

## 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			Unaudited		Audited
3 months ended	3 months ended		9 months ended	9 months ended	Year ended
30.09.2005	30.09.2004		30.09.2005	30.09.2004	31.12.2004
		1. Segment Revenue:			
36007	31992	a) Pharmaceuticals	101469	95077	117672
6860	5833	b) Other Businesses	16663	15821	22090
42867	37825	Total Segment Revenue	118132	110898	139762
-	-	Less: Inter Segment Revenue	-	-	-
42867	37825	Net Sales / Income from Operations	118132	110898	139762
		2. Segment Results (Profit before Interest and Tax):			
12538	11205	a) Pharmaceuticals	35298	31513	36896
1859	1428	b) Other Businesses	3312	3103	4710
14397	12633	Total Segment Results	38610	34616	41606
		Add/(Less):			
555	601	(i) Interest Income (net)	1615	1828	2668
(284)	(717)	(ii) Unallocable Expenditure Net of Unallocable Income	(716)	(1807)	(2450)
14668	12517	Total Profit Before Tax and Exceptional Items	39509	34637	41824
		3. Capital Employed (Segment Assets less Segment Liabilities):			
14463	18701	a) Pharmaceuticals	14463	18701	14780
7818	8203	b) Other Businesses	7818	8203	8950
22281	26904	Total Capital Employed in Segments	22281	26904	23730

**Notes:**

1 Refer note 6 of the unaudited financial results for the quarter ended 30th September, 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 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.