## GlaxoSmithKline Pharmaceuticals Limited

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

## UNAUDITED FINANCIAL RESULTS

FOR THE HALF YEAR ENDED 30TH JUNE, 2006

|  |  | Sales | (Rs. lakhs) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Unaudited |  |  | Una | dited | Audited |
| $\begin{gathered} 3 \text { months } \\ \text { ended } \\ 30.06 .2006 \\ \hline \end{gathered}$ | $\begin{gathered} 3 \text { months } \\ \text { ended } \\ 30.06 .2005 \\ \hline \end{gathered}$ |  | $\begin{gathered} 6 \text { months } \\ \text { ended } \\ 30.06 .2006 \end{gathered}$ | $\begin{gathered} 6 \text { months } \\ \text { ended } \\ 30.06 .2005 \end{gathered}$ | Year <br> ended <br> 31.12 .2005 |
| 43895 | 49358 |  | 89589 | 78969 | 157589 |
| 3161 | $\underline{2860}$ | Less: Excise Duty on Sales | 6239 | 4847 | 9059 |
| 40734 | 46498 | Net Sales | 83350 | 74122 | 148530 |
| 1126 | 836 | Other Income | 2561 | 1644 | 4219 |
| 705 | 512 | Interest Income (net) | 1493 | 1060 | 2345 |
| 42565 | 47846 | Total Income | 87404 | 76826 | 155094 |
| (421) | 4270 | Materials Consumed (Increase) / decrease in stock-in-trade Consumption of raw and packing materials and | 1551 | 1640 | 54 |
| 17090 | 16241 | purchase of finished goods | 32885 | 30324 | 62592 |
| 16669 | 20511 | Total Materials Consumed | 34436 | 31964 | 62646 |
| 326 | 8 | Excise Duty on Samples and (Increase) / Decrease in Stock-in-Trade | 400 | 178 | 1492 |
| 4289 | 4085 | Staff Cost | 8003 | 7645 | 15548 |
| 7181 | 6424 | Other Expenditure | 14379 | 11984 | 27085 |
| (249) | (305) | Recovery of Expenses | (497) | (536) | (1041) |
| 28216 | 30723 | Total Expenditure | 56721 | 51235 | 105730 |
| 390 | 377 | Depreciation | 767 | 750 | 1573 |
| 13959 | 16746 | Profit before Tax and Exceptional Items | 29916 | 24841 | 47791 |
| 4751 | 5485 | Provision for Taxation - Current tax (including fringe benefit tax) | 10424 | 8025 | 15528 |
| 102 | 723 | - Deferred tax | 43 | 803 | 1635 |
| 9106 | 10538 | Net Profit after Tax before Exceptional Items | 19449 | 16013 | 30628 |
| - | (192) | Exceptional Items (net of tax) | (220) | (976) | 19580 |
| 9106 | 10346 | Net Profit | 19229 | 15037 | 50208 |
| 8470 | 8470 | Paid-up Equity Share Capital (Face value per share Rs. 10) | 8470 | 8470 | 8470 |
|  |  | Reserves excluding Revaluation Reserves |  |  | 86390 |
| 10.8 | 12.2 | Earnings per Share before Exceptional Items (Rs.) | 23.0 | 18.4 | 35.7 |
| 10.8 | 12.0 | Earnings per Share / Diluted Earnings per Share (Rs.) | 22.7 | 17.3 | 58.5 |
|  |  | Aggregate of Non-promoter Shareholding : |  |  |  |
| 41785529 | 41785529 | Number of Shares | 41785529 | 41785529 | 41785529 |
| 49.3\% | 49.3\% | \% of Shareholding | 49.3\% | 49.3\% | 49.3\% |

1. The Company registered a sales growth of $13 \%$ during the half year ended 30 th June 2006. Sales during the first quarter of 2005 were significantly impacted due to VAT implementation uncertainties. Resolution of these issues led to exceptionally strong sales in the second quarter of 2005
2. Profit before Tax and Exceptional Items grew by 20\% for the first half of 2006, with continued emphasis on product mix improvement and control over expenses.
3. Exceptional Items for the six months ended 30th June, 2006 are in respect of provision for pricing of a formulation.
4. The Board of Directors, at its meeting held on 28th April, 2006, approved the proposal for sale of the Animal Health business as a going concern to Virbac Animal Health India Private Limited for a total consideration of Rs. 207.1 crores. Shareholders of the Company have approved the proposal by postal ballot on 26th June, 2006. The sale is in the process of being completed. Animal Health business forms part of the Company's 'Other Businesses' segment.
5. There were no Investor complaints pending as at the beginning of the quarter. The Company has received 31complaints 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.
6. The above Results were reviewed by the Audit Committee and were thereafter approved by the Board of Directors at their respective meetings held on 26th July, 2006. The statutory auditors have carried out a limited review of the results for the three months and six months ended 30th June, 2006. The figures for 2005 have been regrouped wherever necessary to facilitate comparison.

By Order of the Board

