



Presentation to Analysts

15th February 2005

GSK India

Ranked #1 on corporate image by medical professionals in India

Company	Rank
GlaxoSmithKline	1
Ranbaxy	2
Cipla	3
Dr. Reddy's	4
Pfizer	5

Largest prescription generator in India

2 out of top 3 are GSK brands

Brand	Rank
<i>Calpol (GSK) *</i>	1
Rantac (JBC)	2
<i>Zantac (GSK) *</i>	3
Nise (DRL)	4
Combiflam (Aventis)	5
Ecosprin (USV)	6
Becosules (PFZ)	7
Folvite (WYT)	8
Aciloc (Cad)	9
<i>Cetzine (Zyrtec) (GSK) *</i>	10

GSK – Best in Class Sales Force



Source: IMS June MAT 2004



Leadership in major doctor segments

Key Specialities	GSK Rank
General Practitioner	1
Consulting Physician	1
Paediatricians	1
Gynaecologists	1
General Surgeons	1
Dermatologists	1
ENT	1
Oncologists	1
Cardiologists	2
Chest Physicians	2
Gastroenterologists	3
Diabetologists	3

Source : Cmarc MarJun'04.Rank in Rx share



Financial Results 2004

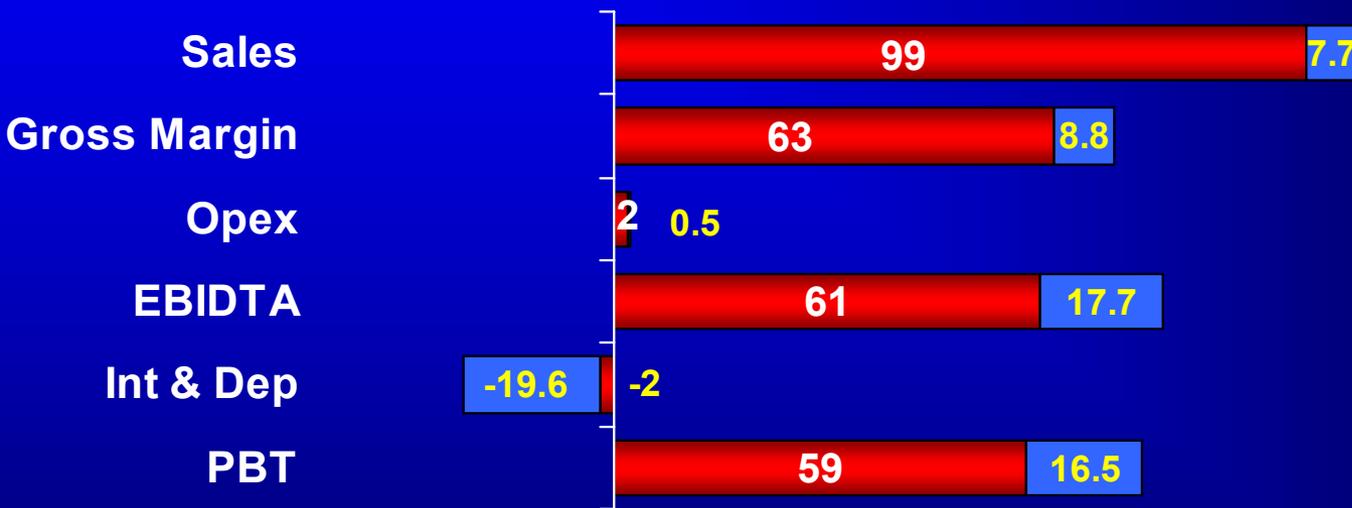
2004 Executive Summary

Key Accomplishments

- GSK Rx Sales grew at 8.7% (against Mkt growth 6.4%) driven entirely by volumes
- “Power” Brands +14% driving topline
- Govt enforced price reductions neutralised
- Augmentin #1 Brand in the Pharma Market
- GSK Vaccines achieved market leadership
- CCM most successful new product launch in 5 years
- Vozet & Zimig achieved leadership status
- New Products contributed 5% of sales

