The photographs used within this document are illustrative of situations of people living with HIV around the world and are not intended to imply that they have HIV.
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I am proud to have the chance to share with you important information about ViiV Healthcare, who we are and what we stand for. Since we were established in 2009 with a sole focus on the HIV disease, we have been committed to delivering meaningful improvements for people living with and affected by the disease around the world. Over the past five years, it has been quite an extraordinary journey to be part of a team that has helped to build and grow a company that is dedicated to improving the lives of people who live with HIV. In this time, we have achieved numerous milestones and continue to focus on providing innovative treatment options for people living with HIV, a disease that was once untreatable.

HIV has become a chronic treatable disease thanks to the efforts of a large and empowered community. Yet, despite many advances in HIV over the past three decades, it remains a major public health problem. With approximately 35 million people now living with HIV across the globe and 39 million AIDS-related deaths since the start of the epidemic, the current commitment and focus on the disease is still unacceptable. As a company and as a global society, we can and need to do more to improve diagnosis, treatment and care for people affected by HIV around the world.

As the only pharmaceutical company 100% focused on HIV, every day we challenge ourselves to realise our goal to leave no person living with HIV behind. Our mission is centred around three strategic priorities:

- Through our **broad portfolio** of treatment options, our unique operating model and our 100% focus on HIV, we are committed to addressing the significant gaps and unmet needs of people living with this disease.

- We are dedicated to **delivering patient-centred innovation** for people living with HIV through focused clinical research and development programmes.

- Partnership is at the very core of who we are and what we do. As a company established through an innovative collaboration, we know we can achieve better outcomes when working together and sharing best practices. We are constantly building and **expanding meaningful partnerships** to improve treatment, access and care.

At ViiV Healthcare, we are all connected to HIV. By listening to and engaging with people living with HIV, their healthcare providers and their families, we strive to understand their concerns and challenges, and to respond to their rapidly changing healthcare and social needs. These insights are one of the core drivers of what we do at ViiV Healthcare, every day. As you read on, you will learn more about how we put this philosophy into action, the achievements we have accomplished thus far and how we plan to deliver innovative and sustainable treatment options for the future.

Dominique Limet, CEO, ViiV Healthcare
ViiV Healthcare is an independent, global specialist HIV company combining the HIV expertise of GlaxoSmithKline (GSK), Pfizer Inc. and Shionogi.

We are uniquely positioned to be at the forefront of advancing HIV treatment and care because we are the only pharmaceutical company 100% focused on HIV.

With over 700 employees, offices in 15 countries, and three regional hubs managing GSK support in 50 other markets, we have established a presence in over 65 countries around the globe.

We have a broad portfolio of 12 antiretroviral medicines, with annual sales of £1.5 billion in 2014 and new medicines and treatment regimens in development.

We collaborate to innovate and have a unique approach working with other companies and academic institutions to deliver advancements in HIV treatment and prevention.

With several first-of-their-kind programmes to improve access to our medicines and support novel on-the-ground community initiatives, we are engaged in over 350 projects making a difference to people living with HIV.
ViiV Healthcare is an independent, global specialist HIV company established in 2009 with a commitment to deliver innovative new options for the care and treatment of people living with HIV/AIDS. Formed through a unique partnership between GSK and Pfizer, the company now combines the HIV expertise of GSK, Pfizer and Shionogi, who joined in 2012 following a long-term collaboration on the joint development of several novel integrase inhibitors.

From day one, we have been dedicated to HIV, allowing us to address the significant gaps and unmet needs in the HIV space. ViiV Healthcare employees are committed to addressing the needs of people living with HIV around the world. By maintaining a 100% focus on HIV, we are able to maintain a small and nimble footprint, while still delivering maximum impact. We rely on our relationships with our three shareholders, and particularly with GSK in order ensure that our operating model remains simplified and leverages the resources of our partners to provide people living with HIV innovative new models of treatment and care. At ViiV Healthcare we not only offer a broad portfolio of antiretroviral medicines and an industry-leading pipeline of potential treatment options, we are also focused on developing sustainable community programmes for people living with HIV and specific initiatives to improve access to our medicines.

