



do more
feel better
live longer

Discovery Partnerships with Academia

innovative medicines through
integrated partnerships

Who we are



We are a science-led global healthcare company. Our mission is to improve the quality of human life by enabling people to do more, feel better and live longer.



What we do



Pharmaceuticals

We develop and make medicines to treat a range of conditions including: respiratory diseases, cancer, heart disease, epilepsy, bacterial and viral infections such as HIV and lupus, and skin conditions like psoriasis.

Vaccines

We research and make vaccines for children and adults that protect against infectious diseases, including: influenza, rotavirus, cervical cancer, measles, mumps, rubella, hepatitis, polio, tetanus and meningitis.

Consumer Healthcare

We make innovative consumer products in four categories of Total Wellness, Skin Health, Oral Care and Nutrition.

Where we are



We are a global company operating in more than 115 countries.
We have a network of 87 manufacturing sites and key R&D centres in UK, USA, Spain, Belgium and China.



Employees by region



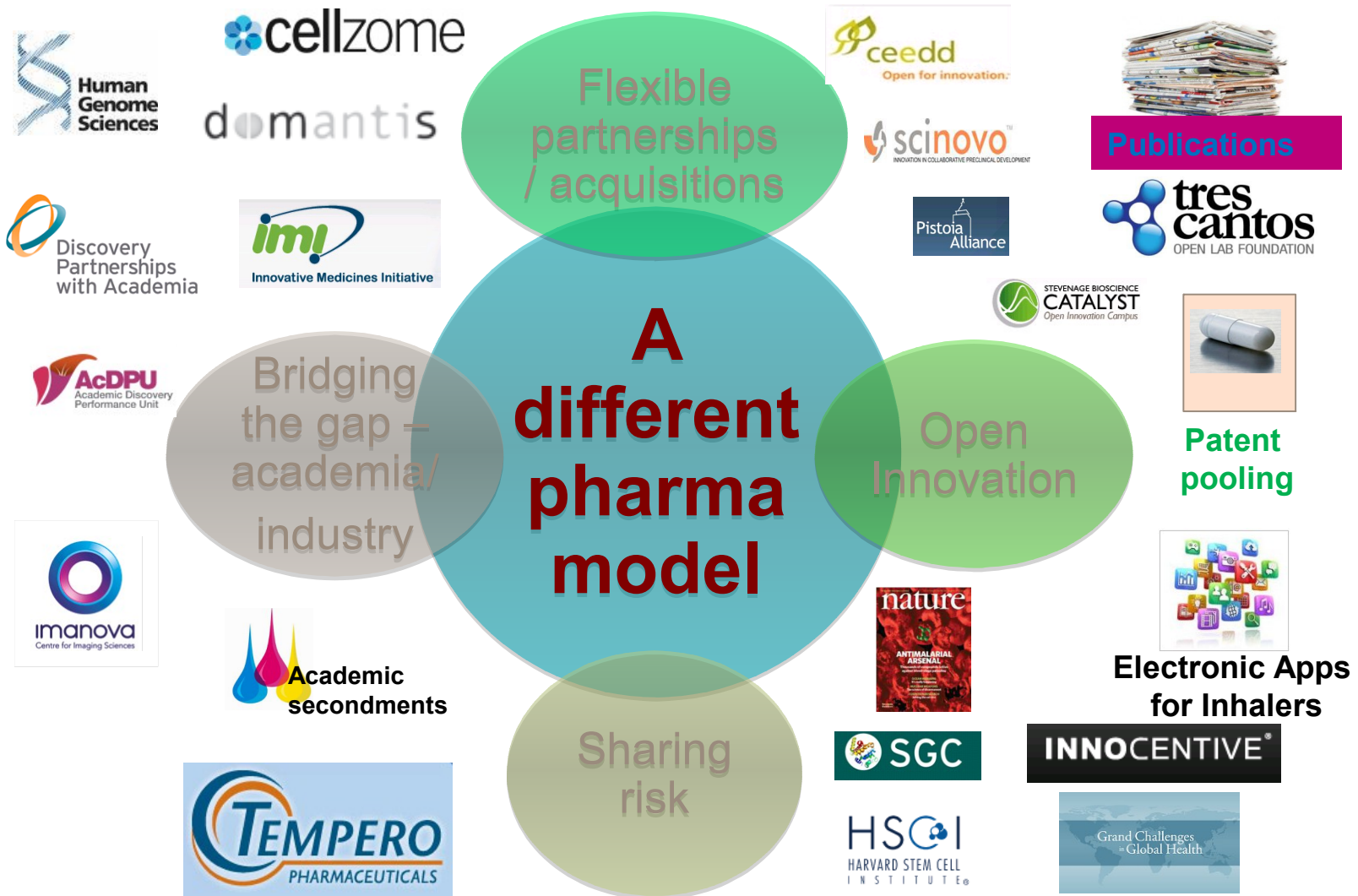
USA	17,201
Europe	38,788
EMAP	36,738
Japan	3,515
Other	3,246