World Site sale and BWIL merger completed

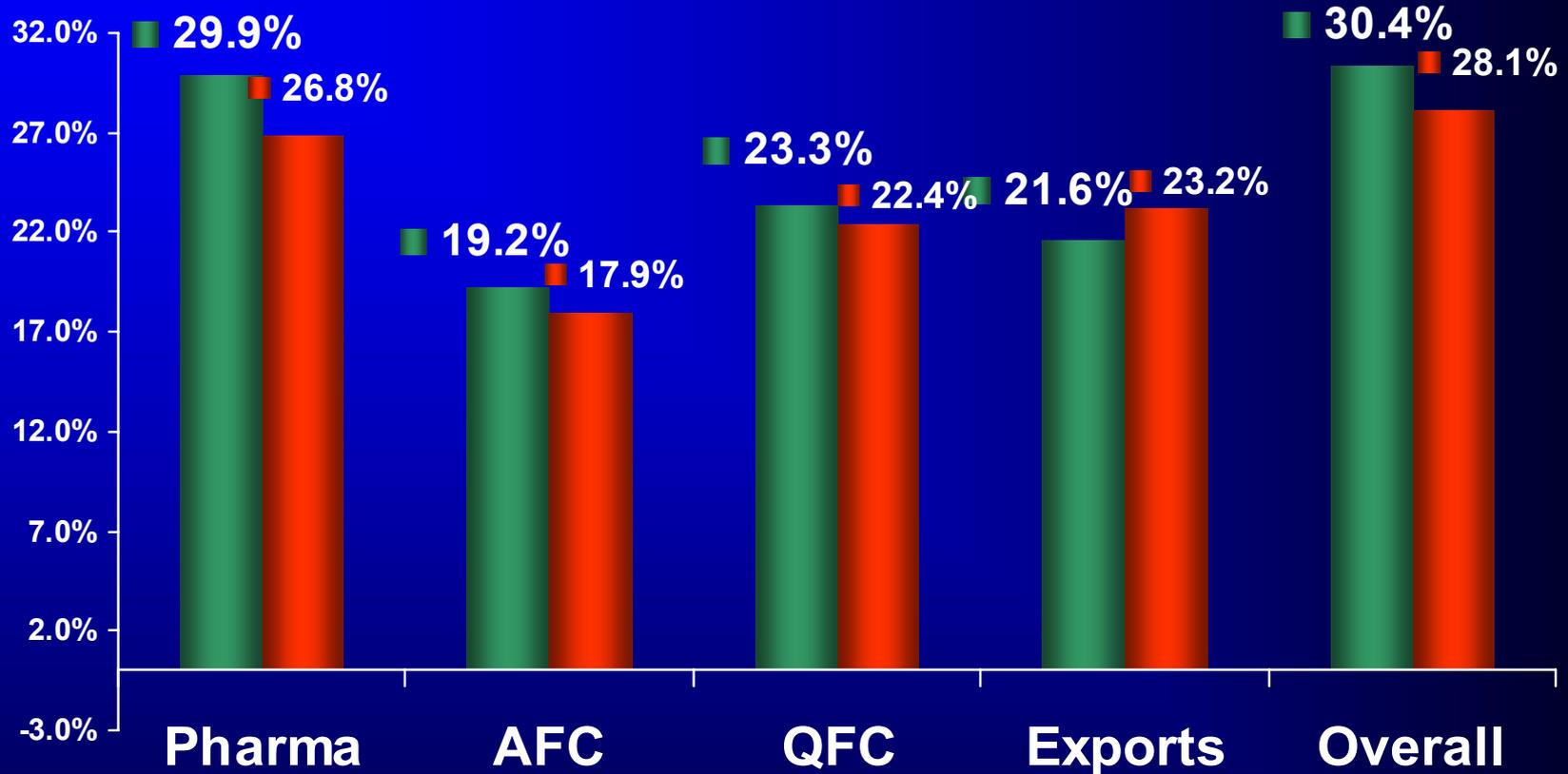
Growth in 2004



PBT improvement % to Sales	
YTD 2003	28.1
	+ 0.5
	+ 2.0
	- 0.2
YTD 2004	30.4



Segmental Performance



2003		Profit & Loss Account	2004		Change	
Rs. Crs.	% to Sales		Rs. Crs.	% to Sales	Rs. Crs.	%
1390		Gross Sales	1480			
113		Less: Excise Duty	104			
1277	100.0	Net Sales	1376	100.0	99	7.7
28		Other Income	24		(4)	
30		Interest income	27		(3)	
1335		Total Income	1427			
555	43.5	Materials	591	43.0	36	6.5
402	31.5	Operating and Other Exps	400	29.1	(2)	
19		Depreciation	18		(1)	
976	76.4	Total Expenditure	1009	73.3		
359	28.1	PBT before exceptional	418	30.4	59	16.5
129	10.1	Provision for Taxation	152	11.0	23	
230	18.0	PAT before exceptional	266	19.3	36	15.7
(63)		Exceptional net of tax	67			
167		Net Profit	333		166	
722	56.5	Gross Margin	785	57.0	63	8.8
348	27.3	PBIDTA	409	29.7	61	17.7
831		Capital Employed *	831			
39.6%		Return on Capital Employed (PBIT / Capital Employed)	47.1%			

