

Company Committed to Canada

GSK continues to invest heavily in Canada. Most recently, it has made significant investments to enhance facilities and manufacturing capacity in the provinces of Ontario and Quebec. Since 2005, GSK has invested \$250 million to upgrade vaccine manufacturing facilities in Laval and City of Québec. As a result, the company can now produce 75 million doses of seasonal flu vaccine per year.

GSK now produces the majority of Canada's seasonal influenza vaccine, in addition to holding the Canadian government contract to supply a pandemic influenza vaccine, if required. Further, these investments now make the City of Québec facility a key global influenza vaccine manufacturing site, supporting public health strategies in Canada, the United States and worldwide.

"These Canadian investments have helped put GSK at the forefront of vaccine and medicines development and production in this country," says Paul Lucas, President and CEO of GSK Inc. "The results of investing in Canada include securing supply of innovative products, more local jobs and quality patient care."

The company has also been expanding capacity at its \$120-million, 250,000-square-foot pharmaceutical manufacturing and development facility in Mississauga, Ontario. The facility recently went through a \$55-million expansion and now produces more than 35 million units annually, with more than 80% of products exported to over 120 markets worldwide.

A Canadian partner in research and development

Given its commitment to Canada, it is no wonder that GSK invested more than \$178 million in Canadian R&D in 2007 alone. This investment contributed to GSK's ranking among the top 15 contributors to R&D in Canada, across all industries. As part of that research, \$45 million is spent on clinical trials in Canada, comprising more than 80 clinical trials and enrolling close to 3,000 patients. This represents approximately 6 percent of the company's worldwide clinical trial program, which is significant given that GSK in Canada represents less than 2% of global sales.

GSK's *Pathfinders Fund for Leaders in Canadian Health Science Research* was established to help Canada become a world leader in R&D. The Fund encourages health sciences research and fosters innovation in Canadian medical schools.

Most recently, GSK used this fund, in partnership with the Canadian Institute of Health Research (CIHR), to

establish Research Chairs in Chronic Obstructive Pulmonary Disease and Immunobiology of Infectious Diseases, in Quebec and Manitoba universities respectively. Over the past five years, GSK has endowed 20 similar positions at Canadian universities, for a total investment of nearly \$22 million.

"We are extremely proud to support scientific research at Canadian universities," says Mr. Lucas. "This research is essential to the development of new and more effective therapies. Improving patient outcomes and reducing the burden of disease on society requires the collaboration of researchers, healthcare professionals, regulators and companies like GSK."

Business environment continues to evolve, to support the biopharmaceutical sector

GSK and all levels of government continue to partner to look for new ways to strengthen Canada's competitiveness and create jobs in the innovative biopharmaceutical industry. Tax credits for Canadian R&D contributions have most definitely contributed to the success of GSK in this country.

"GSK remains committed to working with all levels of government, to create an environment that will continue to define Canada's role as a global life sciences leader," says Mr. Lucas. "We continue to accomplish a great deal at our Canadian facilities, and we believe that innovation is the key to our collaborative success."

This commitment to Canada has helped GSK to attract some of Canada's best-trained researchers, resulting in a highly-skilled and innovative workforce. The company offers employees a motivating and meaningful work experience, and this has contributed to GSK being recognized as one of *The Globe and Mail's 50 Best Employers in Canada* for the past eight consecutive years.

GSK and Canada: a strong relationship

GSK remains committed to strengthening Canada's reputation as a leader in the development of innovative pharmaceuticals and vaccines for Canadians and people all around the world. Through continued investment, collaboration and innovative local R&D, the company and its Canadian employees will continue to strive to help Canadians do more, feel better and live longer.



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President and CEO,
GlaxoSmithKline Inc.*