



GlaxoSmithKline Pharmaceuticals Limited

13th May, 2025

Committed to India in our second century of operations...



▲ 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

Priority brands performance driving competitive edge in General Medicines



Uniting science, technology and talent

+0.5% Val growth | **103** Unit EI

No 1 brand in IPM (12/12 months*)



Enhanced access and sharp focus

1.2x Vol growth | **120** Unit EI

5% Vol MS gain in cefuroxime market



Strengthening market leadership

1.1x Vol growth | **101** Unit EI

76% Vol MS (+0.7% gain) in Mupirocin market



Maximize potential in the SITT Market

~1.8x Vol growth | **137** Unit EI

~5.9% Val MS in SITT class

Key brands of General Medicines and Pediatric Vaccines deliver competitive external performance in Q4

General Medicines key brands deliver competitive performance

Brand	Unit EI
Augmentin	103
Calpol	101
Ceftum*	120
T-Bact	101
CCM	109
Trelegy	137

Pediatric Vaccines continues to lead the overall Vx market

Brand	Unit EI
Havrix	102
Boostrix	99
Varilrix	123

Improving our SoV and Elevating customer experience through digital innovation



400K+
Unique HCPs reached
(F2F + Digital)



~3.6Mn
Touchpoints
(F2F + Digital)

GSK leading the Vaccines market with ~21.2% market share



Year 1

In clinic Promotion and HCP engagement



Rank #1 /#2

Maintain Leadership



Year 2

Expanding the market through HCO engagement & Patient Awareness (Collaboration with IAP to educated Pediatricians)



Ahead of market

Havrix & Varilrix EI>100



Maternal Immunization

Increase Reach among Gynecologists (Collaboration with FOGSI to reach 10K Gynes)



Driving growth

Boostrix 9.4% & Fluarix Tetra 10.4%

Building equity in respiratory segment by redefining goals for clinical outcomes and through science-led differentiation



2250+

Severe asthma patients benefitted

#1 Accelerate Initiation of Nucala

- Accelerate initiation with **ReThink IL5**, communicating the OCS entrenchment in India and benefits of early initiation with Nucala
- Reaffirm efficacy of Nucala in Indian population, as the **only anti-IL5 with real-world evidence which includes 60 Indian patients**

#2 Elevate long-term Tx goals for SA patients

- **Drive clinical remission** with Nucala in 37% patients at 2 years



5.9%

Val MS in cluttered SITT class

EI 137

Unit EI

#1 Differentiation vs other SITTs

- Differentiate Trelegy vs largest molecule combination in India (~10 brands) with first-ever **comparative effectiveness study**
- Drive differentiation with **Ellipta's device superiority**

#2 Early optimization

- Establish the concept of **Disease stability** in COPD for the first time
- Drive **earlier usage** of SITT by reviewing patients on ICS+LABA

Shingrix update across 'must wins'

Improve risk & severity perception for Shingles



Digital screens pilot in **10 clinics** – scale up plan for 300 by July' 2025



Engaging PE material to build risk and severity perception

Improve strength of HCP recommendation

Vaccine	Best Month	Site	Injection	Interval
Shingrix	1 Dose	IM	1	2-4 weeks
MM2	1 Dose	IM	1	2-4 weeks
MM1	1 Dose	IM	1	2-4 weeks
MM2 + MM1	1 Dose	IM	1	2-4 weeks
MM2 + Shingrix	1 Dose	IM	1	2-4 weeks
MM1 + Shingrix	1 Dose	IM	1	2-4 weeks
MM2 + MM1 + Shingrix	1 Dose	IM	1	2-4 weeks

Vaccination card roll out to all clinics & hospitals to help HCPs recommend adult immunization

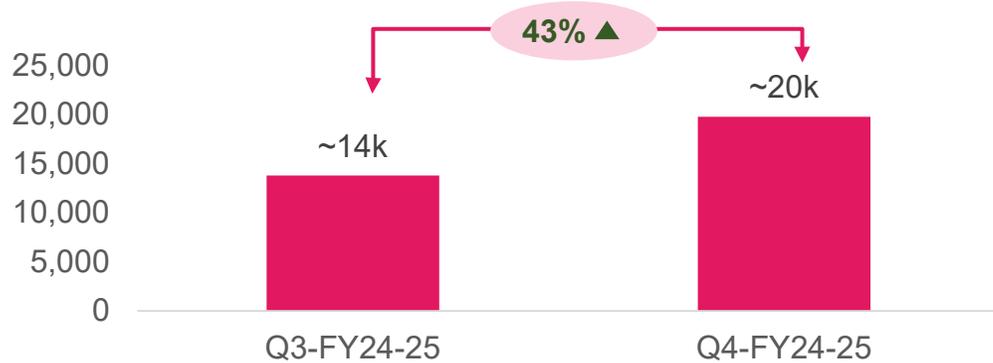
1. Shingles is caused by the varicella-zoster virus (VZV), which causes chickenpox in children and shingles in adults.
2. Shingles is a common condition that affects millions of people each year.
3. Shingles can cause pain, itching, and blisters on the skin.
4. Shingles can also cause complications such as vision loss, hearing loss, and nerve damage.
5. Shingles can be prevented with the Shingrix vaccine.
6. Shingrix is a two-dose vaccine that is 90% effective in preventing shingles.
7. Shingrix is recommended for adults aged 50 and older.
8. Shingrix is also recommended for adults aged 18 and older who are immunocompromised.
9. Shingrix is a safe and effective vaccine that can help prevent shingles and its complications.
10. Shingrix is a key vaccine in the adult immunization schedule.

