



# GlaxoSmithKline Pharmaceuticals Limited

5<sup>th</sup> August 2024

## Bhushan Akshikar, Managing Director



Mr. Bhushan Akshikar has an experience of over 14 years in key leadership roles in GSK across India, Middle East, Russia CIS & Africa region.

Before joining GSK, Bhushan spent 15 years with Johnson & Johnson, in local and regional positions in India, S. Korea and Belgium.

## Juby Chandy, Chief Financial Officer



Mr. Juby Chandy has a successful track record of over 17 years in key leadership roles in GSK across India, Singapore, Southeast Asia, Vietnam, Turkey, and the Middle East.

# GSK India's commercial ambition is driven by focus, innovation and agility, underpinned by continuous cultural transformation

## Our Portfolio



### General Medicines & Specialty

Anti-infectives, dermatology, pain, VMN, respiratory



### Vaccines

Shingles, Tdap, influenza, pneumococcal, Hep A

## Innovate to be competitive

Pioneering new ideas and solutions to increase access and provide differentiated customer experience

## FOCUS to grow

Sharper strategies for key brands to win vs competition and gain MS in GenMed & Paed Vx

## Agile to be ambitious

Test, learn and adapt to create adult IZ as a category for **Shingrix**

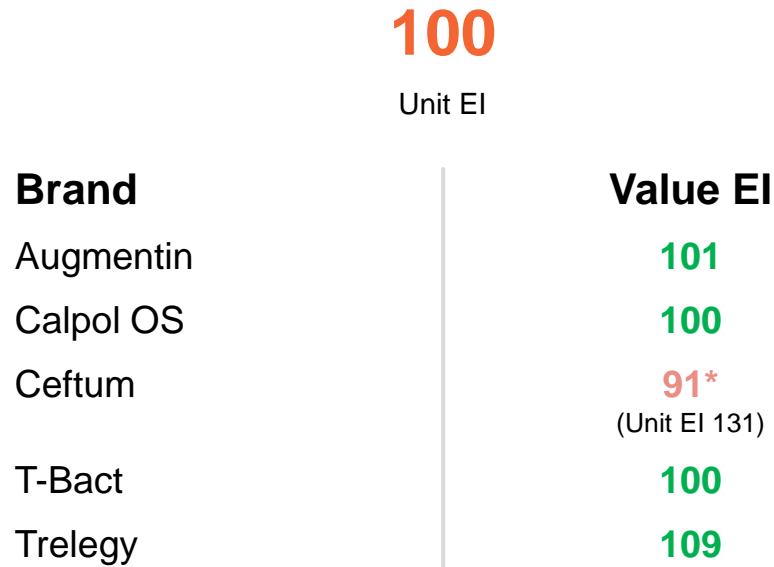


## Culture

Evolve a culture where our people develop, thrive & do the right thing

# General Medicines and Pediatric Vaccines deliver competitive external performance in Q1

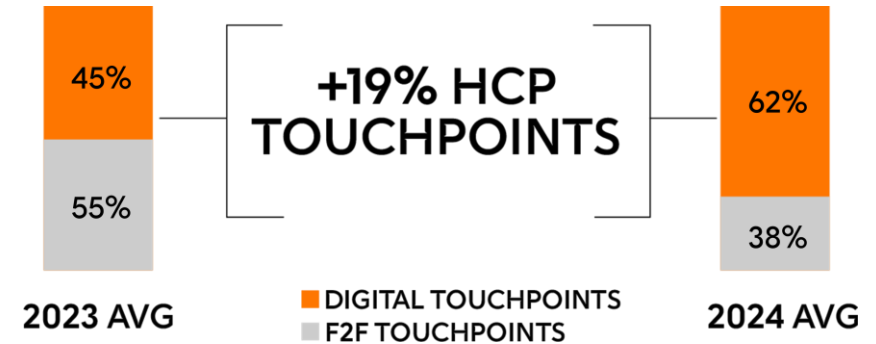
## General Medicines growing at par with market