But we don’t do it alone. We are at our best when collaborating and sharing ideas with expert stakeholders, including scientists, healthcare providers, public health experts, non-governmental organisations, advocates and community-based organisations to respond to the demands of a rapidly evolving epidemic. This philosophy can be seen in our research partnerships with GSK’s HIV Discovery Performance Unit, other pharmaceutical and biotech companies, as well as academic research institutions around the globe. Partnership is the fundamental component of ViiV Healthcare’s foundation – we were established through an innovative collaboration and we are committed to continuing to forge unique partnerships that advance treatment, care and access to HIV medicines.
OUR VALUES

INNOVATION
ViiV Healthcare was established to take a fresh approach to the challenge of HIV. We are innovative in all that we do: from the way in which we push at the boundaries of science to the spirit of teamwork and commitment that is evident in how we engage with people living with HIV and the communities around them. We do things differently.

PASSION
Ours is an extraordinary company with an extraordinary opportunity: to make a real difference to the lives of people and communities affected by HIV. It is a privilege to be offered such an opportunity, and we seize it with passion.

TRUST
We have a proud heritage, a strong foundation and a committed team led by experienced executives.

Together, we have built a company of which we can all be proud: one which the world can trust absolutely as it faces the challenge of the HIV epidemic. On an ongoing basis, we reach out, connect and collaborate with the community. We believe that by working closely together we will achieve valued outcomes for people living with HIV today and in the future.

RESILIENCE
We are here for the long term. The pursuit of new treatments for HIV is a challenging task, and the battle will not be won overnight. We will remain confident in our future, steadfast in our commitment and resilient.

INTEGRITY
In all that we do, we must conduct ourselves and perform with integrity.
**DELIVERING NOW AND FOR THE FUTURE**

**Our Medicines:**

We engage with and listen to the HIV community in order to better understand their hopes, concerns and challenges — these community insights are essential and help guide our approach to developing new HIV treatments. Our focus on patient-centred innovation has helped us deliver critical new medicines that are advancing treatment and care for people living with HIV around the world.

Our portfolio of antiretroviral therapies (ARVs) includes 12 HIV medicines, offering patients a range of therapeutic options throughout the treatment spectrum. We are the only company that offers a portfolio of medicines in the five main antiretroviral drug classes of HIV therapy, including:

<table>
<thead>
<tr>
<th>HIV TREATMENT NAME</th>
<th>CLASS</th>
</tr>
</thead>
<tbody>
<tr>
<td>abacavir/dolutegravir/lamivudine</td>
<td>Combination of Integrase inhibitor and (2) Nucleoside reverse transcriptase inhibitors (NRTI)</td>
</tr>
<tr>
<td>dolutegravir</td>
<td>Integrase inhibitor</td>
</tr>
<tr>
<td>maraviroc</td>
<td>Entry inhibitors</td>
</tr>
<tr>
<td>abacavir/lamivudine</td>
<td>Nucleoside reverse transcriptase inhibitor (NRTI)</td>
</tr>
<tr>
<td>abacavir</td>
<td>Nucleoside reverse transcriptase inhibitor (NRTI)</td>
</tr>
<tr>
<td>abacavir/lamivudine/zidovudine</td>
<td>Nucleoside reverse transcriptase inhibitor (NRTI)</td>
</tr>
<tr>
<td>lamivudine/zidovudine</td>
<td>Nucleoside reverse transcriptase inhibitor (NRTI)</td>
</tr>
<tr>
<td>lamivudine</td>
<td>Nucleoside reverse transcriptase inhibitor (NRTI)</td>
</tr>
<tr>
<td>zidovudine</td>
<td>Nucleoside reverse transcriptase inhibitor (NRTI)</td>
</tr>
<tr>
<td>fosamprenavir</td>
<td>Protease inhibitor (PI)</td>
</tr>
<tr>
<td>nelfinavir</td>
<td>Protease inhibitor (PI)</td>
</tr>
<tr>
<td>delavirdine mesylate</td>
<td>Non-nucleoside reverse transcriptase inhibitor (NNRTI)</td>
</tr>
</tbody>
</table>

At ViiV Healthcare, we continually seek to improve our knowledge of integrase inhibitors and our robust research and development programme focuses on identifying the specific needs of key affected populations. These include children, women and co-infected people living with HIV. We are also developing a diverse portfolio that provides patients and caregivers with options to address their individual treatment needs. For more information about our medicines, please visit:

Our Innovative Approach to R&D

Building on the deep heritage of our shareholders, our scientists continue to work with GSK’s R&D team to identify new ways to reduce the impact of HIV on the 35 million people living with the virus.iii

Although there have been significant advances in HIV therapy in recent years, many treatment-related needs persist. We know that new treatment options will always be needed that are at least as effective as current options and treat patients who have limited choices due to the development of resistance. Moreover, new medicines will need to support a broad range of patients with diverse needs and offer improvements in areas such as tolerability, safety, dosing schedules, drug interactions and convenience.

