

Q2 2019 Results

24 July 2019

Cautionary statement regarding forward-looking statements



This presentation may contain forward-looking statements. Forward-looking statements give the Group's current expectations or forecasts of future events. An investor can identify these statements by the fact that they do not relate strictly to historical or current facts. They use words such as 'anticipate', 'estimate', 'expect', 'intend', 'will', 'project', 'plan', 'believe', 'target' and other words and terms of similar meaning in connection with any discussion of future operating or financial performance. In particular, these include statements relating to future actions, prospective products or product approvals, future performance or results of current and anticipated products, sales efforts, expenses, the outcome of contingencies such as legal proceedings, dividend payments and financial results.

Other than in accordance with its legal or regulatory obligations (including under the Market Abuse Regulations, UK Listing Rules and the Disclosure Guidance and Transparency Rules of the Financial Conduct Authority), the Group undertakes no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise. Investors should, however, consult any additional disclosures that the Group may make in any documents which it publishes and/or files with the US Securities and Exchange Commission (SEC). All investors, wherever located, should take note of these disclosures. Accordingly, no assurance can be given that any particular expectation will be met and investors are cautioned not to place undue reliance on the forward-looking statements.

Forward-looking statements are subject to assumptions, inherent risks and uncertainties, many of which relate to factors that are beyond the Group's control or precise estimate. The Group cautions investors that a number of important factors, including those in this presentation, could cause actual results to differ materially from those expressed or implied in any forward-looking statement. Such factors include, but are not limited to, those discussed under Item 3.D 'Risk factors' in the Group's Annual Report on Form 20-F for FY 2018. Any forward-looking statements made by or on behalf of the Group speak only as of the date they are made and are based upon the knowledge and information available to the Directors on the date of this presentation.

A number of adjusted measures are used to report the performance of our business, which are non-IFRS measures. These measures are defined and reconciliations to the nearest IFRS measure are available in our second quarter 2019 earnings release and Annual Report on Form 20-F for FY 2018.

All expectations and targets regarding future performance and the dividend should be read together with "Assumptions related to 2019 guidance and 2016-2020 outlook" on page 61 of our second quarter 2019 earnings release.

Agenda



Q2 2019 progress

Emma Walmsley, Chief Executive Officer

Q2 2019 financial results

lain Mackay, Chief Financial Officer



R&D update

Hal Barron, Chief Scientific Officer, President R&D



Summary

Emma Walmsley, Chief Executive Officer



Q&A:

David Redfern, Chief Strategy Officer, Chairman of ViiV Luke Miels, President Global Pharmaceuticals Brian McNamara, CEO GSK Consumer Healthcare Roger Connor, President Global Vaccines



Emma Walmsley, CEO

Q2 delivers good sales and earnings growth



Pharmaceuticals

Respiratory* +12%

Group sales growth of +5%

-1% CER

HIV -2%; dolutegravir +0%

Benlysta +25%

Zejula sales of £57m

Vaccines +23% CER

Shingrix sales of £386m, +>100%

Meningitis +26%

Consumer Healthcare +4% CER

Oral health +5%

Wellness +3%

Group Adjusted operating margin down 1.4pp

Total EPS of 19.5p, +>100%; Adjusted EPS of 30.5p, +4%

1H 2019 FCF of £535 million

All growth rates and margin changes at CER

Q2 progress made on our 3 priorities



2019 focus

Innovation

- Strengthen pipeline
- Execution of launches

Performance

- Driving growth and operating performance
- Plan for the integration of Pfizer consumer health business

Trust

- Regular updates on innovation
- Global health focused for impact
- Modern employer







Positive data in CAPTAIN study for Trelegy in asthma

Phase 3 study start for otilimab (aGM-CSF) in Rheumatoid Arthritis

Collaboration with University of California to advance genomic research

✓ Delivered growth and operating performance

✓ On track to complete JV with Pfizer Q3 2019*

✓ Building specialty capabilities

✓ Improved employee engagement score

Data and additional approvals support new product momentum



Respiratory: continued strong uptake for Trelegy and Nucala

TRELEGY: launched in 36 countries including Japan; China launch planned Q4 2019

CAPTAIN study in asthma met primary endpoint of superiority over ICS/LABA in lung function*; regulatory submissions planned for 2H 2019

NUCALA: At-home self-administration US approval received June 2019

HIV: momentum building for transition to 2 drug regimens

DOVATO: EU FDC approval received July 2019: GEMINI I & II 96 week data; presented later today at IAS; TANGO switch study: positive data at IAS; submission planned

Cabotegravir + rilpivirine: US submission made April 2019; EU filing planned Q3 2019: ATLAS 2M data expected 3Q 2019

Fostemsavir: 96 week data at IAS; US filing planned 2H 2019

Oncology: PRIMA data supports expansion into 1L OC maintenance

ZEJULA: now approved in 36 countries: launched in US, Germany, UK and Italy, filed in China**

PRIMA study in 1L OC maintenance: met primary endpoint of progression free survival in patients regardless of biomarker status; US regulatory submission planned by end 2019

sNDA filed for new treatment setting: 4L+ ovarian cancer in patients with gBRCA mutations or HRD+ (QUADRA)

Vaccines: continued strong performance from Shingrix

SHINGRIX: Q2 2019 sales of £386 million

Approval in China received May 2019; phased introduction of doses starting in 2020

Supply expansion on track, with work started on new facility to further grow capacity to meet demand

^{*}versus Relvar/Breo

^{**} Niraparib licensed to Zai Laboratory in China & Hong Kong for all indications ex. prostate cancer



Q2 2019 financial results

Iain Mackay, CFO

Headline results



	Q2 2019	Reported growth %		H1 2019	Reported	growth %
	£m	AER	CER	£m	AER	CER
Turnover	7,809	7	5	15,470	6	5
Total operating profit	1,484	90	80	2,912	44	37
Total EPS	19.5p	>100	>100	36.3p	80	70
Adjusted operating profit	2,171	3	(1)	4,334	8	4
Adjusted EPS	30.5p	9	4	60.6p	15	11
Free cash flow	370	(25)	n/a	535	(35)	n/a

Results reconciliation



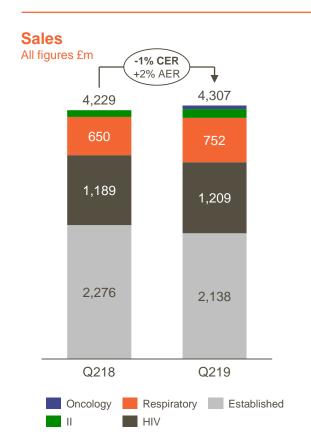


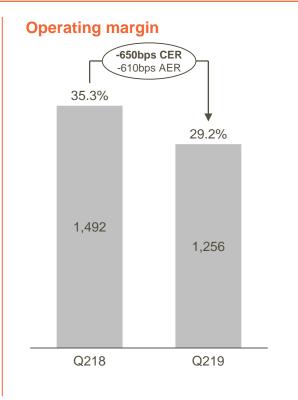
	Total results	Intangible amortisation	Intangible impairment	Major restructuring	Transaction related	Disposals, significant legal and other	Adjusted results
Turnover (£bn)	7.8						7.8
Operating profit (£bn)	1.5	0.2	<0.1	0.3	0.2	(0.1)	2.2
EPS (pence)	19.5	3.3	0.3	5.1	2.7	(0.4)	30.5
Q2 18 EPS (pence)	9.0	2.3	0.4	2.5	14.0	(0.1)	28.1

