

GSK

Analyst Meet

23rd August 2022

Agenda



Welcome



GSK India Overview



Financial Overview



Awards and Recognitions for GSK India



Q&A

Sridhar Venkatesh, Vice President, South Asia & Managing Director

11 Years in GSK, Leadership roles across countries

Mr. Sridhar Venkatesh is a senior business leader with more than 24 years of diverse experience in pharmaceuticals & healthcare and has a strong track record of success in multiple roles within GSK.

Sridhar joined GSK in 2011 as Head of Commercial, Established Products, Branded Generics, and moved as General Manager, Singapore before taking up the role of Commercial Head, India from 2014 to 2016.

He was then promoted as VP of Central America & Caribbean before taking the role as VP, Emerging Markets East, with direct management of six markets (Philippines, Vietnam, Thailand, Malaysia, Indonesia, and Sri Lanka).



Juby Chandy, CFO- GSK Pharma, India

14 Years in GSK (from 2007), International experience in 5 countries

Mr. Juby Chandy is an experienced Finance Leader who has worked at the regional and country levels for GSK in several countries. He has been with the GSK group for over 14 years, holding increasingly senior roles in finance, most recently as Head of Finance General Global Medicine based in Singapore.

Previous experience includes roles as Finance Director/Leader roles in Southeast Asia, Vietnam, Turkey, and the Middle East.

He is a Chartered Accountant (ACA) from the Institute of Chartered Accountants of India.



The GSK logo is rendered in a bold, white, sans-serif font against a vibrant orange background. The letters are thick and blocky, with a slight shadow effect that gives them a three-dimensional appearance. The 'G' is particularly stylized with a rounded, open top. The 'S' and 'K' are also very bold and blocky. The logo is positioned on the left side of the frame, with a white speech bubble shape extending from its right edge towards the text on the right.

GSK

Our purpose

We unite science, technology
and talent to get ahead
of disease together

For health impact + shareholder returns + thriving people

- We aim to positively impact the health of 2.5 billion people over the next 10 years.
- Our bold ambitions for patients are reflected in new commitments to growth and a step-change in performance.
- And to making GSK a company where people can thrive.



How we'll get ahead together:

Our culture and thriving GSK people

Ambitious for patients

We're investing in innovation (Nucala & Trelegy & Shingrix) and growth at pace to achieve health impact at scale.

Accountable for impact

We set focused objectives with clear measures of success.

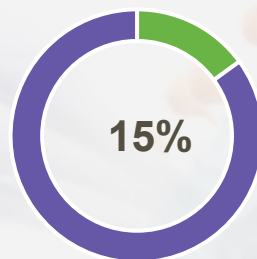
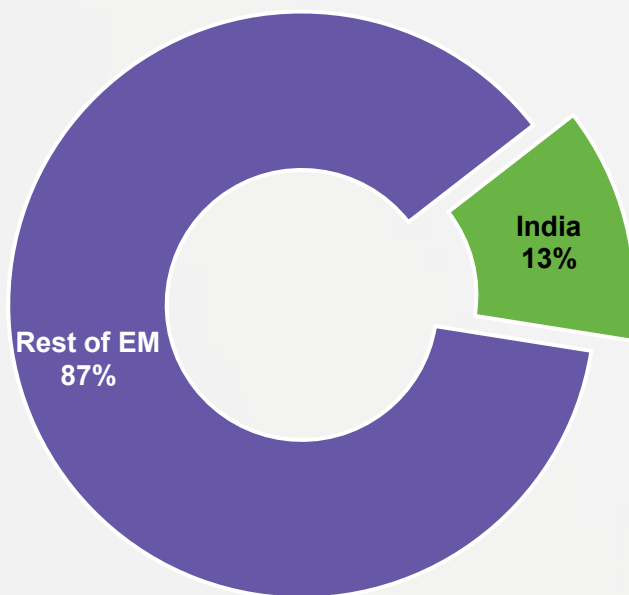
Do the right thing

We act responsibly and aim to lead the way on issues that matter.

