GlaxoSmithKline Pharmaceuticals Limited
GSK House, Dr. Annie Besant Road,
Worli, Mumbai - 400 030
Tel No: +91 22 2495 9595
Fax No: +91 22 2495 9494
Web: www.gsk-india.com
Email: askus@gsk.com

13th May 2025

To,

BSE LIMITED
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai - 400001

THE NATIONAL STOCK EXCHANGE OF INDIA LIMITED
Exchange Plaza, 5th Floor, Plot No. C/1, G Block
Bandra-Kurla Complex, Bandra (East)
Mumbai - 400051

Dear Sirs,

Subject: Presentation of Analyst / Institutional Investor Meetings

Pursuant to Regulation 30 read with Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the presentation to be made in Investors / Analysts Call and the same is also being uploaded on the website of the Company.

Thanking you,

Yours faithfully
For **GlaxoSmithKline Pharmaceuticals Limited**

Ajay Avinash Nadkarni

Digitally signed by Ajay Avinash Nadkarni
Date: 2025.05.13 16:07:34 +05'30'

Ajay Nadkarni
Vice President – Administration, Real Estate
& Company Secretary

CIN: L24239MH1924PLC001151

GlaxoSmithKline Pharmaceuticals Limited

13th May, 2025

Committed to India in our second century of operations…

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

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

AUGMENTIN	CEFTUM	T-bact	TRELEGY
Uniting science, technology and talent	**Enhanced access and sharp focus**	**Strengthening market leadership**	**Maximize potential in the SITT Market**
+0.5% Val growth	**1.2x** Vol growth	**1.1x** Vol growth	**~1.8x** Vol growth
103 Unit EI	**120** Unit EI	**101** Unit EI	**137** Unit EI
No 1 brand in IPM (12/12 months*)	**5%** Vol MS gain in cefuroxime market	**76%** Vol MS (+0.7% gain) in Mupirocin market	**~5.9%** Val MS in SITT class

Source: IQVIA Q4 (Jan-Mar'25) ; AWACS ; Ceftum counting units used*

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)

*SoV: Share of voice; Source: IQVIA Mar'25, TSA dataset (Jan-Mar '25), Internal data; *Ceftum counting units used to calculate Unit EI*

GSK leading the Vaccines market with ~21.2% market share

Year 1

In clinic Promotion and HCP engagement

Infanrix hexa · Synflorix · Fluarix Tetra

Year 2

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

Havrix · Varilrix · Priorix · MENVEO

Maternal Immunization

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

boostrix · Fluarix Tetra

Rank #1 /#2

Maintain Leadership

Ahead of market

Havrix & Varilrix EI>100

Driving growth

Boostrix 9.4% & Fluarix Tetra 10.4%

Source: IQVIA Mar'25 dataset (MQT)

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

NUCALA
mepolizumab
Injection 100mg/mL

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

TRELEGY ELLIPTA
fluticasone furoate/umeclidinium/vilanterol

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**

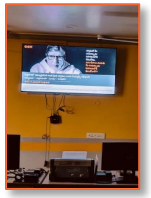
#2 Early optimization

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

Source: IQVIA MQT Mar'25 dataset Tx: Treatment

Shingrix update across ‘must wins’

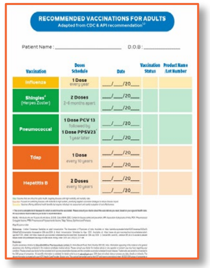
Improve risk & severity perception for Shingles



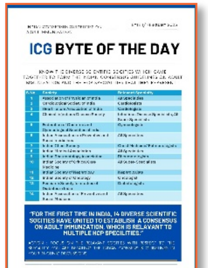
Digital screens pilot in **10 clinics** – scale up plan for 300 by July’ 2025