Pharmaceuticals

Q2 2019







Sales

- New launches: Trelegy, Nucala, Juluca, Dovato
- Ventolin Authorised Generic
- + Continued Benylsta performance
- First full quarter of generic Advair

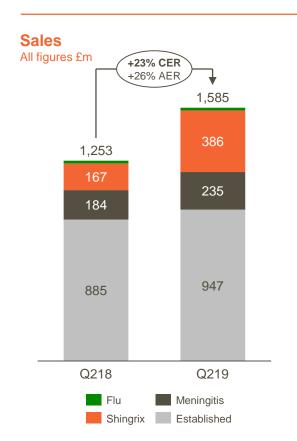
Operating profit

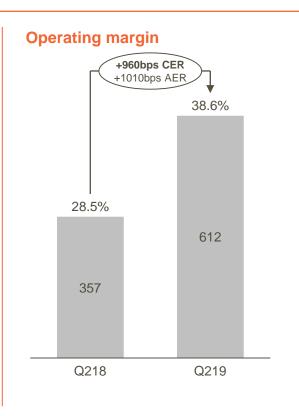
- + Tight control of costs
- Impact of generic Advair
- Investment in R&D
- Addition of Tesaro cost base

Vaccines

Q2 2019







Sales

- Shingrix demand
- (+) Meningitis growth
- 1 Infanrix, Pediarix CDC stockpile
- MMRV supply constraints

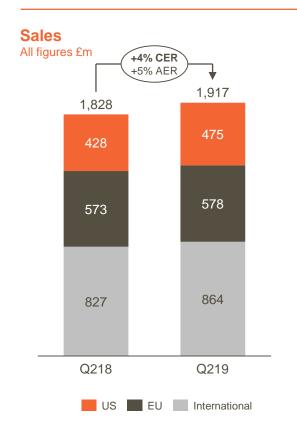
Operating profit

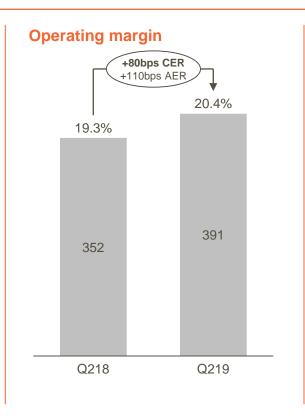
- Shingrix operating leverage
- Higher royalty income

Consumer Healthcare

Q2 2019







Sales

- Power brands performance
- Strong performance in US
- Stabilisation in Europe
- Divestments & phasing out of contract manufacturing c.1%

Operating profit

- Manufacturing restructuring benefits
- + Improved product mix
- + Continued strong cost control
- Targeted investment

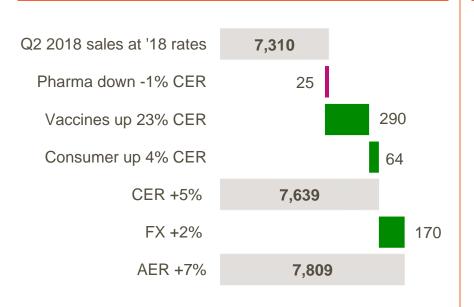
Sales and Adjusted operating margins

Q2 2019

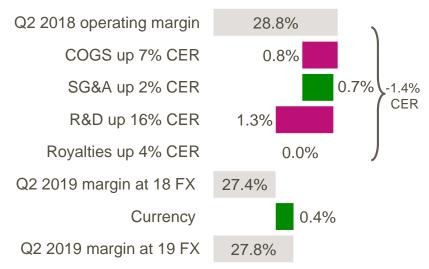


Sales

All figures £m



Adjusted operating margin



Adjusted operating profit to net income

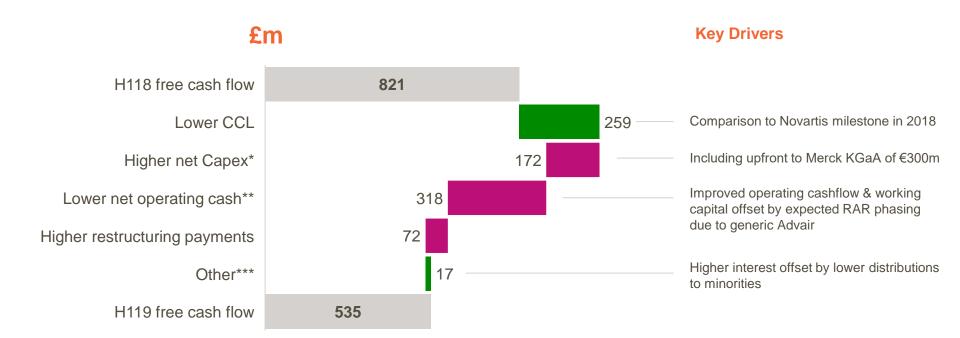
gsk

Continued delivery of financial efficiency

	Q2 18	Q2 19
	£m	£m
Operating profit	2,102	2,171
Net finance expense	165	220
Share of associates	2	(4)
Tax	388	300
Tax rate	20.0%	15.4%
Minorities	170	138
Net income	1,381	1,509

1H 2019 free cash flow of £0.5bn





CCL: contingent consideration liability

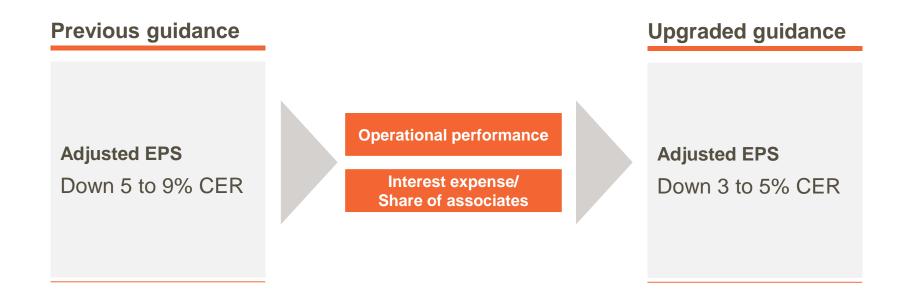
^{*} Net Capex includes purchases less disposals of PP&E and intangibles

^{**} Net operating cash is net cash inflow from operating activities including changes in working capital, excluding restructuring, operating CCL, and significant legal payments.