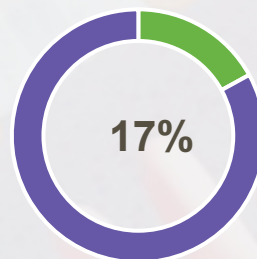


GSK India continues to be a Relevant Part of Emerging Market (EM)

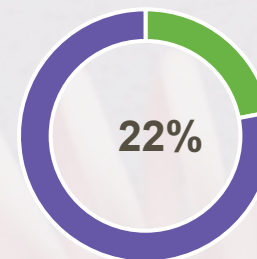
% Contribution EM Sales



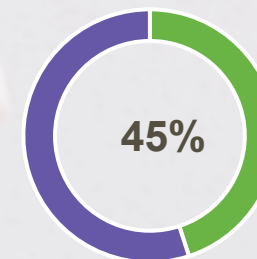
Infanrix/Boostrix



Augmentin



Fluarix



Derma

GSK India is the 2nd highest contributor to EM

Driving Sustainable Growth through execution focus & building capabilities for new launches



General Medicines

- Build on Core Brands | EI >100
- Improve Margins (+ ROI)



Vaccines

- Drive Pediatric Vx growth in private market
- Focus on growth of Adult Vaccination



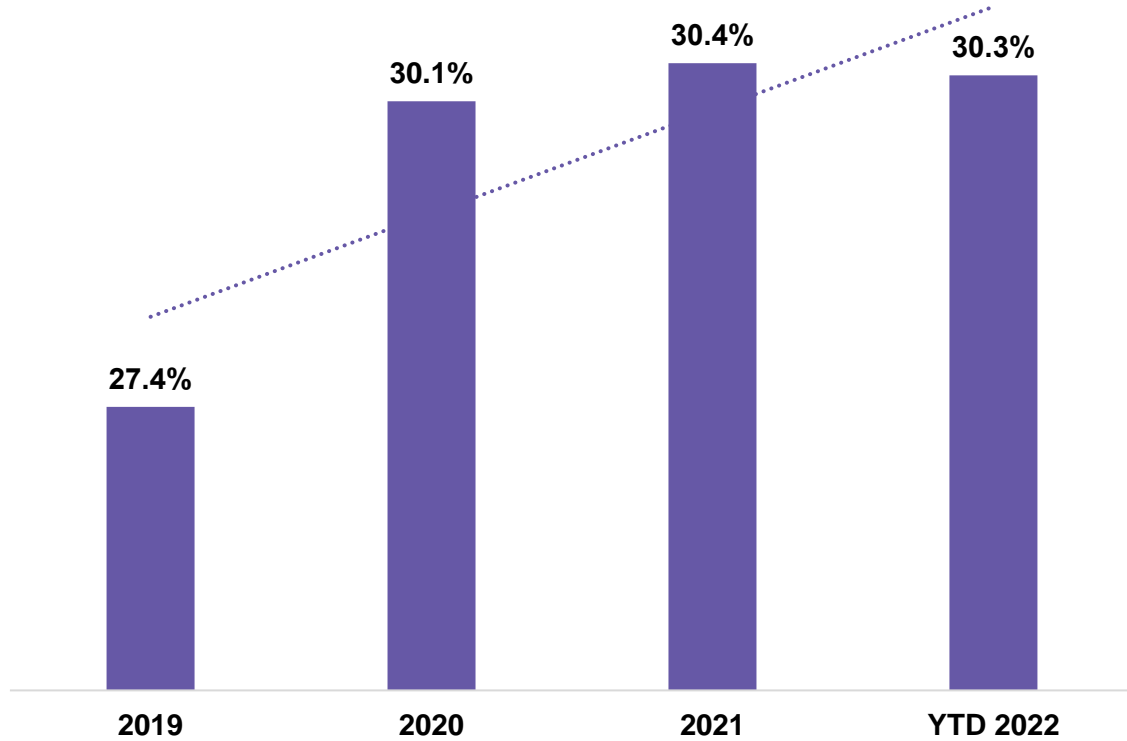
Specialty

- Focus on recruiting new patients for Nucala & Trelegy
- Prepare for launch of new assets(Shingrix)