* Excluding Profit on Worli sale

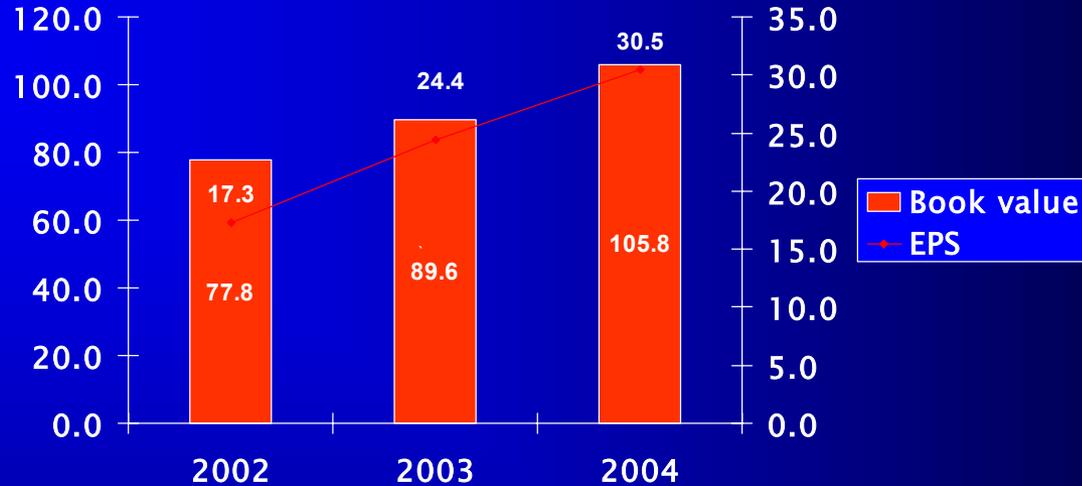
Cash flow

	Rs. Crs
Cash from Operations	406
Treasury income (Net)	30
Working Capital	12
Capex (net)	(8)
Exceptional expenses paid	(58)
Tax Paid	(140)
Dividend paid	(127)
Increase in Cash / Investments	115

