



GlaxoSmithKline Pharmaceuticals Limited
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29th October 2024

To,

BSE LIMITED
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai - 400001

THE NATIONAL STOCK EXCHANGE OF INDIA LIMITED
Exchange Plaza, 5th Floor, Plot No. C/1, G Block
Bandra-Kurla Complex, Bandra (East)
Mumbai - 400051

Dear Sirs,

Subject: Outcome of Schedule of Analyst / Institutional Investor Meetings

Pursuant to Regulation 30 read with Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the presentation made to the Investors / Analysts Call and the same is also being uploaded on the website of the Company. The recording is uploaded at <https://india-pharma.gsk.com/en-in/investors/analyst-meets/>.

Thanking you,

Yours faithfully
For **GlaxoSmithKline Pharmaceuticals Limited**

Ajay Nadkarni
Vice President – Administration, Real Estate
& Company Secretary

CIN: L24239MH1924PLC001151



GlaxoSmithKline Pharmaceuticals Limited

29th October, 2024

Bhushan Akshikar, Managing Director



Mr. Bhushan Akshikar has an experience of over 14 years in key leadership roles in GSK across India, Middle East, Russia CIS & Africa region.

Before joining GSK, Bhushan spent 15 years with Johnson & Johnson, in local and regional positions in India, S. Korea and Belgium.

Juby Chandy, Chief Financial Officer



Mr. Juby Chandy has a successful track record of over 17 years in key leadership roles in GSK across India, Singapore, Southeast Asia, Vietnam, Turkey, and the Middle East.

Key brands of General Medicines and Pediatric Vaccines deliver competitive external performance in Q2

General Medicines: Majority key brands growing at par with market

Brand	Unit EI
Augmentin	98 (Inj to be focused)
Calpol	91 (Sol to be focused)
Ceftum	115
T-Bact	101
CCM	103
Trelegy	128

Pediatric Vaccines continues to lead the overall Vx market

Brand	Unit EI
Boostrix	101
Varilrix	157

Improving our SoV and Elevating customer experience through digital innovation



400K+

Unique HCPs reached
(F2F + Digital)



~9.2Mn

Digital touchpoints



+26%


HCP touchpoints

GSK's asset leaving a lasting impact, solidifying our competitive edge in IPM

STORY OF UNITING SCIENCE, ENHANCED ACCESS AND LEADERSHIP

AUGMENT	IMPACT
<p>Opportunity</p> <ul style="list-style-type: none"> 1 Leading the Scientific Share of Voice 2 Leading the channel mix evolution 	<p>+1.7% 100 Val growth Unit EI</p> <p>No 1 brand in IPM (12/12 months*)</p>
CEFTUM	IMPACT
<p>Opportunity</p> <ul style="list-style-type: none"> 1 Expand usage of Cefuroxime 2 Switch Rx from other Cefuroxime brands 	<p>1.4x 122 Vol growth Unit EI</p> <p>7% Vol MS gain in cefuroxime market</p>
T-BACT	IMPACT
<p>Opportunity</p> <ul style="list-style-type: none"> 1 Reach out to new specialties 2 Access a wider prescriber base through omnichannel outreach 	<p>1.1x 101 Vol growth Unit EI</p> <p>78% Vol MS (+0.7% gain) in Mupirocin market</p>


STRATEGIC RESOURCING AND ONE GSK APPROACH



2000+
Severe asthma patients benefitted

#1 Accelerate Initiation of Nucala

#2 Elevate long-term Tx goals for SA patients



5.4% MS (Sept) in SITT class

EI > 100 M-o-M in 2024

#1 Early optimization

#2 Differentiation vs other SITTs

Shingrix update across 'must wins'

Win with HCPs Create Vaccinators



All New Campaign ft. AB

In core 50+ patient cohort. All-new campaign featuring Amitabh Bachchan

29%

Shingles Awareness

Educate Consumers Drive Awareness



28M+

In core 50+ patient cohort. All-new risk focused messaging.

23%*

Consumers initiating conversation with HCPs on Shingles vax

+12%

Increase in Clicks on find a Vx center near me (Q2 vs Q1)



#1 Hindi TV Show

Content Integration Anupama, garnering a reach of 3-4M

660K+

Avg searches^

Jul-Sep'24 (Q2 FY25): Financial Highlights

Revenue

₹1000cr

Growth +5%

First-ever revenue of ₹1000 cr

- General Medicines key brands holding on their market share despite headwinds, Key brands volume growth +6%
- Specialty portfolio strong growth ahead of market; driven by respiratory team
- Paed Vaccines portfolio delivers +18% growth led by Boostrix, Varilrix & Havrix
- Shingrix: continued focus on developing the Adult Immunisation category through awareness and innovative GTM strategies

EBITDA

₹319cr

Growth +11%

Margin: 32%

EBITDA margin +180 bps (YoY)

- EBITDA improved through sustained gross margin; improved productivity and cost management initiatives
- SG&A reduces by 4% mainly on account of reorganization and cost efficiencies
- Continuous focus on enhancing market presence through digital transformation initiatives

PAT

₹249cr

Growth +15%

Margin: 25%

PAT +230 bps (YoY)

- PAT stepped up due to stable gross margin, realignment of resources & cost management initiatives
- Healthy cash flow: 100% of profits converted into cash
- Declared Special Interim Dividend of ₹12 per share to commemorate 100 years in India

Apr-Sep'24 (H1 FY25): Financial Highlights

Revenue

₹1811cr

Growth +7%

Revenue growth +7%

- General Medicine key Pharma brands volume growth +7%
- Specialty strong growth ahead of market
- Paed Vaccines portfolio growth +13% led by Boostrix, Varilrix & Havrix
- Shingrix: continued momentum to develop Adult Immunisation category through consumer awareness and creating Adult Vx ecosystem

EBITDA

₹548cr

Growth +28%

Margin: 30.3%

EBITDA margin +500 bps (YoY)

- EBITDA improved significantly due to sustained gross margin; improved productivity & cost management initiatives
- SG&A decrease by 7% mainly on account of realignment in line with focus growth areas and other cost efficiencies
- Field productivity improved by 22%.

PAT

₹430cr

Growth +24%

Margin: 24%

PAT +340 bps (YoY)

- PAT stepped up due to stable gross margin, realignment of resources & cost management initiatives
- Healthy cash flow : 100% of profits converted into cash
- Working capital improved with continuous focus on conversion

Century of Trust



▲ Glaxo's first factory at Worli, Bombay (now Mumbai), Maharashtra



YEARS OF

TRUST

IN INDIA



▲ GSK India's present-day manufacturing factory located in Nashik, Maharashtra

Bringing together science, technology and talent to deliver impact

#AheadTogether

GSK