



18th May 2020

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: Media release: Q4 & FY19-20

Please find enclosed a press release issued by the Company in respect of financial results for the quarter and year ended March 31, 2020.

This is for your information and record.

Yours faithfully
For **GlaxoSmithKline Pharmaceuticals Limited**

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



PRESS RELEASE

Monday, 18th May 2020, Mumbai

GlaxoSmithKline Pharmaceuticals Limited announces results for the quarter and full year ended March 31, 2020

Revenue growth at 3%, EBIDTA at 23%

Board of Directors of the Company recommends a Dividend of Rs. 40 per equity share (including special dividend of Rs. 20 per equity share) for the 12 months period ended March 31, 2020

GlaxoSmithKline Pharmaceuticals Limited today declared its financial results for the quarter ended 31st March 2020. Revenue for the quarter came in at Rs 776 crores. Profit After Tax at Rs 138 crores recorded a growth of 12%.

The full year reported revenue was at Rs 3225 crores, a growth of 3% (sales growth of 3%) versus last year. EBIDTA for the year is 21% and is higher by 1% against the prior year.

Commenting on the results, **Sridhar Venkatesh, Managing Director, GlaxoSmithKline Pharmaceuticals Limited** said,

“Despite the headwinds caused by Covid-19 during Q4, I am pleased with our overall performance during the year. Keeping patient safety at the core, GSK continues to serve the patients through a dedicated workforce that has ensured continued production and supply of medicines across the country during such challenging circumstances. Our investments into digital transformation have helped us immensely during these times to keep us connected to the healthcare professionals (HCPs) and pay closer attention to their needs.

In 2019, we continued to focus on delivering sustainable profitable growth. We witnessed an accelerated growth in the anti-infectives, dermatology and anti-pyretic therapy areas, through a skill-enhanced sales force and improved engagement with HCPs. Our major primary care brands grew at a better rate than the Indian Pharmaceutical Market. The underlying Sales growth adjusting for tail-end brand rationalization and divestment is at a healthy 13% and our key brands continue to grow at +20%. The Board of Directors recommend a Dividend of Rs 40 per equity share which includes a special dividend of Rs. 20 per share for this year.

In preventive healthcare, GSK continues to be the No. 1 vaccines company in the self-pay segment with almost 40% value market share in represented segments. In December 2019, we launched Menveo (Quadrivalent Meningococcal Conjugate Vaccine), which has demonstrated early success and within four months of its launch has a 30% unit share.

Our Q3 and full year results were impacted due to the voluntary global recall of ranitidine products including Zinetac in India and trigger-based impairment charges primarily towards our manufacturing facility at Vemgal. We are currently exploring future options for the Vemgal facility including a potential sale of the site.

The Q4 has presented to us an unprecedented challenge in the form of a global pandemic. At GSK, our core guiding principles remains employee safety and well-being, business continuity, and social



responsibility. As the nation-wide lockdown is getting relaxed, GSK is swiftly adapting to new ways of working defined by self-assessment, social distancing and good hygiene practices. As a socially responsible corporate citizen, we have contributed essential medicines and PPEs to the state government of Maharashtra and have committed funds to the PM-CARES.”

About GlaxoSmithKline Pharmaceuticals Limited

GlaxoSmithKline Pharmaceuticals Limited is a subsidiary of GlaxoSmithKline plc, one of the world's leading research-based pharmaceutical and healthcare companies, committed to improving the quality of human life by enabling people to do more, feel better and live longer. For more information, visit www.gsk-india.com

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