Maintaining Market Share for key brands

Key Promoted Brands %Market share



Calendar Year



We Continue to Lead in our Represented market



Therapy Leadership

No #1 in **Dermatology,**
Vaccines self-pay market



Rx Leadership

No #1 in its
represented market across
key customers: **GP,**
Pediatrician, Dentist,
Dermatologist, ENT



Brand Leadership

No #1 in its
Represented market

Augmentin, Calpol, Ceftum,
T-Bact, Neosporin,
Betnovates,
Infanrix Hexa, Havrix,
Boostrix

Source: External IQVIA Jun'22 Dataset

Vaccine Consumer campaigns further accelerated driving awareness & need for vaccination

Launched in 12 languages with a clear objective to increase awareness & HCP Consultations

“6 in 1 campaign”



Reach: 25Mn, Impressions: 80 Mn
(March-April 22), Mothers of 0-3 months old

“Flu Vaccination Awareness campaign”



Reach: 35 Mn, TV & Digital Impressions: >1Bn
(Launched June, 4 weeks campaign)
Parents of children below 5 years old



~2 Mn Visitors in 2022
One stop solution for Digital Record keeping & education available in 12 languages

Creating Awareness through Omnichannel presence (Digital, Mainline Media, PR)



Digital Genres and Channels



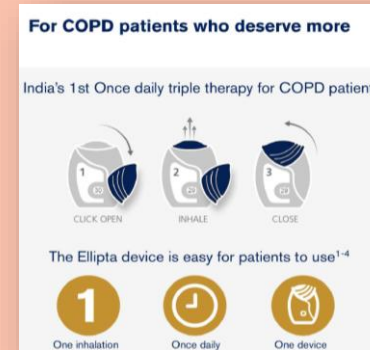
Building Specialty

Nucala



- Leading asthma biologic in SEA space/ for SEA patients in India
- Approved in major public accounts like Central Government Health Services (CGHS), Employee State Insurance (ESI) etc.