^{***} Other includes significant legal payments, net interest paid, income from associates and JVs and distributions to minorities

2019 guidance







R&D update

Dr Hal Barron, Chief Scientific Officer



Science **Technology Culture**

Strengthening our R&D pipeline through a focus on science related to the immune system, the use of human genetics, and advanced technologies



Significant progress since setting out our new approach to R&D 12 months ago



Science

Accelerated our pipeline

- 8 assets advanced into Phase 1, 3 into Phase 2, 4 into Phase 3 (Zejula 1L OC, dostarlimab EC, bintrafusp alfa BTC, otilimab RA), plus 3 vaccines progressed into Phase 1/2, 3 approvals (Dovato, Dectova, Nucala pre-filled syringe) and 11 terminations
- Doubled the number of clinical oncology assets in the pipeline from 8 to 17
- On track for 6 submissions in the next 6 months (Zejula 1L OC, belantamab mafodotin 4L+ MM, dostarlimab EC, fostemsavir, Trelegy asthma, daprodustat (Japan only))

Technology

Advanced our technology approach with targeted business development and new hires

- Major agreements reached with 23andMe, the Laboratory for Genomics Research and Lyell
- New external hires to lead and build capabilities in Functional Genomics and Artificial Intelligence/Machine Learning

Culture

Started to shift our culture with outstanding people working with and for us

- Appointed new talent into 38% of key R&D roles with over half being external hires
- Partnered with world-leading experts in CRISPR, human genetics and cell therapy

Our R&D pipeline progress over the last 12 months





Phase 1

3008348 (aVb6 integrin antagonist) IPF

2831781* (LAG3) ulcerative colitis

3358699* (targeted BET inhibitor) RA

3858279* (CCL17 antagonist) OA pain

2636771 (Pl3kb inhibitor) cancer

2983559 (RIP2k inhibitor) IBD

3745417 (STING agonist) cancer

3186899* (CRK-12 inhibitor) visceral leishmaniasis

3511294* (IL5 LA antagonist) asthma

2292767 (Pl3kd inhibitor) respiratory diseases

1795091 (TLR4 agonist) cancer***

3810109* (broadly neutralizing antibody) HIV

3537142* (NYESO1 ImmTAC) cancer

3439171* (H-PGDS inhibitor) muscle repair

3145095 (RIP1k inhibitor) pancreatic cancer

3368715* (Type 1 PRMT inhibitor) cancer

LAG-3 antagonist* (TSR-033) cancer

2269557 (nemiralisib PI3Kd inhibitor) APDS

3174998* (OX40 agonist) cancer***

3732394 (combinectin HIV entry inhibitor) HIV

Phase 2

2798745 (TRPV4 antagonist) cough

2245035 (TLR7 agonist) asthma

1325756 (danirixin CXCR2 antagonist) COPD

2398852*/2315698* (SAP antagonist) AL/ATTR-CM

3640254 (HIV maturation inhibitor) HIV

3389404*/3228836* (HBV ASO) HBV

3359609* (ICOS receptor agonist) cancer

2982772 (RIP1k inhibitor) pso/RA/UC

3772847* (IL33r antagonist) asthma

3377794* (NY-ESO-1 TCR) cancer

2586881* (rhACE2) acute lung injury/PAH

2140944* (gepotidacin) antibacterial

2330811 (OSM antagonist) systemic sclerosis

2881078 (SARM) COPD muscle weakness

2862277 (TNFR1 antagonist) acute lung injury

525762 (molibresib, BET inhibitor) cancer

2330672 (linerixibat, IBATi) cholestatic pruritus

3326595* (PRMT5 inhibitor) cancer

GR121619* (oxvtocin) postpartum haemorrhage

TSR-022* (TIM-3 antagonist) cancer

3036656* (leucyl t-RNA inhibitor) TB

Pivotal/Registration

Benlysta + Rituxan SLE**

cabotegravir** LA + rilpivirine* LA HIV

Dovato HIV

daprodustat (HIF-PHI) anemia

fostemsavir (AI) HIV

Nucala COPD/HES/nasal polyps

Trelegy* asthma

Dectova* IV influenza

Nucala pre-filled syringe severe asthma

belantamab mafodotin* (BCMA ADC) multiple myeloma

Zejula* (PARP inhibitor) ovarian cancer**

dostarlimab* (PD-1 antagonist) cancer

bintrafusp alfa* (TGF\$ trap/anti-PDL1) BTC**

otilimab* (GSK 3196165, aGM-CSF) RA

Vaccines

Rotavirus - Phase 3

MMR - Phase 3 (US)

Fhola - Phase 2

Strep pneumonaie (next gen) - Phase 2

COPD* - Phase 2

Hepatitis C - Phase 2

Malaria* (fractional dose) - Phase 2

MenABCWY - Phase 2

Shigella* - Phase 2

Tuberculosis* - Phase 2

RSV paediatric - Phase 2

HIV* - Phase 2

Flu universal - Phase 1

RSV older adults* - Phase 1/2

RSV maternal* - Phase 1/2

Therapeutic HBV* - Phase 1/2

Note: Only the most advanced indications are shown for each asset

Key:

Approved

Progressed/New

Terminated

^ Including Nucala pre-filled syringe which was not included in Q218 pipeline slide; *In-license or other alliance relationship with third party; **Additional indications also under investigation; ***Re-categorised from phase II to I following refinement of phase definitions 21 Note: For oncology where Phase 1 studies are conducted in patients, the shift from Phase 1 to Phase 2 is defined when expansion cohorts are started.

Our R&D pipeline

44 medicines and 13 vaccines



P	h	а	S	e	1

2831781* (LAG3) ulcerative colitis 3358699* (targeted BET inhibitor) RA 3858279* (CCL17 antagonist) OA pain 2636771 (Pl3kb inhibitor) cancer 3745417 (STING agonist) cancer 3186899* (CRK-12 inhibitor) visceral leishmaniasis 3511294* (IL5 LA antagonist) asthma 2292767 (PI3kd inhibitor) respiratory diseases 1795091 (TLR4 agonist) cancer*** 3810109* (broadly neutralizing antibody) HIV 3537142* (NYESO1 ImmTAC) cancer 3439171* (H-PGDS inhibitor) muscle repair 3145095 (RIP1k inhibitor) pancreatic cancer 3368715* (Type 1 PRMT inhibitor) cancer LAG-3 antagonist* (TSR-033) cancer 2269557 (nemiralisib PI3Kd inhibitor) APDS 3174998* (OX40 agonist) cancer*** 3732394 (combinectin HIV entry inhibitor) HIV

