



WORLDWIDE BUSINESS DEVELOPMENT

WORLDWIDE BUSINESS DEVELOPMENT

Forward Thinking

WE ARE SEARCHING FOR FORWARD THINKING
COMPANIES TO EXPLORE NEW IDEAS TOGETHER

Email: ww.bd@gsk.com

 printed on recycled stock

Working with a Proven Collaborator

GSK's unique R&D organization has successfully worked in a **diverse** range of collaborations and is **absolutely committed** to finding talent, ideas, technologies, and new medicines outside of GSK. The Business Development team is **experienced** at building **progressive** external relationships that are strong, mutually **beneficial** collaborations including:

OPTION-BASED COLLABORATIONS:

We believe these unique business models truly nurture innovation. We seek organizations that have a robust discovery engine and the capability of developing compounds to clinical proof of concept, at which point GSK would have the option for further development and commercialization.

LATE-STAGE LICENSING:

Over the past ten years, GSK signed more late-stage collaborations than anyone else in the industry. In fact, a large portion of our late-stage pipeline is a direct result of these collaborations.

ACQUISITIONS:

We have completed a number of acquisitions over the past four years and believe in keeping the innovative spirit as part of our approach to acquisitions.

We are looking for **innovation** wherever it may originate. Our dedicated Alliance Management group takes a long-term, customer-driven approach to on-going **success** in order to support both GSK and our collaborators. Our ultimate goal is to foster **vibrant, dynamic** business relationships and high-performing alliances.

TABLE OF CONTENTS:

Cardiovascular and Metabolic	03	Respiratory	11
Immuno-Inflammation	04	Academic Collaborations	12
Infectious Diseases	05	Center of Excellence for External Drug Discovery (CEEDD)	13
Neurosciences	06	Emerging Markets R&D	14
Oncology	07	R&D China	15
Ophthalmology	08	Alliance Management	16
Biopharmaceuticals	09	Scinovo	17
Rare diseases	10		



"A wellspring of innovation exists in the global effort to discover new ways to treat and prevent disease. We recognize that leading-edge science lies both within and outside of GSK's R&D labs. Externalization is key to our R&D strategy and we have a solid track record of successful collaborations that ultimately help bring new medicines of value to improve patients' lives."

IAN TOMLINSON

Senior Vice President,
Worldwide Business Development & Biopharmaceuticals R&D

WE ARE LOOKING FOR INNOVATION WHEREVER IT MAY ORIGINATE



LESLIE BOYD

Vice President,
Scientific Licensing

leslie.2.boyd@gsk.com



PAUL BOLNO

Vice President,
Business Development, Asia

paul.b.bolno@gsk.com



DAMIEN MCDEVITT

Vice President,
Business Development
for Medicines Discovery
& Development

damien.mcdevitt@gsk.com



JON ELLIS

Vice President,
Biopharm Business
Development & Platform
Technology & Science
Business Development

jon.h.ellis@gsk.com



ERIN BRUBAKER

Vice President,
Alliance Management
Worldwide Business Development

erin.e.brubaker@gsk.com



MIKE DIEM

Director,
Business Development,
Rare Diseases

michael.c.diem@gsk.com



JEB KEIPER

Vice President,
Business Development,
GSK Oncology

jeb.e.keiper@gsk.com

We invite you to email us at
www.bd@gsk.com

Metabolic Pathways and Cardiovascular Therapy Area Unit

Drug discovery expertise centered on the areas of heart failure, muscle metabolism, enteroendocrine biology, and development expertise that translates these discoveries into medicines for diabetes, obesity, and cardiovascular disease, including heart failure and atherosclerosis. The development group has additional interest and expertise in osteoporosis. The overall mission of the unit is to treat the whole patient to gain independence, dignity and a high quality of life by promoting healthy hearts, healthy metabolism and healthy bodies.

