GlaxoSmithKline at a Glance

- **Sales of almost $30B**
  - In Pharmaceuticals, Vaccines, Consumer Healthcare

- **Over 100,000 employees.**
  - R&D: 15,000 employees, 20 sites, 8 countries, US$3.5B annual investment

- **5000 Clinical, Regulatory staff in over 50 Countries**
  - An integrated organisation focused on rapid, efficient commercialisation

- **Manufacturing: 35,000 employees, over 100 manufacturing sites in 40 countries**
  - Supplies over 1,100 brands to 140 markets

- **In 2000**
  - Treated over 75,000 patients in clinical trials,
  - filed over 700 Regulatory submissions (NCE + PLEs)
R&D Roadmap - an “aide memoire”

- Target Selection
- Candidate Selection
- Product Development

Research
  - Find/Create it
  - Make it

Technical
  - Test it
    - (pre-clinical)

Safety
  - Test it
    - (man)

Medical
  - Register it

Regulatory
  - Sell it

Commercial
Some of the many activities undertaken during development of a new medicine
Pharmaceutical R&D

All of the above and more
Ashley Bates

B.Sc. Chem: Heriot-Watt U, Edinburgh
Ph.D. Physical Chemistry: - Heriot-Watt U, Edinburgh

Formulation Scientist: Upjohn England (1 year)
Research Scientist: Upjohn MI USA (6 yrs)

R&D Mgt (Pharmacia & Upjohn Perth): Perth, WA - 3 yrs
Project Mgr Pharmaceutical Development (GlaxoWellcome): 1 year
Head Pharmaceutical Development (GlaxoWellcome) 1 year
Head Discovery Research (5 years).
The role of Discovery Research

- Contribute to GSK R&D by partnership with Australian researchers and innovation
- Leverage GSKA DR efforts to maximise direct and indirect benefits to the local business
- Support and encourage a sustainable Australian Research environment
GSK Australia’s involvement in the R&D Process

- Target
- Lead
- Candidate
- Phase I
- Phase II
- Phase III
- File & approval
- Launch
- Phase IV

GSK Australia

- JLMRU
- Clinical Research
- Regulatory Affairs
- Clinical Research

GSKA Discovery Research

- Genetics
- Drug Discovery
- Drug Discovery
- Business Partnering
- Business Partnering

Academia

Biotech

Academia

Next Gen Research
Discovery Research Australia

Activities:
• Partner of choice activities
• Brokerage - Proactively seek new research opportunities
• Local management of existing projects
• Maximise financial leverage of R&D activity

Over 35 projects in 2005

Target | Lead | Candidate | Phase I | Phase II | Phase III | File & approval | Launch | Phase IV

- Murdoch University
- University of WA
- Griffith University
- University of NSW
- University of Sydney
- Garvan Inst of Medical Research
- Woolcock Inst of Med Research
- Nat Centre for Immun Research
- Monash Medical Centre
- Peter MacCallum Cancer Institute
- Austin Endocrine Centre of Excellence
- University of Melbourne
- Alfred Hospital
- Evogenix
- Vic College of Pharmacy
- CSIRO
- Baker Heart Research Institute
- International Diabetes Institute
- University of Tasmania
- International Diabetes Institute