

WE ARE....

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WE ARE HERE

UNTIL HIV
AND AIDS AREN'T



ViiV Healthcare's Key Drugs



KEY PRODUCTS





Japan-based

Founded in 1878

Focus: Infectious diseases

- **Mission:** Protect health & welfare
- Leader in anti-infective research
- Emphasis on antimicrobial resistance
- 10% shareholding



UK-based

- Founded in 2000
- **Focus:** Vaccines & global health
- **Mission:** Unite science and talent
- Known for respiratory treatments
- Strong presence in consumer healthcare
- 76.5% shareholding



US-based

- Founded in 1849
- **Focus:** Breakthrough medicines
- **Mission:** Change patients' lives
- Founder of COVID-19 Vaccine
- 13.5% shareholding



Justification for the Joint Venture

- Combined expertise and resources
- Shared risk and long-term sustainability
- Focus on HIV prevention, diagnosis and treatment
- Addresses market challenges
- Innovation in HIV care



Strengths and Weakness of ViiV Healthcare

Strengths	Weaknesses
Addresses current treatment gap for pediatric HIV care	Reduced Brand Recognition
Shared operational & financial reward	Reduced Funding for HIV Projects
Aligned mission uniting employees worldwide	Conflict of Interest
Integrated expertise	Legal, Patent and Intellectual Property Issues
Broader access to affordable HIV treatments for patients globally	Profit Sharing
Partnerships with non-profit organisations, governments and advocacy groups	Stakeholder Buy-in

Key Takeaways

- Established in 2009 as a JV between GSK and Pfizer with Shionogi joining in 2012.
- The company focuses solely on the research and development of HIV medication.
- Innovative product portfolio.
- Community-centered approach.
- Strategic partnerships for global reach.
- Reduced Funding for HIV Projects.



References

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