Trelegy-A Phygital Launch



Shingrix



Shingrix Launch planned for first half of 2023

FY2022 Snapshot *(Continuing Operations)*

Sales
3,190 cr

Topline + 11%

Price Grth : 5%; Volume Grth : 6%

Promoted Brands
+25%

General Medicines
+19%

Specialty
+86%

Vaccines
-9%

- Calpol +100%
- Augmentin +21%
- Supacef +49%

Gross Margin
1,894 cr

@59%, +3%*

PBT (before exceptional)
761 cr

@24%, +2%*

EBITDA
756 cr

@23%, +3%*

Dividend
900%

90% payout ratio

Q1 FY2023 Snapshot *(Continuing Operations)*

Sales
715 cr

Underlying + 12%

Price Grth ~6%; Volume Grth ~6%

General Medicines
+12%

Specialty
>100%

Vaccines
+9%

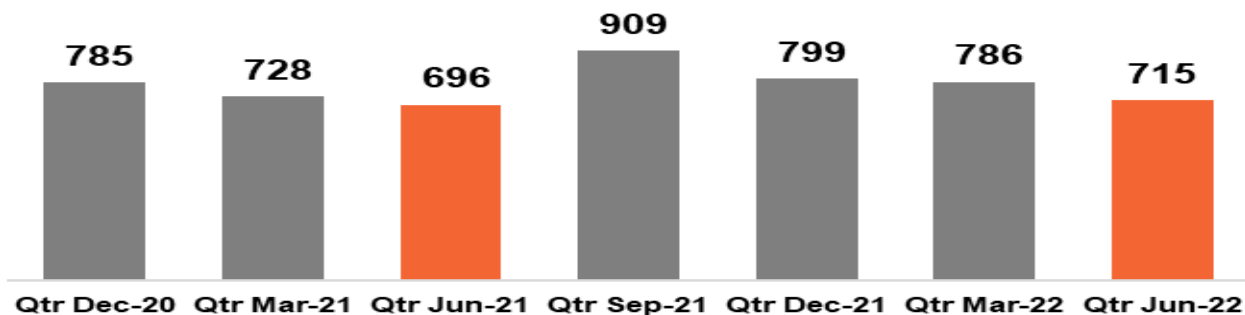
Gross Margin
442 cr

@62%, +2%

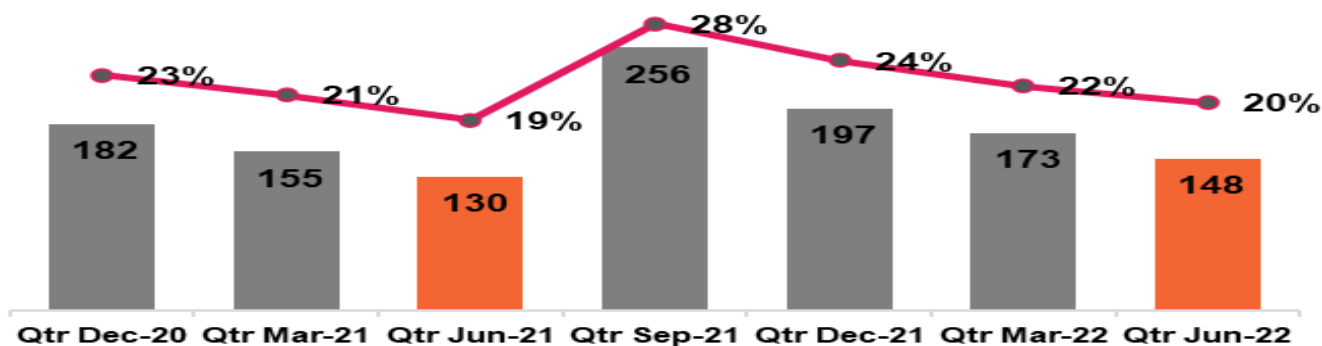
EBITDA
148 cr

@20%, +1%
(cyclic nature)