Indian consensus guidelines – 14 diverse bodies have classified shingles Vx as an essential Vx

Improve ease of inoculation for patients



Co-created dedicated **adult vaccination ecosystem at Fortis Escorts, Delhi** – pilot model to be scaled up in Q1 FY25-26 and beyond



Key highlights:

1. **Aligned operational plans** to the integrated patient journey in Q4 FY24-25 – with razor sharp focus on areas of resourcing
2. **Overall awareness steady ~18%**, shifted focus towards driving more patient activations at point of vaccination
3. Crossed the **10K sell-in** barrier for the 1st time in March 2025 since launch month

Accolades & recognitions

Great Place to work - Certification



This is to certify that GlaxoSmithKline Pharmaceuticals Limited India has successfully completed the assessment conducted by Great Place To Work®, India, and is certified as a great workplace.

Annual OPPI Awards 2024-25



Winner – **Sales Force Excellence Award**

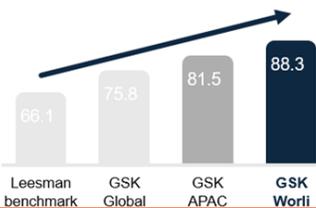
EHS excellence Award 2024-25 received by Nashik manufacturing unit



Leesman Index (LMI Score) for GSK Worli

88.3 in Oct 2024

Any site achieving **LMI 70 or above** is considered outstanding high-performance workplace globally.



- GSK Worli received, **Leesman+ certification**
- **#1 amongst all GSK offices**
- **#2 amongst Leesman measured workplaces globally**



- Brand – **Ceftum**
- Category - **Existing Pharma Product**
- Winner - **Dr. H. R. Nanji Memorial OPPI Marketing Excellence Award**

Adult immunization clinic set up at Fortis Escorts, Heart institute, Delhi – inaugurated by Pankaj Kumar Singh, Minister – Health & Family Welfare, Delhi



Financial Highlights : FY Apr'24-Mar'25 (Standalone)

Revenue

₹3723cr
Growth +9%

Revenue growth +9%

- General Medicine key Pharma brands volume growth +8%
- Specialty segment driving growth, led by the dedicated respiratory focus team
- Paed Vaccines portfolio growth +12% led by Boostrix, Varilrix & Havrix
- Shingrix: Driving growth 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

₹1169cr
Growth +30%
Margin: 31%

EBITDA margin +500 bps (YoY)

- EBITDA improved significantly due to gross margin increase and operating leverage
- SG&A ratio to sales decrease by 4%, mainly on account of reorganization and cost efficiencies
- Field productivity improved by 9%

PAT

(before exceptional)

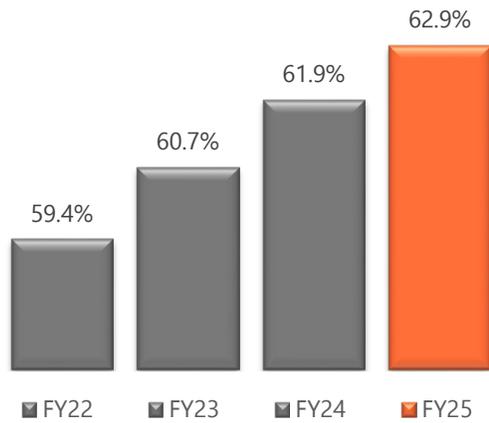
₹915cr
Growth+32%
Margin: 25%

PAT +440 bps (YoY)

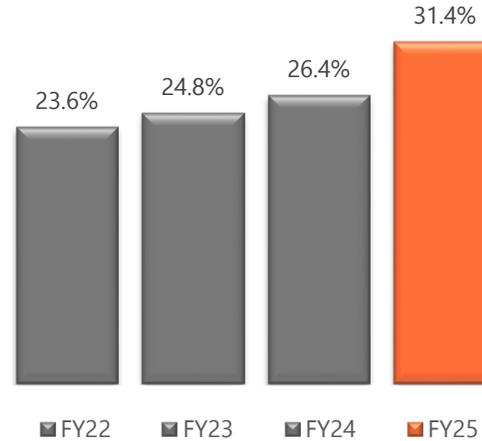
- PAT stepped up on consistent gross margin, realignment of resources & cost management initiatives
- Healthy cash flow conversion, ~100%
- Working capital improved with continuous focus on conversion
- EPS excluding exceptionals @ 54.01 (+32%)
- ROCE improved to 64% from 53%
- Final dividend declared @ Rs.42 per share

