

# A human race



GlaxoSmithKline

**Annual General Meeting  
23 May 2007**

**JP Garnier, CEO**



## Financials

**continued commitment to growth**  
and value to shareholders



## Products

**broad and dynamic portfolio**  
with significant opportunities for growth



## Pipeline

**significant late-stage pipeline**  
is delivering breakthrough treatments for patients



## Solutions

**continually improving access**  
to medicines, vaccines and health education

# Financial strength...

**EPS  
growth**

<b>2006</b>	<b>+19%</b>
<b>Q1 '07</b>	<b>+14%</b>

# ...accelerating cash returns to shareholders

## EPS growth

2006	+19%
Q1 '07	+14%

## Dividend

2006	48p	(2005 44p)
Q1 '07	12p	(Q1 '06 11p)

## Share buy-backs

Buy-back programme doubled to £6bn over 3 years



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# Ever-broadening portfolio of fast-growing products

Infanrix    
**+29%**

   
Carvedilol  
**+38%**

  
ibandronate  
**>100%**

   
**+60%**

  
LAMICTAL.  
(LAMOTRIGINE)  
TABLETS  
**+19%**

  
Requip<sup>®</sup>  
(ropinirole HCl tablets)  
*for restless legs syndrome*  
**+74%**

  
ADVAIR DISKUS<sup>®</sup>  
(fluticasone propionate and salmeterol inhalation powder)  
**+11%**

  
Avandia<sup>®</sup>  
rosiglitazone maleate  
**+25%**

  
Havrix<sup>®</sup>  
Hepatitis A Vaccine,  
Inactivated  
**+9%**

  
VALTRESX<sup>®</sup>  
valacyclovir HCl  
(500 mg, 1000 mg TABLETS)  
**+24%**

  
AVODART<sup>®</sup>  
(dutasteride)  
**+69%**

# Avandia Meta Analysis

- Statistical analysis of existing data published in New England Journal of Medicine on Monday 21<sup>st</sup> May:
  - Analysis raises questions relating to cardiovascular safety profile of Avandia
  - Conclusion based on incomplete evidence - author admits analysis has significant limitations
- GSK respond with statement strongly disagreeing with the conclusions, based on long-term clinical trials demonstrating comparable cardiovascular profile to other oral medicines for diabetes
- After reviewing all available clinical evidence for Avandia, FDA did not ask GSK to take specific action at this time
- FDA announces Advisory Committee meeting to be scheduled

