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GlaxoWellcome

Richard J. Wallace

Vice President of Therapeutic Development and Product Strategy
HIV and Opportunistic Infections

October 29, 1999

Ms. Sandra L. Thurman
Director
Office of National AIDS Policy
The White House
Executive Office of the President
750 17th Street, NW, Room 600
Washington, DC 20503

Dear Ms. Thurman:

I am writing to advise you that I have recently been appointed head of Therapeutic Development and Product Strategy for Glaxo Wellcome worldwide HIV and Opportunistic Infections interests. You may have previously interacted with Peter Young in this capacity and as I succeed him, I would like to extend to you the same open invitation to communicate directly with me or with my management team.

This letterhead will provide my mail and phone coordinates, or should you prefer to communicate by e-mail, I can be reached at RJW27338@glaxowellcome.com.

By way of background, I come to this role with 27 years of multinational experience including the last 7 years with Glaxo Wellcome in both Canada and the United States and am transitioning from a most recent assignment as Vice President of Sales & Marketing for HIV & Oncology products in the United States.

I look forward to a continued productive relationship around our mutual interests in advancing care in HIV and Opportunistic Infections.

Sincerely,



Richard J. Wallace

RJW:llc

Glaxo Wellcome Research and Development

Five Moore Drive
PO Box 13398
Research Triangle Park
North Carolina 27709-3398

Telephone
919 483 7151

Fax
919 483 9833

A Division of
Glaxo Wellcome Inc.

RESPONDING TO HIV IN THE DEVELOPING WORLD

The Problem

With over 30 million people infected globally with HIV, and over 5 million new cases a year, the HIV epidemic remains an international public health priority of the first magnitude. Although epidemiological trends in the industrialized countries suggest an overall flattening pace of new infection, the epidemic continues to accelerate in much of the developing world, particularly in Africa, parts of Asia, and India. Indeed, in some countries the prevalence of HIV begins to mimic the impact of a nuclear disaster, with as much as 40 percent of the population infected. Public health advances in prevention and medical advances in treatment, which in the last few years have done so much to make HIV begin to seem a manageable threat and a treatable disease, have yet to make a material impact in the developing world.

A wide variety of factors complicate an effective response to HIV in the developing world. These include social and cultural considerations which exacerbate problems of stigmatization, education, and prevention. In some cases, governments have been slow to recognize or prioritize the problem. Indeed, the mismatch between the need for effective mobilization at the national level against the epidemic on one hand, and the actual state of public health infrastructure on the other, can easily lead to a sense that nothing can be done prior to the development of a successful vaccine.

Ultimately, each country has the primary responsibility for setting its own public health priorities, including what role medicines can play in addressing HIV disease. The international community, including the private sector and the governments of industrialized countries, have traditionally supported this approach through scientific, economic and political commitment, and this philosophy underpins Glaxo Wellcome's HIV programs in developing countries.

Glaxo Wellcome's Contribution

Glaxo Wellcome's response to the HIV epidemic in the developing world is easily the most significant, and longest standing, in the pharmaceutical industry.

Our most original and oldest activity is the **Positive Action** program. Positive Action is a long- term international program of HIV prevention and care, focusing on strengthening the capabilities of affected communities around the world, and the non-governmental organizations that serve them. Positive Action's activities are devoted to initiatives and organizations in developing countries. One example is a three year program with a the International HIV/AIDS Alliance to provide intensive training to developing country community groups and non-governmental organizations that identify and meet local needs, and that develop skills to negotiate with local healthcare providers for improved services. Since its inception in 1992, Positive Action has become widely recognized as a leading and innovative private sector response to HIV/AIDS in the developing world.

Glaxo Wellcome has long supported efforts to use HIV treatments in developing countries. One of the most prominent initiatives has been to prevent transmission of HIV from mother to child. It has been discovered that a short course of the anti-HIV medicine Retrovir® can significantly reduce the risk of an HIV pregnant mother infecting her baby. This medical intervention offers real hope in developing countries. Glaxo Wellcome initially provided medicines to international research institutes for trials to assess ways in which these treatments could be used in developing countries. Earlier this year, we announced a program that offers discounts in developing countries and supports public health initiatives established by UNICEF and UNAIDS. Announced at the World AIDS Conference at Geneva in June this year, the program will take place in 11 developing countries across Africa, Asia and Latin America. Glaxo Wellcome is also offering reduced pricing for Retrovir through bilateral agreements with individual countries, local government, and qualified medical centers.

