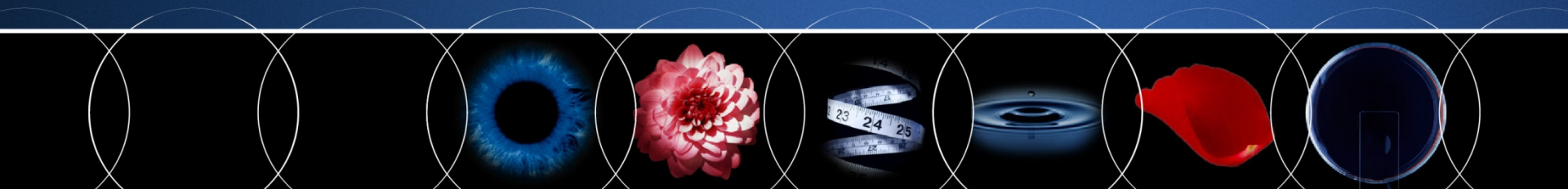




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Ian Bell

Corporate Vice President and
Regional President, Allergan Asia Pacific

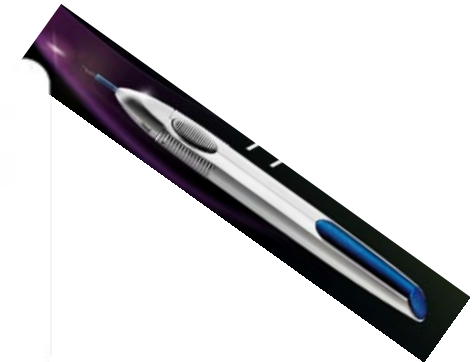


Allergan Inc. - Our Products



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Allergan Inc. – Our Products



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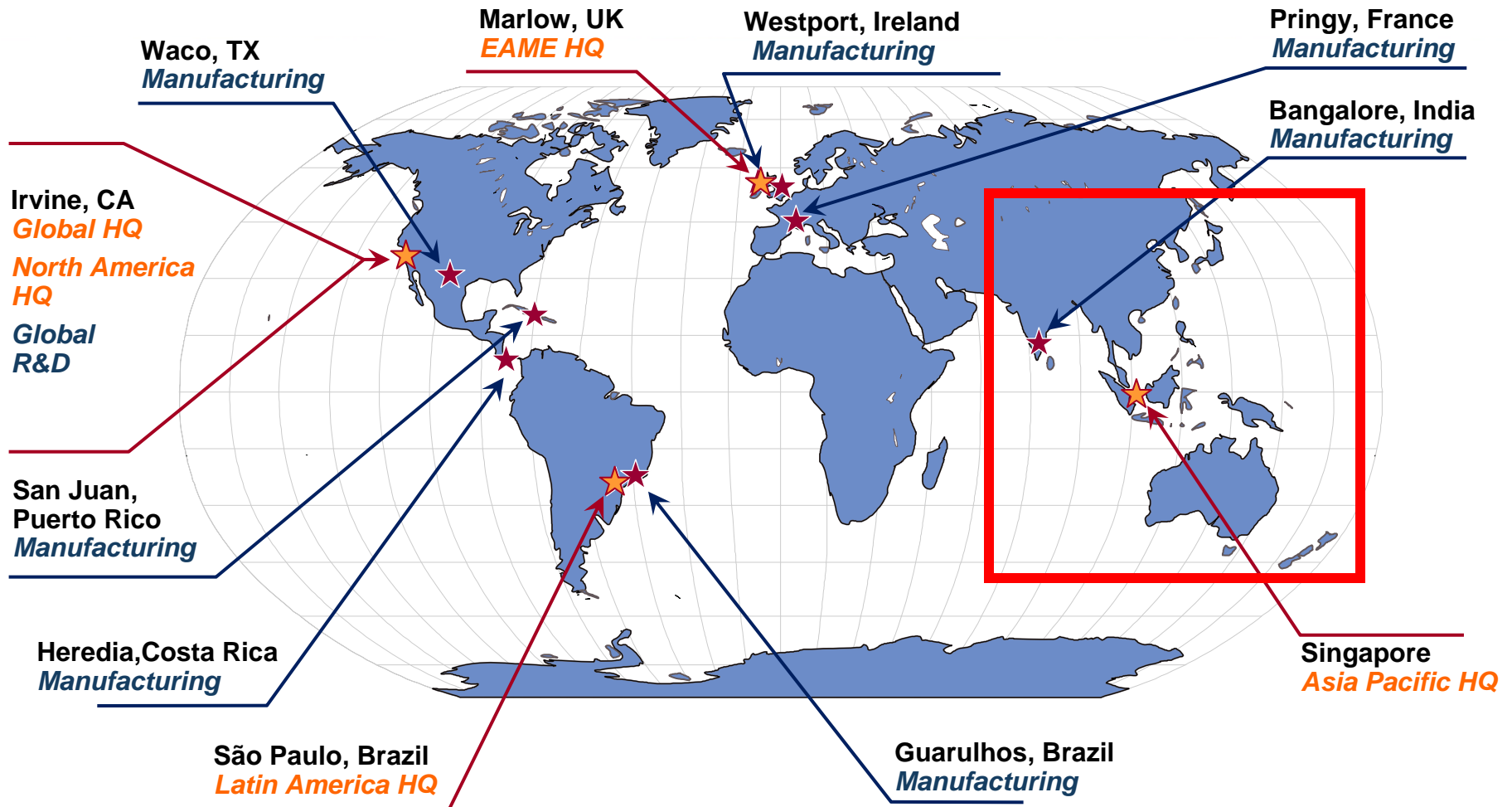