Sales

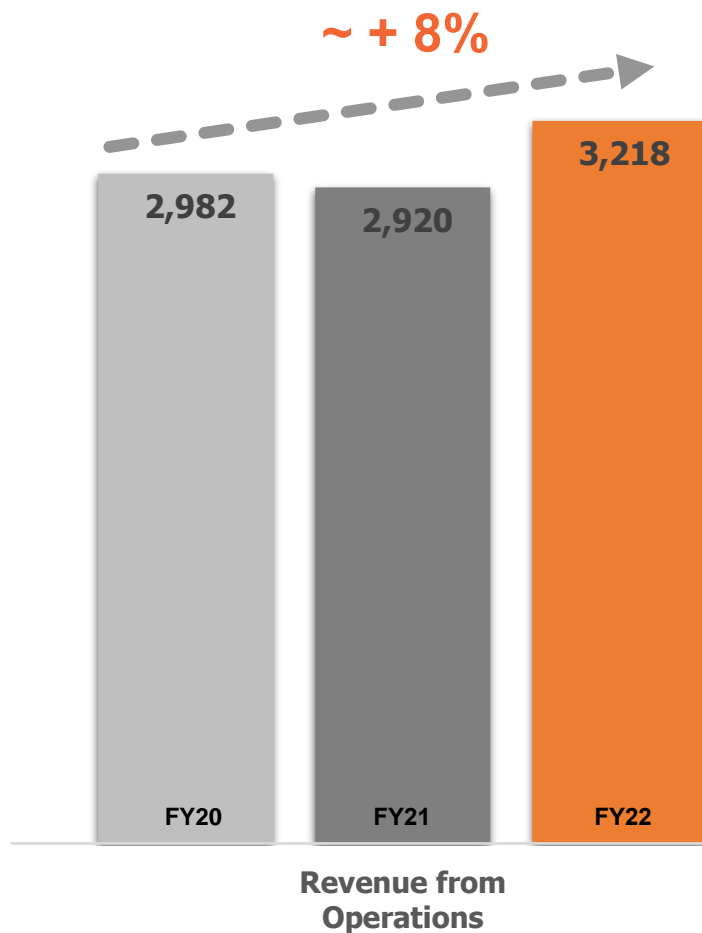


EBITDA and Margins

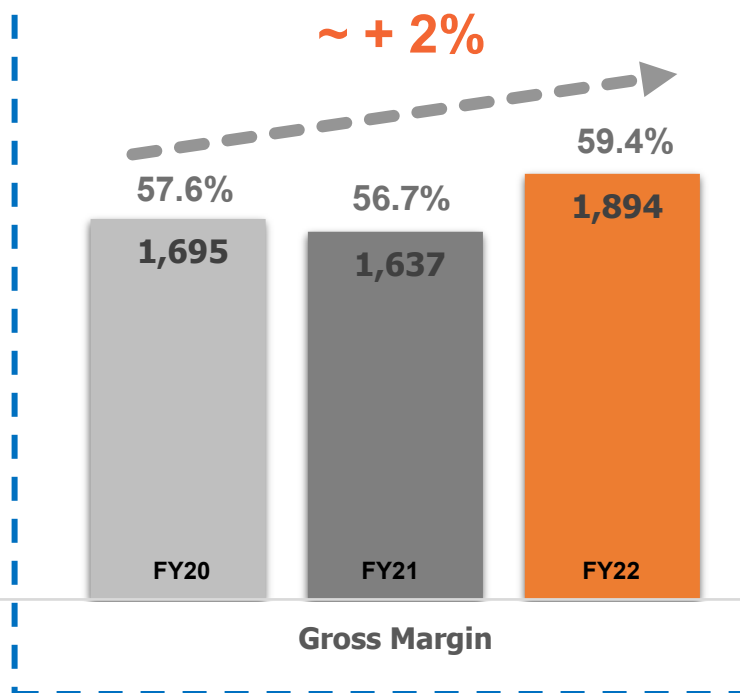


FY 2021-22 , strong improvement on financials

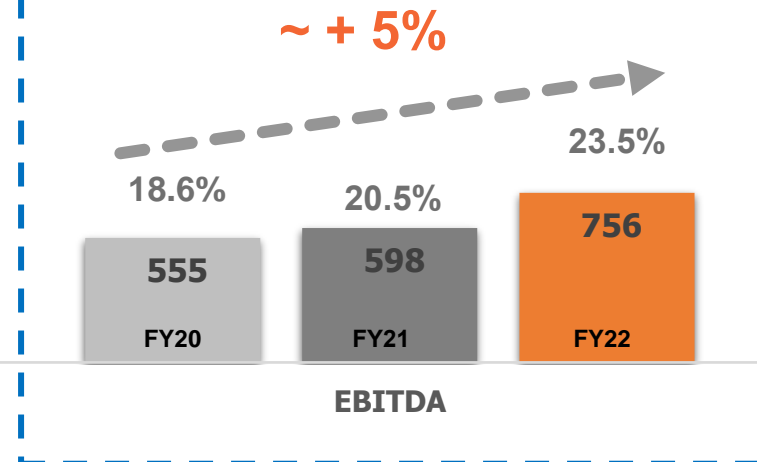
Growing in line with industry trend



- Higher Gross Profit from better pricing and favourable mix impacts.