# Significant new product opportunities in 2007

**Tykerb**<sup>®</sup>  
(lapatinib)

**COREG CR**<sup>™</sup>  
ONCE-A-DAY  
Carvedilol Phosphate  
extended-release capsules

**Cervarix**<sup>®</sup>



**Veramyst**<sup>™</sup>  
(fluticasone furoate)  
Nasal Spray 27.5 mcg

**Trexima**<sup>™</sup>  
sumatriptan succinate/  
naproxen sodium TABLETS

**ALTABAX**<sup>™</sup>  
retapamulin ointment, 1%

**ENTEREG**<sup>™</sup>  
(alvimopan)  
Capsules

-- For POI --

**Wellbutrin**<sup>®</sup>  
bupropion hydrochloride XR

**H5N1**  
pandemic

**AriXtra**<sup>®</sup>  
(fondaparinux sodium)  
-- New ACS indication --

# Tykerb – new hope for cancer patients

Launched  
in US in  
March

**Tykerb**<sup>TM</sup>

lapatinib ditosylate

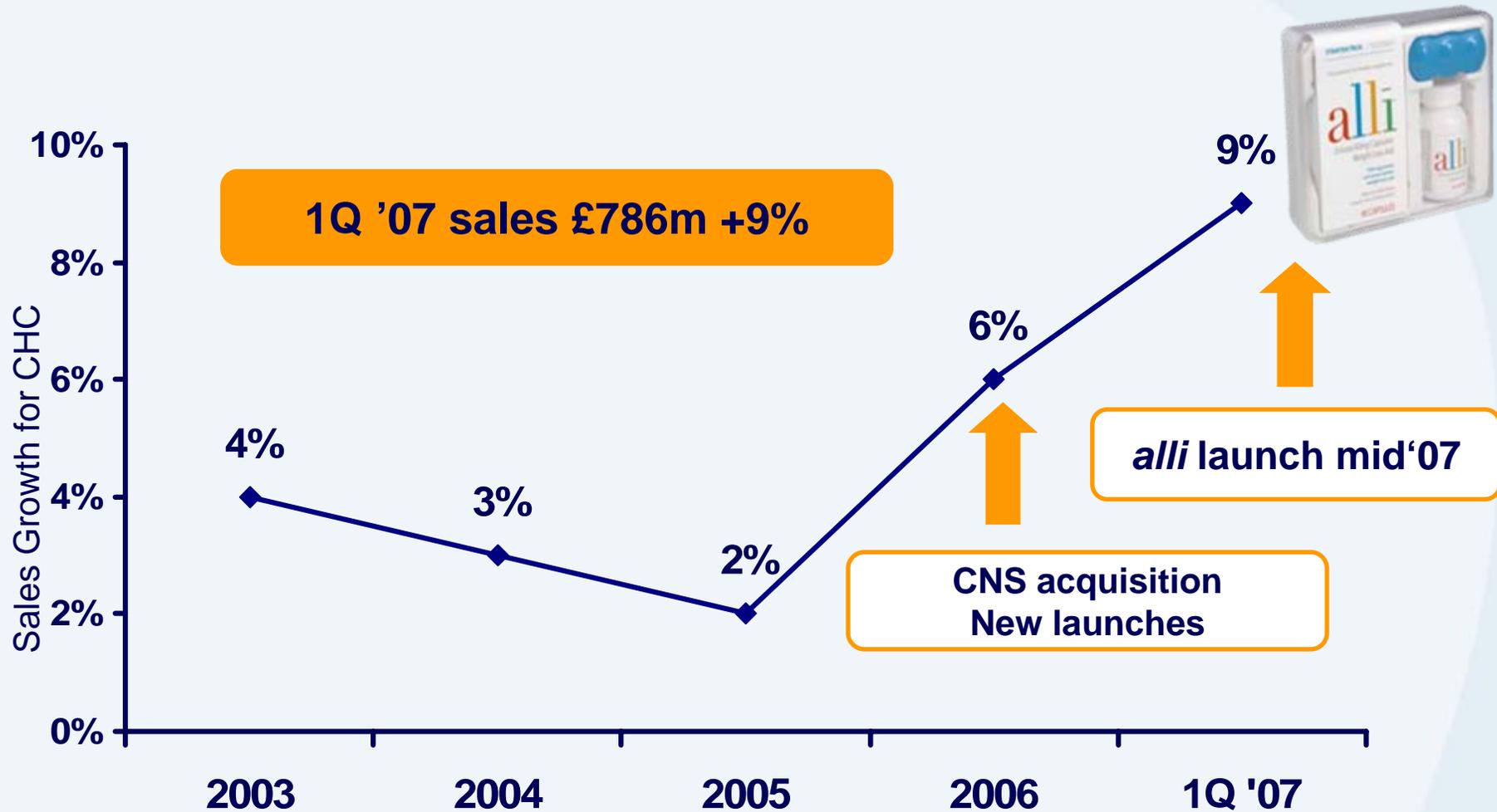
head & neck cancer    breast cancer    RCC    pancreatic    non-small cell cancer    gastric cancer  
breast cancer    non-small cell cancer    head & neck cancer    pancreatic    gastric cancer    pancreatic  
head & neck cancer    gastric cancer    pancreatic    RCC    non-small cell cancer    breast cancer  
gastric cancer    breast cancer    pancreatic    non-small cell cancer    head & neck cancer