PIPELINE HIGHLIGHTS

A portion of our current pipeline includes:

- **darapladib**[†] (Phase III for atherosclerosis) – answering a huge unmet medical need, darapladib is a novel, selective, and orally active inhibitor of LpPLA2 and potential anti-atherosclerosis agent for reduction of major cardiovascular events in patients with coronary heart disease.
- Prolyl Hydroxylase Inhibitor for several indications including treating the anaemia associated with renal failure.
- Collaboration with the GSK Biopharm on development with Otelixizumab (T1D), denosumab (post-menopausal osteoporosis) and albiglutide (T2D).

DEEP EXPERTISE WITH MARKETED PRODUCTS

- **Coreg CR** (carvedilol phosphate)
- **Avodart** (dutasteride)
- **Lovaza** (omega-3-acid ethyl esters)
- **Argatroban** (argatroban)
- **Arixtra** (fondaparinux sodium)
- **Boniva/Bonviva** (ibandronate sodium)

CURRENT COLLABORATIONS:

- Gilead for Volibris[®], an endothelin A antagonist for the treatment of pulmonary arterial hypertension (PAH)
- HGS for abliglutide, a glucagon-like peptide 1 agonist for type 2 diabetes
- Tolerx for otelixizumab, an anti-CD3 monoclonal for type 1 diabetes

CONTACT US:

leslie.2.boyd@gsk.com

Vice President, Scientific Licensing

john.l.cantello@gsk.com

Vice President, Worldwide Business Development, Metabolic Pathways & Cardiovascular Therapy Area Unit

walter.c.plunkett@gsk.com

Director, Scientific Licensing, Cardiovascular & Metabolic for Development

[†] In-license or other alliance relationship with third party

Immuno-inflammation

Research focused on the pursuit of novel and effective treatments for immuno-inflammatory diseases and disease pathways. We seek to exploit new science and technology platforms to discover and deliver innovative new medicines to patients.

PIPELINE HIGHLIGHTS

- Exciting and expanding late-stage pipeline of novel biopharmaceutical and small-molecule therapeutics that will potentially transform the treatment of immune-mediated diseases:
- belimumab (Benlysta)[†] – anti-BLyS for systemic lupus erythematosus (Approved)
- GSK1605786 (CCx282)[†] – CCR9 antagonist for Crohn's disease (PhII)
- Groundbreaking approach to populating the immuno-inflammatory pipeline with the aim of externalizing 50% of the drug discovery portfolio via focused deals with the best in the biotech sector, as well as access to novel intellectual property via major academic and public-private collaborations.
- [†]Innovative early drug discovery pipeline focused on key novel mechanistic areas of immuno-inflammation such as epigenetic pathway control, pattern recognition receptors, lymphocyte memory, and TH17/Treg cells.
- Actively seeking late stage collaboration opportunities and biopharmaceuticals.

RECENT COLLABORATIONS:

- Immutep – in-license of anti-LAG3 antibody program.
- Cellzome – Episphere[™] technology to screen compounds against epigenetic targets in a physiological setting.
- Cellzome – Kinobeads[™] technology to screen compounds against kinase targets in a physiological setting.
- Dynavax Technologies – oligonucleotide inhibitors of endosomal Toll-like Receptors for the treatment of interferon-alpha signature autoimmune diseases.
- Galapagos – option-based collaboration to develop small molecule inhibitors of targets of relevance for immuno-inflammatory disease.
- Immune Disease Institute (IDI) – a five-year agreement to build a unique, synergistic collaboration in immuno-inflammation research.
- Regulus Therapeutics – novel microRNA-targeted therapeutics to treat inflammatory diseases such as rheumatoid arthritis and inflammatory bowel disease.

CONTACT US:

leslie.2.boyd@gsk.com

Vice President, Scientific Licensing

beverley.j.carr@gsk.com

Vice President, Business Development
Immuno-inflammation Therapy Area

andrew.r.calver@gsk.com

Director, Scientific Licensing, Immuno-inflammation

[†] In-license or other alliance relationship with third party

Infectious Diseases

Our research is dedicated to discovering new therapies for unmet medical needs in the field of infectious diseases; areas of concentration include bacterial infections, viral infections, and diseases of the developing world such as tuberculosis and malaria. We are focused on building an innovative pipeline through both internal efforts and external alliances and “virtualizing” a portion of the infectious diseases pipeline by forming multiple risk-sharing and reward-sharing alliances.