Excludes sale of Worli property

Strong financial performance

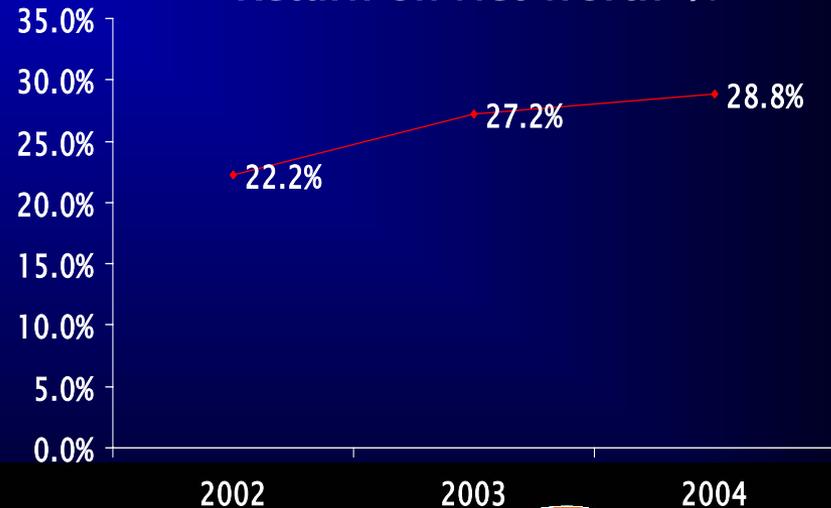
EPS and Book Value per share



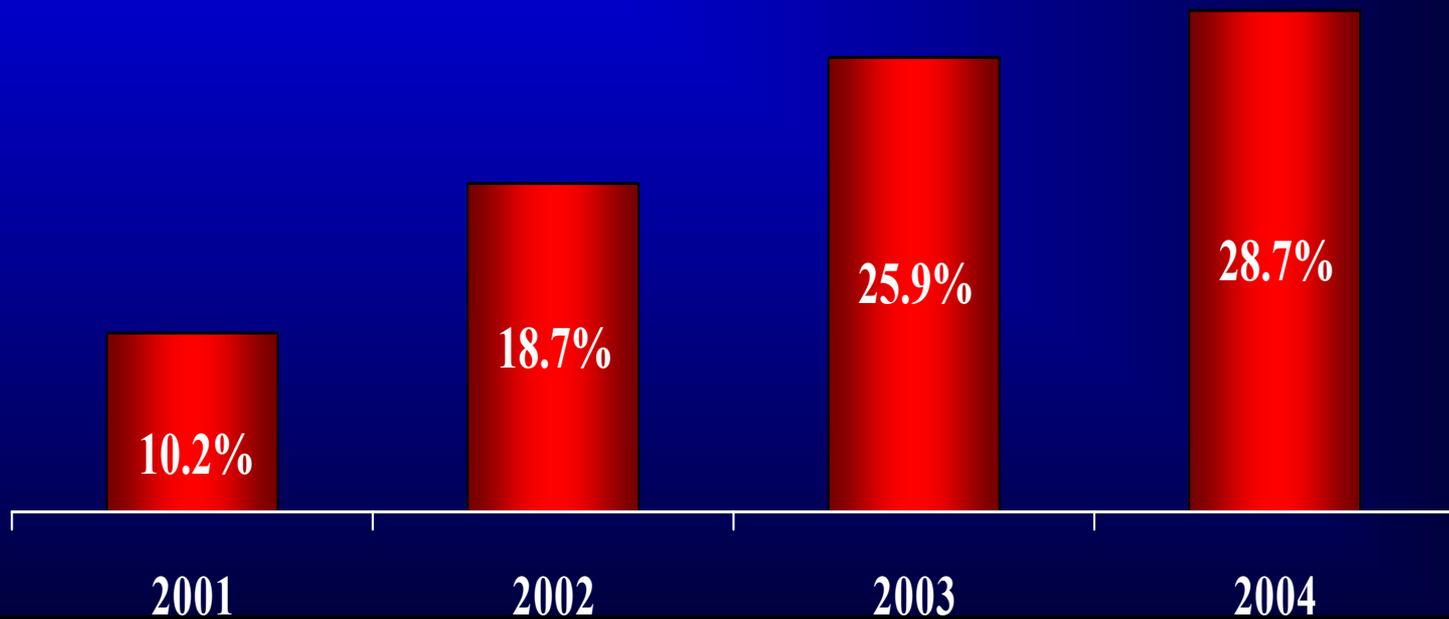
PAT % to Sales



Return on Net Worth %



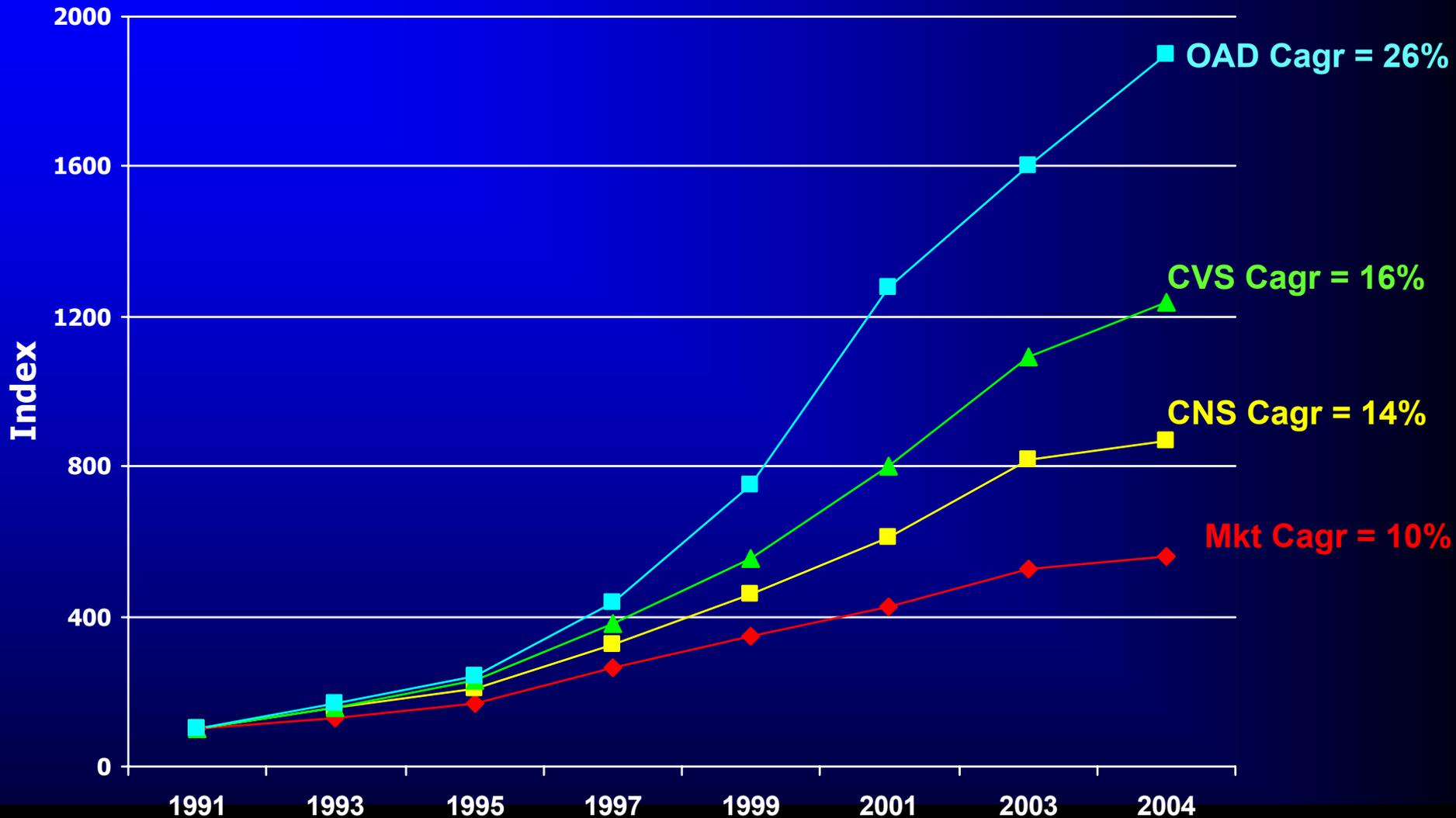
Trading profit growth – GSK & Biddle Sawyer



Significant Developments

- MRP based Excise Law will impact profits
- VAT uncertainty likely to affect Q1 Primary Sales

Chronic Segments driving growth



Source : ORG IMS



Leverage GSK strengths to position as a partner of choice

- Maximize opportunities through
 - Strong Sales, Marketing & Distribution
 - Access to about 100,000 doctors
 - 300,000 Pharmacies across the country
- Track record of successful India specific licensing deals

Track record of Successful partnerships

- Farchim–Cetzine (Zyrtec)/ Cetzine LEs
- Farchim–Levocetirizine (Vozet)
- Fujisawa–Cefspan, Cefizox
- Teva–Alpha D 3
- GNC–CCM (Calcium Citrate Maleate)
- Novartis–Terbenafine (Lamicil)
- Organon–Oral Contraceptives

- PPI (Close to concluding deal)
- Ongoing Talks with other Pharma majors to expand portfolio

*India specific deals endorsed & supported
by the global organization*





**GSK has a rich pipeline,
patented products to enter only after 2007**

**Strategy till 2008 based on current business
dynamics**

Big bets likely launch schedule

NCE	Filing Year	India launch	Key Differentiation
572016 (Dual kinase inhibitor)	2006	2008	1st in Class. Dual mechanism to cut off blood supply to the tumor
406381 (Cox 2 inhibitor)	2006	2008	Dual-action for 1st time - Central & Peripheral
Alvimopan (Post operative Ileas)	2005	2007	1st in Class. Satisfies unmet need. Accelerates recovery after use of opiates
480848 (Lp-PLA2 inhibitor for heart disease)	2008	2010	New mode of action. 1st in Class. Works where statins don't

In Summary..

- Post-patent era a gradual but definite opportunity
- Market dynamics will change
- Portfolio must align to market trends; New skill sets , a new mindset
- Exciting prospects in GSK pipeline – after 2007
- In-licensing a key opportunity
- GSK ideally placed to maximise India opportunity

Thank You