Phase 2

3640254 (HIV maturation inhibitor) HIV 3389404*/3228836* (HBV ASO) HBV 3359609* (ICOS receptor agonist) cancer 2982772 (RIP1k inhibitor) pso/RA/UC 3772847* (IL33r antagonist) asthma 3377794* (NY-ESO-1 TCR) cancer 2140944* (gepotidacin) antibacterial 2330811 (OSM antagonist) systemic sclerosis 2881078 (SARM) COPD muscle weakness 525762 (molibresib, BET inhibitor) cancer 2330672 (linerixibat, IBATi) cholestatic pruritus 3326595* (PRMT5 inhibitor) cancer GR121619* (oxytocin) postpartum haemorrhage TSR-022* (TIM-3 antagonist) cancer 3036656* (leucyl t-RNA inhibitor) TB

Pivotal/Registration

Benlysta + Rituxan SLE**

cabotegravir** LA + rilpivirine* LA HIV

daprodustat (HIF-PHI) anemia

fostemsavir (AI) HIV

Nucala COPD/HES/nasal polyps

Trelegy* asthma

belantamab mafodotin* (BCMA ADC) multiple myeloma

Zejula* (PARP inhibitor) ovarian cancer**

dostarlimab* (PD-1 antagonist) cancer

bintrafusp alfa* (TGFβ trap/anti-PDL1) BTC**

otilimab* (GSK 3196165, aGM-CSF) RA

Vaccines

Rotavirus – Phase 3

MMR – Phase 3 (US)

Ebola – Phase 2

COPD* – Phase 2

Malaria* (fractional dose) – Phase 2

MenABCWY – Phase 2

Shigella* – Phase 2

Tuberculosis* – Phase 2

RSV paediatric – Phase 2

HIV* – Phase 2

RSV older adults* - Phase 1/2

RSV maternal* - Phase 1/2

Note: Only the most advanced indications are shown for each asset

Therapeutic HBV* - Phase 1/2

Pipeline progress in the last 6 months

Achieved 9 positive outcomes from 11 milestones



	1H 2019		2H 2019		1H 2020
Submission	Cabotegravir LA + rilpivirine LA HIV treatment ²	✓	fostemsavir (attachment inhibitor) HIV		Nucala HES
	Zejula 4L ovarian cancer sNDA (QUADRA)	✓	Trelegy asthma		
			belantamab mafodotin (BCMA) 4L MM monotherapy		
			dostarlimab BLA recurrent MSI-H tumours (inc MSI-H endometrial cancer) (GARNET)		
			Zejula 1L ovarian cancer (PRIMA)		
			daprodustat (HIF-PHI) anemia - JAPAN ONLY		
Pivotal data	Trelegy asthma	✓	belantamab mafodotin (BCMA) 4L MM monotherapy		Nucala nasal polyps
			Nucala HES		
			Zejula 1L ovarian cancer (PRIMA)	✓	
			dostarlimab recurrent MSI-H tumours (inc MSI-H endometrial cancer) and recurrent MSS endometrial cancer (GARNET)		
PoC data	3511294 (IL5 LA antagonist) asthma ⁴	\checkmark	2982772 (RIP1 kinase) UC		2330811 (OSM antagonist) SSc**
	2982772 (RIP1 kinase) RA	\checkmark	3640254 (maturation inhibitor) HIV		2881078 (SARM) COPD muscle weakness
	3772847 (IL33R) asthma	\checkmark	3326595 (PRMT5) cancer monotherapy ³		belantamab mafodotin (BCMA) 1L MM combo therapy***
	3389404/3228836 (HBV ASO) hepatitis B	\checkmark	Zejula + bev. 1L ovarian cancer (OVARIO)		3174998 (OX40) + 1795091 (TLR4) cancer combo therapy*
	Zejula vs Zejula + bev. recurrent ovarian cancer (AVANOVA) ¹	✓	Zejula + dostarlimab + bev. 2L+PROC ovarian cancer (OPAL)		3377794 (NY-ESO) MM & NSCLC mono/combo therapy
	dostarlimab recurrent MSS/MSI-H endometrial cancer (GARNET)	✓	belantamab mafodotin (BCMA) 2L MM combo therapy (DREAMM-6)		
	2586881 (ACE2) PAH	×	belimumab+rituximab Sjogren's syndrome		
		•	525762 (BET inh) ER+ breast combo therapy	Ī	

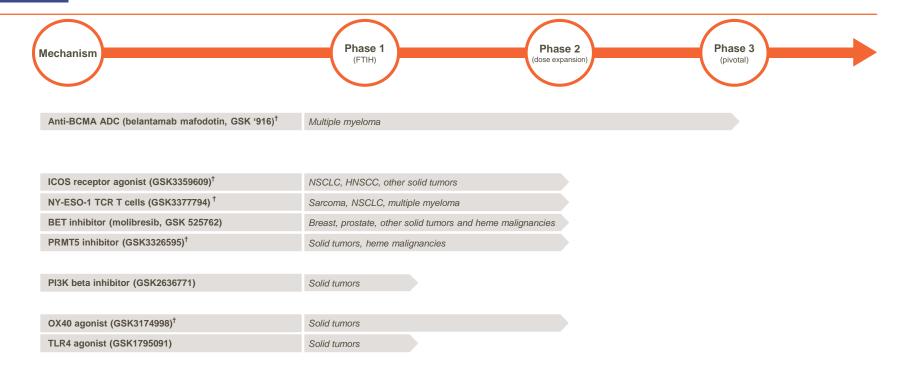




Accelerating our oncology pipeline



In July 2018: 8 assets in clinical development



[†] In-license or other partnership with third party

Accelerating our oncology pipeline

Now: 17 assets in development with 3 potential launches in 18 months

Mechanism	Phase 1 (FTIH) Phase 2 (dose expansion) Phase 3 (pivotal)
PARP inhibitor (Zejula, niraparib)*	First line maintenance ovarian, other solid tumors under investigation
Anti-BCMA ADC (belantamab mafodotin, GSK '916) [†]	Multiple myeloma
TGF-beta trap/PD-L1 antagonist (bintrafusp alfa) [¥]	NSCLC, BTC, breast cancer, other solid tumors
PD-1 antagonist (dostarlimab)*	Solid tumours (including endometrial, ovarian, NSCLC, Cervical, other MSI-H tumors)
ICOS receptor agonist (GSK3359609) [†]	NSCLC, HNSCC, other solid tumors
NY-ESO-1 TCR T cells (GSK3377794) [†]	Sarcoma, NSCLC, multiple myeloma
BET inhibitor (molibresib, GSK525762)	Breast, prostate, other solid tumors and heme malignancies
PRMT5 inhibitor (GSK3326595) [†]	Solid tumors, heme malignancies
TIM-3 antagonist (TSR-022)*	Solid tumors
PI3K beta inhibitor (GSK2636771)	Solid tumors
NY-ESO-1 ImmTAC® (GSK3537142) ‡	Solid tumors
OX40 agonist (GSK3174998) ^{†^}	Solid tumors
TLR4 agonist (GSK1795091)	Solid tumors
LAG-3 antagonist (TSR-033)*	Solid tumors *Tesaro acquisition
Type 1 PRMT inhibitor (GSK3368715) [†]	Solid tumors, DLBCL †In-license or other partnership with third party † Option based alliance with Immunocore Ltd. ImmTAC is a registered trademark of Immunocore Ltd.
RIP1k inhibitor (GSK3145095)	PDAC, other solid tumors *Being developed in a strategic global alliance between GSK and Merck KGaA, Darmstadt, Germany ^Re-categorised from phase II to I following refinement of phase definitions
STING agonist (GSK3745417)	FTIH = first time in human; NSCLC = non small cell lung cancer; HNSCC = Head and neck squamous cell carcinoma; BTC = biliary tract cancer