PIPELINE HIGHLIGHTS

- **S/GSK1349572[†]** (Phase III for HIV infections) – an oral HIV integrase inhibitor discovered in a joint venture (JV) with Shionogi & Co. Ltd. GlaxoSmithKline’s ownership in the JV has transferred to ViiV Healthcare, a global and independent specialist HIV disease management company established by GlaxoSmithKline and Pfizer.
- **Tafenoquine[†]** (Phase II for Plasmodium vivax malaria) – a tafenoquine/chloroquine combination regimen represents a major advantage over current therapy. This initiative has been undertaken with the Walter Reed Army Institute of Research and Medicines for Malaria Venture (MMV).
- **GSK1322322** (Phase II) – novel class antibacterial agent for the treatment of bacterial infections.
- **GSK2251052** (Phase II) – a novel mechanism agent for the treatment of bacterial infections, licensed from Anacor following discovery in an Anacor-GSK alliance program.
- **GSK2336805** (Phase II) – novel agents targeting the HCV NS5A and protein for the treatment of chronic hepatitis C infections.

Longstanding expertise in developing and marketing antibacterial and antiviral medicines. Full development and marketing of potential HIV medicines will proceed through ViiV Healthcare, a global specialist HIV disease management company established by GlaxoSmithKline and Pfizer.

RECENT COLLABORATIONS:

- Anacor – viral and bacterial disease option collaboration
- Galapagos NV – anti-infectives option collaboration
- Mpex – efflux pump inhibitor combinations with antibiotics - collaboration
- Regulus Therapeutics – novel micro-RNA therapeutics for HCV infection
- ISIS – novel antisense therapy for infectious disease
- Shionogi – novel antibiotics for Gram-negative bacterial infections

CONTACT US:

leslie.2.boyd@gsk.com

Vice President, Scientific Licensing

fraser.f.gray@gsk.com

Vice President, Business Development for Infectious Diseases

[†] In-license or other alliance relationship with third party



Neurosciences

Drug discovery and development expertise focused on the treatment of neurological diseases, including neuroinflammatory and neurodegenerative disorders, e.g., multiple sclerosis, Alzheimer’s disease, and Parkinson’s disease. The late-stage development group is equipped and committed to bring innovative medicines forward to approval for psychiatric and neurological disorders where robust proof-of-concept has been established.

PIPELINE HIGHLIGHTS

With more than 34 compounds in development with 27 new mechanisms of action, our innovative neuroscience pipeline spans 14 different disease areas, including Alzheimer’s and Parkinson’s disease, amyotrophic lateral sclerosis (ALS), epilepsy, stroke, migraine and multiple sclerosis.

DEEP EXPERTISE WITH MARKETED PRODUCTS:

GSK has an established commercial presence in key markets at both the specialist and primary care levels and expertise with marketed products, such as:

- Trobalt (retigabine)
- Imigran/Imitrex (sumatriptan succinate)
- Requip (ropinirole hydrochloride)
- Lamictal (lamotrigine)
- Seroxat/Paxil (paroxetine hydrochloride)
- Wellbutrin/Zyban (bupropion hydrochloride)

RECENT COLLABORATIONS:

- Impax for IPX066, a novel formulation of levodopa for Parkinson’s disease
- Prosensa for GSK2402968, an antisense oligonucleotide for Duchenne muscular dystrophy
- Valeant for retigabine, a neuronal potassium channel opener for epilepsy partial seizures
- XenoPort for gabapentin enacarbil, a voltage-gated calcium channel modulator for restless legs syndrome