Headquartered in Irvine, California



We have more than **10,500** highly dedicated and talented employees
living in more than **100** countries.
2012, Net sales **\$5.7 Billion**.

A World-wide Presence

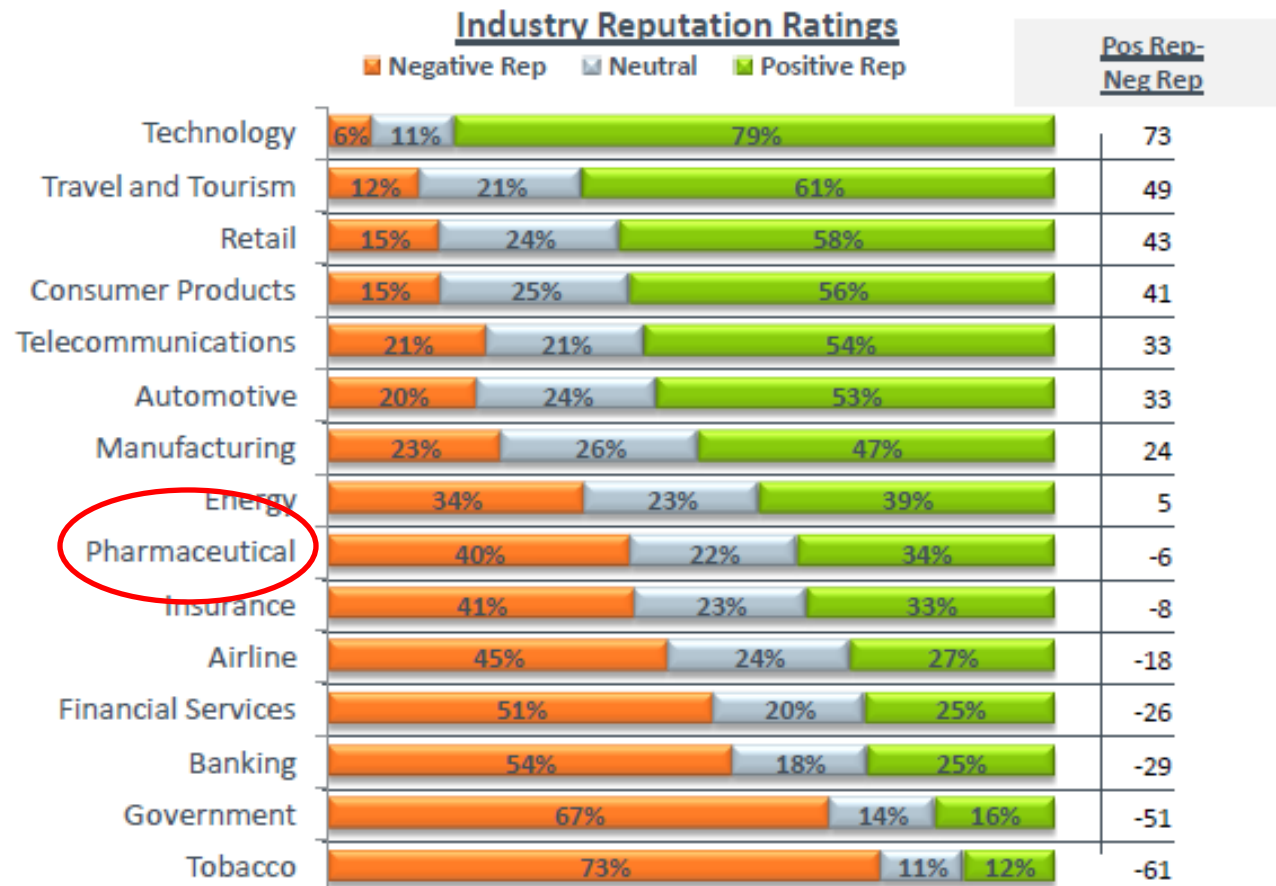


Industry Context



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Base: General Public (n=14,512)

Q1314 For this question, we'd like you to think about industries in general. How would you rate the overall reputation of the following industries, where "1" means the industry has a "Very Bad" reputation and "7" means the industry has a "Very Good" reputation?

