



# GlaxoSmithKline Pharmaceuticals Limited

13<sup>th</sup> May, 2025

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**

# Priority brands performance driving competitive edge in General Medicines



Uniting science,  
technology and talent

**+0.5%**

Val growth

**103**

Unit EI

**No 1** brand in IPM  
(12/12 months\*)



Enhanced access  
and sharp focus

**1.2x**

Vol growth

**120**

Unit EI

**5%** Vol MS gain in  
cefuroxime market



Strengthening  
market leadership

**1.1x**

Vol growth

**101**

Unit EI

**76%** Vol MS (+0.7% gain)  
in Mupirocin market



Maximize potential  
in the SITT Market

**~1.8x**

Vol growth

**137**

Unit EI

**~5.9%** Val MS in  
SITT class

# Key brands of General Medicines and Pediatric Vaccines deliver competitive external performance in Q4

## General Medicines key brands deliver competitive performance

Brand	Unit EI
Augmentin	103
Calpol	101
Ceftum*	120
T-Bact	101
CCM	109
Trelegy	137

## Pediatric Vaccines continues to lead the overall Vx market

Brand	Unit EI
Havrix	102
Boostrix	99
Varilrix	123

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



**400K+**

Unique HCPs reached  
(F2F + Digital)



**~3.6Mn**

Touchpoints  
(F2F + Digital)

# GSK leading the Vaccines market with ~21.2% market share



## Year 1

In clinic Promotion and  
HCP engagement



## Rank #1 /#2

Maintain Leadership



## Year 2

Expanding the market  
through HCO engagement & Patient Awareness  
(Collaboration with IAP to educated Pediatricians)



## Ahead of market

Havrix & Varilrix EI>100



## Maternal Immunization

Increase Reach among  
Gynecologists  
(Collaboration with FOGSI to reach 10K Gynes)



## Driving growth

Boostrix 9.4% & Fluarix Tetra 10.4%

# Building equity in respiratory segment by redefining goals for clinical outcomes and through science-led differentiation



**2250+**

Severe asthma patients benefitted

## #1 Accelerate Initiation of Nucala

- Accelerate initiation with **ReThink IL5**, communicating the OCS entrenchment in India and benefits of early initiation with Nucala
- Reaffirm efficacy of Nucala in Indian population, as the **only anti-IL5 with real-world evidence which includes 60 Indian patients**

## #2 Elevate long-term Tx goals for SA patients

- **Drive clinical remission** with Nucala in 37% patients at 2 years



**5.9%**

Val MS in cluttered SITT class

**EI 137**

Unit EI

## #1 Differentiation vs other SITTs

- Differentiate Trelegy vs largest molecule combination in India (~10 brands) with first-ever **comparative effectiveness study**
- Drive differentiation with **Ellipta's device superiority**

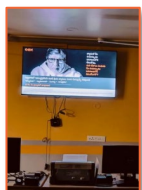
## #2 Early optimization

- Establish the concept of **Disease stability** in COPD for the first time
- Drive **earlier usage** of SITT by reviewing patients on ICS+LABA



# Shingrix update across 'must wins'

## Improve risk & severity perception for Shingles



Digital screens pilot in **10 clinics** – scale up plan for 300 by July' 2025



Engaging **PE material** to build risk and severity perception

## Improve strength of HCP recommendation

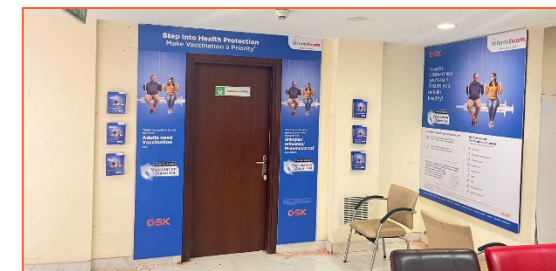
Vaccine	Age Group	Indication	Notes
Shingrix	50+	Shingles	1 dose, 2nd dose 2-6 months later
MMV2	65+	Diphtheria, Tetanus, Pertussis	1 dose, booster 10 years later
MMV2	65+	Diphtheria, Tetanus, Pertussis	1 dose, booster 10 years later
MMV2	65+	Diphtheria, Tetanus, Pertussis	1 dose, booster 10 years later
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Vaccination card roll out to all clinics & hospitals to help HCPs recommend adult immunization

