GlaxoSmithKline Pharmaceuticals Limited

6th Nov, 2025

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Bhushan Akshikar, Managing Director

Mr. Bhushan Akshikar has been the MD of GSK India since Q3 2022. He brings over 14 years of leadership experience in key roles within GSK spanning across India, Middle East, Russia CIS & Africa region.

Prior to 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 been the CFO of GSK India since early 2022 and 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.

GSK India's commercial ambition is driven by focus, innovation and agility, underpinned by continuous cultural transformation

Our Portfolio

General Medicines

Anti-infectives, dermatology, pain, VMN, oncology

Vaccines

Shingles, Tdap, influenza, pneumococcal, Hep A

Specialty

Respiratory, Oncology

1 Focus to grow

Sharper strategies for key brands to win vs competition and gain MS in **GenMed** & **Established Vx**

2 Agile to be ambitious

Test, learn and adapt to create adult IZ as a category for **Shingles**

3 Innovate to be competitive

Scale **Oncology** as the next frontier of innovation, driving access through cutting-edge therapies & enhancing patient experience

100 YEARS OF TRUST IN INDIA

Culture

Evolve a culture where our people develop, thrive & do the right thing

GenMed: General Medicines; Paed Vx: Pediatric Vaccines; IZ: Immunization rate; VNM: Vitamins nutrients minerals; Vx: Vaccination

GSK key brands were competitive in the market; growth impacted due to lower than anticipated tailwinds from the market

GENERAL MEDICINES

1 **Gen Meds key brands delivered competitive performance;**

Brand	Val EI (Q2 FY26)
Augmentin	103
Ceftum	112
T-Bact	102
Tenovate	103
Eltroxin	93
Calpol	99
Cobadex	107
Neosporin	106

VACCINES

2 **Established Vaccines continues to lead the overall Vx market**

Rank #1 /#2
Infanrix Hexa, Boostrix, Varilrix, Havrix, Fluarix, Menveo

3 **Establishing adult immunization as a category through Shingrix**

SHINGRIX HERPES ZOSTER VACCINE (RECOMBINANT, ADJUVANTED)

38k Rxs for Q2 FY26
(124% YOY growth)

SPECIALTY

4 **Building equity in the Respiratory Segment**

TRELEGY ELLIPTA
Unit EI
99

NUCALA mepolizumab Injection 100mg/mL
2550+
SEA [1]
patients benefitted

5 **Strong start in Oncology**

Zejula niraparib

Jemperli (dostarlimab-gxly) Injection 500 mg

Improving our SoV and Elevating customer experience through digital innovation

~400K
Unique HCPs reached (F2F + Digital)

~5Mn
Touchpoints (F2F + Digital)

Source: IQVIA Sept'25 dataset (MQT), Internal data; [1] Severe Eosinophilic asthma

Strong start in Oncology Portfolio

	Endometrial Cancer	Ovarian Cancer
	3rd most common gynecological malignancy amongst Indian Women [1]	2nd most common gynecological malignancy amongst Indian Women [1]
	Jemperli (dostarlimab) Injection 500 mg	Zejula niraparib
	Jemperli	**Zejula**
Vision	To pioneer Gyn-Oncology solutions for Indian patients	
Indication	2L monotherapy in patients with dMMR/MSI-H EC	Maintenance monotherapy for patients with advanced or recurrent OC
Unmet Need	20% of all Endometrial Cancers which are advanced or recurrent [2]	~80% of all Ovarian Cancer are Stage III/IV [3]

EC: Endometrial Cancer, OC: Ovarian Cancer, dMMR: Mismatch repair deficient, PARPi: Poly (ADP-ribose) polymerase inhibitor, PD1i: Programmed Cell Death Protein 1, LM: Line Maintainence, 2L: Second Line; OD : Once Daily

Source: 1; https://gco.iarc.fr/today/en/dataviz/bars?mode=cancer&populations=356&cancers=40&multiple_populations=0&sexes=2

2; https://ascopubs.org/doi/10.1200/JCO.22.01551

3; Patterns of Treatment and Outcomes in Epithelial Ovarian Cancer: A Retrospective North Indian Single-Institution Experience - PMC