Industry Context



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Far reaching consequences

NEWS • CHINA • BRIBERY

US investigating bribery involving GlaxoSmithKline in China


Allegations include bribery of doctors by company officials on the mainland

Reuters in New York and London



US investigating bribery involving GlaxoSmithKline in China


China probes against foreign pharma unfair: EU business lobby


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BEIJING | Thu Sep 5, 2013 5:10am EDT

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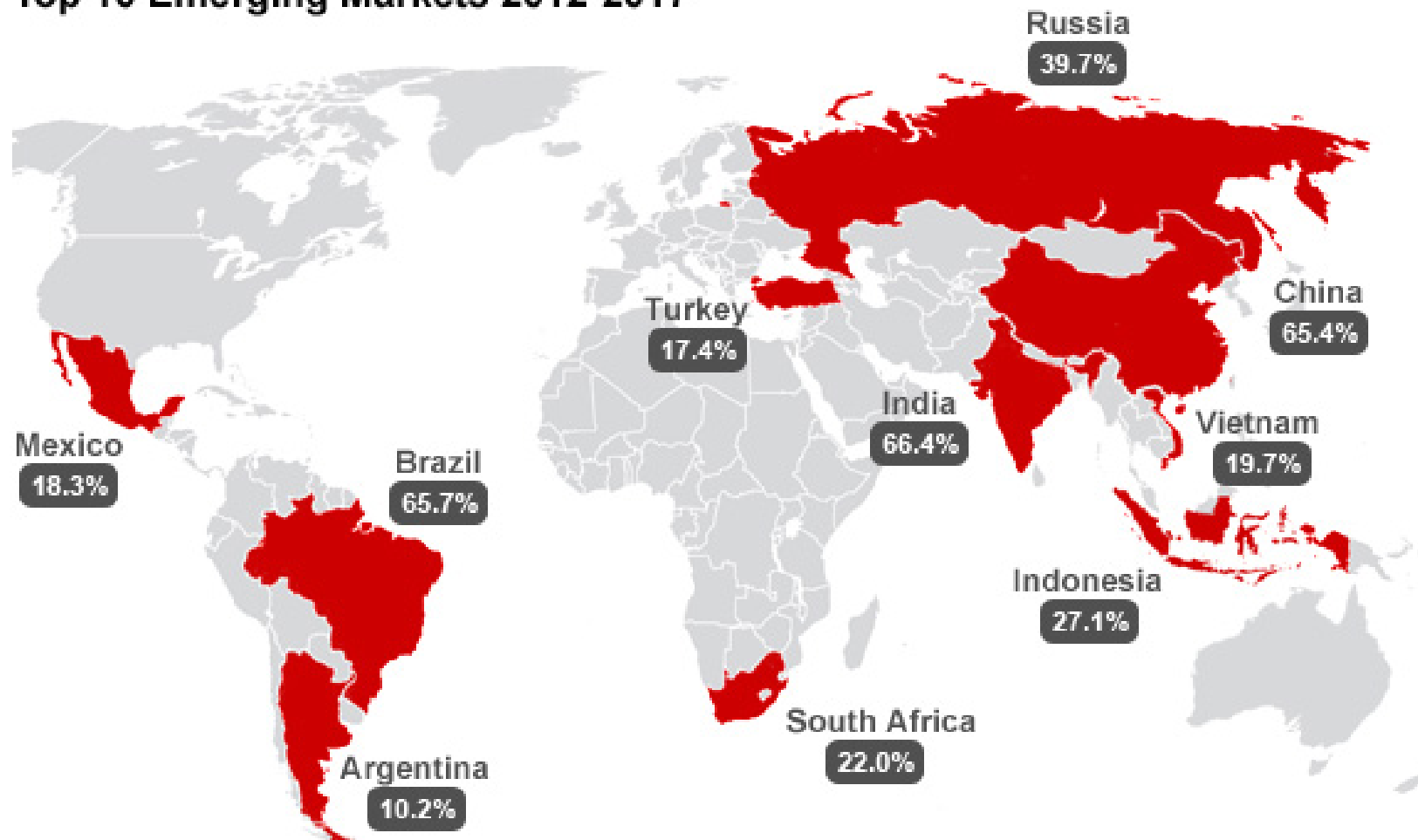
Unique Challenges



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Top 10 Emerging Markets 2012-2017



Source: Global Intelligence Alliance, Business Perspectives on Emerging Markets 2012-2017 Survey,
Qn: Which are the top 5 Emerging Markets for your industry over the next 5 years? N=427

Compliance Approach



Teaching grandmother to suck eggs is a saying meaning that a person is giving advice to someone else about a subject that they already know about (and probably more than the first person)

Key Principles



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Front and centre

Training – necessary but not sufficient

Demystify Compliance

Keep simple and consistent

Reward good behaviour

Safe learning environment – mistakes will be made

Measure success – what is being discussed

It's Good Business – Sustainable Trust

One of our biggest challenges



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What is our responsibility?



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Culture

Systems

Process

“It’s not possible to control all of our employees all the time”

Create a culture even when nobody is looking



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Thank You

