

This image represents our use of technology illustrating Genetics, Genomics and AI/ML. It was created using anonymised real-world clinical trial data formatted to produce visualisations of unexpected natural groupings and patterns within each dataset which can give us new insight into which patients best respond to new medicines and why.



To find out more, visit **[gsk.com](https://www.gsk.com)**

May 2021

Data source: GSK's Annual Report 2020, unless otherwise stated.

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do more
feel better
live longer



**A science-led
global healthcare
company with a
special purpose**



Who we are

A science-led global healthcare company with a special purpose to improve the quality of human life by helping people do more, feel better, live longer.

Every day, we help improve the health of millions of people around the world by discovering, developing and manufacturing innovative medicines, vaccines and consumer healthcare products.



Creating two new companies

In early 2020, we started a two-year programme to prepare GSK for separation into two new, exciting companies – a new GSK in Biopharma and a new world leader in Consumer Healthcare. We remain on track to separate in 2022.

What we do

We aim to bring differentiated, high-quality and needed healthcare products to as many people as possible, preventing and treating disease and keeping people well with our scientific and technical know-how and talented people.

Kiran
Consumer



Our global scale in 2020

GSK around the world



>94,000

employees across 96 countries

£9.7bn

sales of innovative New and Speciality products now account for more than half of our pharmaceutical sales

6.6bn

packs of medicines, doses of vaccines and consumer healthcare products delivered

£250m

contributed globally to community initiatives

Our global businesses

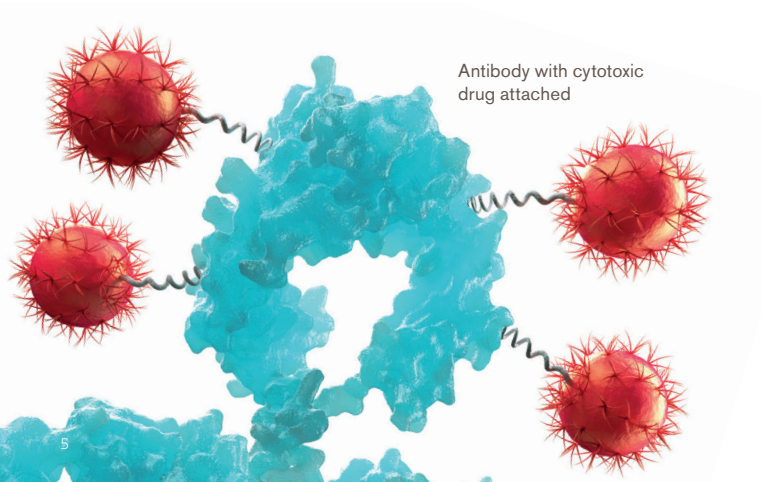
Pharmaceuticals

Our Pharmaceuticals business has a broad portfolio of innovative and established medicines in respiratory, HIV, immuno-inflammation and oncology. We are strengthening our R&D pipeline through a focus on immunology, human genetics and advanced technologies to help us deliver transformational new medicines for patients.

£17bn

Sales 2020

Top sales performers 2020
Respiratory
HIV
Immuno-inflammation
Oncology



Antibody with cytotoxic drug attached

Our global businesses

Vaccines

We are the world's largest vaccines company by revenue, delivering vaccines that help protect people at all stages of life. Our R&D focuses on developing vaccines against infectious diseases that combine high medical need and strong market potential.

£7bn

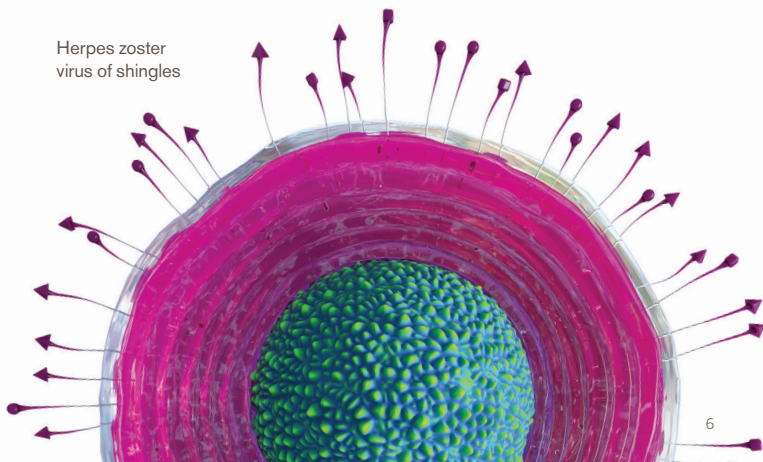
Sales 2020

Top sales performers 2020

Flu

Shingles

Herpes zoster
virus of shingles



Our global businesses

Consumer Healthcare

Our world-leading Consumer Healthcare business combines science and consumer insights to create innovative everyday healthcare brands that consumers trust and experts recommend for oral health, pain relief, cold, flu and allergy, digestive health and vitamins, minerals and supplements.

