

Daniele FINOCCHIARO (Chairman & General Manager, GSK Pharmaceuticals Italia, Italy):

I would like to say a few words about GSK, which is the company that I have the privilege to represent in Italy. It is a leading company that is a leader in the production of vaccines and other drugs and medicines. We are global leaders and in Italy we have a very big footprint. That means four manufacturing plants and two R&D centres and in these centres we have discovered two big innovations. One is the first ex-vivo gene therapy in the world, which has been discovered here in Italy, and - two - a vaccine for meningitis B. So, big excellences in this country, that I would just like to highlight.

I should start by really thanking the organization for having invited me to this important meeting. I greatly appreciated the format, the content and the meditation of this morning, so really thank you. I hope next time I will have more time to share my view and reveal our view.

We are known as "big" pharma; it is not such a nice term.

I would like to convince you that we are a "great" pharma, and it is the history of my life as well, because I

have spent more than twenty years in this company and this is the first time in which I can talk about this: I have chosen several times to stay in this company because I really see the match of my personal values with the values of the company, and this is something which is not quite common.

So it is a pleasure for me to share this with you because I really think that the experience of my company has been of one that is leading the way in the field of access to medicine.

Before talking about the refugees, I would just like to tell you some words of context about what we are trying to do in general. Because we firmly believe that every action of a major pharmaceutical company should not be aimed only at business but must always take into account the social commitment.

This is something which is not easy and I think that this commitment should be even increasing in a time of history like the one in which we are living, in which we have a lot of tragic events like the refugee and migrant crises.

I am not so naïve as to think that we can do everything on our own for sure, but I think that we can play really a

big role because I think that health condition and poverty are causes and consequences that we need to tackle together and we are trying to do our best in trying to protect the people in their own countries, for what I think is their primary social well-being.

Health is one of the determinants of the social development of a country and we are running that business and we have to challenge the *status quo* in order to give proper outcomes for this kind of countries. And so the approach we are taking is not about making donations, or it is not only about making donations because we are making donations for more than 200 million pounds a year, but it is about trying to embed these when approaching to our strategy and to our daily life.

We are a research company, so it is very important for us, starting from research, not to be blamed, because all the pharmaceutical companies are blamed for taking care only of the Western countries and not at the level of the whole world.

Since 2001 we have carried out a different approach, and we have two R&D centres totally dedicated to the health - or to trying to find treatments and solutions for

the health - of people in less-developed countries. We have one in Tres Cantos in Spain, which is trying to tackle tropical neglected diseases. It is something that is very important.

We have more than 100 people working on that and it is an open laboratory, so everyone can go there and use our premises in order to discover these treatments. Another one on vaccines is in Siena, here in Italy, and for example we discovered a vaccine for typhus, and this is something that we have discovered, but we are not producing. We have just given it to a generic pharmaceutical company in India and they are producing it and we are not even asking for any kind of royalties.

So this is the way we think we can make some difference.

Another big step has been the vaccine against malaria. The first vaccine against malaria, which is the result of more than thirty years of research - thirty years of research - is in the authorization process by WHO, and so this will be probably available next year. Malaria kills more than half a million people in the world every year and we are going to give it at cost, just receiving

remuneration for our costs, and nothing more. It means thousands, millions of doses of vaccine.

Another thing which is very important to tell you, is that you know that R&D is very important for us, because it is our blood, and we need to protect the R&D. In order to protect the R&D in Western countries we have the intellectual property. So patents are something which is very important for us because they are the lifeblood of our company.

We are trying to challenge also that, because we have been the first company that has granted licences on HIV products to generic companies. We have granted more than sixteen in the last fifteen years, and just last month we made something more, because we will not file any patent for low-income countries for all our drugs. So this is very important because we are giving up our intellectual property in these countries in order to make some local company producing our drugs, the drugs that we discovered, in order to facilitate the access in those countries.

These are the things that are coming on top of all the other things we are doing, and the donations and all the other things. For example, we all know the disease

“lymphatic filariasis” and we have donated in the last years six billion tablets in order to eradicate this disease.

The other two things that I would like give you as “pills” is that the 80% of all GSK vaccine production goes to less-developed countries at a discounted price: 80% of all. This is totally contrary to all the other companies. All the other companies have 80% in Western countries, and 20% in emerging markets. We have the contrary.

The other thing is that, in those countries, the prices that we are applying are just 25% or below of the prices for Western countries, so it is just one-fourth of the price; and the 20% - this is an important thing because it is not just about donating products but it is also about trying to find ways to help them in building infrastructures, so we are re-investing 20% of our profits in these countries into local infrastructures, and I think this is another point of great interest.

Coming to the refugees, and I will try to go really fast in order to stay within the allocated time, the commitment to refugees is perfectly in line with the approach that we are using globally, and also the strategy remains unchanged, so we are not so presumptuous as to think we can do everything alone, but we are offering our

expertise and commitment to those with greater experience in the field.

So all our efforts are equally shared between the direct donation of medicines and actions on the field, in collaboration with Institutions and NGOs. We have distributed a lot of medicines in Syria, Jordan and Lebanon through AmeriCares and Direct Relief International. Together with Save the Children we are supporting a series of health interventions, including the establishment of child-friendly centres here in Italy, in Croatia and Serbia. These are in Lampedusa, Sicily and in Rome.

We are working with the United Nations High Commissioner for Refugees to improve the healthcare within reception facilities, and this is something that we need to do for sure. We have a partnership with the Red Cross in Jordan to respond to the health needs of refugees. More than 15,000 people have been covered, and we are also supporting with Save the Children a donation programme, a vaccination programme in the northern part of Syria.

I need to conclude, but what I think is that we are trying to challenge the *status quo*, because the pharmaceutical

companies are not all the same, and we are trying to challenge this. We are like the camel in the desert: we are the one that is leading the group, and we hope that everyone will follow us, otherwise we will get lost in the desert.