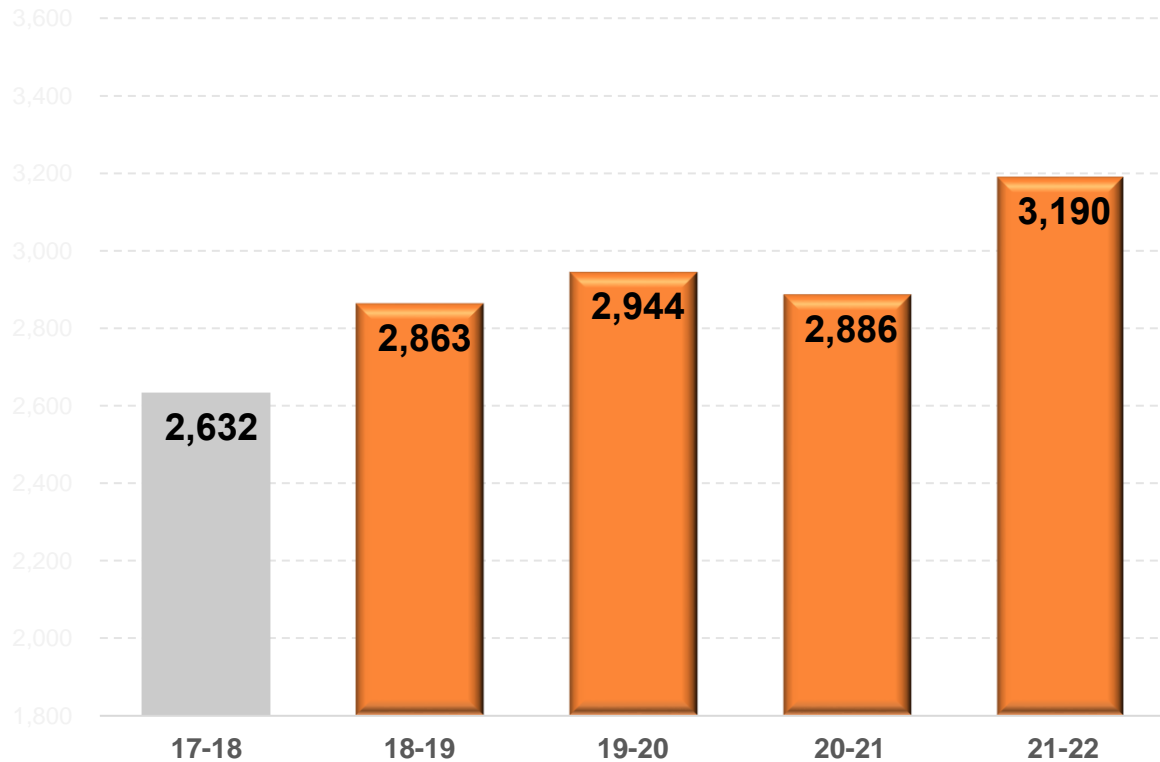


- GP improvement 1.8%
- Lower employee costs from strategic commercial restructuring 2.2%
- Lower opex from cost efficiencies 1%



India Growth Strategy : sustainable growth across continuing portfolios

Sales values* (Cr)



5 Year CAGR (continuing portfolio)

General Medicines

+9%

(continuing portfolio)