# *Cervarix* - new vaccine to prevent cervical cancer

- **Every 2 minutes**, a woman dies of cervical cancer
- *Cervarix* is the **first vaccine** to show sustained **efficacy after 5.5 years**
- **Europe and International launches** expected H2 '07
- **Filed in US** in March '07



# Consumer Healthcare – building momentum



“If you have the will, we have the power”™

US launch  
in June



- *alli* - 50% more weight loss than diet alone
- First FDA approved OTC weight-loss medication
- Rights also acquired to market *alli* in the rest of the World\*

\* Excluding Japan



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# Strong late-stage pipeline

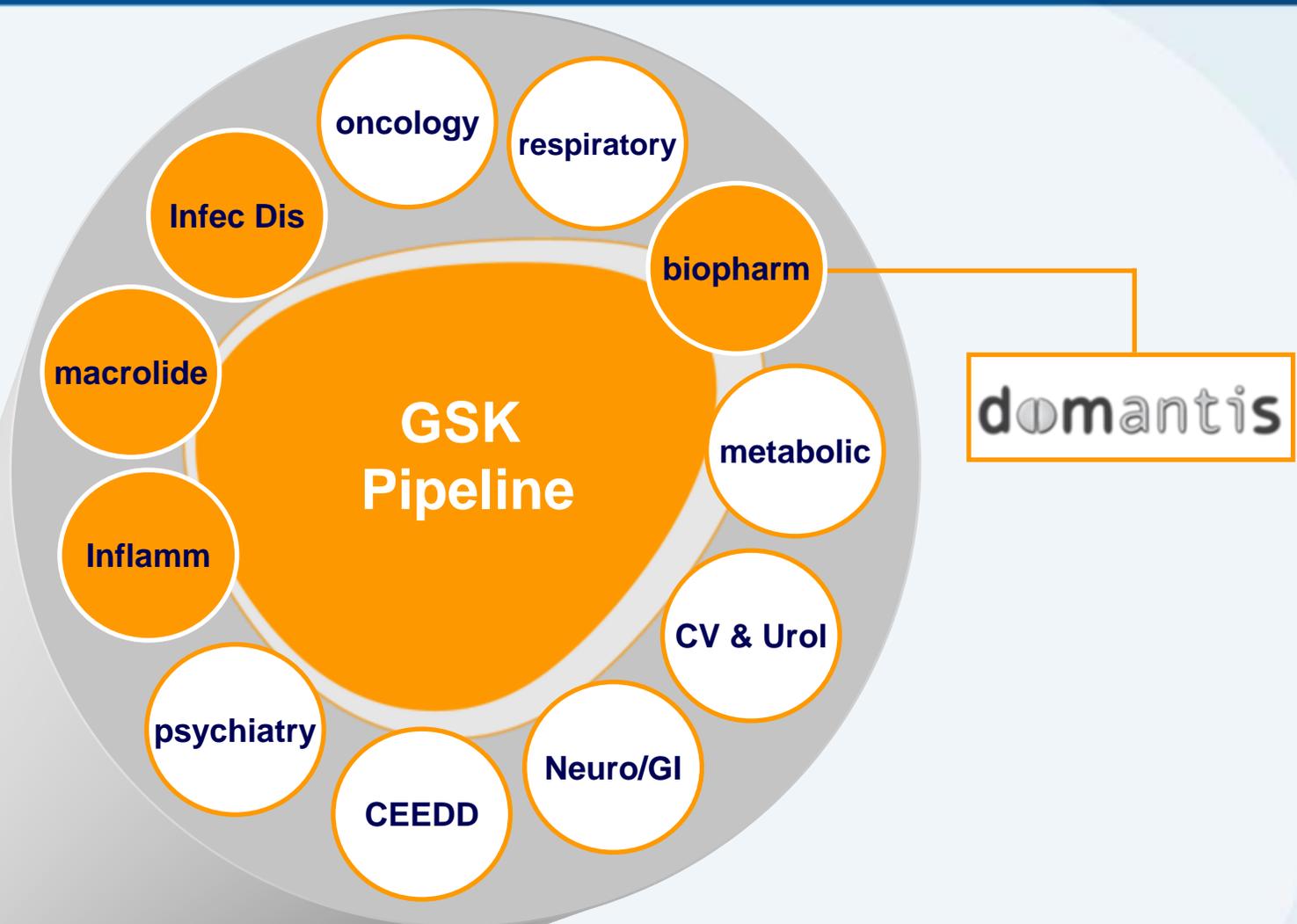
**31 major product opportunities in late-stage clinical development:**