Consistent improved Profitability and Return Ratios (Standalone)

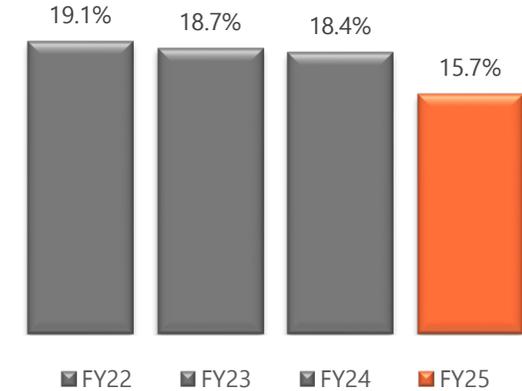
Gross Margin



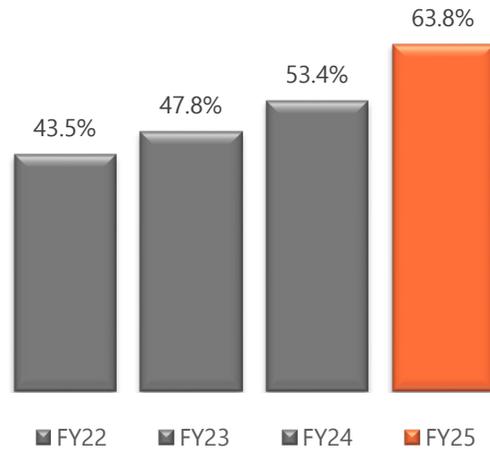
EBITDA



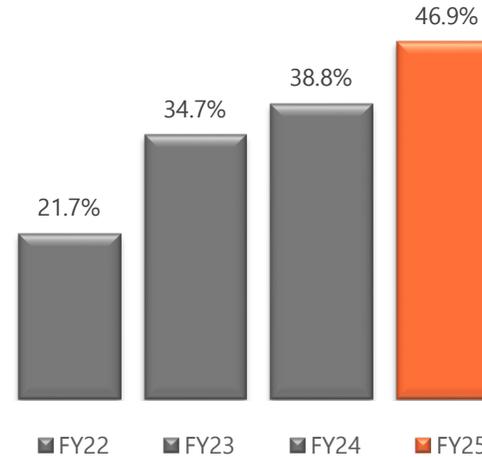
Employee Cost to Sales



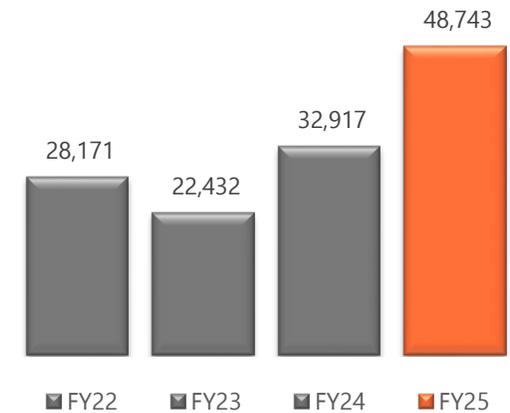
ROCE



Return on Net Worth



Market Cap (Rs. Cr)



Gross Margin as a % of sales
 EBITDA as a % of revenue from operation
 ROCE = Profit before Tax (Excl. Exceptional) / Net Worth
 Return on net worth = Profit after Tax (excl. exceptional) / Shareholders equity

(Market Cap as on 31st March)
 Source: GSK Standalone reported data

Financial Highlights : Q4 FY25 (Standalone)

Revenue

₹966cr
Growth +6%

Revenue growth +6%

- General Medicine key Pharma brands volume growth +5%; lower than expected market growth in anti-infectives and pain categories
- Specialty segment driving growth fueled by strong respiratory team execution
- Paed Vaccines portfolio delivers +10% growth remain market leaders in the private segment, despite NIP inclusion and rising competition
- Shingrix: Driving growth by partnering with HCPs and HCOs & leveraging digital initiatives

EBITDA

₹331cr
Growth +30%
Margin: 34%

EBITDA margin +620 bps (YoY)

- EBITDA improved through better gross margin mainly on account of softening of raw material prices; improved productivity and cost efficiencies
- SG&A ratio to sales reduces by 4.2%, mainly on account of reorganization and cost efficiencies
- Continuous focus on enhancing market presence through digital transformation initiatives

PAT

(before exceptional)

₹260cr
Growth +36%
Margin: 27%

PAT +590 bps (YoY)

- PAT improved significantly due to gross margin improvement, realignment of resources & cost management initiatives
- Healthy cash flow & working capital improvement seen in the quarter
- Sustained focus to strengthen and optimize the balance sheet

Thank you!

GSK