CONTACT US:

leslie.2.boyd@gsk.com

Vice President, Scientific Licensing

jason.e.kralic@gsk.com

Director, Scientific Licensing for Neurosciences

wenji.j.chen@gsk.com

Head, R&D China Business Development

Oncology

GSK Oncology's vision is to be a leader in the doubling of cancer survival rates globally in the next 10 years by transforming ourselves into the fastest-growing, most-respected and trusted oncology company in the world, providing value to society through our medicines. We will accomplish this vision through collaborations with academia and industry by way of the discovery and development of new medicines for cancer patients that clearly meet expectations of patients, providers, regulators and payers. Over the past three years, we have collaborated with over 300 institutions around the world focused on cancer research. In the last year alone, we randomized over 7,750 patients in clinical trials and achieved four new drug approvals in the United States and in Europe: Tyverb/Tykerb, Arzerra, Revoladel/Promacta and Votrient

PIPELINE

GSK Oncology has an exciting clinical pipeline in hematologic tumors and solid tumors. New products are in late stage development for the indication of melanoma including: BRAF Inhibitor, MEK Inhibitor* and MAGE-A3* vaccine. In the drug discovery area, over three years ago, Cancer Research was organized into Discovery Performance Units focused on: Cancer Metabolism, Protein Dynamics, Cancer Epigenetics, and Cancer Epitope.

DEEP EXPERTISE WITH MARKETED PRODUCTS

We possess a strong history of successfully marketing oncology therapeutics and supportive care products including:

- Arzerra (ofatumumab)*
- Promacta (eltrombopag)*
- Tykerb/Tyverb (lapatinib)
- Votrient (pazopanib)
- Hycamtin (topotecan hydrochloride)
- Arranon (nelarabine)
- Alkeran (melphalan)
- Bexxar (tositumomab)
- Zofran (ondansetron hydrochloride)

RECENT COLLABORATIONS:

- Amplimmune
- bioMérieux
- Epizyme
- Proteologics
- Response Genetics
- Seattle Genetics

CONTACT US:

jeb.e.keiper@gsk.com

Vice President, Business Development, Oncology

christopher.j.francis@gsk.com

Director, Business Development GSK Oncology

kevin.w.hinkle@gsk.com

Director, Business Development GSK Oncology

* Represents associated partnerships: Japan Tobacco (MEK), Genmab (Arzerra) and Ligand (Promacta), GSK Biologicals (MAGE-A3).

Ophthalmology

GSK Ophthalmology is a small dedicated team of scientific experts, with the mission to develop medicines that prevent and restore vision loss. Since 2008, we have established a network of world class external collaborations to assist in profiling compounds across multiple ophthalmic animal models and GSK Ophthalmology has collaborated with biotechnology companies to access proprietary technologies to enable the delivery of those medicines to the eye.

GSK has active programs across multiple ophthalmic diseases with high unmet medical need; these include Geographic Atrophy, Diabetic Macular Edema, Dry Eye, Wet AMD and Uveitis. These programs include small molecules, antisense and protein technology. GSK Ophthalmology is committed to creating a robust clinical pipeline, this is exemplified by our late stage (phase 2b) clinical program in wet AMD and GSK's novel phase 2a program in Geographic Atrophy.

Moving forward, GSK Ophthalmology wants to access both clinical and preclinical (after successful proof of concept in animals) ophthalmology assets in collaboration with academic institutions, biotechnology companies and established ophthalmic companies and Business Development seeks to enable accelerated market entry through access to late stage opportunities. Our ultimate goal is to enable a sustained GSK Ophthalmology pipeline. As a virtual group, GSK ophthalmology has amassed significant experience in collaborating in this exciting therapeutic area and we look forward to hearing from you about your ophthalmology programs.

CONTACT US:

christine.d.foster@gsk.com

Head of Business Development, GSK Ophthalmology



Biopharmaceuticals

The Biopharmaceuticals R&D Unit brings together experienced biopharm drug development professionals from across the entire GSK R&D organization. Biopharm R&D is a fully integrated operation, managing the whole drug discovery and development process from early discovery through Phase III and regulatory approval. We have extensive experience in a wide range of biopharm platforms including antibodies, domain antibodies, recombinant proteins and conjugated molecules. Biopharm R&D is now responsible for over 20 percent of GSK's clinical pipeline which has grown from just 6 percent a few years ago.