## Pediatric Vaccines continues to lead the overall Vx market

**103**  
Unit EI

## Improving our SoV for General Medicines



## Elevating customer experience through digital innovation and helping business deliver impact

**409K**  
Unique HCPs reached

**5**  
Digital channels automated

**~7.6Mn**  
Digital touchpoints

GSK



# Shingrix update across 'must wins'

Creating an adult vaccination ecosystem to address needs of 12Mn target addressable market

## Win with HCPs *Create Vaccinators*



Partnerships to create adult vaccination clinics

**~17%**

Value growth  
(Q1'24 vs Q4'23)

**~90%**

HCPs believe Shingles Vx is important, across specialties

## Educate Consumers *Drive Awareness*



Drive awareness and conversations on shingles

**55mn**

Reach across TV, digital, social<sup>^</sup>

**~9%\***

Consumers initiating conversation with HCPs  
(vs 5% in Nov'23)

## Create channels *Develop Vaccination Ecosystem*



Partnership with healthcare players to develop category

**JBPs**

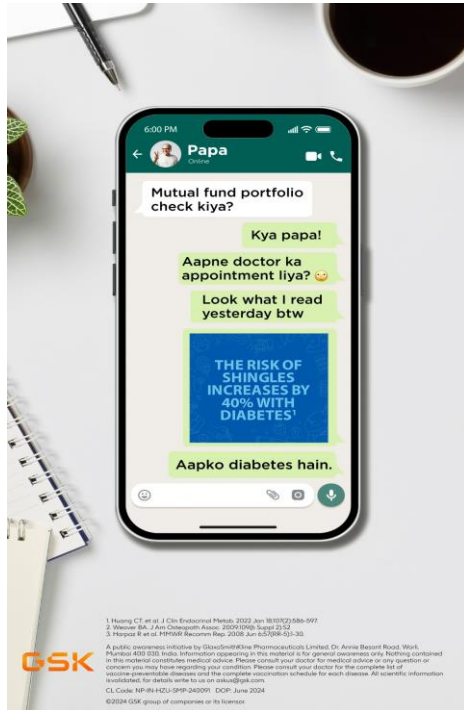
Corporate chain clinics, hospitals, partnerships with healthcare players for disease awareness

# Continuing the social conversations with topical posts on Shingles

Yoga Day



Fathers Day



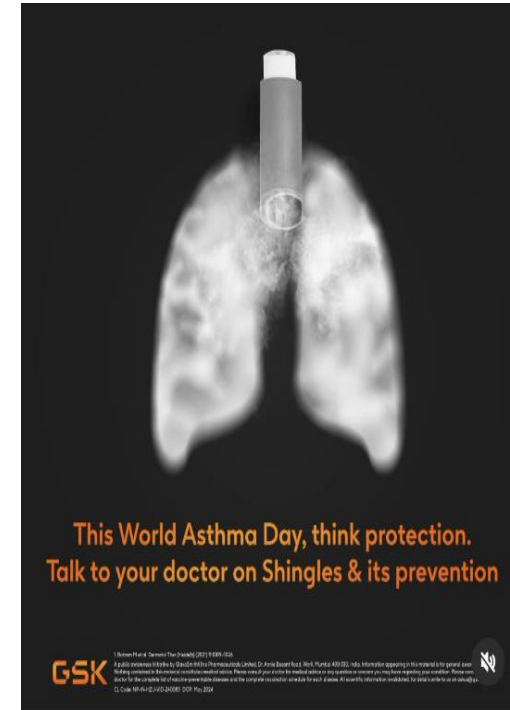
Elections



Mother's Day



World Asthma Day



# Apr-Jun'24 (Q1 FY25): Financial Highlights

## Revenue

₹811cr

Growth +10%

### Strong double-digit growth

- **GSK growth +10%** vs India pharma market growth of ~ 8-9%, key brands gain Market Share
- Key Pharma brands volume growth ~ +10%
- Specialty succeeding in a rapidly growing and highly competitive respiratory market with dedicated team
- Vaccines growth ~ +8%, Paed vx delivers double digit growth led by Varilrix , Boostrix & Fluarix
- Shingrix: Continued focus on expanding Adult immunization ecosystem through GTM strategies

