

3 March 2003
GlaxoSmithKline K.K.
Shionogi & Co., Ltd.

GlaxoSmithKline and Shionogi
to co-promote the anti-viral agents, *Valtrex*[®] and *Zovirax*[®]

GlaxoSmithKline K.K. (Head Office: Tokyo, President: Marc Dunoyer, hereinafter referred to as GSK) and Shionogi & Co., Ltd. (Head Office: Osaka, President: Motozo Shiono) have signed a letter of intent to co-promote *Valtrex*[®] (generic name: valaciclovir) and *Zovirax*[®] (generic name: aciclovir), the anti-viral agents marketed by GSK.

Under the agreement, GSK and Shionogi will jointly conduct activities in providing medical information to medical institutions with 99 beds or less, on GSK's *Valtrex*[®] *Tablets 500*, *Valtrex*[®] *Granules 50%*, *Zovirax*[®] *Tablets 200/400*, and *Zovirax*[®] *Granules 40%*. The co-promotion will commence as of 1 April 2003 and distribution and sales activities will continue to be conducted by GSK.

Zovirax[®] is an anti-viral agent developed by GlaxoSmithKline, used for the treatment of the herpes simplex virus and the varicella-zoster virus infections. Its superior efficacy and safety have been established since the launch of the tablet form in October 1988. *Valtrex*[®] is a pro-drug of *Zovirax*[®] and offers enhanced bioavailability of aciclovir. It is well absorbed through the digestive tract after oral administration, and is rapidly and extensively converted to aciclovir in the body, thereby being potent in suppressing the virus. Similar to the mechanism of *Zovirax*[®], *Valtrex*[®] is highly specific to herpes virus-infected cells and has little effect on normal non-infected cells. *Valtrex*[®] was approved for the indication of herpes zoster in 2000 in Japan and for the additional indication of herpes simplex in 2002. Furthermore, compared to *Zovirax*[®], it significantly improves patient compliance as it reduces administration frequency from 5 times daily to 3 times daily for the treatment of herpes zoster and to twice daily for the treatment of herpes simplex.

Herpesvirus infections, especially herpes simplex, is a field where many patients are not yet properly treated as they are not receiving anti-viral agents from their Doctors.

GSK aims to increase the awareness of Doctors on the herpes simplex infections such as herpes labialis and genital herpes, and to enhance the importance for patients to receive

proper treatment with products like *Valtrex*[®] and *Zovirax*[®], through enhanced information providing activities to medical institutions.

GSK's president Marc Dunoyer said, "GSK is a pioneer in the treatment of herpes infections and as a leader in this market, we have been making efforts in the research of the herpes area and in increasing the use of chemotherapy. The partnership with Shionogi, which has a strong foundation in the antibiotics field, aims to provide further treatment opportunities for untreated patients and promote the proper use of the drugs. We hope that *Valtrex*[®] and *Zovirax*[®] will further contribute to the treatment of herpes infections."

Shionogi's president Motozo Shionogi said, "*Valtrex*[®] and *Zovirax*[®] are superior treatments for herpes infections and very attractive products for Shionogi, whose fundamental company policy is to constantly strive to provide medicine of the best possible kind essential for patients. Based on the market established by GSK, we are confident that we will be able to contribute to more patients by actively carrying out information providing activities in the antibiotics field, centring on internal medicine and dermatology. "

Herpes Simplex is caused by the Herpes Simplex Virus (HSV) and develops in various sites. This virus is further classified into herpes simplex virus type 1 (HSV-1) mainly affecting the face and the lips, and herpes simplex virus type 2 (HSV-2) mainly affecting the genital organ. Both viruses cause recurrent episodes of herpes simplex.

Herpes zoster is caused by the same virus (varicella-zoster virus) that causes chickenpox. The dormant virus in sensory ganglions is reactivated when the human immune system weakens with ageing, mental stress, overwork etc., and causes a rash along the nerve tracts. Herpes zoster is also associated with severe neuralgia, and in some cases the pain may remain even after the skin symptoms disappear. It is said that 0.6 - 0.7 million people suffer from herpes zoster in Japan a year. Herpes zoster occurs mainly among people in their 50s - 60s, and is seen in an increasing number of people in their 20s - 30s, who are susceptible to stress.

Shionogi's fundamental company policy is to constantly strive to provide medicine of the best possible kind essential for the protection of the health of people. In its medium-term company business plan, which is currently being implemented, it aims to become a corporation with a strong presence worldwide.

GlaxoSmithKline - one of the world's leading research-based pharmaceutical and healthcare

companies - is committed to improving the quality of human life by enabling people to do more, feel better and live longer.

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<GlaxoSmithKline K.K.>

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TEL: 03-5786-5000
Capital 2,048 million yen
Established 18 August 1953
Sales 139.6 billion yen (2001 results)
Employees about 3,000

<Shionogi & Co., Ltd.>

President: Motozo Shiono
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TEL: 06-6202-2161
Capital 21,279 million yen
Established 17 March 1878
Sales 206.4 billion yen (March 2002 results)
Employees 5,237 (as of March 2002)