In addition to the investigational medicines we currently have in our clinical research, our investment in R&D supports early research to identify new therapeutic options such as antiretroviral drug candidates with novel mechanisms of action and treatment of HIV-related immune dysfunction. Specifically, we are focusing our research and collaboration efforts in three main areas:

- Small molecule antiretroviral agents
- Biologic (monoclonal antibody) antiretroviral agents
- Alternative methods of delivery, such as long-acting formulations which could potentially provide HIV treatment through monthly injections or HIV prevention with quarterly injections rather than daily pills.

For more information about our research and development programmes, please visit:

http://www.viivhealthcare.com/what-we-do/we-research-and-develop-new-hiv-medicines
We Collaborate to Innovate

At ViiV Healthcare, we actively collaborate with other commercial and academic organisations to work towards a cure and also seek new business alliances to ensure we will deliver the innovative HIV treatments of the future. We believe that through this innovative approach, and partnering with the HIV community, we can contribute to the global goal of reducing the spread of HIV and improving the lives of people living with the disease.

A few examples of the many ways we collaborate to innovate include:

- We currently support 36 collaborative research studies among 38,000 adults and children living with HIV to address public health priorities for people living with the disease in resource-limited settings.

- With the goal to generate innovative solutions to the challenges of HIV prevention and treatment, we are working with academic partners such as the University of Nebraska and University of Liverpool, as well as pharmaceutical companies such as Janssen to find new treatment options for people living with HIV.

- We collaborate with non-governmental organisations such as the International AIDS Society on the CIPHER* project to support research focused on improving HIV treatment and care for infants, children and adolescents.

* Collaborative Initiative on Paediatric HIV Education and Research (CIPHER)

We actively seek to in-partner patent-protected competitive compounds and technologies from the discovery stage through to marketed products that will have a positive impact on the lives of people living with HIV/AIDS. We are especially interested in therapies at the clinical stage of development which are significantly different than therapies currently available to people with HIV. To learn more about partnering with us, please contact Dr. Trevor Scott at: viiv.partnering@viiivhealthcare.com
TURNING INNOVATION INTO IMPACT

Our Commitment to the Communities we Serve

Thanks to the efforts of a large and dedicated community, there has been much progress in all aspects of HIV treatment, access and care since the height of the epidemic. However, more can be done for the estimated 35 million people living with HIV and 2.1 million individuals newly infected each year worldwide.\textsuperscript{iv} Ethnic, geographic and socio-economic disparities across the globe mean that many populations struggle with access to treatment and continuity of care.

With these persistent needs in mind, ViiV Healthcare is at the forefront in supporting communities most affected by HIV/AIDS. We continue a legacy of first-of-their-kind initiatives that have a clear focus on ensuring access to our medicines and leading worldwide activities to deliver education, support services and care for people living with or at risk of contracting the virus. Since the company was founded in 2009, our Corporate Social Responsibility (CSR) programmes have been designed to find innovative and impactful ways to improve the lives of people living with HIV in the most deprived and most at need areas of the world.

Our pivotal CSR programmes stem from our Positive Action programme which targets priority key affected populations. These populations are defined by non-governmental organisations (NGOs) as children, women, and the lesbian, gay, bi-sexual, transgender (LGBT )community – mainly Men who have Sex with Men (MSM). In addition, these programmes support individuals in the most impacted areas of the world: Sub-Saharan Africa, South East Asia, Eastern Europe and the Southern States of the USA. Our programme objectives are defined in extensive consultation with the HIV community, and other stakeholders and focus on:

- Capacity building of Community Based Organisations
- The fight against stigma and discrimination of people living with HIV
- Strengthening the monitoring and evaluation of projects
- Support of advocacy for affected populations
- Development and evaluation of new interventions and approaches to health service delivery
Our CSR Programmes are aligned with the current priorities of people living with HIV. Today, ViiV Healthcare supports more than 350 programmes addressing the needs of people living with HIV, including research, education, care and treatment projects. The majority of these programmes are in Latin America, Africa, Asia, Middle East and Russia.
Through Positive Action we continue to lead worldwide activities to deliver education, support services and care for people living with HIV.