PIPELINE AND COLLABORATIONS

The Biopharm R&D pipeline is comprised of over 14 different biopharmaceuticals in clinical studies which are being developed across a broad range of therapeutic areas including oncology, inflammation, respiratory, metabolism and neurobiology.

Our strategy is to identify the best opportunities in the biopharmaceuticals arena, then maximize their medical and commercial potential by bringing together the know-how of the Biopharm R&D unit with the deep therapeutic area expertise of the wider GSK R&D community. The recent marketing approvals for Arzerra, Prolia and Benlysta, all of which are medicines developed in collaboration with external companies, and the prospect of further approvals as our projects progress, are a testament to the success of this approach.

Licensed and alliance projects play a pivotal role in the success of our biopharm portfolio. We are delighted to work with our collaborators to advance these exciting projects:

- Amplimmune for AMP224, a PD1 inhibitor (cancer)
- Apeiron for APN01 an Angiotensin Converting Enzyme 2 (Acute Lung Injury)
- Human Genome Sciences for albiglutide, a long acting GLP1 agonist (Type 2 diabetes)
- Immutep for IMP731 an anti LAG-3 (autoimmune diseases)
- Pentraxin for anti-SAP antibody (systemic amyloidosis)

In addition to forming new collaborations around clinical phase biopharmaceuticals, GSK Biopharm R&D is interested in licensing associated technologies, and enhancing its extensive portfolio of ongoing collaborations with leading academic institutions aimed at supporting the Biopharm R&D pipeline from early discovery to the later clinical stages of biopharmaceutical development.

CONTACT US:

jon.h.ellis@gsk.com

Vice President, Biopharm Business Development and Platform Technology & Science Business Development



Rare Diseases

With a strong track record in orphan drug development, GSK is focused on urgently moving rare disease treatment to the next level – drawing on our heritage to build a long term, sustainable and science-led business model.

The team is initially focused on approximately 200 diseases – based on prevalence, severity of disease and the potential for treatment or cure.

Our strategy involves a multi-pronged approach to developing and commercializing medicines for rare diseases:

- expanding indications for existing GSK molecules into rare diseases
- building alliances with external partners who are leaders in their fields
- leveraging GSK's global reach and expertise to build an integrated rare disease team encompassing development, regulatory and commercial capabilities

The business is centred around four therapeutic clusters:

- Metabolism and inherited disorders
- CNS & muscle disorders,
- Immuno-inflammation (including dermatology and ophthalmology indications)
- Rare malignancies and hematology

We are also exploring alternative modalities for treating Rare Diseases and have technology groups focusing on oligonucleotides, stem cells and gene therapy.

PIPELINE HIGHLIGHTS

GSK Rare Diseases has an exciting and expanding pipeline of novel therapeutics that will potentially transform the treatment of diseases such as Duchenne muscular dystrophy, Fabry's and ADA-SCID.

RECENT COLLABORATIONS:

- Prosensa – an alliance in Duchenne Muscular Dystrophy
- JCR Pharmaceuticals- collaboration to develop Enzyme Replacement Therapy for Hunter Syndrome, Fabry Disease
- Isis Pharmaceuticals - RNA therapeutics for a number of rare and infectious diseases
- Telethon Institute of Gene Therapy & Hospital San Raffaele – haematopoietic stem cell gene therapy for monogenic disorders
- Amicus Therapeutics – partnership to develop a molecular chaperone, Amigal for Fabry Disease

CONTACT US:

michael.c.diem@gsk.com

Director, Business Development, Rare Diseases

erin.d.hugger@gsk.com

Director, Scientific Licensing, WWBD

With an urgency to act, GSK Rare Diseases aims to deliver significant benefits to underserved patients.

Respiratory

Built on a strong heritage of over 40 years experience in respiratory medicines, our research programs include novel oral and inhaled mechanisms, biologics, and innovative inhaled delivery platforms. Our interests extend beyond asthma, allergy, and COPD, and include acute lung injury, acute respiratory distress syndrome, idiopathic pulmonary fibrosis, and cough.

