## GlaxoSmithKline Pharmaceuticals Limited

Registered Office: Dr. Annie Besant Road, Mumbai - 400030

## UNAUDI TED FI NANCI AL RESULTS

FOR THE QUARTER AND NI NE MONTHS ENDED 30TH SEPTEMBER, 2008

| Unaudited |  | Sales | (Rs. lakhs) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Unaudited | Audited |
| $\begin{array}{\|c\|} \hline 3 \text { months } \\ \text { ended } \\ 30.09 .2008 \\ \hline \end{array}$ | $\begin{gathered} \hline 3 \text { months } \\ \text { ended } \\ 30.09 .2007 \\ \hline \end{gathered}$ |  | $\begin{aligned} & 9 \text { months } \\ & \text { ended } \\ & 30.09 .2008 \end{aligned}$ | $\begin{aligned} & 9 \text { months } \\ & \text { ended } \\ & 30.09 .2007 \end{aligned}$ | Year ended 31.12 .2007 |
| 47884 | 45709 |  | 136722 | 134499 | 171284 |
| $\underline{2189}$ | 3629 |  | Less: Excise Duty on Sales | 7526 | 10712 | 13570 |
| 45695 | 42080 | Net Sales | 129196 | 123787 | 157714 |
| 676 | 367 | Other Operating Income | 1689 | 1155 | 1903 |
| 46371 | 42447 | Income from Operations | 130885 | 124942 | 159617 |
| 1768 | 2485 | Expenditure (Increase) / decrease in stock-in-trade and work in progress | 2338 | 3980 | 3273 |
| 6523 | 8972 | Consumption of raw and packing materials | 24159 | 25619 | 32152 |
| 9116 | 7290 | Purchase of traded goods | 23443 | 21567 | 29365 |
| - | (1944) | Transfer of stock pursuant to sale of business | - | (1944) | (1944) |
| 17407 | 16803 | Total materials consumed | 49940 | 49222 | 62846 |
| (97) | 153 | Excise duty on samples and (increase) / decrease in stock-in-trade | (379) | 680 | 684 |
| 4443 | 4006 | Employees cost | 13023 | 12244 | 15126 |
| 400 | 376 | Depreciation | 1161 | 1114 | 1616 |
| 7755 | 7610 | Other expenditure | 22249 | 21807 | 30008 |
| (105) | (156) | Recovery of expenses (net) | (573) | (565) | (673) |
| (673) | (1217) | Expenses relating to service income | (2361) | (3109) | (4027) |
| 11723 | 10772 | Total operating expenses | 33120 | 32171 | 42734 |
| 29130 | 27575 | Total | 83060 | 81393 | 105580 |
| 17241 | 14872 | Profit from Operations before Other Income, Interest and Exceptional Items | 47825 | 43549 | 54037 |
| 1027 | 425 | Other Income (net) [includes treasury income Rs. 1020 lakhs (previous quarter Rs. 418 lakhs)] | 3497 | 1521 | 2558 |
| 1509 | 1376 | Interest Income (net) | 4026 | 3441 | 4523 |
| 19777 | 16673 | Profit before Tax and Exceptional Items | 55348 | 48511 | 61118 |
| 6676 | 5547 | Tax Expense Current tax (including fringe benefits tax) | 18736 | 16195 | 19930 |
| (96) | 216 | Deferred tax | (198) | 631 | 1216 |
| 6580 | 5763 | Total | 18538 | 16826 | 21146 |
| 13197 | 10910 | Net Profit after Tax before Exceptional Items | 36810 | 31685 | 39972 |
| - | 13991 | Exceptional Items (net of tax) | - | 13991 | 13794 |
| 13197 | 24901 | Net Profit | 36810 | 45676 | 53766 |
| 8470 | 8470 | Paid-up Equity Share Capital (Face value per share Rs. 10) | 8470 | 8470 | 8470 |
|  |  | Reserves excluding Revaluation Reserves |  |  | 127621 |
|  |  | Earnings Per Share (EPS) |  |  |  |
| 15.6 | 12.9 | Basic and diluted EPS before exceptional items (Rs.) | 43.5 | 37.4 | 47.2 |
| 15.6 | 29.4 | Basic and diluted EPS after exceptional items (Rs.) | 43.5 | 53.9 | 63.5 |
|  |  | Public Shareholding |  |  |  |
| 41785529 | 41785529 | Number of shares | 41785529 | 41785529 | 41785529 |
| 49.3\% | 49.3\% | Percentage of shareholding | 49.3\% | 49.3\% | 49.3\% |

1. The growth in Net Sales (net of excise and excluding the Fine Chemicals business) was $15.1 \%$ during the quarter ended 30th September, 2008. The growth in Gross Sales (excluding the Fine Chemicals business) during the quarter ended 30th September, 2008 was impacted due to lower selling prices as a result of the excise benefit passed on to the consumer. Profit before Tax and Exceptional Items grew by $20.9 \%$ during the quarter on a comparable basis.

The figures for the current period are not comparable with those of the previous period, in view of the sale of the Fine Chemicals business on 30 th September 2007.
2. The Company has only one reportable segment which is Pharmaceuticals. Accordingly, no separate disclosures of segment information have been made.
3. There were no investor complaints pending as at the beginning of the quarter. The Company has received 6 complaints from the investors during the quarter and all of them have since been resolved, leaving no investor complaints unresolved at the end of the quarter.
4. The above Results were reviewed by the Audit Committee and were thereafter approved by the Board of Directors at their respective meetings held on 24 th October, 2008.
5. The statutory auditors have carried out a limited review of the results for the quarter and nine months ended 30th September, 2008. The figures for 2007 have been regrouped wherever necessary to facilitate comparison.

By Order of the Board