Positive Action was created in 1992 by one of our heritage companies, GSK. It was the first pharmaceutical company programme to support communities affected by HIV and AIDS. Today, we are proud to have expanded our Positive Action programme to reach those communities most vulnerable to HIV disease, including adolescents, girls and women, sex workers, gay men, men who have sex with men (MSM), transgender people, people who inject drugs (PWID), the homeless and the incarcerated.

The programme works with both global and local advocacy organisations to build capacity, targeting funds towards projects that enable them to tackle stigma and discrimination, to test innovations in education, care and treatment, and to deliver greater and meaningful involvement of people living with HIV.

Positive Action Southern Initiative
Our Positive Action Southern Initiative (PASI) supports community organisations that address gaps in services or programmes and reduce disparities in linkages to care and treatment adherence among people living with or at risk for HIV/AIDS in the Southern United States, the U.S. region hardest hit by the epidemic.

PASI currently supports 32 community organisations in the Southern U.S. and reaches over 18,000 people living with or affected by HIV.

Positive Action Europe
Our Positive Action Europe programme addresses the diverse needs of people living with HIV across Europe by working directly with national organisations to support local initiatives that range from patient empowerment and education, increase testing for early diagnosis, fighting stigma and discrimination and addressing emotional/societal issues such as the psychological impact of HIV on individuals and their families.

Our goal is to help patients in the European communities most vulnerable to HIV have the information that they need in order to improve both their quality of life and quality of care. The programme began in 2014 with the launch of three pilot projects in Spain, Portugal and Greece.

Positive Action Europe has awarded a total of £100,000 in grants to seven patient advocacy groups in Europe.
**Positive Action Community Grants**

The Positive Action Community Grants are given by our local operating companies to in-country HIV community organisations that are innovative, sustainable and that produce tangible results for communities affected by HIV.

**Positive Action Men Who Have Sex with Men and Transgender Initiative**

Launched in 2015, this new initiative aims to support and inform the global effort to alleviate the impact of HIV and AIDS among MSM and transgender populations around the world. We have committed to invest £2 million per year to encourage MSM and transgender community-led interventions to reduce stigma and discrimination based on sexual orientation, gender identity/expression and/or HIV status. The programme will aim to enable MSM and transgender individuals around the world to safely seek culturally competent HIV care and services and will support these communities as they develop their capacity to lead, participate in policy-making and address the severe health disparities and health service access issues affecting MSM and transgender individuals.
Mother-to-child-transmission (MTCT) of HIV occurs when the virus passes from an HIV-positive woman to her child during pregnancy, labour, delivery or breast feeding, and accounts for about 90% of HIV infections in infants and children. Despite this, in 2013, only 46% of pregnant women in low- and middle-income countries received an HIV test, a vital step in order to access HIV prevention, treatment and care.

In response to these persistent challenges, we launched the Positive Action for Children Fund (PACF) with a commitment to invest £50 million to the Fund over 10 years (2010-2020). Through this programme, we work with our partners to reduce the impact of HIV and AIDS on maternal and child health by supporting prevention of mother-to-child transmission (PMTCT) interventions that engage affected communities, thereby developing their capacity to participate and lead. PACF’s efforts align to UNAIDS’ Global Plan and the World Health Organizations (WHO) PMTCT Strategy, both of which aim to eliminate new HIV infections among children and keep their mothers alive. Toward these goals, we have already invested £25 million in the support of more than 150 projects on four continents.

- Reached more than 1 million directly to date
- More than 260,000 people tested thanks to community programmes
- Nearly 21,000 people who tested positive

- The total number of children being born with HIV is falling.
- Approx 240,000 children were newly infected in 2013.
- Without treatment one third of these children will have died by their first birthday and half by their second.
- HIV is the leading cause of death among women of reproductive age in Sub-Saharan Africa.
As part of our ongoing commitment to deliver innovation in the areas of highest unmet need, we created the £10 million Paediatric Innovation Seed Fund.

