

GLAXOSMITHKLINE CONSUMER HEALTHCARE NORTH AMERICA



GlaxoSmithKline
Consumer Healthcare

At-A-Glance

Who We Are:

GlaxoSmithKline (GSK) Consumer Healthcare is one of the world's largest over-the-counter healthcare products company. GSK's mission is to improve the quality of human life by enabling people to do more, feel better and live longer.

President:

George Quesnelle

Headquarters:

Pittsburgh, PA

Other Major North American Sites:

Parsippany, NJ
San Juan, PR
Toronto, Canada

Major North American Manufacturing Sites:

Mississauga, Canada
St. Louis, Missouri
Clifton, New Jersey
Aiken, South Carolina
Memphis, Tennessee

Major U.S. Products:

More than 30 over-the-counter brands that improve the quality of human life by enabling people to do more, feel better and live longer. These medicine cabinet staples include:

- Abreva[®]
- Aquafresh[®] Toothbrushes
- Aquafresh[®] Toothpastes
- BC Powders[®]
- Breathe Right[®]
- Beano[®]
- Chap-Et[®]
- Citrucel[®]
- Commit[®]
- Contac[®]
- Debrox[®]
- Ecotrin[®]
- Feosol[®]
- FiberChoice[®]
- Gaviscon[®]
- Geritol[®]
- Gly-Oxide[®]
- Goody's[®]
- Hinds[®]
- Massengill[®]
- NicoDerm CQ[®]
- Nicorette[®]
- Nytol[®]
- Os-Cal[®]
- Phazyme[®]
- Polident[®]
- Sensodyne[®]
- Sominex[®]
- Stanback[®]
- Super PoliGrip[®]
- Super Wernet's[®]
- Tagamet HB 200[®]
- Targon[®]
- Tums[®]
- Vivarin[®]

of Associates in Pittsburgh:

Approximately 500

of Associates in Parsippany

Approximately 500

of North America Associates

Approximately 1,400

2005 North American Sales:

\$1.5 Billion

2005 Worldwide Sales:

\$5.46 Billion

GSK Consumer Healthcare History:

- 1977 -- The Beecham Group purchased Pittsburgh-based Calgon Consumer Products Division from Merck & Co and established Pittsburgh as its Headquarters.
- 1989 -- A merger with SmithKline Beckman created SmithKline Beecham Consumer Healthcare.
- 2000 -- Glaxo Wellcome and SmithKline Beecham, both based in London, completed a merger to form GlaxoSmithKline.

- 2001 -- GSK Consumer Healthcare acquired the Block Drug Company, adding such brands as Sensodyne toothpaste, Super PoliGrip denture adhesive, and BC and Goody's headache powders.
- 2004 -- GSK Consumer Healthcare acquired exclusive over-the-counter marketing rights in the U.S. for the obesity management drug, Orlistat from the Roche Group.
- 2006 – The Breathe Right and FiberChoice brands join the GSK Consumer Healthcare portfolio with the acquisition of CNS, Inc.

GlaxoSmithKline – Globally:

GSK is one of the world's leading research-based pharmaceutical and healthcare companies, with annual sales of \$39 billion in 2005 – an estimated seven percent of the world's pharmaceutical market. GSK has more than 100,000 employees worldwide.

- Every second, more than 30 doses of vaccines are distributed by GSK.
- Every minute, more than 1,100 prescriptions are written for GSK products.
- Every hour, GSK spends more than \$450,000 to find new medicines.

GSK Consumer Healthcare Fun Facts:

- Every day, more than 200 million people around the world use a GSK brand toothpaste.
- The Tums plant produces more than 5 1/2 billion tablets in 2005 – enough when stacked end-to-end to go around the earth approximately 2.4 times. In the past five years combined, we have made enough Tums, if stacked end-to-end, to reach all of the way to the moon.
- More than 4 million people have quit smoking successfully using GSK products.

GSK In The Community

- GSK Consumer Healthcare has had a significant impact in the community giving more than \$3 million of in-kind and monetary donations in 2005. The key areas of focus include the advancement of **G**ood health, **S**ociety and community betterment, and **K**nowledge/education.
- Each year, GlaxoSmithKline Consumer Healthcare sponsors and supports innovative community programming across its community locations, program highlights include:
 - Employee volunteering throughout the community totaling more than 2300 hours in 2005
 - Allegheny County Health Department Dental Sealant Program – providing dental services to underserved children throughout Allegheny County, PA
 - Science in the Summer – Providing free hands-on science education programs to young children
 - The Parsippany, NJ Science and Math Scholarship Program – providing more than \$12,000 annually to high-school seniors to further their education in the math and sciences fields.
 - The Sto-Rox Partnership – providing mentoring, job shadowing, scholarships and educational sessions to middle and high-school students.

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