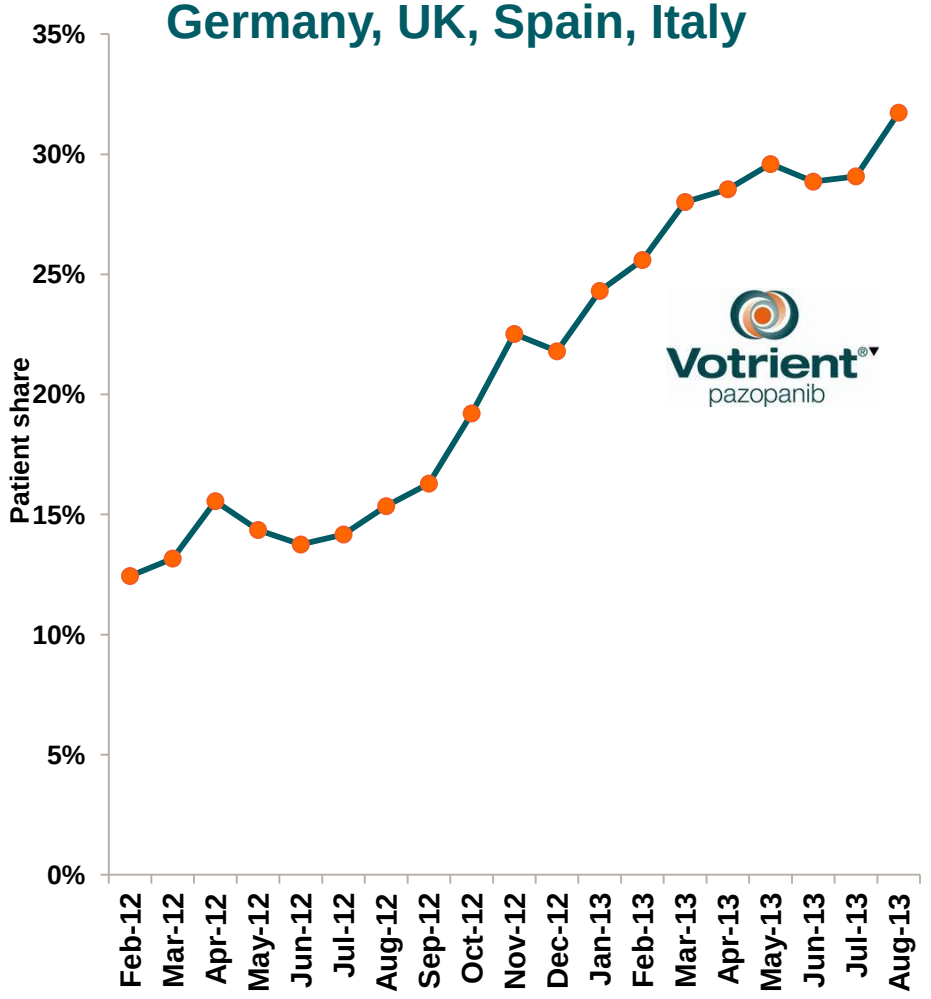
- Ovarian: (filed in EU)
- RCC adjuvant
- PII in solid tumors