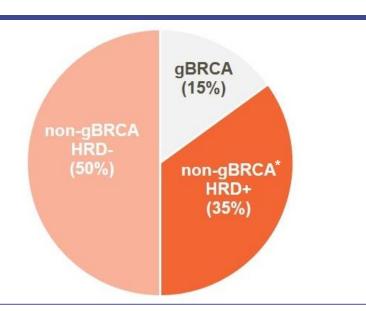


Zejula





High grade serous ovarian cancer



As per Myriad test – HRD+ percentage may be higher HRD = homologous recombinant deficiency

Positive headline results from PRIMA

PRESS RELEASE



Issued: 15 July 2019, London UK - LSE announcement

GSK announces positive headline results in Phase 3 PRIMA study of ZEJULA (niraparib) for patients with ovarian cancer in the first line maintenance setting

Niraparib demonstrates significant improvement in progression free survival for women regardless of their biomarker status

 US regulatory submission planned by end 2019 with other regulatory submissions to follow.



Zejula

Broad development plan in ovarian cancer



Development strategy for use in:

4L treatment

					Study Start	ixeau-out	
)	QUADRA	pivotal	following 3-4 regimens of chemotherapy	open label, single arm study n= 461	2017	2019	

sNDA accepted

Study start Read-out

Recurrent platinum resistant

	TOPACIO	POC	recurrent OC and advanced /metastatic TNBC	niraparib + pembrolizumab (MK-3475) n=~120	2016	Complete
(MOONSTONE	pivotal	platinum resistant ovarian cancer	Open label, single arm nira + dostarlimab n=~150	2H 2019	2020

Published in JAMA (June 2019)

Recurrent

maintenance therapy or **treatment**

	NOVA	pivotal	platinum sensitive	niraparib vs. placebo following chemo n= 553	2013	Complete
,	AVANOVA*	POC	platinum sensitive	niraparib vs niraparib + bev n= ~100 (part 1 and part 2 combined)	2015	2019

Best of ASCO 2019

Positive headline data

monotherapy and combination with novel agents

(PRIMA	pivotal	maintenance following CR/PR with frontline chemo	niraparib monotherapy n=~620	2016	2019
	OVARIO	POC	maintenance following frontline chemo+bev	single arm, open label study of niraparib + bevacizumab n=~100	2018	2019
(FIRST	pivotal	maintenance in newly diagnosed advanced OC	Combo w/dostarlimab +/- bevacizumab n=~620	2018	2022

27



belantamab mafodotin (GSK '916)





Enclosed at

Development strategy for use in:

4L/3L monotherapy and combinations

				Study start	Est launch
DREAMM-1	pilot	relapsed/ refractory patients	Belantamab mafodotin monotherapy, single arm, n=73	2014	
DREAMM-2	pivotal	daratumumab failures	Belantamab mafodotin monotherapy, single arm, n=223	Jun 2018	2020
DREAMM-3	pivotal	failed lenalidomide and proteasome inhibitor	Belantamab mafodotin monotherapy vs. PomDex, n=320	2H19	2022
DREAMM-4	pilot	relapsed/ refractory patients	Belantamab mafodotin + PD1 combination single arm, n=40	' Mar 2019	
DREAMM-5	platform	relapsed/ refractory patients	Belantamab mafodotin + novel combinations, n=514	2H19	
			·		

36k patients*

2L combination with SOC

	DREAMM-6	pilot	failed 1 prior therapy	Belantamab mafodotin+LenDex OR +BorDex, open label, n= 99	Oct 2018	
	209418	ISS	relapsed/ refractory patients	Belantamab mafodotin+PomDex, n= 78	Jan 2019	
7	DREAMM-7	pivotal	failed 1 prior therapy	Belantamab mafodotin+BorDex vs. Dara+BorDex, n= 478	1H20	2023
	DREAMM-8	pivotal	failed 1 prior therapy	'916+PomDex vs. PomBorDex, n= 450	1H20	2024

50k patients*

combination with novel and SOC agents

DREAMM-9	pivotal	transplant ineligible	Belantamab mafodotin+BorLenDex vs. BorLenDex; n=798	2H19	TBC
DREAMM-10	pivotal	transplant ineligible	Belantamab mafodotin+novel agent vs SOC, n=TBC	2021	TBC

80k patients*

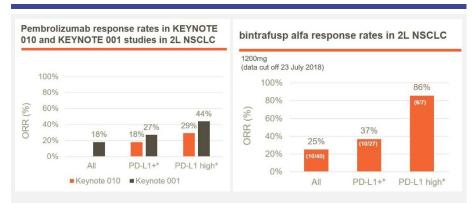


bintrafusp alfa (M7824)+





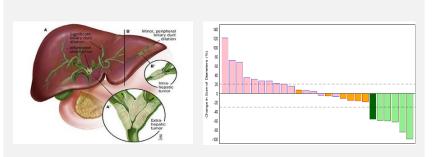
Non small cell lung cancer (NSCLC) 2L



 Durable responses across all PD-L1 expression levels in 2L NSCLC

Efficacy according to independent read, RECIST 1.1

Biliary tract cancer (BTC) 2L



- Overall Response Rate (ORR) of 20%
- Median Overall Survival (mOS) of 12.7 months
- Benchmark
- 2L Chemotherapy: 5-8% ORR and 7.2 months mOS#
- Pembrolizumab: 5.8% ORR and 9.1 months mOS (Keynote-158)^

* Alliance with Merck KGaA, Darmstadt, Germany; # Salati et al., ASCO 2019; ^ Ueno et al., ESMO 2018

^{*} PD-L1+ (pembro:22C3 TPS \geq 1%; M7824: EMD001 \geq 1%), PD-L1 high (pembro:22C3 TPS \geq 50%; M7824: EMD 001 \geq 80%; TPS \geq 50% with 22C3 comparable to \geq 80% with EMD 001 assessments)



dostarlimab



On track to file in 2L endometrial cancer setting by end 2019

- Endometrial cancer is the most common gynecological cancer in the US
- GARNET is the largest study of anti-PD-1 monotherapy in patients with advanced/recurrent endometrial cancer
 - ORR of 49% in patients with MSI-H and 20% in patients with MSS tumors, by irRECIST*
 - ORR of 39.6% for pembrolizumab in the pan-tumor MSI-H/dMMR cohort (14 EC patients)**

Development strategy for use in:

2/3L
treatment in patients
with advanced solid
tumors (GARNET)

