

**GlaxoSmithKline Pharmaceuticals Limited**

Registered Office: Dr. Annie Besant Road, Mumbai - 400 030

**Segment wise Revenue, Results and Capital Employed,  
under Clause 41 of the Listing Agreement**

(Rs. lakhs)

Unaudited			Audited	
3 months ended 31.12.2005	3 months ended 31.12.2004		Year ended 31.12.2005	Year ended 31.12.2004
27166	22776	1. Segment Revenue:		
6403	6269	a) Pharmaceuticals	128635	117917
33569	29045	b) Other Businesses	23066	22090
-	-	Total Segment Revenue	151701	140007
33569	29045	Less: Inter Segment Revenue	-	-
		Net Sales / Income from Operations	151701	140007
		2. Segment Results (Profit before Interest and Tax):		
6332	5383	a) Pharmaceuticals	41630	36896
1887	1607	b) Other Businesses	5199	4710
8219	6990	Total Segment Results	46829	41606
		Add/(Less):		
730	840	(i) Interest Income (net)	2345	2668
(667)	(643)	(ii) Unallocable Expenditure Net of Unallocable Income	(1383)	(2450)
8282	7187	Total Profit Before Tax and Exceptional Items	47791	41824
		3. Capital Employed (Segment Assets less Segment Liabilities):		
11975	14780	a) Pharmaceuticals	11975	14780
7563	8950	b) Other Businesses	7563	8950
19538	23730	Total Capital Employed in Segments	19538	23730

**Notes:**

- 1 Refer note 7 of the aforesaid audited financial results for the year ended 31st December, 2005.
- 2 (i) The Company is organised into two main business segments, namely:
  - Pharmaceuticals - comprising of bulk drugs and formulations
  - Others - primarily comprising of veterinary formulations, feed supplements, fine chemicals, diagnostics, laboratory equipment and exports mainly relating to pharmaceuticals.

Segments have been identified and reported taking into account, the nature of products and services, the differing risks and returns, the organisation structure, and the internal financial reporting systems.

(ii) Segment Revenue in each of the above domestic business segments primarily includes sales (net of excise duty), processing charges, consignment sales commission, clinical research and data management and export incentives in the respective segments.

(iii) Segment Revenue, Results, Assets and Liabilities include the respective amounts identifiable to each of the segments and amounts allocated on a reasonable basis.