Around 3.2 million children are living with HIV worldwide. Children are one third less likely to receive antiretroviral therapy compared to adults. Among several barriers preventing more children receiving treatment is the lack of availability of low-cost medicines that are tolerable and acceptable for use by children.

Established in 2009, the seed fund specifically supported partnerships that focused on expanding the evidence base for paediatric care and treatment and the development of paediatric fixed-dose combination (FDC) medicines. These include:
● Our non-monetary Memorandum of Understanding with the Clinton Health Access Initiative (CHAI) and Mylan Laboratories Ltd. to develop an affordable taste-masked combination medicine for children living with HIV in developing countries that led Mylan Laboratories Ltd to receive tentative FDA approval for paediatric formulations of one of our fixed-dose combination medicines.

● Our unrestricted grant to the International AIDS Society (IAS) CIPHER research programme aimed at answering outstanding clinical and operational research questions needed to optimise clinical management and delivery of HIV services for infants, children and adolescents.

● Our partnership with the Elizabeth Glaser Pediatric AIDS Foundation (EGPAF) to increase early detection and access to antiretroviral therapy for HIV-positive infants and young children in Malawi and to strengthen leadership and policies around paediatric HIV/AIDS.

● Our collaboration with amfAR TREAT Asia to improve the quality of healthcare for infants and children living with HIV across Asia through clinical data collection.

● Our support for the JUSTR Training Resource Initiative which partners experts in Romania, UK and Eastern Europe to coordinate an observational, cross-sectional and longitudinal follow up study of children living with HIV.

● Our support to Mater Misericordiae University Hospital (Dublin, Ireland) to develop a a low-cost, web-based electronic medical record (eMR) – the Paediatric ART Clinic Data Management Tool (PADMT) – which has been deployed in two governmental referral hospitals in the Eastern Cape Province of South Africa. This resulted in the creation of what is believed to be the largest standalone cohort of paediatric HIV patients globally. The cohort is being used to strengthen clinical capacity and services to improve health outcomes of children and adolescents with HIV.
Almost 13.6 million people who are eligible for antiretroviral therapy currently have access to HIV medicines, but current estimates based on the recently updated WHO guidelines indicate the number of people who need treatment is nearly 28.6 million.\textsuperscript{x, xi}

We recognise that we are a key stakeholder in the global effort to improve access to HIV medicines, and have committed as a company to continue to work with the HIV community to help deliver on WHO/UNAIDS goals to reach all those who need treatment. We are fully committed to ensuring that the people who need our medicines have access to them – especially in countries hardest hit by the disease. Our global access strategies focus on areas where we can make the most difference – leveraging our core business activities, skills and resources – allowing us to reach 138 countries. Our existing programmes include:
- **Royalty-Free Voluntary Licences**: We enable generics companies to manufacture and sell versions of our ARV medicines in all Least Developed Countries, all low-income and all Sub-Saharan Africa countries through our royalty-free voluntary licencing policy. ViiV Healthcare has given voluntary licences for our ARVs to 16 generic manufacturers.

- **Tiered Pricing**: In Middle Income Countries, where incomes are higher and infrastructure is more developed, we have a flexible pricing policy which factors in the gross domestic product (GDP) and the impact of the epidemic in each country to improve affordability. In these countries, including some of the fastest growing economies in the world, there is a need for government commitment and accountability to scaling up the national response to the HIV epidemic.

- **Local Partnerships**: We take a dynamic approach to ensuring access to medicines, working with countries on a case-by-case basis taking into account the local needs and situation.

- **Strategic Partnership with the Medicines Patent Pool (MPP)**: Our strategic partnership with the Medicines Patent Pool, the UN-backed public health mechanism created with the goal of increasing access to HIV medicines, supports access in developing countries where 99% of children and 93% of adults with HIV live.

We also offer a number of programmes to help people living with HIV in the United States access our medicines. For more information, please visit:

As founding sponsor of CIPHER, ViiV Healthcare has been instrumental in supporting the IAS’ work in optimising care and treatment of infants, children and adolescents in resource-limited settings. These investments have real impact, making activities like the grant programme for young investigators or Global Cohort Collaboration possible. We are incredibly proud of our partnership with ViiV Healthcare, without whom this work would not be possible.

Owen Ryan
Executive Director of the IAS
REFERENCES