Key Recent Data

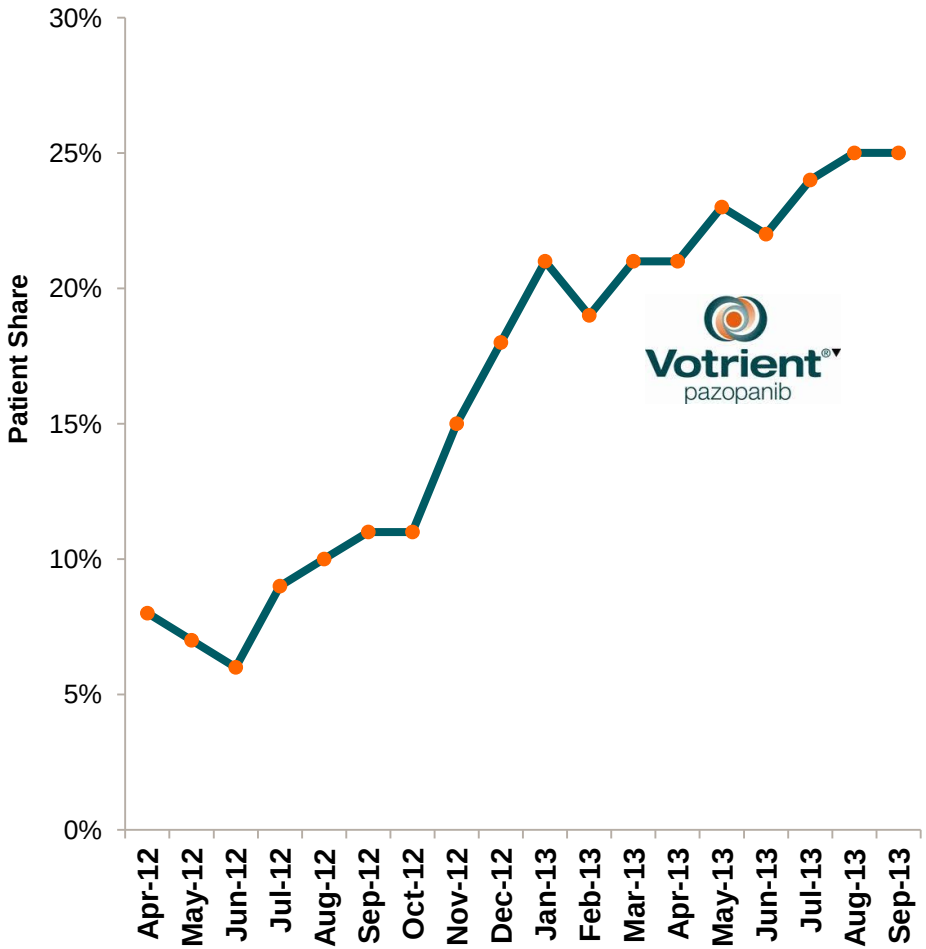
- COMPARZ (H2H vs. Sutent)
- PISCES (patient preference)

Votrient Gaining Momentum in RCC Since COMPARZ Study Reported (October 2012)

Germany, UK, Spain, Italy



United States



Sources: 1. EU data: IMS OA – RCC ETS, Aug 2013 2. US data: IPSOS Global Oncology, RCC, August 2013

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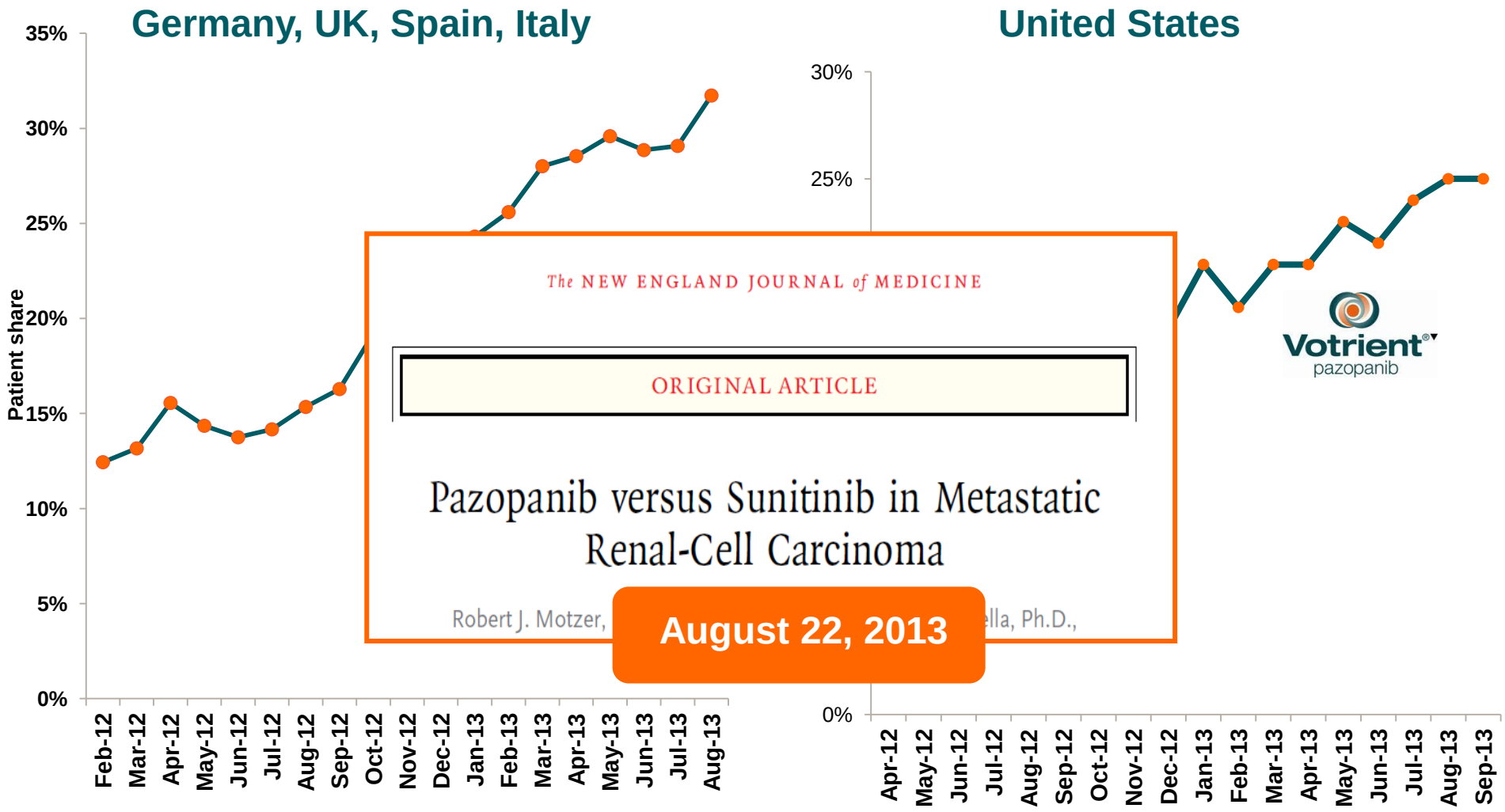