			Study Start	Read-out	
dMMR/MSI-H EC	pivotal	monotherapy n=75	2017	2H19	ı
dMMR/MSI-H tumor agnostic	pivotal	monotherapy n=50	2018	2H19	
MMRp/MSS EC	pivotal	monotherapy n=100	2017	2H19	

Presented at SGO 2019

Study start

Pood out



Endometrial cancer	pivotal	dMMR/MSI-H and MMRp/MSS patients	combo w chemo n=470	2H 2019	2021

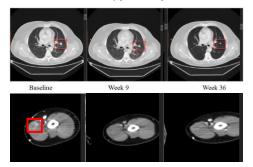
GSK'609 ICOS receptor agonist



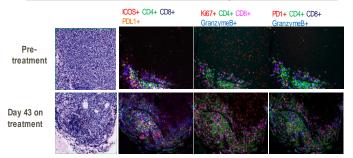
Differentiated MOA with encouraging clinical data at ESMO 2019

Target	 ICOS belongs to the B7 – CD28 family of immune receptors and provides a costimulatory signal augmenting T-cell proliferation, survival, cytokine production and cytotoxic function and is involved with B cell function¹ ICOS expression is induced upon T-cell receptor engagement with cognate antigen and activation¹ ICOS emerged as a biomarker for subjects with metastatic melanoma who experienced prolonged survival on ipilimumab²
Agent	 GSK'609 is a humanised IgG4 antibody selected for its binding properties, agonist activity and low/no T-cell depleting effects¹ Its unique mechanistic profile offers potential for synergy with other anti-cancer agents across different tumour types¹
Status	 >200 patients treated in 2H '18 for a total of >500 Clinical activity observed with both monotherapy and PD-1 combination (pembrolizumab); HNSCC data to be shared at ESMO in September. Started new Ph1/2 combo study with CTLA4 in Dec 2018, with TLR4 in 1H 2019 and randomized Ph2 study in NSCLC post-PD1 is currently active and recruiting

ICOS Monotherapy Activity: Melanoma



Increased T-Cell infiltration into tumor post ICOS treatment



^{1.} ESMO poster 1138PD. First in Human study with GSK3359609, Inducible T cell Co-stimulatory Receptor Agonist in Patients with Advanced, Solid Tumors: Preliminary Results from INDUCE-1

2. DiGiacomo, Clin Immunol Immunother 2013

Broad clinical pipeline with encouraging data



Good progress in I-I, hepatitis B, respiratory and infectious diseases

otilimab / GSK '165 (RA)

- · Fully humanised Ab targeting aGM-CSF.
- Encouraging clinical benefits from Ph 2 BAROQUE data presented at ACR 2018.
- Ph 3 programme includes head-to-head comparisons of otilimab with current treatments across all pivotal studies.
- · Recruitment for Ph 3 studies is underway.

GSK '836 / GSK '404 (CHB)

- Novel Antisense Oligonucleotide in collaboration with Ionis Pharmaceuticals for chronic hepatitis B (CHB) functional cure.
- RNA interference shows promise and could change how we treat patients living with CHB.

alL-33r (asthma)

- Human IgG2 sigma isotype mAb that binds the extracellular domain of the cell surface interleukin receptor IL33r.
- Strong target biology and genetic evidence linking the IL33/IL33r axis to asthma.
- Achieved PoC and results being evaluated to determine best path forward.

gepotidacin (urinary tract infection, gonorrhoea)

- Unique mechanism of action and oral formulation.
- Safety and efficacy supported by two successful Ph 2 studies.
- Two Ph 3 studies on-track to start by end 2019 in uncomplicated UTI and urogenital gonorrhea.
- Active against resistant strains as demonstrated in vitro with similar MICs for resistant and nonresistant strains and supported by Ph 2 GC clinical data







Gepotidacin for the Treatment of Uncomplicated Urogenital Gonorrhea: A Phase 2, Randomized, Dose-Ranging, Single-Oral Dose Evaluation Transment Trape: "Joint Hamin," June J. Amer. Transport, Tran





In Vitro Activity of Gepotidacin, a Novel Triazaacenaphthylene Bacterial Topoisomerase Inhibitor, against a Broad Spectrum of Bacterial Pathogens

D. J. Bledenbach, ^a S. K. Bouchillon, ^a M. Hackel, ^a L. A. Miller, ^b N. E. Scangarella-Oman, ^b C. Jakielaszek, ^b D. F. Sahm^a International Health Management Associates, Inc., Schoumburg, Illnois, USA^a, Gauccinsthilline, Collegeville, Pennsylvania, USA^b.

long acting alL-5 (asthma)

- Long-acting IL-5 is an extended pharmacology derivative of mepolizumab, recognizing the same epitope on IL-5.
- Study has confirmed blood eosinophil suppression at 6 months after a single SC dose comparable to the suppression seen with Nucala.
- Achieved PoC and results being evaluated to determine best path forward.

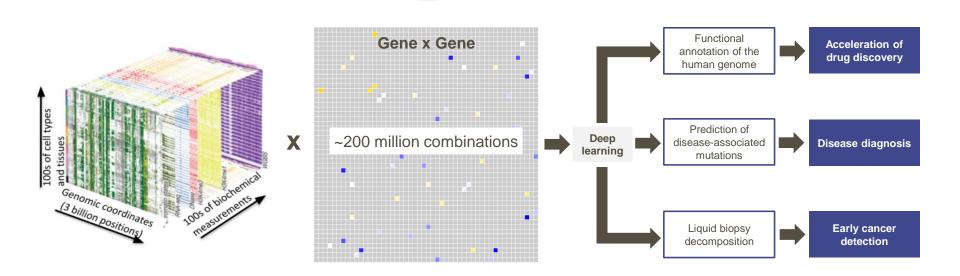


Approach to technology is gaining pace



Power of human genetics and functional genomics combined with ML

Human Genetics + Functional Genomics





Collaborations will be key to our technology success

Outstanding talent working with and for GSK

Human Genetics







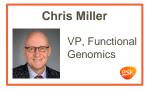


Functional Genomics









Cell Therapy









AI / Machine Learning



Established the Laboratory for Genomics Research





Translating clues from genetics into drug targets requires us to understand the fundamental language of cell biology

Based in Mission Bay, San Francisco

Advance understanding of genes and disease

Automate and scale existing state-of-the art CRISPR approaches so they are "turn-key"

Deepen our understanding of genetics and discover new targets

Create next generation technologies that will become future standard practice for the industry

Innovative hybrid model

Industrial and academic science united to advance genomic research and improve drug discovery

Up to \$67 million funding for 5 years with ~40 UC and GSK scientists

Onsite GSK presence including Al/ML to develop new pipelines to analyze "Big Data"

Outputs will be technologies, new drug targets and biological mechanisms

Science...