Nociceptors, the sensors of the pain pathway

£10bn

Sales 2020

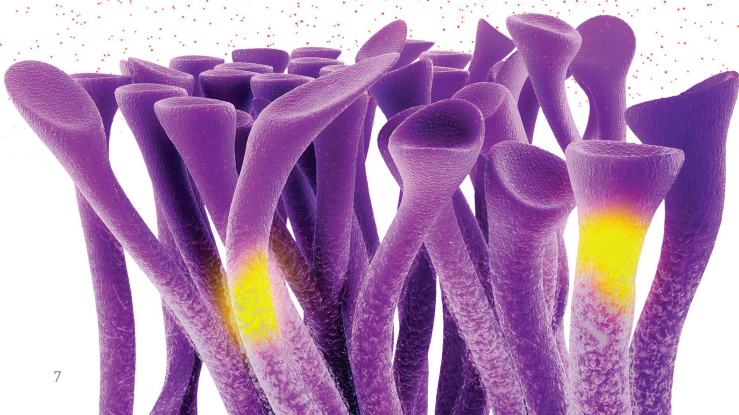
Top sales performers 2020

Pain relief

Respiratory

Therapeutic oral health

Vitamins, minerals
and supplements



How we do it

Everyone at GSK is focused on our three long-term priorities, underpinned by our ambition to build a more purpose and performance driven culture, aligned to our values.

Innovation

Performance

Trust

Culture



Our long-term priorities

Innovation

Innovation is critical to how we improve health and create financial value. We invest in scientific and technical excellence to develop and launch a pipeline of new products that meet the needs of patients, payers and consumers.

9

major regulatory approvals, including in HIV, Oncology and Respiratory

20

Accelerated the pipeline with 9 pivotal study starts and now have over 20 assets in late-stage development (as of March 2021)

20

More than 20 business development deals executed, strengthening our capabilities

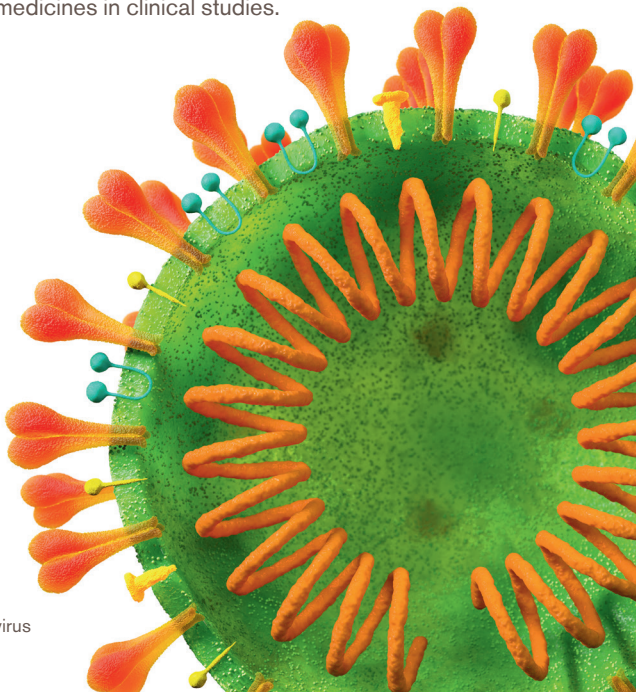
58

Our biopharma R&D pipeline contains 39 potential new medicines and 19 candidate vaccines (as of March 2021)

Our COVID-19 response

Since the COVID-19 pandemic began, we have been seeking ways to use our scientific expertise and technology to make a difference.

We are working with several scientific partners to develop a broad portfolio of potential solutions from prevention to treatment, with several investigational COVID-19 vaccines and antibody medicines in clinical studies.



COVID-19 virus

Our long-term priorities

Performance

We deliver growth by investing effectively in our business, developing our people and executing competitively.

£34.1bn

total sales in 2020

£5.1bn

R&D investment in 2020

17m

Dolutegravir is the most widely prescribed integrase inhibitor for HIV treatment worldwide; we believe around 17 million people living with HIV globally are now taking a dolutegravir-based regimen

No.1

Consumer Healthcare's industry-leading positions include pain relief, respiratory, therapeutic oral health and vitamins, minerals and supplements



Shingles vaccine

Our *Shingrix* vaccine, which reached sales of £2 billion in 2020, is the most successful biopharma launch of the last 10 years.

Babak

Expert Scientist,
Vaccines

Our long-term priorities

Trust

We are a responsible company.
We commit to use our science and technology to address health needs, make our products affordable and available and be a modern employer.

1st

in the 2021 Access
to Medicine Index

2nd

in the pharmaceuticals industry
group for the 2020 Dow Jones
Sustainability Index

2030

We have set ambitious, industry leading environmental targets to have a net-zero impact on climate change and net-positive impact on nature by 2030

2025

We have set aspirational targets for ethnically diverse leaders in our Vice President and above roles; at least 30% in the US and 18% in the UK by 2025



HIV

Around 38 million people across the world live with HIV, including approximately 1.7 million children. Ensuring no child living with HIV is left behind, in June 2020 we received US FDA approval, followed by European EMA approval in January 2021, of the first-ever dispersible tablet formulation of dolutegravir, for children from four weeks of age.

Above: Gibson and Esther with baby Wisdom in Malawi
Photo: Robin Wyatt (for Elizabeth Glaser Paediatric Aid Foundation)

Our culture

We are building a stronger purpose and performance culture underpinned by our values and expectations – so that together we can deliver extraordinary impact for patients and consumers and make GSK a brilliant place to work.

Our values

Our expectations





Brittany, Amy and Taylor
Scientists working through
the pandemic

Living our values and expectations

Working through the pandemic during 2020 – around a quarter of our employees continued to work at our essential sites around the world; supporting the development of new products and ensuring the continuous supply of our existing products.

Close to three quarters of our employees moved to remote working, adapting quickly to new ways of working, focused on serving our patients and consumers.

Why we do it

To improve the
quality of human life
by helping people
do more, feel better,
live longer.



Kimberley
Ovarian cancer patient