## EBITDA

₹229cr

Growth +62%

Margin: 28%

### EBITDA margin +920 bps (YoY)

- EBITDA margin growing consistently (+12% CAGR, 5 years); productivity improved, cost management initiatives & omnichannel / digital acceleration
- Margin optimized by price; softening of raw material prices; improved productivity & cost efficiencies
- Field productivity improved by 31%. Realignment of field force in focus growth areas

## PAT

₹182cr

Growth +39%

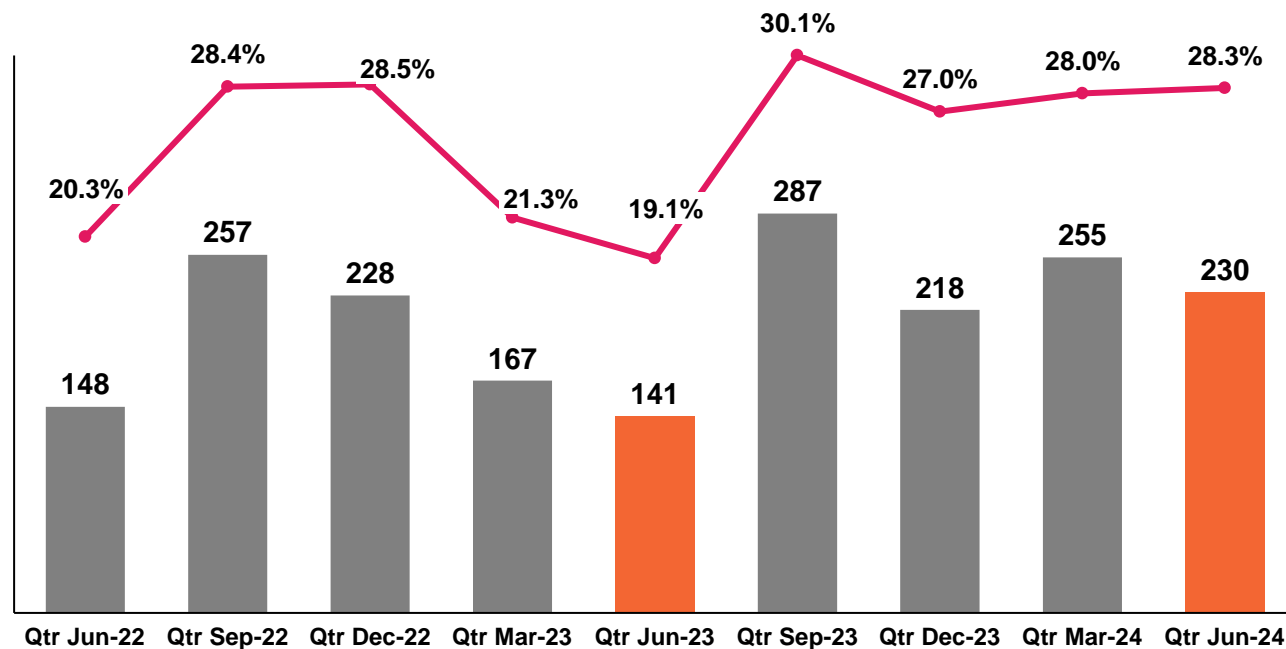
Margin: 23%

### PAT +480 bps (YoY)

- PAT improved significantly due to higher margin, realignment of resources & cost management initiatives
- Healthy cash flow : 100% of profits converted into cash
- Working capital improved with continued focus on conversion



# EBITDA margins improves consistently



+ ~920 bps EBITDA margin (YoY)

## Focus on Efficiency

*Improvement in Field productivity ; HC optimization*

*Digital Acceleration : Leveraging omnichannel to transform HCP engagement*

*Volume focus and market expansion through expanded reach*

*Cost containment offsetting inflation impacts*

# GSK India Ambition

Deliver double digit growth to touch the lives of a billion Indians



Deliver exceptional new launches for driving innovation growth led by **Shingrix**



Continue **competitive performance** with **profitable growth** in the base business



Evolve a culture where our people **develop, thrive & do the right thing**

Ambitious for Patients

Accountable for Impact

Do the right thing



**#AheadTogether**

**GSK**