



GlaxoSmithKline Pharmaceuticals Limited

14th February, 2025

Highlights: Celebrating a Century of Trust in India and the Launch of Chapter 2



Iconic bell-ringing ceremony at BSE Mumbai on November 12, 2024



Unveiled Customized My Stamp and Special Cover to commemorate the 100th anniversary of GSK in India



Key brands of General Medicines and Pediatric Vaccines deliver competitive external performance in Q3

STORY OF UNITING SCIENCE, ENHANCED ACCESS AND LEADERSHIP

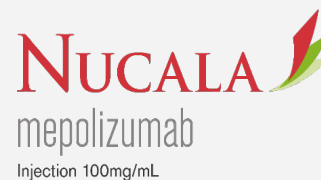
General Medicines: Majority key brands growing at par with market

Brand	Unit EI (MS G/L %)
Augmentin	102 (+0.5%)
Calpol	90 (-3%)
Ceftum	112 (+3.1%)
T-Bact	101 (+0.5%)
CCM	107 (+0.5%)
Trelegy	118 (+0.8%)

Pediatric Vaccines continues to lead the overall Vx market

Brand	Unit EI (MS G/L %)
Boostrix	102 (+1.4%)
Varilrix	130 (+11.1%)

STRATEGIC RESOURCING AND ONE GSK APPROACH



2100+

Severe asthma patients benefitted

#1 Accelerate Initiation of Nucala

#2 Elevate long-term Tx goals for SA patients



~5%

MS in SITT class

EI 118

Value EI

#1 Early optimization

#2 Differentiation vs other SITTs

Source: IQVIA Q3 (Oct-Dec'24), *CCM extended market, Internal data 2024 vs 2023

Continued efforts for Shingles awareness

Win with HCPs Create Vaccinators



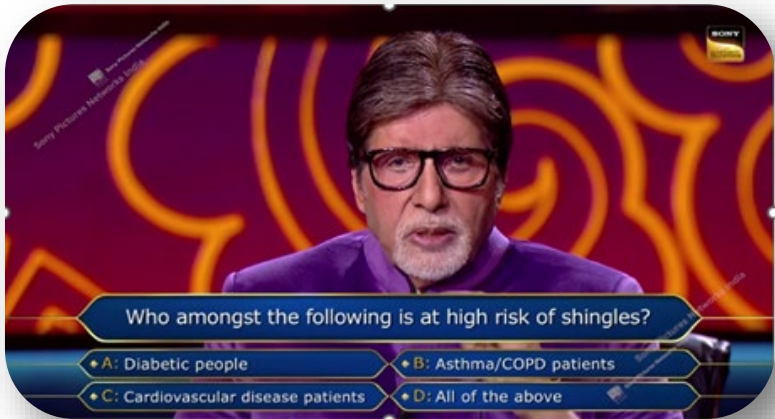
29%
Shingles Awareness

~10K#
Monthly Avg Rx Reflection in IQVIA

Educate Consumers Drive Awareness



All New Campaign ft. AB
In core 50+ patient cohort. All-new campaign ft. AB driving risk understanding continues till early Nov'24. 28M+



Partnership with KBC
3 audience questions on Shingles. Reach: 3.5M;



*Ipsos ATU Study| Wave 1| India; ^Q3'24 data ;for Shingles & top keywords
Vx: Vaccination; HCP: Healthcare professionals

#Dec'24 IQVIA Data

Committed to India in our second century of operations...



▲ Glaxo's first factory at Worli, Bombay (now Mumbai), Maharashtra



YEARS OF
TRUST
IN INDIA



▲ GSK India's present-day manufacturing factory located in Nashik, Maharashtra

Bringing together science, technology and talent to deliver impact

#AheadTogether

Oct-Dec'24 (Q3 FY25): Financial Highlights

Revenue

₹946cr

Growth +18%

- Strong performance across General Medicine flagship brands led by Augmentin, Ceftum, T-bact. Overall underlying growth +11% driven by volumes
- Specialty portfolio strong growth ahead of market; driven by access / new investments
- Paed Vaccines portfolio delivers +15% growth led by Boostrix, Infanrix Hexa & Varilrix
- Shingrix: continued focus on driving expansion by partnering with HCPs / HCOs to develop category ; consumer awareness thru digital campaigns and creating Adult Vx ecosystem .

EBITDA

₹290cr

Growth +33%
Margin: 30.7%

EBITDA margin +370 bps (YoY)

- EBITDA improved through better gross margin mix ; improved productivity and cost efficiencies
- SG&A ratio to sales reduces by 2% mainly on account of reorganization and cost efficiencies
- Continuous focus on enhancing market presence through digital transformation initiatives

PAT

(before exceptional)

₹229cr

Growth +37%
Margin: 24%

PAT +350 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

Apr-Dec'24 (YTD FY25): Financial Highlights

Revenue

₹2757cr

Growth +10%

EBITDA

₹839cr

Growth +30%
Margin: 30.4%

PAT

(before exceptional)

₹655cr

Growth+31%
Margin: 24%

Revenue growth +10%

- General Medicine key Pharma brands volume growth +10%
- Specialty portfolio strong growth ahead of market; driven by access / new investments
- Paed Vaccines portfolio growth +14% led by Boostrix, Varilrix & Havrix
- Shingrix: continued momentum to develop Adult Immunisation category through consumer awareness and creating Adult Vx ecosystem

EBITDA margin +450 bps (YoY)

- EBITDA improved significantly due to consistent gross margin and operating leverage
- SG&A ratio to sales decrease by 4% mainly on account of reorganization and cost efficiencies
- Field productivity improved by 27%.

PAT +380 bps (YoY)

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

GSK