ALL LIVES HAVE EQUAL VALUE

Introducing Gates Medical Research Institute

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Leading Causes of Death in Developing Countries

- HIV/AIDS
- Lower respiratory infections
- Ischaemic heart disease
- Diarrhea
- Cerebrovascular disease
- Childhood diseases
- Malaria
- Tuberculosis
- Respiratory disease (COPD)
Two vaccines WHO PQ’ed but nearly 50% of GAVI budget.

Solutions?
1. Multi-dose vials
2. More low-cost suppliers
3. Dose reduction
4. Alternate conjugation strategies

Children <5 years

Pneumococcal Conjugate Vaccine
130 COUNTRIES HAVE INTRODUCED PNEUMOCOCCAL CONJUGATE VACCINES INCLUDING 57 GAVI COUNTRIES (2016)
POLIO ERADICATION IS WITHIN REACH
5 CASES SO FAR THIS YEAR VS. 12 IN SAME TIME FOR 2016
How can we make the same progress against other diseases?
TAKING RISKS THAT OTHERS CAN’T OR WON’T
GATES MRI: GUIDING PRINCIPLES – WORKING DRAFT

BELIEF

ALL LIVES HAVE EQUAL VALUE

We are committed to saving lives by harnessing science and technology to combat diseases in the poorest populations

VISION

THE WORLD WE WANT TO SEE

Improved lives for the world’s poorest populations through novel drugs, biologics, vaccines and diagnostics

OUR CONTRIBUTION

HOW WE ARE UNIQUE

Top talent, deploying cutting-edge science to age-old problems
An agile, fast-to-decision approach
A cross-cutting view of disease areas and modalities
Integration of data to inform decisions

MISSIONS

THE OUTCOMES THAT HELP US ACHIEVE OUR VISION

Develop effective therapeutics, vaccines and diagnostics for focus disease areas
Achieve PST disease area goals
Continuously learn from successes and failures

OUR VALUES

HOW WE WORK

Innovation
Collaboration
Rigor
Urgency
“Truth seeking” and learning
A FULLY INTEGRATED, NON-PROFILE ORGANIZATION FOCUSED ON TRANSLATIONAL PRODUCT DEVELOPMENT

- **Focus**: Development from preclinical candidate selection to clinical proof of concept
- **Modalities**: drugs, vaccines, antibodies, biomarkers, and combination products
- **Fit-for-purpose** for complex targets with product development challenges but high potential for impact
- “Learn the truth in the shortest time and at the lowest cost possible”

<table>
<thead>
<tr>
<th>Disease area</th>
<th>Small molecules</th>
<th>Vaccines</th>
<th>Biomarkers/ Diagnostics²</th>
<th>Biologics³</th>
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</thead>
<tbody>
<tr>
<td>TB</td>
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<td>Malaria</td>
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<td>MNCH-D</td>
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<td>ITS</td>
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<td>Family Planning</td>
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</table>

- **Discovery/research**
  - Target
  - HTS²
  - Hit to lead
  - Lead opt.

- **Translational development**
  - Pre-clinical
  - Ph I / IIA

- **Late phase development**
  - Ph IIb / III
WE’RE IN THE DESIGN PHASE…

**What will stay the same?**

- Our approach to product development
  - Strive to maximize impact in the shortest amount of time
  - Use data to inform decisions and increase the probability of success
  - End-to-end planning

**What will be different?**

- Can we close the gap between new discoveries and application to our most difficult diseases?
We are at the beginning of a multi-phase journey

<table>
<thead>
<tr>
<th>Conceptual design</th>
<th>Operational design</th>
<th>Establishment</th>
<th>Execution on initial focus areas</th>
<th>Expansion and refinement</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mission / vision / objectives for GMRI</td>
<td>Detailed requirements by function (resourcing, infrastructure, etc)</td>
<td>Top leadership hires</td>
<td>Development of initial portfolio</td>
<td>Pipeline growth</td>
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<tr>
<td>Scope and key capabilities required at GMRI</td>
<td>Alignment on decision-making rights / RACIs</td>
<td>Infrastructure</td>
<td>Pipeline assets transferred at appropriate milestones</td>
<td>Additional focus areas (disease, modality)</td>
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<tr>
<td>“Rules of engagement” between GMRI and BMGF and external stakeholders</td>
<td>Recruitment plan and HR strategy</td>
<td>Key processes and compliance established</td>
<td>Additional capabilities</td>
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<td>Initial portfolio</td>
<td>Plan for Business Operations support</td>
<td>Executed agreements with upstream partners for portfolio assets</td>
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</table>

Today

Operations begin

Mid April – End July
Stay tuned...

...and thank you!