Financial Highlights : Q2 FY 25-26 (Standalone)

Revenue	EBITDA	PAT (before exceptional)
₹974cr Growth -2.6%	₹335cr Margin: 34.4% (+250 bps) Growth +4.9%	₹253cr Margin: 26.1% (+150 bps) Growth +3.3%

Revenue growth -2.6%

- Pharma sales impacted by supply constraints & transitory impact of GST changes, continued external competitive market share performance
- Specialty segment driving growth with Oncology products launch during the quarter
- Paed Vaccines portfolio 13% growth led by Boostrix, Varilrix, Infanrix, Havrix and Fluarix
- Shingrix performance driven by partnering with HCPs and HCOs to shape the category and leveraging digital initiatives
- Key brands outperforming in their represented market, gaining share & maintaining leadership

EBITDA margin +250 bps (YoY)

- EBITDA improved due to gross margin improvement and operating leverage
- Field productivity maintained

PAT +150 bps (YoY)

- PAT stepped up on consistent gross margin improvement & cost management
- EPS for Q2 @ 15.06 (+3%)

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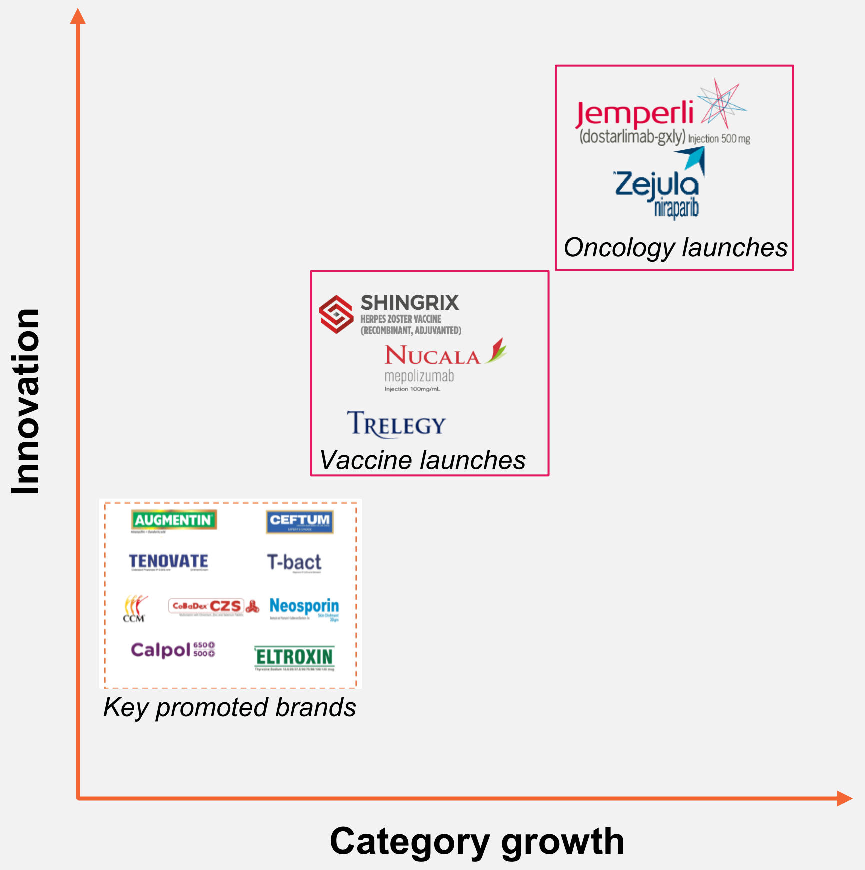
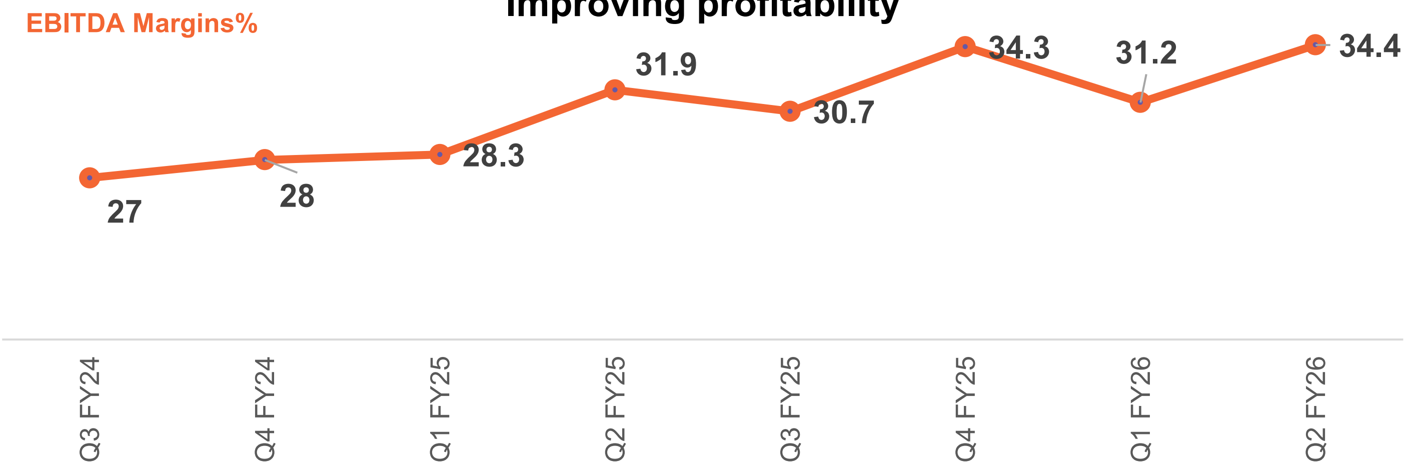
Source: GSK Standalone reported data