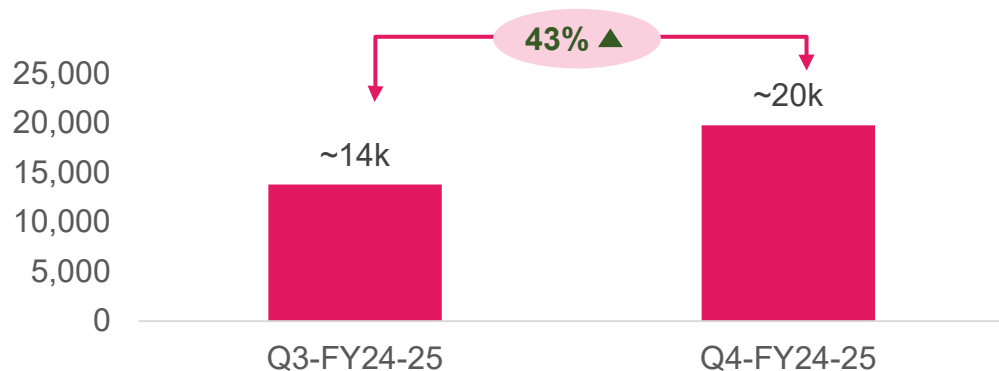
Shingles is caused by the varicella-zoster virus (VZV), which causes chickenpox. After you have had chickenpox, the virus stays in your body and can reactivate later in life, causing shingles.
Shingles can cause pain, itching, and a rash. In some cases, it can lead to complications like vision problems or hearing loss.
Shingrix is a vaccine that can help prevent shingles and its complications. It is recommended for adults aged 50 and older.
Shingrix is a two-dose vaccine. The first dose is given at the time of vaccination, and the second dose is given 2 to 6 months later.
Shingrix is a safe and effective vaccine. It has been shown to significantly reduce the risk of shingles and its complications.

Indian consensus guidelines – **14 diverse bodies** have classified shingles Vx as an essential Vx

## Improve ease of inoculation for patients



Co-created dedicated **adult vaccination ecosystem** at **Fortis Escorts, Delhi** – pilot model to be scaled up in Q1 FY25-26 and beyond



## Key highlights:

- Aligned operational plans** to the integrated patient journey in Q4 FY24-25 – with razor sharp focus on areas of resourcing
- Overall awareness steady ~18%**, shifted focus towards driving more patient activations at point of vaccination
- Crossed the **10K sell-in** barrier for the 1st time in March 2025 since launch month

# Accolades & recognitions

## Great Place to work - Certification

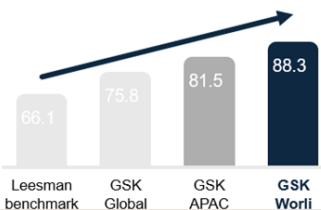


This is to certify that GlaxoSmithKline Pharmaceuticals Limited India has successfully completed the assessment conducted by Great Place To Work®, India, and is certified as a great workplace.

Leesman Index (LMI Score) for GSK Worli

**88.3** in Oct 2024

Any site achieving **LMI 70 or above** is considered outstanding high-performance workplace globally.



- GSK Worli received, **Leesman+ certification**
- **#1 amongst all GSK offices**
- **#2 amongst Leesman measured workplaces globally**



## Annual OPPI Awards 2024-25



Winner – **Sales Force Excellence Award**



- Brand – **Ceftum**
- Category - **Existing Pharma Product**
- Winner - **Dr. H. R. Nanji Memorial OPPI Marketing Excellence Award**

**EHS excellence Award 2024-25** received by Nashik manufacturing unit



**Adult immunization clinic set up at Fortis Escorts, Heart institute, Delhi** – inaugurated by Pankaj Kumar Singh, Minister – Health & Family Welfare, Delhi





# Financial Highlights : FY Apr'24-Mar'25 (Standalone)

## Revenue

**₹3723cr**  
Growth +9%

### Revenue growth +9%

- General Medicine key Pharma brands volume growth +8%
- Specialty segment driving growth, led by the dedicated respiratory focus team
- Paed Vaccines portfolio growth +12% led by Boostrix, Varilrix & Havrix
- Shingrix: Driving growth by partnering with HCPs and HCOs to shape the category and leveraging digital initiatives
- Key brands outperforming in their represented market, gaining share & maintaining leadership

## EBITDA

**₹1169cr**  
Growth +30%  
Margin: 31%

### EBITDA margin +500 bps (YoY)

- EBITDA improved significantly due to gross margin increase and operating leverage
- SG&A ratio to sales decrease by 4%, mainly on account of reorganization and cost efficiencies
- Field productivity improved by 9%

## PAT

(before exceptional)

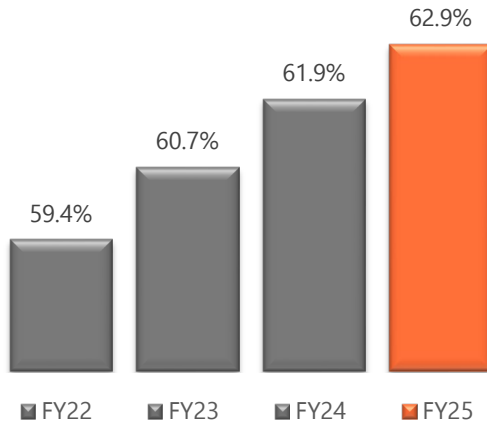
**₹915cr**  
Growth +32%  
Margin: 25%

### PAT +440 bps (YoY)

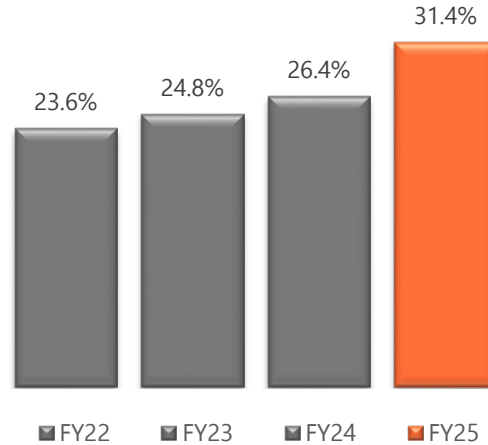
- PAT stepped up on consistent gross margin, realignment of resources & cost management initiatives
- Healthy cash flow conversion, ~100%
- Working capital improved with continuous focus on conversion
- EPS excluding exceptionals @ 54.01 (+32%)
- ROCE improved to 64% from 53%
- Final dividend declared @ Rs.42 per share