University of California CRISPR researchers form drug discovery alliance with pharma giant

FT

GSK links up with US university on genome research

Genome-wide CRISPR Screens in Primary Human T Cells Reveal Key Regulators of Immune Function

Eric Shifrut, 12.3.7 Julia Carnevale, 4.5.7 Victoria Tobin, 1.2.3 Theodore L. Roth, 1.2.3 Jonathan M. Woo, 1.2.3 Christina T. Bui, P. Jonathan Li, 1.2.3 Morgan E. Diolaiti, Alan Ashworth, 4.5.8 and Alexander Marson 1.2.3.4.5.8.5.9.7

Mutations in the promoter of the telomerase gene *TERT* contribute to tumorigenesis by a two-step mechanism

Kunitoshi Chiba, ¹* Franziska K. Lorbeer, ¹* A. Hunter Shain, ² David T. McSwiggen, ¹ Eva Schruf, ³ Areum Oh, ³ Jekwan Ryu, ³ Xavier Darzaeq, ³ Boris C. Bastan, ² Dirk Hockennever ¹

CANCER THERAPY

KRAS^{G12C} inhibition produces a driver-limited state revealing collateral dependencies

Kevin Lou¹, Veronica Steri^{2,3}, Alex Y. Ge^{2,4}, Y. Christina Hwang^{2,5}, Christopher H. Yogodzinski^{2,4}, Arielle R. Shkedi³, Alex L. M. Choi^{2,5}, Dominique C. Mitchell^{2,5}, Danielle L. Swaney^{1,7}, Byron Hann^{2,3}, John D. Gordan^{2,5}, Kevan M. Shokat^{1,4}es, Luke A. Gilber^{1,4,4}es

Mapping the Genetic Landscape of Human Cells

Max A. Horlbeck, اعتمال المجاهة المجاهزة المجامزة المجام

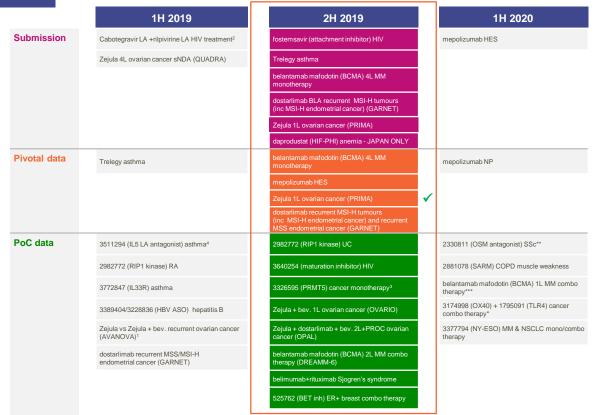
Department of Cellular and Molecular Pharmacology, University of California, San Francisco, San Francisco, CA 94158, USA
Howard Hughes Medical Institute, University of California, San Francisco, San Francisco, CA 94158, USA

Reprogramming human T cell function and specificity with non-viral genome targeting

Theodore L. Roubli-Maria Cristian Paig. Stand. Roby Via-Ma. Fire Shifting 14-5. Julia Carrecode. P. Deruthant 14-Ma. Dospih Haitin 24-Maria Soud. Paigle Kreenton 24. Hait 14. Paigle Maria Carrecode. P. Deruthant 14-Maria L. Lord. Amy L. Drutant. Andrea L. Ferrie. P. eff W. Chen V. Sand. Nicolas Schiebel. P. Lauverce Palerin 24. Drivid Carrondo. P. Gorda Alforts - Antrea L. Ferrie. P. eff W. Chen V. Sand. Nicolas Schiebel. P. Lauverce Palerin 24. Drivid Carrondo. P. Roben M. Quadone P. Channal Sasviah B. Gurmaratha B. Rassmith. Maria someth. Nonther North. Via Maria Paleria J. Bonkan S. Wissenson S. Tathrin Schiebel. B. Sand. P. S

Pipeline momentum anticipated to continue

On track to deliver 6 submissions and 3 pivotal read-outs by end 2019



Key: +ve data in-house, decided to progress +ve data in-house, decision pending data in-house, additional data needed ve data in-house, decided to terminate

Focus on delivering business priorities



2019 focus

Innovation

- · Strengthen pipeline
- Execution of launches

Performance

- · Driving growth and operating performance
- Plan for the integration of Pfizer consumer health business

Trust

- Regular updates on innovation
- Global health focused for impact
- Modern employer

- Drive operating performance
- Progress pipeline
- Successful integration

New global
Pharmaceuticals and
Vaccines company with R&D
focused on science of the immune
system, human genetics and
advanced technologies

New world-leading
Consumer Healthcare
company with category leading
power brands and science based
innovation



Appendix

2019 outlook



Adjusted EPS/Dividend

Adjusted EPS guidance:

Decline of 3 to 5%

Dividend

Expect 80p for 2019

Pharmaceuticals

Turnover

Low single digit decline

Operating costs

SG&A and R&D

Addition of Tesaro cost base R&D spend to pick up significantly

Vaccines

Turnover

Good progress on accelerating supply chain capacity for Shingrix

Other

Royalties

Broadly similar to 2018

Net finance expense Around £900m

Tax rate

Around 19%

Consumer Healthcare

Turnover

Low single digit increase

Transactions

Consumer Healthcare JV expected to close in Q319¹

Nutrition sale to Unilever expected by end 2019¹

If exchange rates were to hold at the closing rates on 30 June 2019 (\$1.27/£1 and Yen 137/£1) for the rest of 2019, the estimated positive impact on 2019 Sterling turnover growth would be around 2% and if exchange gains or losses were recognised at the same level as in 2018, the estimated positive impact on 2019 Sterling Adjusted EPS growth would be around 4%.

Our R&D pipeline

44 medicines and 13 vaccines



Phase 1	P	h	а	S	e	1
---------	---	---	---	---	---	---

2831781* (LAG3) ulcerative colitis 3358699* (targeted BET inhibitor) RA 3858279* (CCL17 antagonist) OA pain 2636771 (Pl3kb inhibitor) cancer 3745417 (STING agonist) cancer 3186899* (CRK-12 inhibitor) visceral leishmaniasis 3511294* (IL5 LA antagonist) asthma 2292767 (PI3kd inhibitor) respiratory diseases 1795091 (TLR4 agonist) cancer*** 3810109* (broadly neutralizing antibody) HIV 3537142* (NYESO1 ImmTAC) cancer 3439171* (H-PGDS inhibitor) muscle repair 3145095 (RIP1k inhibitor) pancreatic cancer 3368715* (Type 1 PRMT inhibitor) cancer LAG-3 antagonist* (TSR-033) cancer 2269557 (nemiralisib PI3Kd inhibitor) APDS 3174998* (OX40 agonist) cancer***

