

## GlaxoSmithKline Pharmaceuticals Limited

29<sup>th</sup> October, 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.



# Key brands of General Medicines and Pediatric Vaccines deliver competitive external performance in Q2

## **General Medicines: Majority key brands** growing at par with market

Brand	Unit El
Augmentin	98 (Inj to be focused)
Calpol	<b>91</b> (Sol to be focused)
Ceftum	115
T-Bact	101
CCM	103
Trelegy	128

## Pediatric Vaccines continues to lead the overall Vx market

Brand	Unit El
Boostrix	101
Varilrix	157

## Improving our SoV and Elevating customer experience through digital innovation



400K+

Unique HCPs reached (F2F + Digital)



~9.2Mr

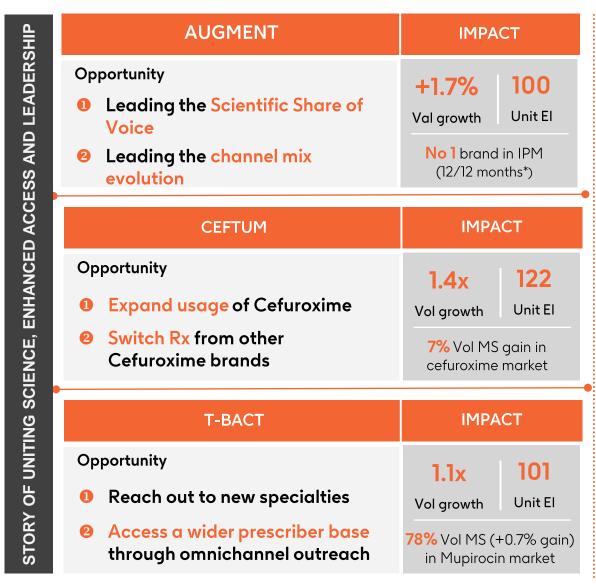
Digital touchpoints

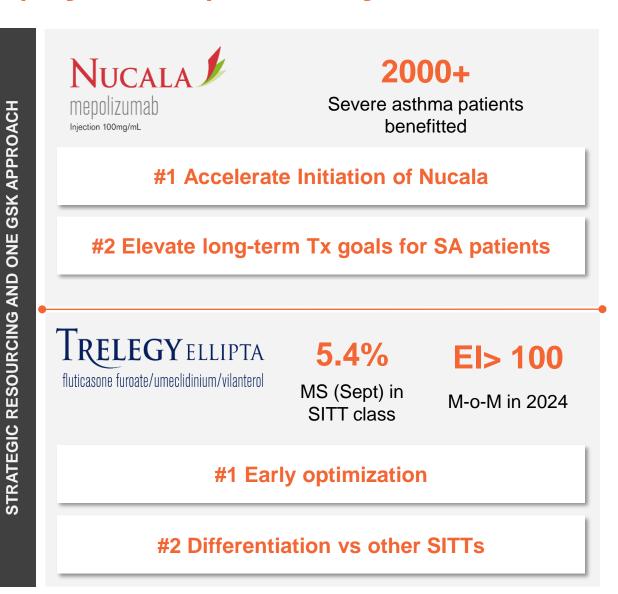


+26%

**HCP** touchpoints

## GSK's asset leaving a lasting impact, solidifying our competitive edge in IPM







### Shingrix update across 'must wins'

## Win with HCPs Create Vaccinators



### All New Campaign ft. AB

In core 50+ patient cohort. All-new campaign featuring Amitabh Bachchan

29%

Shingles Awareness

## Educate Consumers Drive Awareness



28M+

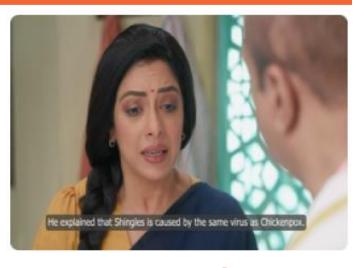
In core 50+ patient cohort. All-new risk focused messaging.

23%\*

Consumers initiating conversation with HCPs on Shingles vax

+12%

Increase in Clicks on find a Vx center near me (Q2 vs Q1)



#1 Hindi TV Show

Content Integration Anupama, garnering a reach of 3-4M

660K+

Avg searches^



## Jul-Sep'24 (Q2 FY25): Financial Highlights

#### Revenue

₹1000cr

Growth +5%

#### First-ever revenue of ₹1000 cr

- General Medicines key brands holding on their market share despite headwinds, Key brands volume growth +6%
- Specialty portfolio strong growth ahead of market; driven by respiratory team
- Paed Vaccines portfolio delivers +18% growth led by Boostrix, Varilrix & Havrix
- Shingrix: continued focus on developing the Adult Immunisation category through awareness and innovative GTM strategies

### **EBITDA**

₹319cr

Growth +11% Margin: 32%

#### EBITDA margin +180 bps (YoY)

- EBITDA improved through sustained gross margin; improved productivity and cost management initiatives
- SG&A reduces by 4% mainly on account of reorganization and cost efficiencies
- Continuous focus on enhancing market presence through digital transformation initiatives

### **PAT**

₹249cr

Growth+15% Margin: 25%

#### **PAT +230 bps** (YoY)

- PAT stepped up due to stable gross margin, realignment of resources & cost management initiatives
- Healthy cash flow: 100% of profits converted into cash
- Declared Special Interim Dividend of ₹12 per share to commemorate 100 years in India



## Apr-Sep'24 (H1 FY25): Financial Highlights

#### Revenue

₹1811cr

Growth +7%

#### Revenue growth +7%

- General Medicine key Pharma brands volume growth +7%
- Specialty strong growth ahead of market
- Paed Vaccines portfolio growth +13% led by Boostrix, Varilrix & Havrix
- Shingrix: continued momentum to develop Adult Immunisation category through consumer awareness and creating Adult Vx ecosystem

### **EBITDA**

₹548cr

Growth +28% **Margin: 30.3%** 

#### EBITDA margin +500 bps (YoY)

- EBITDA improved significantly sustained gross margin; improved productivity & cost management initiatives
- SG&A decrease by 7% mainly on account of realignment in line with focus growth areas and other cost efficiencies
- Field productivity improved by 22%.

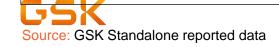
### PAT

₹430cr

Growth+24% Margin: 24%

#### **PAT +340 bps** (YoY)

- PAT stepped up due to stable gross margin, realignment of resources & cost management initiatives
- Healthy cash flow : 100% of profits converted into cash
- Working capital improved with continuous focus on conversion



## **Century of Trust**