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Kiran Patel, MD

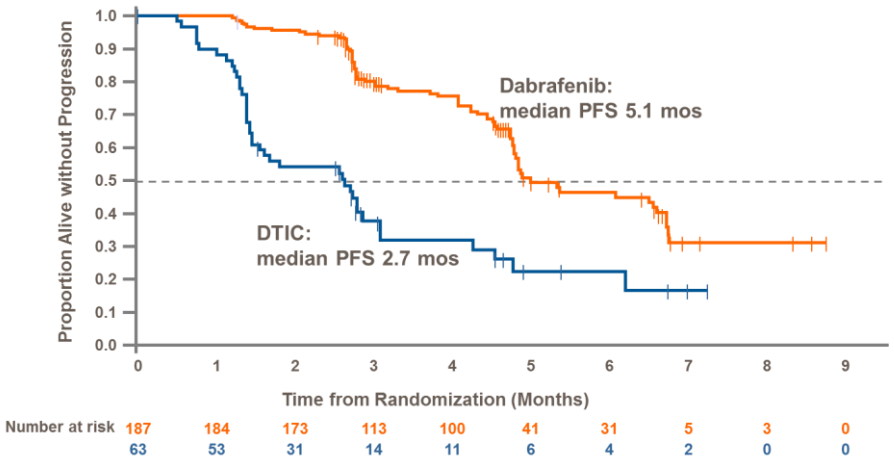
Vice President and
Medicine Development Leader
dabrafenib and trametinib

Melanoma: Targeted Approach with dabrafenib & trametinib

High unmet need	Scientific advances & precision medicine	Fastest growing & highly competitive marketplace	Changing regulatory & payer environment
Deadly disease if not caught early	*From "Untreatable Cancer" to potential medicines*	*Innovative and efficient development*	*Evidence-based value proposition*

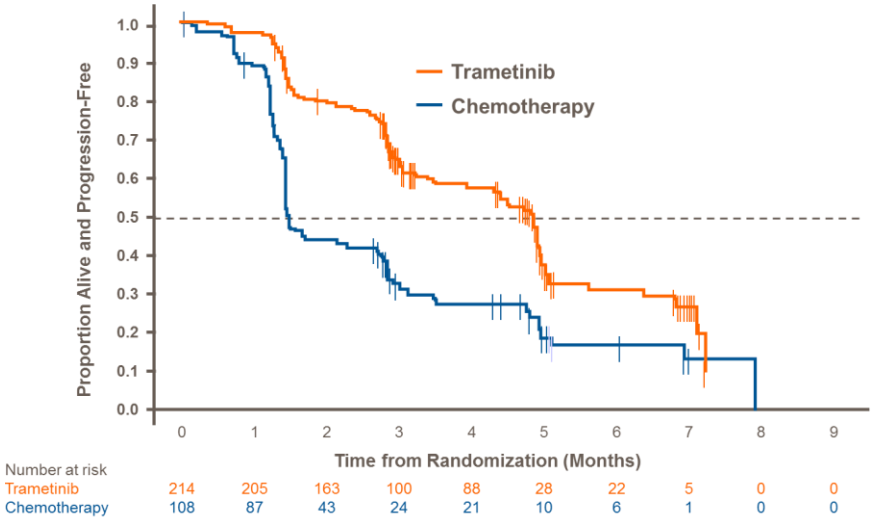
Two Highly Active Monotherapy Agents: Tafinlar (dabrafenib), Mekinist (trametinib)

dabrafenib (BRAFi)
(70% reduction in risk of progression or death)



	dabrafenib N=187	Chemotherapy N=59
Median PFS	5.1 months	2.7 months
HR (95% CI) P-value	0.30 (0.18,0.51); <0.0001	