PIPELINE HIGHLIGHTS

Large and comprehensive early and late stage portfolio including:

- **Relovair (642444 + 685698)[†]** (Phase III COPD and asthma) – a once-daily combination of a long-acting beta2 agonist (LABA – ‘444) and an inhaled corticosteroid (ICS – ‘698) that is being developed with Theravance
- **642444/573719[†]** (Phase III COPD) – a once-daily combination of a long-acting beta2 agonist (LABA – ‘444) and an inhaled corticosteroid (ICS – ‘698) that is being developed with Theravance
- **mepolizumab** (Phase II for severe asthma) – a monoclonal antibody to interleukin-5
- **961081[†]** (Phase II for COPD) – a bifunctional muscarinic antagonist and beta agonist (MABA) that is being developed with Theravance
- **2190915[†]** (Phase II for asthma) – an oral 5-lipoxygenase activating protein (FLAP) inhibitor that is licensed from Panmira
- **losmapimod** (Phase II for COPD) – p38 MAP kinase inhibitor

MARKET LEADER IN TREATING RESPIRATORY DISEASE:

- Advair/Seretide
- Flixonase / Flonase
- Flixotide / Flovent
- Veramyst
- Serevent
- Ventolin HFA

AREAS OF INTEREST FOR COLLABORATION:

- Immune-modulating approaches for asthma
- Disease modifying therapies for COPD
- Exacerbations in asthma and COPD
- Pulmonary fibrosis

RECENT COLLABORATIONS:

- Apeiron – in-license of recombinant ACE2 for acute lung injury.
- Panmira – oral FLAP (5-Lipoxygenase Activating Protein) inhibitors for the treatment of respiratory and cardiovascular disease.
- Theravance – several inhaled long-acting beta2 agonists (LABA) and a muscarinic antagonist, beta2 agonist (MABA) for the treatment of respiratory diseases.

CONTACT US:

leslie.2.boyd@gsk.com

Vice President, Scientific Licensing

melissa.a.faris@gsk.com

Head, Respiratory Business Development

chris.d.brown@gsk.com

Director, Scientific Licensing

[†] In-license or other alliance relationship with third party

Academic Collaborations

ACADEMIC INTERACTIONS

As a world leader in pharmaceutical research, we recognize the value of creating innovative collaborative interactions with world-class external research groups. Our team acts as a global interface for GSK R&D with US, EU, and international academic and other non-profit research institutions.

RECENT ACADEMIC COLLABORATIONS:

- Harvard Stem Cell Institute
- Immune Disease Institute, Boston
- Institute of Ophthalmology, UCL Institute

CONTACT US:

malcolm.7.skingle@gsk.com

Director, Academic Liaison

anita.d.baker@gsk.com

Manager, Academic Liaison

jane.a.lewis@gsk.com

Manager, Academic Liaison



Center of Excellence for External Drug Discovery (ceedd)

The ceedd is a small dedicated team of business and scientific experts within R&D with a mission to bring differentiated medicines of value to patients. We seek out and collaborate with companies performing highly innovative and transformative world class science. The ceedd is purely externally focused and is based in the UK and the US. We work across all therapy areas, risk sharing alliances with world class Biotechnology Companies.

The ceedd works with the Biotechnology Company to partner with an innovative platform technology on one or more programs which can be early in the drug discovery process. GSK will have an exclusive right to option these programs at a pre-defined point along the drug discovery path e.g. pre-clinical candidate, for further development and commercialization.

We have a number of ongoing collaborations, and in 5 years have successfully transitioned three assets at clinical proof of concept into GSK for further development.

RECENT ALLIANCES:

- **Chroma Therapeutics:** Proprietary esterase-sensitive motif (ESM) technology, for development of macrophage-targeted drugs for the treatment of inflammatory diseases.
- **Concert Pharmaceuticals Inc.:** Experts in deuterium labeled chemistry with a broad potential to enhance certain drug properties and result in innovative new medicines.
- **Oncomed Pharmaceuticals:** Expertise in the discovery and development of cancer stem cell antibody therapeutics.
- **Prosensa:** Pioneers in an 'exon-skipping' antisense oligonucleotide approach for the treatment of Duchenne Muscular Dystrophy.