3732394 (combinectin HIV entry inhibitor) HIV

Phase 2

3640254 (HIV maturation inhibitor) HIV 3389404*/3228836* (HBV ASO) HBV 3359609* (ICOS receptor agonist) cancer 2982772 (RIP1k inhibitor) pso/RA/UC 3772847* (IL33r antagonist) asthma 3377794* (NY-ESO-1 TCR) cancer 2140944* (gepotidacin) antibacterial 2330811 (OSM antagonist) systemic sclerosis 2881078 (SARM) COPD muscle weakness 525762 (molibresib, BET inhibitor) cancer 2330672 (linerixibat, IBATi) cholestatic pruritus 3326595* (PRMT5 inhibitor) cancer GR121619* (oxytocin) postpartum haemorrhage TSR-022* (TIM-3 antagonist) cancer 3036656* (leucyl t-RNA inhibitor) TB

Pivotal/Registration

Benlysta + Rituxan SLE**

cabotegravir** LA + rilpivirine* LA HIV
daprodustat (HIF-PHI) anemia
fostemsavir (AI) HIV
Nucala COPD/HES/nasal polyps
Trelegy* asthma
belantamab mafodotin* (BCMA ADC) multiple myeloma
Zejula* (PARP inhibitor) ovarian cancer**
dostarlimab* (PD-1 antagonist) cancer
bintrafusp alfa* (TGFβ trap/anti-PDL1) BTC**
otilimab* (GSK 3196165, aGM-CSF) RA

Vaccines

Rotavirus – Phase 3

MMR – Phase 3 (US)

Ebola – Phase 2

COPD* – Phase 2

Malaria* (fractional dose) – Phase 2

MenABCWY – Phase 2

Shigella* – Phase 2

Tuberculosis* – Phase 2

RSV paediatric – Phase 2

HIV* – Phase 2

RSV older adults* - Phase 1/2

RSV maternal* - Phase 1/2

Note: Only the most advanced indications are shown for each asset

Therapeutic HBV* - Phase 1/2

Upcoming milestones that will inform our progress



	1H 2019		2H 2019		1H 2020	2H 2020	1H 2021
Anticipated	cabotegravir LA +rilpivirine LA HIV treatment ²	✓	fostemsavir (attachment inhibitor) HIV		mepolizumab HES	mepolizumab NP	Benlysta + Rituxan SLE
submission	Zejula 4L ovarian cancer sNDA (QUADRA)	✓	Trelegy asthma				Zejula + dostarlimab 2L+PROC sNDA ovarian cancer (MOONSTONE)
			belantamab mafodotin (BCMA) 4L MM monotherapy				
			dostarlimab BLA recurrent MSI-H tumours (inc MSI-H endometrial cancer) (GARNET)				
			Zejula 1L ovarian cancer (PRIMA)				
			daprodustat (HIF-PHI) anemia - JAPAN ONLY				
Pivotal data	Trelegy asthma	✓	belantamab mafodotin (BCMA) 4L MM monotherapy		mepolizumab NP	Benlysta + Rituxan SLE	
uutu			mepolizumab HES			daprodustat (HIF-PHI) anemia*	
			Zejula 1L ovarian cancer (PRIMA)	✓		Zejula + dostarlimab 2L+PROC ovarian cancer (MOONSTONE)	
			dostarlimab recurrent MSI-H tumours (inc MSI-H endometrial cancer) and recurrent MSS endometrial cancer (GARNET)				
PoC data	3511294 (IL5 LA antagonist) asthma ⁴	\checkmark	2982772 (RIP1 kinase) UC		2330811 (OSM antagonist) SSc**	2831781 (LAG3) UC*	3810109 (bNAb N6LS) HIV
	2982772 (RIP1 kinase) RA	\checkmark	3640254 (maturation inhibitor) HIV		2881078 (SARM) COPD muscle weakness	1795091 (TLR4) + ICOS/pembro cancer combo therapy*	3858279** (CCL17 inhibitor) OA pain
	3772847 (IL33R) asthma	\checkmark	3326595 (PRMT5) cancer monotherapy ³		belantamab mafodotin (BCMA) 1L MM combo therapy***	3036656 (leucyl t-RNA) tuberculosis	
	3389404/3228836 (HBV ASO) hepatitis B	\checkmark	Zejula + bev. 1L ovarian cancer (OVARIO)		3174998 (OX40) + 1795091 (TLR4) cancer combo therapy*	525762 (BET inh) mCRPC combo therapy	
	Zejula vs Zejula + bev. recurrent ovarian cancer (AVANOVA)1	✓	Zejula + dostarlimab + bev. 2L+PROC ovarian cancer (OPAL)		3377794 (NY-ESO) MM & NSCLC mono/combo therapy	3359609 (ICOS) +CTL4 cancer combo therapy	Key:
	dostarlimab recurrent MSS/MSI-H endometrial cancer (GARNET)	✓	belantamab mafodotin (BCMA) 2L MM combo therapy			TSR-022 NSCLC (AMBER)	✓ +ve data in-house, decided to progre
	2586881 (ACE2) PAH	æ	belimumab+rituximab Sjogren's syndrome			COPD vaccine	+ve data in-house, decision pending
		•	525762 (BET inh) ER+ breast combo therapy			RSV older adults vaccine	data in-house, additional data neede
				-		RSV maternal vaccine	-ve data in-house, decided to termina

"Interim/ Preliminary Efficacy ""PoM" ""Sdefy run data ; 1. Investigator Sponsored Study, 2. CAB + RPV filing expected 02/03 2019 3. From initial cohorts data 4. Interim/PK/PD confirmed
HES: hypereosinophilic syndrome; MM: multiple myeloma; NP: Nasal polyposis; PAH: pulmonary arterial hypertension; RA: rheumatoid arthritis; SLE: systemic lupus erythematosus; SSc: systemic sclerosis; UC: ulcerative colitis; NSCLC: non-small cell lung cancer ER+; estrogen receptor +; mCRPC: metastatic castration resistant prostate cancer; MSI-H: Microsatellite Instable- high; MSS: Microsatellite Stable; bey; bevacizumab



Changes in portfolio since Q1 2019



Changes to pipeline

New to Phase I	New to Phase II	New to Pivotal	New to Registration
GSK3186899* (CRK-12 inhibitor) visceral leishmaniasis GSK3732394 (combinectin HIV entry inhibitor) HIV Therapeutic HBV (Vaccine)		bintrafusp alfa (TGFβ trap/anti-PDL1 bispecific) biliary tract cancer (BTC) otilimab (aGM-CSF) RA	

Removed from Phase I	Removed from Phase II	Removed from Pivotal	Removed from Registration
GSK2983559 (RIP2k inhibitor) IBD	GSK2586881 (rhACE2) acute lung injury/PAH GSK2862277 (TNFR1 antagonist) acute lung injury Hepatitis C (Vaccine)		

Changes to milestones

Zejula PRIMA: Anticipated submission 1H2020 to 2H2019

cabotegravir PrEP: Pivotal read out from 2H2020 to 2021/22 (event driven study)

GSK525762 (BET inh) heme malignancies: Monotherapy PoC (2H2020) for AML/MDS removed; other heme malignancies remain under investigation