4.8 billion people have access to medicine. 2 billion to go.
Pharmaceutical Industry

Investors

Patients / Healthcare professionals

NGO’s/ Civil Society

Government

Academia

Global Health Community

Multi-lateral Organizations
## 2010 June: Access to Medicine Index

<table>
<thead>
<tr>
<th>Company</th>
<th>Index Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>GlaxoSmithKline PLC</td>
<td>1</td>
</tr>
<tr>
<td>Merck &amp; Co. Inc.</td>
<td>2</td>
</tr>
<tr>
<td>Novartis AG</td>
<td>3</td>
</tr>
<tr>
<td>Gilead Sciences</td>
<td>4</td>
</tr>
<tr>
<td>Sanofi-Aventis</td>
<td>5</td>
</tr>
<tr>
<td>Roche Holdings Ltd.</td>
<td>6</td>
</tr>
<tr>
<td>AstraZeneca PLC</td>
<td>7</td>
</tr>
<tr>
<td>Novo Nordisk A/S</td>
<td>8</td>
</tr>
<tr>
<td>Johnson &amp; Johnson</td>
<td>9</td>
</tr>
<tr>
<td>Abbott Laboratories Inc.</td>
<td>10</td>
</tr>
<tr>
<td>Pfizer Inc.</td>
<td>11</td>
</tr>
<tr>
<td>Boehringer-Ingelheim</td>
<td>12</td>
</tr>
<tr>
<td>Eli Lilly &amp; Co.</td>
<td>13</td>
</tr>
<tr>
<td>Bayer AG</td>
<td>14</td>
</tr>
<tr>
<td>Bristol-Myers Squibb Co.</td>
<td>15</td>
</tr>
<tr>
<td>Eisai Co. Ltd.</td>
<td>16</td>
</tr>
<tr>
<td>Merck KGaA</td>
<td>17</td>
</tr>
<tr>
<td>Takeda Pharmaceutical Co.</td>
<td>18</td>
</tr>
<tr>
<td>Astellas Pharma Inc.</td>
<td>19</td>
</tr>
<tr>
<td>Daiichi Sankyo Co. Ltd.</td>
<td>20</td>
</tr>
</tbody>
</table>

### Graph Analysis
- **Management**: GlaxoSmithKline PLC leads with a score of 1.
- **Public Policy**: Pfizer Inc. (11) and Boehringer-Ingelheim (12) are close, with scores of 11 and 12, respectively.
- **R&D**: Roche Holdings Ltd. (6) and AstraZeneca PLC (7) have similar scores of 6 and 7, respectively.
- **Pricing**: Johnson & Johnson (9) and Abbott Laboratories Inc. (10) are closely ranked, both at 9.
- **Patents**: Merck KGaA (17) and Takeda Pharmaceutical Co. (18) have relatively high scores of 17 and 18, respectively.
- **Capability**: Daiichi Sankyo Co. Ltd. (20) shows a strong capability score, followed by GlaxoSmithKline PLC (1).
- **Donations & Philanthropy**: Pfizer Inc. (11) has the highest score in this category.
The Index 2010 consists of 7 technical areas – important factors weigh more

- **Management** (10%)
  - E.g.: policy and internal governance & level of monitoring & reporting

- **Public Policy** (10%)
  - E.g.: active advocacy towards better access to medicine

- **R & D** (25%)
  - E.g.: partnerships and investment for R&D into treatments for neglected diseases & access to IP

- **Patents** (15%)
  - E.g.: voluntary licensing agreements and respect for TRIPS agreements

- **Pricing** (20%)
  - E.g.: pricing policies and incl. their scope, pricing levels & patient impact

- **Capability** (10%)
  - E.g.: technology transfer agreements with local companies

- **Donations & Philanthropy** (10%)
  - E.g.: compliance with WHO’s Guidelines for Drug Donations

Additional Factors:

- **Management**
- **Public Policy**
- **R & D**
- **Patents**
- **Pricing**
- **Capability**
- **Donations & Philanthropy**

The Index 2010 consists of 7 technical areas – important factors weigh more
Global Media Coverage

The New York Times
Expect the World®

The Drug Industry: GlaxoSmithKline, Merck and Novartis Again Rank Highest on Access to Poor

CNBC

Le Monde

TIME

How To Help Those Left Behind

Le Figaro

L'Express

nrc.next

Beloon big pharma
voor goed gedrag

De Telegraaf

The Lancet
Infectious Diseases

Bridging the gap in access to medicines

FT

Financial Times

The Economist

Innovation of 26-originator and seven generic companies.

that the index is one of a collect of external tools that we use to track our performance in corporate responsibility, and is a central tool for our evaluation of specific activities improve access to medicines.

ATLAB is also designed to assist of players to improve access. On Allison, executive vice-president corporate and medical affairs at Gilead Sciences (Foster City, CA, USA), says people move beyond the tunnel vision and look at what companies are doing. Specifically, to make crucial treatments more broadly available, this would potentially enable companies and NGOs to learn from each other's efforts and find ways to work together.
2010 June: Glaxo Smith Kline on CNBC
2011 May 18: Bill Gates presenting at 64th World Health Assembly
2011 January: Dr Margaret Chan endorses the Access to Medicine Index

“
The Access to Medicine Index is a very important project. What gets measured, gets done.
"

Dr. Margaret Chan
Director-General World Health Organization
“We can expand the Index idea beyond the pharmaceutical industry and make sure the rankings get publicity so companies get credit for doing good work.”

*(Time, July 31, 2008)*

Bill Gates
2011 May 11: 29 leading investors support the Index - combined AUM USD 3.7 trillion
“I've been impressed by the Access to Medicine Index. It presents well-balanced stakeholder views on good practices for the pharmaceutical industry and it provides clear standards against which the performance of individual companies can be judged.”

Mrs. Mary Robinson
Former President of Ireland
Effective medicines save lives. Pharmaceutical companies play key roles in developing medicines and making them available to people who need them. The ATM Index shows how well companies are doing in contributing to better access to medicines and where they can do more to get better results for the poor.

Andrew Mitchell - Secretary of State for International Development - DFID, the Department for International Development, UK
Matrix structure allows increased weighting of on the ground performance of companies over time.
4.8 billion people have access to medicine. 2 billion to go.