Over 99,488
Employees in total

Diversity through externalisation



Integrated with scientific and research communities



DPAc: A collaborative approach from GSK



“everyone playing to their strengths”

Deep biology and disease
understanding of Academia



Drug discovery
expertise of GSK

Build integrated partnerships that can translate innovative
research into medicines that benefit patients

Key elements of DPAC



Focus on the medicine

- Collaborative partnerships focussed on drug discovery
- Starts at any point from initiation of early screening, finishes with the medicine
- Minimal infrastructure – undertake projects independent of location or disease area

Undertake the best science

- Access to all GSK drug discovery and development capabilities

- Both sides contribute - looks for a complementary match of skills where GSK can make a positive contribution to success

- Milestone funding with royalties. If GSK stops then the academic is free to continue and progress

Share in the investment, share in the reward

What we look for



**Clear
therapeutic
hypothesis**

A coherent and supportable hypothesis that modulation of target will produce a physiological effect which will be of therapeutic benefit to particular patients

Target defined

Specific drug target identified, and some understanding of type of pharmacology desired

**Enabling
expertise**

Academic partner has know-how and/or expertise essential to progressing the target which is not (readily) found elsewhere

Tractability

Target knowledge suggests that a drug-like molecule can be generated
Disease knowledge suggests opportunity can be evaluated effectively in the clinic

**Requirement
for GSK
contribution**

GSK has capabilities and expertise which will help progress the project to the next milestone

Examples of DPAC projects in Europe



Developing treatments for Recessive Dystrophic Epidermolysis Bullosa and other genetic diseases



Professor Irwin McLean
Mark Bamford



A disease modifying approach to the treatment of Huntington's Disease



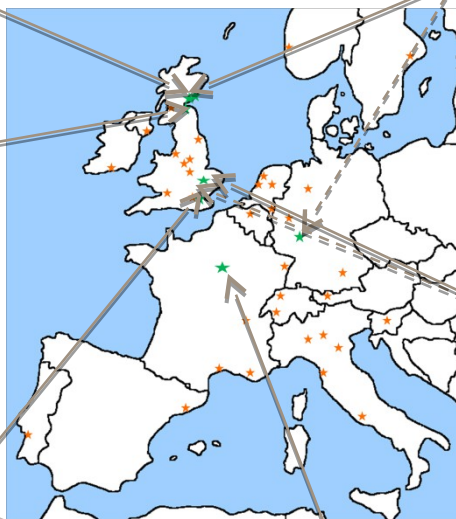
Professor Susann Schweiger
Iain Uings



Preventing Multiple Organ Failure in Severe Acute Pancreatitis



Mr Damian Mole
John Liddle



Treating α 1-Antitrypsin Deficiency using small molecule stabilisers



Professor David Lomas
Andy Brewster



Stabilisers of Transthyretin as a treatment for Transthyretin Amyloidosis



Professor Sir Mark Pepys
Duncan Holmes



Topical Therapy for Netherton Syndrome, Rosacea and Atopic Dermatitis



Professor Alain Hovnanian
John Liddle



Discovery Fast Track Challenge 2014



- An opportunity to collaborate together to test our compound collection using our pharmacological screening platforms to discover active compounds
- We will share key results from the screen to provide you with the best possible chemical probes to interrogate your translational biological assays



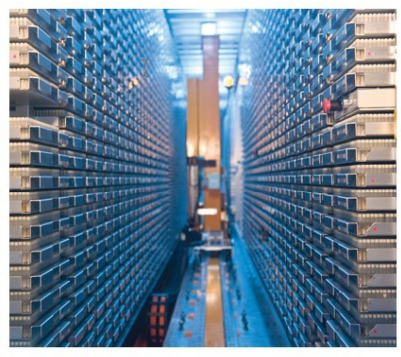
How does Discovery Fast Track work?



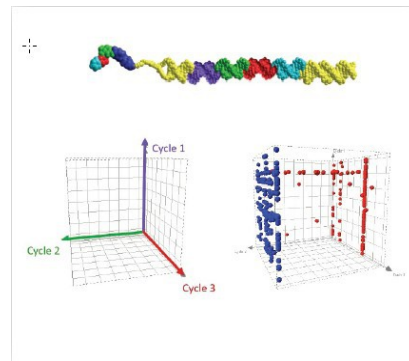
- The researcher provides a novel drug discovery concept that may include assay protocols, tools, reagents and models
- GSK provides a team of scientists and its state-of-the-art capabilities to scale up and industrialize assays and data analysis
- The target is screened against GSK compound collections and enabled to find novel quality pharmacologically active compounds
- Registration closes *April 23rd 2014*



Reagents and Assays



High Throughput Screening



Encoded Library Technologies



Hit Qualification Support

In summary.....



- We are looking for 10 - 15 active DPAC collaborations worldwide
- Discovery Fast Track: registration closes April 23rd 2014
 - for more information visit: www.gsk.com/discoveryfasttrack
- A team of dedicated scientists within GSK to lead the projects
- Re-personalising the relationships between academia and GSK