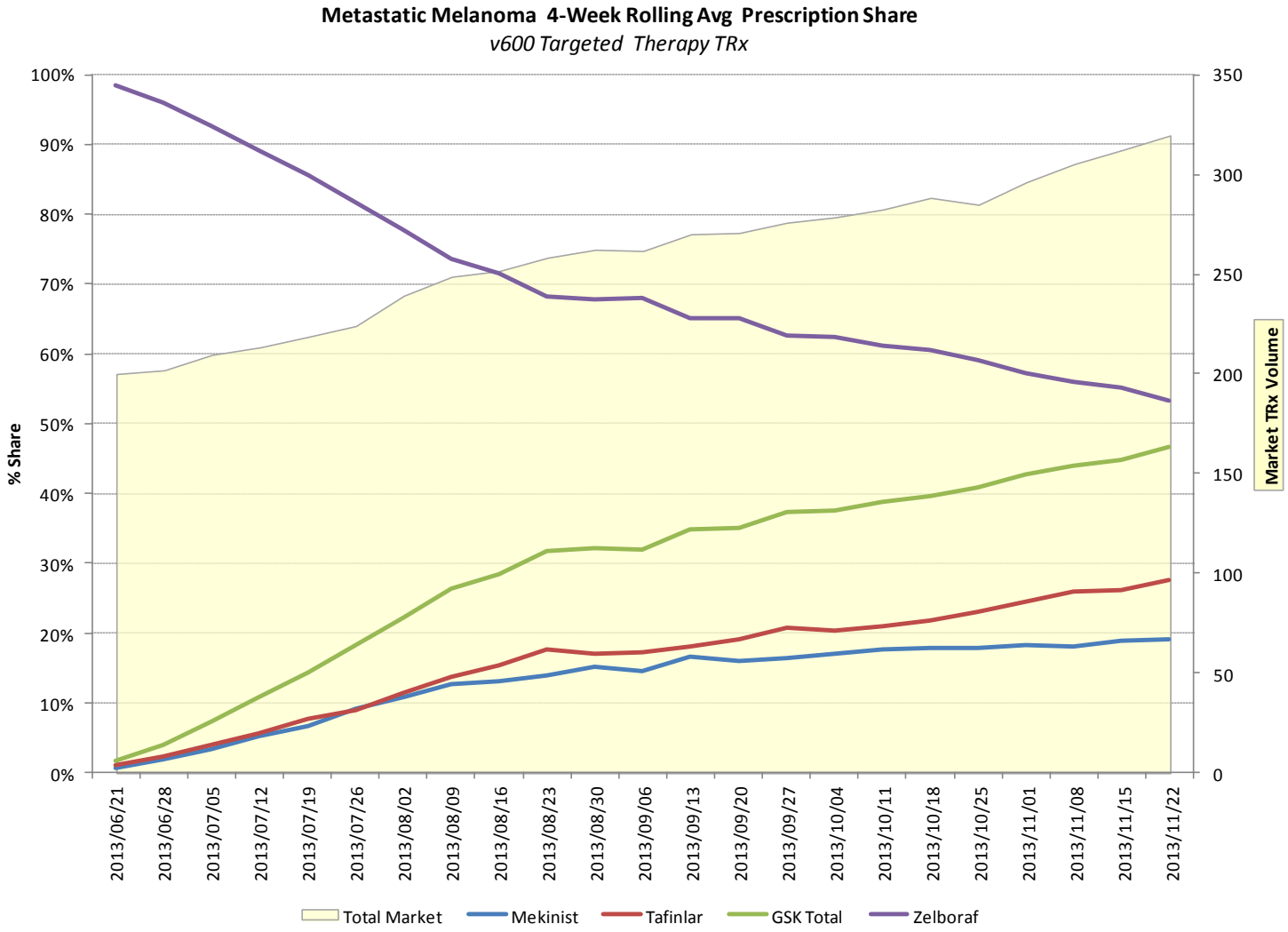
trametinib (MEKi)
(55% reduction in risk of progression or death)



	trametinib N=214	Chemotherapy N=108
Median PFS	4.8 months	1.5 months
HR (95% CI) P-value	0.45 (0.33, 0.63); <0.0001	