**13 NCEs**

**6 Vaccines**

**12 PLEs**

# CEDD structure evolving and getting stronger...



# ...CEEDD gives GSK access to 15 new pipelines

Psychiatry

**CEEDD**

**Neuro/GI**

**CV & Urol**

**EPIX**  
PHARMACEUTICALS

**EXELIXIS**

**TANABE**

**RANBAXY**  
LABORATORIES LIMITED

**Meiji**

**bmi**

**Adherex**

**TOYAMA CHEMICAL CO., LTD.**

**NEUROSEARCH**

**Theravance**

**Galápagos**

**Pharmacopeia**

**ChemoCentrx**

**NiKem**  
Research

**PRAECIS**  
The Future in Drug Development



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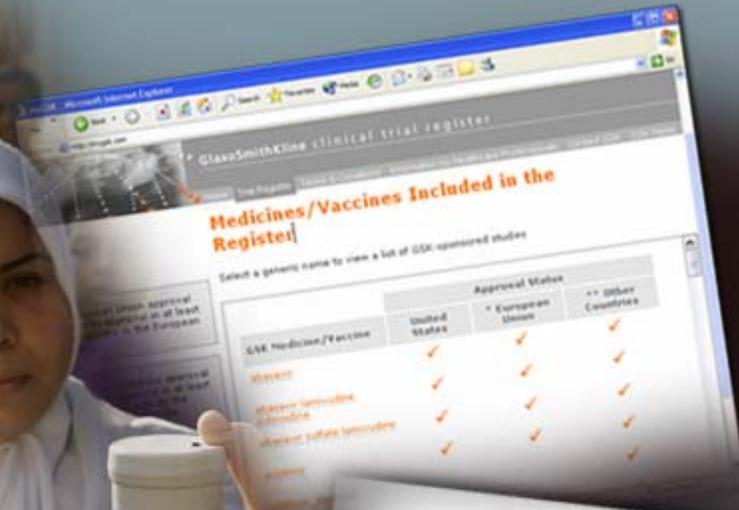
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# Breaking down the barriers to healthcare

**COMBIVIR**  
lamivudine + zidovudine  
TABLETS  
65¢ per day

 **TB ALLIANCE**  
GLOBAL ALLIANCE FOR TB DRUG DEVELOPMENT



Medicines/Vaccines Included in the Register

Select a generic name to view a list of GSK-sponsored studies

GSK Medicine/Vaccine	Approval Status		
	United States	European Union	Other Countries
Albendazole	✓	✓	✓
Allogeneic stem cell transplantation	✓	✓	✓
Allogeneic umbilical cord transplantation	✓	✓	✓
Allogeneic umbilical cord transplantation	✓	✓	✓

  
**Medicines for Malaria Venture**

**ORANGE CARD**  
GSK

 **GSK access**

لا تعرض نفسك للإصابة بهذا المرض  
(مرض الملاريا)  
جمهورية وادي النيل  
تجعلنا  
لا نسرود  
كندا  
موت لثمننا

ALBENDAZOLE  
AND TABLETS

GlaxoSmithKline  
**Positive action**

**H5N1**





Financials



Products



Pipeline



Solutions



**GSK - well  
positioned with  
strong future  
outlook**



GlaxoSmithKline