Glaxo Wellcome was also the first member of the pharmaceutical industry to come forward in support of UNAIDS' **Treatment Access Initiative**. This initiative, centered on four pilot countries, is designed to assess how developing countries can adapt their existing health infrastructure to support the use of anti-HIV medicines. We have been a seminal contributor to the design and implementation of this ground-breaking, public-private collaboration, as well as the principal private-sector author of the principles that underlie and shape it.

Finally, with UNAIDS, Glaxo Wellcome is a founding member of the **Global Business Council on HIV/AIDS**, a consortium of private- and public-sector groups whose objectives are to advance private-sector HIV workplace policies, as well as private-sector civic participation in the global effort to combat the epidemic. The Council is chaired by Sir Richard Sykes, Glaxo Wellcome's Chairman. The Honorable Nelson Mandela serves as Honorary President.

The Challenge for the International Community

While no sweeping, near-term solution to the global HIV threat is available, the Glaxo Wellcome activities outlined above embody a systematic, multi-partite response that progressively controls and contains the epidemic, and offers an increasing opportunity for care and treatment to those infected. This response is built on several components:

- Country-based assessment of public health priorities: Each country has to be responsible for structuring its national response to HIV and determining the component priorities and resource allocation. This can and should include determining the criteria which should guide the role that medicines can feasibly play, and what prerequisites are necessary to fulfill that role successfully.
- Collaboration: HIV/AIDS is too complex and too far-reaching a problem to be dealt with effectively on anything less than a broad societal basis. All sectors of society are

necessary to build an effective response, and ultimately none can insulate themselves from the global implications of the epidemic.

- Co-evolution of treatment, care, and prevention capabilities: As in much of medical history, the increasing ability to treat disease successfully is coupled with the development of surrounding supportive health-care capabilities which are also relevant to, and which leverage, prevention capabilities. This phenomenon has already been documented in developing countries for HIV, with its dependence on extensive counseling and education simultaneously for both treatment and prevention.
- Healthcare infrastructure development: The health and social infrastructure needed to support the effective use of combination therapy as well as the cost of combining many HIV medicines together make universal treatment an approach well beyond the resources of many developing countries. As therapy continues to evolve, however, adapting treatment paradigms to local circumstances may provide an increasingly cost-effective option for developing countries. These new options may help strengthen the existing public health infrastructures to support more complex treatment regimens.
- Continuing improvement in HIV treatment: Combination therapy for HIV is becoming more effective, safer, and easier to take as new medicines and clinical data on their use continues to emerge from the significant ongoing research in this area. These improvements may make the possibility of treatment gradually more medically practicable in a developing country setting.
- Ongoing research into effective vaccines: As scientifically challenging as this goal is, a vaccine is ultimately the best hope for universal protection from HIV in the developing world.

All of the activities described reflect Glaxo Wellcome's conviction that its principal mission is to bring innovative medicines and services to patients throughout the world. Meeting the global challenge of HIV is a complex and daunting challenge that no single organization or country can address, but as long as a significant portion of the people who can benefit from our medicines cannot access them, we will perceive our mission as unfulfilled.

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GlaxoWellcome Fax

To: Daniel Montoya

Fax: 456-2438

From: William Schuyler

Date: 8/26/99 1:43 PM

Telephonic: (202) 715-1000

Total Pages: 6

Fax: (202) 715-1001

Daniel:

Thanks for taking a look. The invitation to the V.P. will go out today.

Call if you need anything.

William

Mission

Glaxo Wellcome is a research-based company whose people are committed to fighting disease by bringing innovative medicines and services to patients throughout the world and to the healthcare providers who serve them.

Values

High Standards
Valuing Customers
Valuing People
Teamwork
Embracing Change
Achievement
Corporate Citizenship

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Glaxo Wellcome Inc.

1500 K Street, N.W.
Suite 650
Washington, D.C.
20005

Telephone:
(202) 715-1000

Fax:
(202) 715-1001

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All of the activities described reflect Glaxo Wellcome's conviction that its principal mission is to bring innovative medicines and services to patients throughout the world. Meeting the global challenge of HIV is a complex and daunting challenge that no single organization or country can address, but as long as a significant portion of the people who can benefit from our medicines cannot access them, we will perceive our mission as unfulfilled.

Testimony of

Peter F. Young

Vice President

**HIV & Opportunistic Infections Therapeutic Development and
Product Strategy**

**Glaxo Wellcome Research and Development
Five Moore Drive
Research Triangle Park, NC 27597-1217**

16 September 1998

**House International Relations Committee
HIV/AIDS Epidemic**

Daniel -
Here is the excerpt on the Council from
this hearing.