# Consistent improved Profitability and Return Ratios (Standalone)

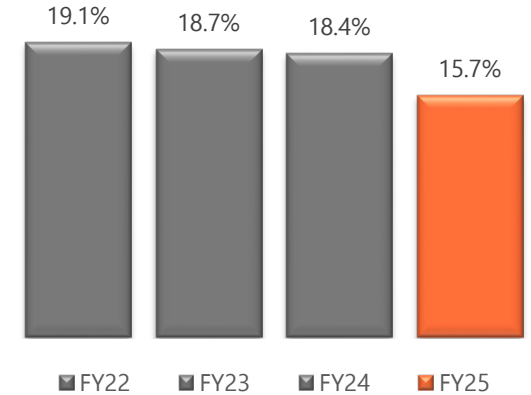
Gross Margin



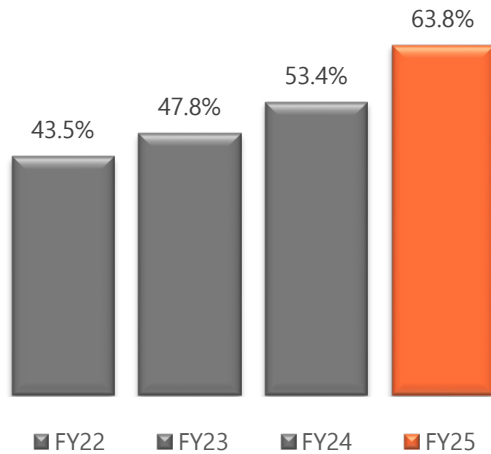
EBITDA



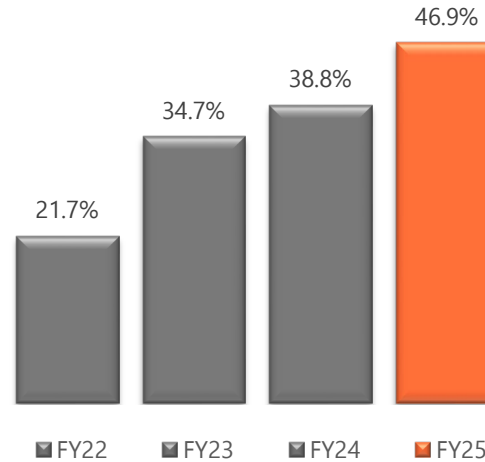
Employee Cost to Sales



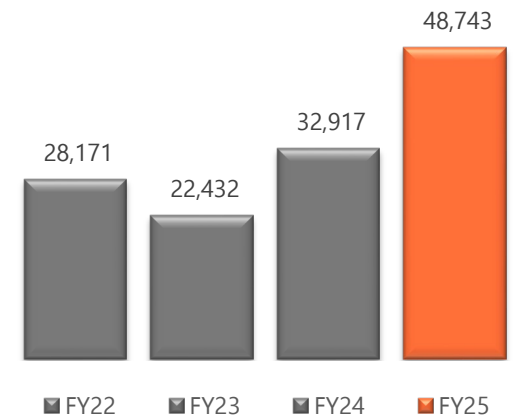
ROCE



Return on Net Worth



Market Cap (Rs. Cr)



# Financial Highlights : Q4 FY25 (Standalone)

## Revenue

**₹966cr**  
Growth +6%

### Revenue growth +6%

- General Medicine key Pharma brands volume growth +5%; lower than expected market growth in anti-infectives and pain categories
- Specialty segment driving growth fueled by strong respiratory team execution
- Paed Vaccines portfolio delivers +10% growth remain market leaders in the private segment, despite NIP inclusion and rising competition
- Shingrix: Driving growth by partnering with HCPs and HCOs & leveraging digital initiatives

## EBITDA

**₹331cr**  
Growth +30%  
Margin: 34%

### EBITDA margin +620 bps (YoY)

- EBITDA improved through better gross margin mainly on account of softening of raw material prices; improved productivity and cost efficiencies
- SG&A ratio to sales reduces by 4.2%, mainly on account of reorganization and cost efficiencies
- Continuous focus on enhancing market presence through digital transformation initiatives

## PAT

(before exceptional)

**₹260cr**  
Growth +36%  
Margin: 27%

### PAT +590 bps (YoY)

- PAT improved significantly due to gross margin improvement, realignment of resources & cost management initiatives
- Healthy cash flow & working capital improvement seen in the quarter
- Sustained focus to strengthen and optimize the balance sheet

**Thank you!**

**GSK**