HIGHLIGHTS:

ChemoCentryx: Expertise and pioneering insight into the chemokine drug discovery

January 12th 2011

GlaxoSmithKline and ChemoCentryx announce initiation of Phase III study of GSK1605786, formerly Traficet-EN™, for the treatment of Crohn's disease

CONTACT US:

Nicki Thompson, Ph.D.

nicola.2.thompson@gsk.com

Director, Business Development for Alternative Discovery and Development



Emerging Markets R&D

GSK is committed to expanding its business in Emerging Markets to harness the growth potential and deliver more medicines of value to patients. The Emerging Markets R&D Group represents a new business model established within GSK, and, comprises a group of experts dedicated to building a pipeline of medicines specifically for emerging markets and Asia Pacific. The initiative will augment GSK's existing strong geographical footprint in emerging markets and Asia Pacific countries.

We continue to strengthen our commitment to the emerging markets and Asia Pacific by expanding our sales forces and increasing our manufacturing capabilities in these regions, as well as forging product partnerships specifically aimed at these markets. Recent examples include the partnership with Amgen for the development of Denosumab for osteoporosis and oncology in emerging markets, the vaccines product alliance with Binnopharm in Russia, the joint venture partnership with Dr. Reddy's in India, and the acquisitions of Phoenix Laboratories located in South America and Nanjing MeiRui Pharma Co., Ltd. located in China.

The Emerging Markets R&D Group identifies internal and external product development opportunities and adds clinical development, formulation development, and regulatory expertise to regional product development. We seek to partner with companies who wish to leverage their innovative products in the emerging markets and Asia Pacific and who wish to work with a partner that possesses expertise and resources in these regions to successfully bring quality medicines to the peoples of the developing world.

Contact us if you are considering a development partnership for clinical assets in the Emerging Markets or Asia Pacific.

CONTACT US:

sandy.macrae@gsk.com

Senior Vice President, Emerging Markets R&D



R&D China

A fully integrated R&D center to develop products of value for patients worldwide, the R&D centers in Shanghai and Singapore lead GSK early-stage discovery and development efforts in neurological diseases.

R&D China is comprised of over 400 scientists and encompasses five Discovery Performance Units (DPU) focused on neurological disorders:

- Neuroinflammation DPU is developing novel agents to treat immunomodulatory disorders such as multiple sclerosis
- Neurodegeneration DPU focuses on development of disease modifying therapies for neural dysfunction in Alzheimer's disease and Parkinson's disease
- Neural Pathways DPU is developing medicines for rare neurological disorders with underlying mitochondrial dysfunction and/or of monogenic origin, including Huntington's Disease, Amyotrophic Lateral Sclerosis and Spinal Muscular Atrophy.
- Regenerative Medicine (RM) DPU is developing small molecules and biologic agents that promote neuronal or tissue repair and regeneration
- Innovative Traditional Chinese Medicine (iTCM) DPU pioneers the marriage of TCM knowledge with western drug discovery technology to create novel therapeutic mixtures that address significant unmet medical need

Additionally, R&D China oversees a number of China-specific pre-clinical and clinical drug development research effort. The China Medicines and Oncology group conduct clinical research in China to develop clinical stage assets and bring oncology assets to Chinese populations, respectively. Finally, Scinovo offers a unique approach to collaborative R&D and outsourcing, able to couple excellent internal preclinical development science with GSK's global network of preferred research suppliers to forge customized drug development solutions for GSK's portfolio of collaborators.

All together, R&D China is committed to developing therapeutics for unmet needs in neurological disorders and to bringing GSK medicines to China.

CONTACT US:

paul.b.bolno@gsk.com

Vice President, Business Development, Asia

wenji.j.chen@gsk.com

Director, R&D China Business Development

jason.e.kralic@gsk.com

Director, Scientific Licensing for Neurosciences



Alliance Management

Exceptional people, superior collaborations

Every collaboration is unique. That is why our Alliance Management group stands as the most experienced, knowledgeable, and effective professionals in the business.