Broadening the Response of the Corporate Sector

Glaxo Wellcome with UNAIDS and the UK National AIDS Trust (which has an international track record in seeking to mobilize the private sector) established the Global Business Council on HIV/AIDS in October 1997. The honorary president is Nelson Mandela, President of South Africa and the Chairman is Sir Richard Sykes, Chairman of Glaxo Wellcome plc. The Council was established to provide an international platform to a) encourage the involvement of the private sector b) help keep HIV/AIDS on the international agenda, and c) to promote models of good practice of corporate involvement at the national level.

The establishment of the Council is a result of initiatives over a long period of time to encourage broader corporate responses to the epidemic. This has been a particularly difficult task and a number of perceptions by business have had to be overcome:

- the need for a clear-cut business rationale for corporate involvement in HIV/AIDS
- the continued perception of HIV/AIDS as an "invisible epidemic" affecting only minority groups and of no relevance to the wider population
- concerns about possible negative public image impact of becoming involved in HIV/AIDS

Through a series of meetings at international forums, it became clear that in order to broaden the corporate response, other companies (rather than coercion or pressure from non-profit or governmental agencies) would most effectively encourage companies. In addition, rationales for business involvement could be established through enlightened self-interest, particularly as rates of infection (especially in developing countries) continue to rise. This is of particular interest to multinational or indigenous companies operating in developing countries hit hardest by the epidemic.

UNAIDS has again played a catalytic role in supporting the work of the Council, actively participating in the Council's planning group, and taking the lead in developing the capacity of national business coalitions, for example in South Africa. It is too early to judge the effectiveness of this initiative. In 1999, the Council will commence developing the capacity of national business coalitions.

Conclusions

Born out of necessity as rates of infection continue to rise, recent years have seen new innovative responses to HIV/AIDS emerge. Ultimately HIV is too complex and too far-reaching a problem to be dealt with effectively on anything less than a broad societal basis. All sectors of society are necessary to build an effective response, and ultimately none can insulate themselves from the global implications of the epidemic, all must be interested.

GlaxoWellcome Fax

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via VM

456-2439

To Sandra Thurman
National AIDS Policy
Director
Office of National AIDS
Policy

Fax 202.632.1096

Date August 25, 1999

Total Pages 2

From William Schuyler

Telephone 202.715.1000

Fax 202.715.1001

Mission

Glaxo Wellcome is a
research-based company
whose people are
committed to fighting
disease by bringing
innovative medicines
and services to patients
throughout the world
and to the healthcare
providers who serve them.

Values

High Standards
Valuing Customers
Valuing People
Teamwork
Embracing Change
Achievement
Corporate Citizenship

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Glaxo Wellcome Inc.

1500 K Street NW
Suite 650
Washington, DC 20005

Telephone

Fax

GlaxoWellcome

William J. Schuyler

Director, Federal Government Relations

August 25, 1999

Sandra Thurman
National AIDS Policy Director
Office of National AIDS Policy
736 Jackson Place
Washington, DC 20502

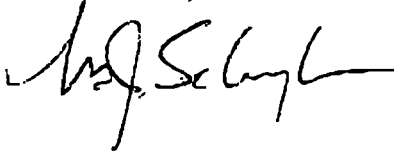
Dear Sandy:

On Thursday, September 23, 1999, Glaxo Wellcome's HIV Sales and Marketing departments will be meeting in Washington, D.C. I would like to invite you to come speak to them during their meeting. Specifically, we would like you to discuss the priorities of the Administration as they relate to the current HIV crisis in the U.S. I also believe it would be very helpful to hear your thoughts on how we can work collaboratively to improve the situation for all people with HIV disease in this country.

The meeting will be held at the Washington Monarch Hotel, 2401 M Street, N.W. We would love to have you join us for lunch, if possible. If, however, you have an opening some other time during the day, we can work with your schedule.

Thank you for considering this request. I will call your office to see if you will be able to join us.

Yours truly,



Glaxo Wellcome Inc.

1500 K Street NW
Suite 650
Washington DC 20005

Telephone
202 715 1000

Fax
202 715 1001

Email
wjs27614@
glaxowellcome.com

GlaxoWellcome Fax

Federal Government Relations

To	Sandra Thurman	Fax	202 456-2438
From	William Schuyler	Date	November 11, 1999
Telephone	202-715-1000	Total Pages	3
Fax	202-715-1001		

Mission

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Glaxo Wellcome Inc.