Consistent competitive performance & profitability improvement with portfolio transformation

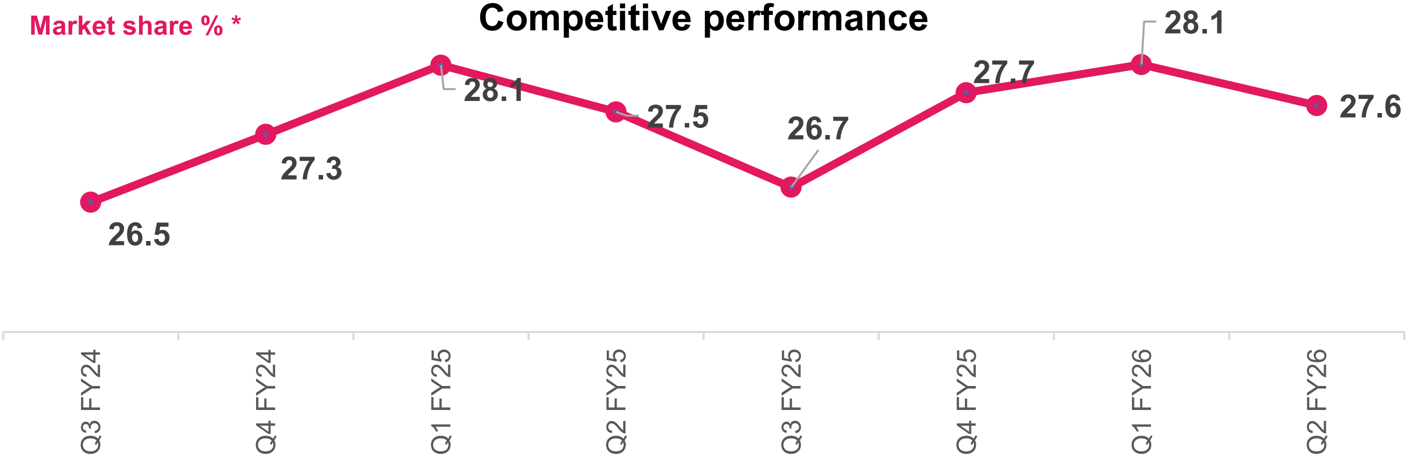
Portfolio transformation



Improving profitability



Competitive performance



Market share of Key promoted brands in its rep market; Key promoted brands - Augmentin, Calpol, Ceftum, T-bact, CCM, Cobadex CZS, Eltroxin, Tenovate,Neosporin, Supacef

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End of Presentation

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