



GlaxoSmithKline
A Partner of Choice in Algeria

Samir Larak
General Manager
GlaxoSmithKline Algeria
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Who Are we?

- We are one of the world's leading research-based pharmaceutical and healthcare companies
- With a firm foundation in science, we discover, develop, manufacture and distribute prescription medicines, vaccines and consumer healthcare products
- We employ more than 99,000 people in 120 countries
- Our mission is to improve the quality of human life by enabling people to do more, feel better and live longer
- We lead the way in respiratory, anti-viral, central nervous system and diabetes medications



Our Flagship Products



Every second, 45 doses of GSK vaccines are distributed

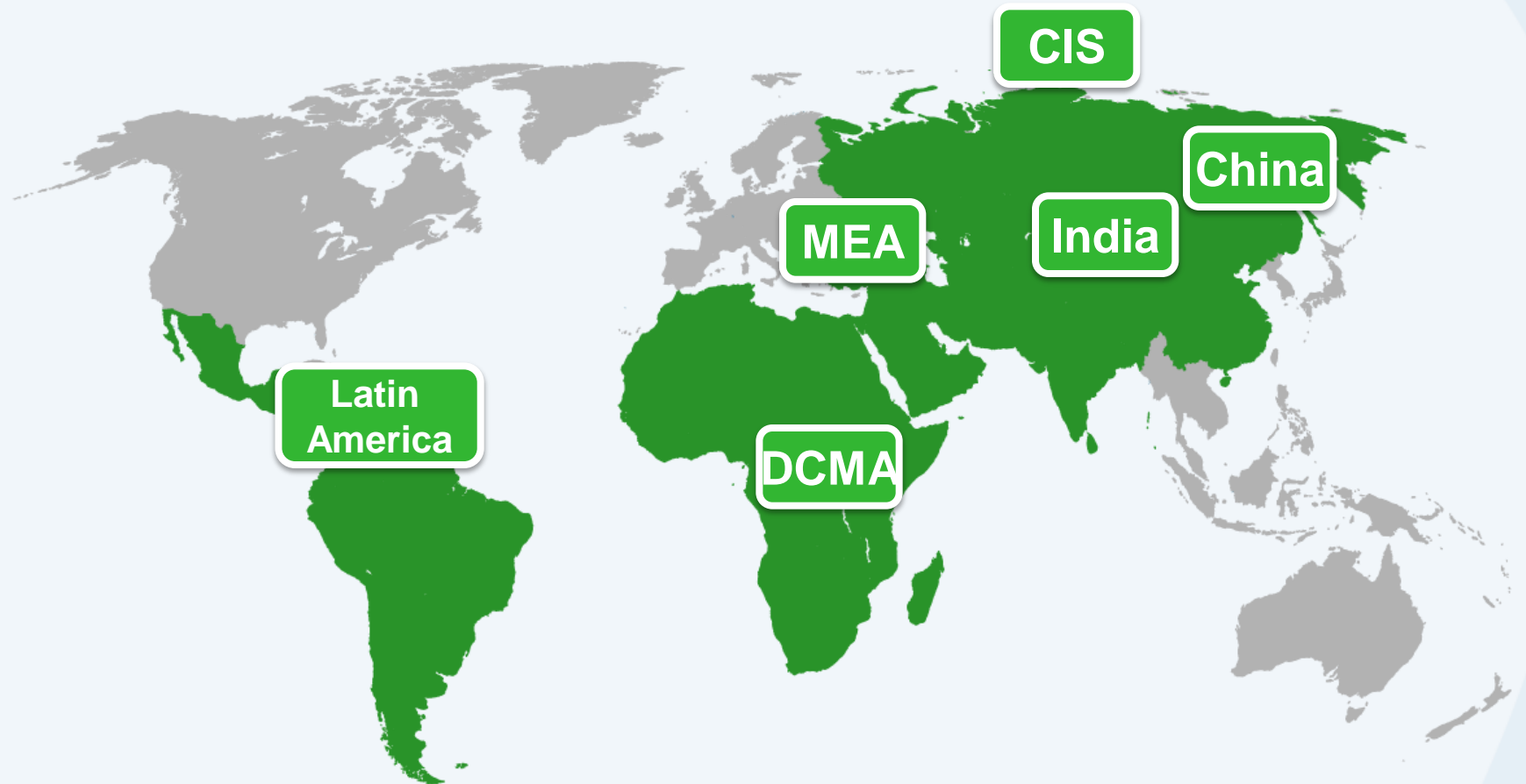
GSK's innovative approach to meet the needs of middle income countries

- We focus on increasing access to pharmaceuticals and vaccines
 - Flexible, tiered and preferential pricing models reflecting a market's ability to pay
 - Collaboration with MIC health authorities and payers to agree innovative pricing programs and other support that helps improve patient access
- We offer tailored products to meet the needs of middle income countries
- We have long-established practices such as tiered pricing for vaccines and voluntary licenses and preferential pricing for HIV/AIDS medicines
- We engage other groups in the distribution chain to ensure that price reductions are passed on to patients
- We are forming commercial partnerships which give more patients access to medicines by bringing products to countries for the first time
- We are increasing manufacturing arrangements, strategic alliances and technology transfers

Our presence in Emerging Markets

85 countries

~13,000 sales reps



Emerging Markets and MEA are strategic drivers of growth for GSK

Our presence in Algeria

- GSK Algeria is one of the few MNC's in Algeria with a full fledged operation
- We are one of the top 5 pharmaceutical companies
- We have a history of consistent investment
 - Manufacturing site in Boudouaou (2005)
- Partnership with Laboratoire Pharmaceutique Algerien (LPA) to further extend GSK's pharmaceutical portfolio in Algeria
- GSK has a strong history of product transfer and people development
 - Full Antibiotic range



Boudouaou is an important manufacturing site



GSK's commitment to Algerian patients and the scientific community

- Market leader in pharmaceuticals and vaccines
- Local clinical trial investments
- Scientific support and sponsorship through local events
- Continuous medical educational events



Algeria has high potential for biopharmaceutical investment

- Tremendous potential for biopharmaceutical investment, including manufacturing, pre-clinical and clinical R&D
- One of the biggest markets in the MENA region
- Growing population, with talented and educated professionals
- Increasing economic wealth
- Potential to grow into a manufacturing, logistics, and commercial hub for the Maghreb and even francophone Africa

Thank you



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