Federal Government Relations
1500 K St., NW
Suite 650
Washington, DC 20005

Telephone
202.715.1000

Fax
202.715.1001

GlaxoWellcome

William J. Schuyler

Director, Federal Government Relations

November 11, 1999

Sandra Thurman
National AIDS Policy Director
White House Office of National AIDS Policy
736 Jackson Place
Washington, DC 20503

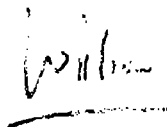
Dear Sandy:

I would like to come in to talk to you about the growing controversy around compulsory licensing of HIV treatments in developing countries. With the Senate's action on the Trade and Development Act, I am concerned that activities that will help people in developing countries, like your funding initiative and our education and infrastructure development programs, will be put at risk. As you know, Glaxo Wellcome has been working in Africa since 1992 to try to develop programs that will get medicines to people and to stop the spread of this disease.

I would like to come in to speak with you to discuss what we are currently doing in the developing world and ideas I have about taking advantage of this Senate action to increase attention to this issue.

I will call Sarah to try to set up an appointment. Or, if it is more convenient, Sarah can contact me at (202) 715-1000. I look forward to seeing you again.

Yours truly,



Glaxo Wellcome Inc.

1500 K Street NW
Suite 650
Washington DC 20005

Telephone
202 715 1000

Fax
202 715 1001

Email
wjs27614@
glaxowellcome.com

GlaxoWellcome

Pending O-Coloso

Sir Richard Sykes DSc FRS
Chairman

Direct tel: 0181 966 8606
Direct fax: 0181 966 8767
e-mail:
smc1244@glaxowellcome.co.uk

The Honorable Al Gore
Vice President of the United States
Washington, DC 20433 U.S.A

31 August 1999

Ref: RBS/sj

Dear Vice President Gore,

On behalf of the Global Business Council on HIV/AIDS, I am writing to invite you to be the keynote speaker at our annual Awards Ceremony for Business Excellence to be held in central London, at the Queen Elizabeth II Conference Centre, on 30 November 1999.

The Global Business Council on HIV/AIDS is a consortium of businesses advocating for the expanded and enhanced involvement of the corporate sector in the response to HIV/AIDS. Its membership is comprised of senior-level leaders from companies who have demonstrated active and visible commitments to the epidemic, through equitable employment policies and workplace education programmes, philanthropic support, dialogues with world policy makers, and commercial initiatives such as cause-related marketing.

The Council's membership is limited to fifteen chief executives or company presidents noted for their leadership in addressing HIV/AIDS issues, their reputations as good corporate citizens and their ability to mobilise and inspire others. The chair rotates annually; I have the honour this year.

Each year the Council hosts the Awards for Business Excellence, recognising exceptional policies and programmes implemented by businesses to address HIV/AIDS in their workplaces and communities. Awards were given in 1998 to EKSOM of South Africa; Fundação Odebrecht of Brazil; Palla, Koblinger and Partner of Austria; Gel Paper Industry of Nepal, and The Regent Hotel of Thailand. Nominations for this year's awards are underway.

The Council has great potential to have a significant impact on the HIV/AIDS epidemic. It is an opportunity for the private and public sectors to work together at the highest levels, sharing policies and programmes that educate and inform broad sectors of society on prevention and treatment, fighting workplace discrimination, fund-raising, and dispelling the stigmas associated with HIV/AIDS that give the virus life while devastating millions.

Glaxo Wellcome plc

Glaxo Wellcome House
Berkeley Avenue
Greenford
Middlesex
UB6 0NN
UK

Telephone
+44 (0)171 493 4060
Fax
+44 (0)181 966 8330

DX
124740 Greenford 2

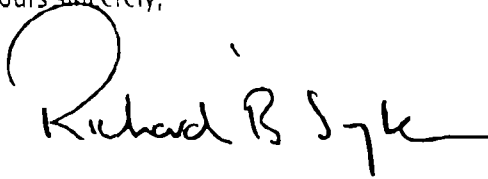
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No. 1047712
Registered Office
Glaxo Wellcome House
Berkeley Avenue
Greenford
Middlesex
UB6 0NN

-2-

Your support of the Council at the Awards Ceremony in November would be a valuable affirmation of its mission. Bridges between the various voices calling for containment of the virus's spread in the developing world are essential, if we are to win the war on AIDS.

Should you require any further information to evaluate this invitation, my office would be pleased to provide it. Meanwhile, we look forward to your positive reply.

Yours sincerely,

A handwritten signature in black ink, appearing to read "Richard B. Sykes". The signature is fluid and cursive, with a large initial "R" and a long horizontal stroke at the end.

RICHARD B. SYKES