The full data including the safety profiles of these assets were presented at ASCO2012

GSK Melanoma Share of v600 Agents in US (Weekly IMS Rx)
Tafinlar and Mekinist Both Approved & Promoted as Monotherapy Only

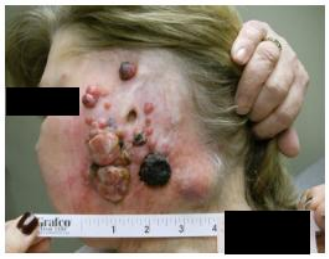


Source: IMS Health
NRx avg. R4W share through 22 Nov 2013 Tafinlar ~29% and Mekinist ~22%

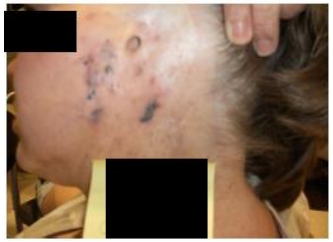
Combination of Tafinlar and Mekinist: Translating Responses into Overall Survival

Clinical Reponses

Before

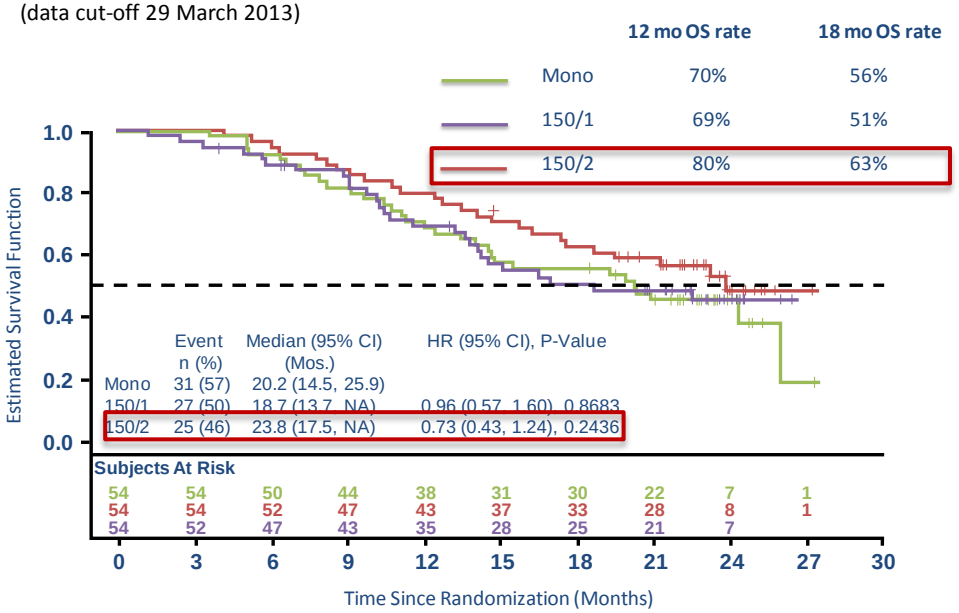


After



Overall Survival

(data cut-off 29 March 2013)



Med follow up time 24 mos.

45 of 54 mono subjects crossed-over

- More complete blockage of critical pathway
- Investigational MEK/BRAF Combination PDUFA: Jan 2014 (based on ph II)
- **Ph II ext.: 23.8 months median OS, New data presented Nov 2013 SMR**
- Phase III adjuvant programme
- Planned combination trials with immuno-therapies

Compared to dabrafenib monotherapy, the **investigational combination therapy** results in more fever/fever-related events & adverse events associated with MEK inhibition, such as peripheral oedema, hypertension, decreased ejection fraction and ocular events while reporting a lower incidence of BRAF inhibitor-associated skin effects

Recap of Late-Stage Pipeline Delivery

Recent Approvals

- Promacta, HCVaT (US, EU)
- Tafinlar (US, EU)
- Mekinist (US)
- Tyverb, dual blockade breast (EU)

Regulatory Filings

- Mekinist (EU)
- Tafinlar+ Mekinist combo (based on ph II)
- Votrient, ovarian (EU)
- Arzerra, frontline CLL

Ph III Data by YE 2014

- Arzerra, CLL maintenance
- Arzerra, CLL relapsed
- Arzerra, DLBCL
- Promacta, pediatric ITP
- Tafinlar+Mekinist combo
- Tykerb, adjuvant breast

R&D achieved 4 regulatory approvals for 4 assets, and made 4 regulatory filings in 2013. Expect several pivotal data read outs in 2014.