Alliance Management professionals manage assets from early stage to life-cycle management across a wide range of collaboration structures, acting as catalysts to promote empowered governance and effective decision-making. We are the single point of contact, able to engage the right people at all levels of GSK to reduce complexity, make decisions and move the collaboration forward.

As part of the Deal Team, our involvement begins before the deal is signed, engaging potential governance body members and serving as internal advocates for the collaboration. Post-deal, Alliance Management is intensely focused on launching a high-performing steering committee—a key to successful collaborations. We lead the start-up meetings to assure common understanding of collaboration goals; achieve agreement on objectives, responsibilities, procedures and behaviors; and develop detailed plans for the collaboration.

GSK's commitment to best-in-class collaborations is evident in the comprehensive and holistic approach it takes to alliance management. Alliance Management experts remain engaged and available throughout the life cycle of the collaboration to provide support through all key stages. For day-to-day support, scientists and business professionals have been trained in alliance management principles and practices to ensure day-to-day effectiveness.

What makes GSK's approach different? We view Alliance Management as a professional practice, not just a job. To build and support this practice, we created an Alliance Management Center of Excellence (CoE). The goal of the CoE is to develop a group of experienced individuals throughout GSK able to drive best-in-class collaborations. The CoE provides standardized processes based on best practices, ongoing training and development, expert guidance and mentoring, and networking opportunities to share knowledge. The result is a group of Alliance Management professionals across the company who are expert in collaborations, superior communicators, and proven leaders.



CONTACT US:

For more information about GSK's commitment to best-in-class Alliance Management, please contact Erin Brubaker, Alliance Management at erin.e.brubaker@gsk.com.

Scinovo

The GSK Scinovo team are the scientific consulting and advisory support model that further exemplifies GSK's commitment to best in class collaborations . . .

Scinovo represents a unique scientific support model which offers you a portal to GSK's wealth of drug discovery and development knowledge. As a dedicated team, our consultants can draw upon the breadth and depth of their experience to provide you with targeted solutions specifically with your molecule and your needs in mind. As an extension to this, the Scinovo model also provides you with access to other consultants within GSK where unique and specialist knowledge is required to address your specific development questions.

We also provide our collaborators access to customised delivery options; utilising our worldwide CRO/CMO network and passing on the benefits of these well established relationships.

Scinovo has a strong history of interfacing with GSK Business Development. We deliver the necessary solutions and development expertise to help you navigate the drug development landscape

Our approach encompasses:

- **Committed collaborative relationship.** "Scinovo exemplifies and executes GSK's commitment to best in class collaborations through our actions and behaviours."
- **Breadth of scientific expertise.** "The right technical expert can be found through Scinovo and they will give you credible scientific advice relevant to the issue at hand."
- **Breadth of development expertise.** "We've probably encountered your problem before, know not only how to address it, but also know how any particular global regulatory agency might react."
- **Tailored service.** "We know big pharma is complex. With Scinovo you work with a small team, focusing on what you need and offering you an appropriate solution."

Take Full Advantage of Our Experience . . .

Contact us via email at:

scinovo@gsk.com
www.bd@gsk.com



- ▶ *Many companies talk about global presence. GlaxoSmithKline lives it.*

We invite you to contact us:

GlaxoSmithKline
Worldwide Business Development
709 Swedeland Road
King of Prussia
PA 19406, USA

GlaxoSmithKline
Worldwide Business Development
P.O. Box 13398
5 Moore Drive
Research Triangle Park
NC 27709, USA

GlaxoSmithKline
Worldwide Business Development
Gunnels Wood Road
Stevenage
Hertfordshire
SD1 2NY,
UK

GlaxoSmithKline
Business Development, Asia
Building 3, 898 Halei Road
Zhangjiang Hi-tech Park
Pudong, Shanghai, China 201203

www.bd@gsk.com