Vaccines

+10%

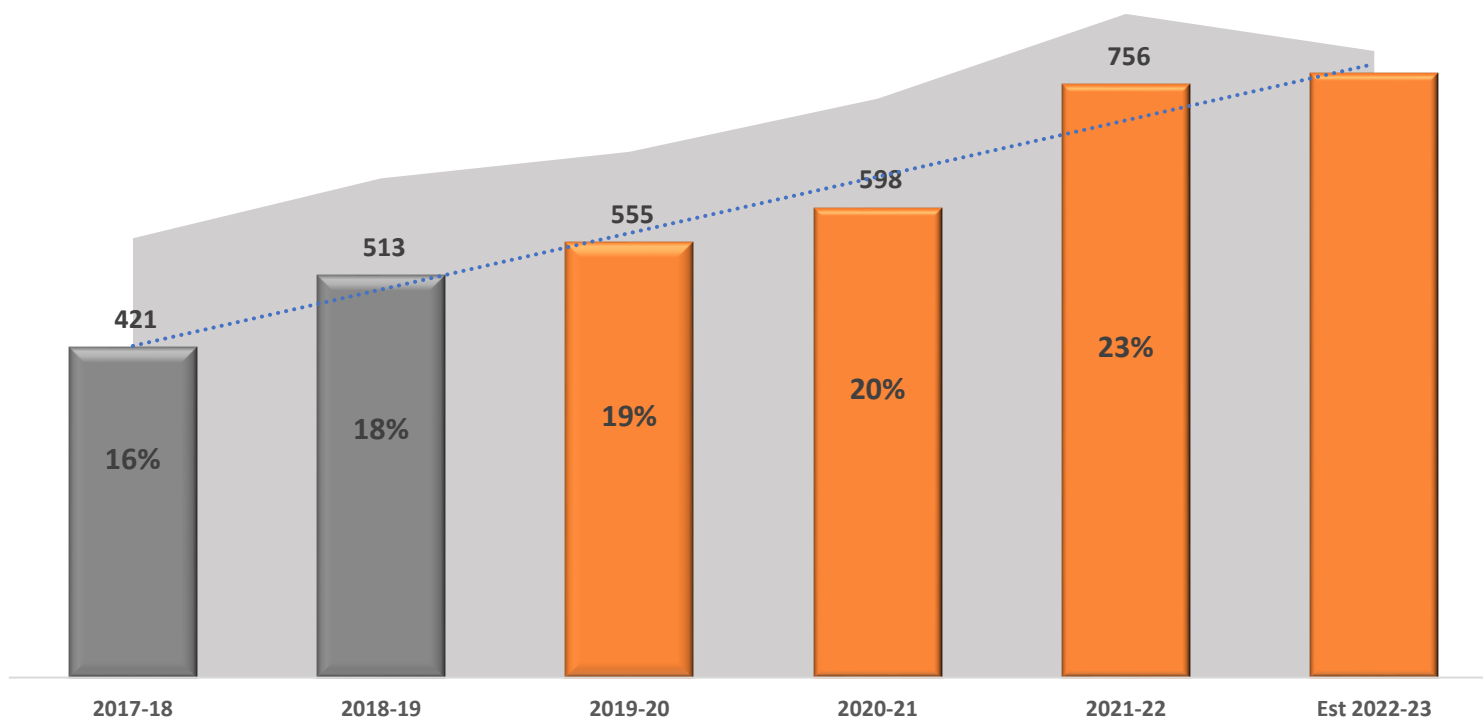
Specialty

>100%

Strong Cashflow generation

EBITDA Margin improvement and focus further

EBITDA (Cr) and Margins



Focus areas

- Grow our promoted brands to drive profitable growth
- WPI backed price increases to help tide over inflation impacts and potential NLEM impacts
- New Product Launches esp. Shingrix for Adults and continued focus in Pediatrics vaccines as birth rates picks up
- Continued efforts on cost optimization through various initiatives

Awards and Recognitions



GSK Pharma India conferred the **CNBC TV18 India Risk Management Award** in the Pharma sector



100 BEST COMPANIES FOR WOMEN 2021

GSK recognized as **one of the 100 Best Companies for Women in India 2021** by Working Mother and AVTAR.



GSK Pharma India recognized as **one of India's Best Workplaces in Health & Wellness 2021** by Great Place to Work



GSK Head Office in Mumbai conferred the **'Safe Place to Work'** recognition

Touching the **lives** of people everyday for their better **health**



Each year our **General medicines portfolio** benefits **~200m** patients and more



~6 million immunization sessions by **GSK vaccines** continue to protect lives

Q&A

GSK