Engaging PE material to build risk and severity perception

Improve strength of HCP recommendation



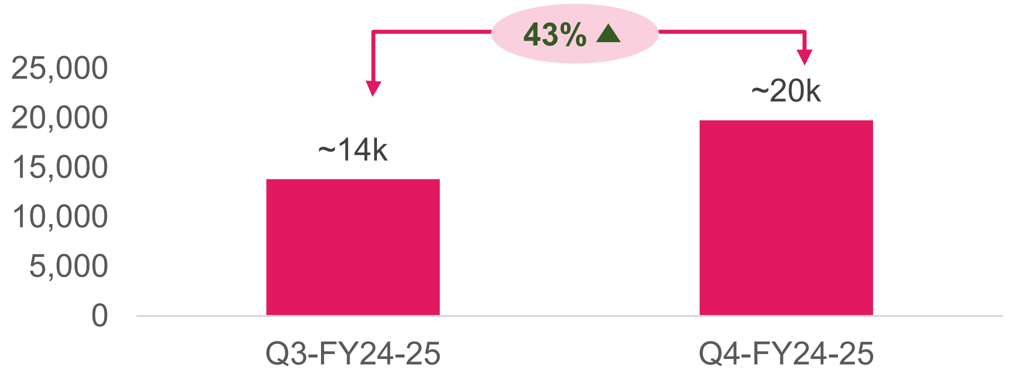
Vaccination card roll out to all clinics & hospitals to help HCPs recommend adult immunization



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:

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

GSK

Source: Internal data; Vx : Vaccine, HCP : Health care professionals; PE : Patient Empowerment

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.

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

Leesman SURVEY RESULTS 2024

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	EBITDA	PAT (before exceptional)
₹3723cr Growth +9%	₹1169cr Growth +30% Margin: 31%	₹915cr Growth+32% Margin: 25%

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 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%

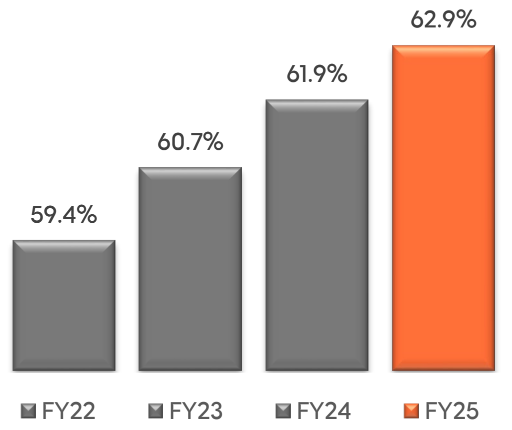
PAT +440 bps (YoY)

- 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

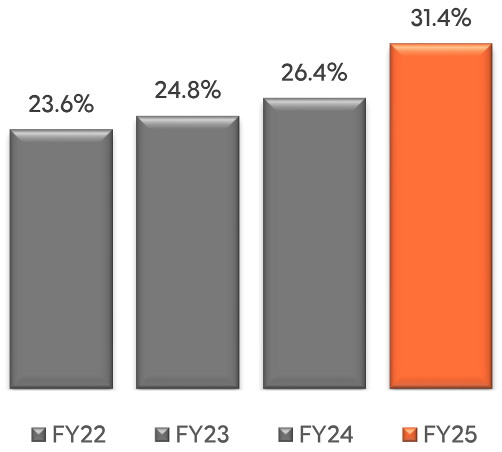
GSK Source: GSK Standalone reported data

Consistent improved Profitability and Return Ratios (Standalone)

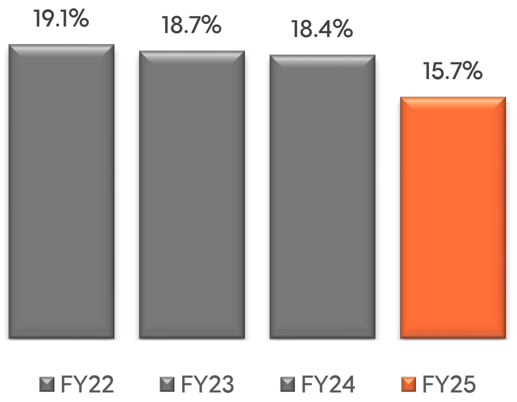
Gross Margin



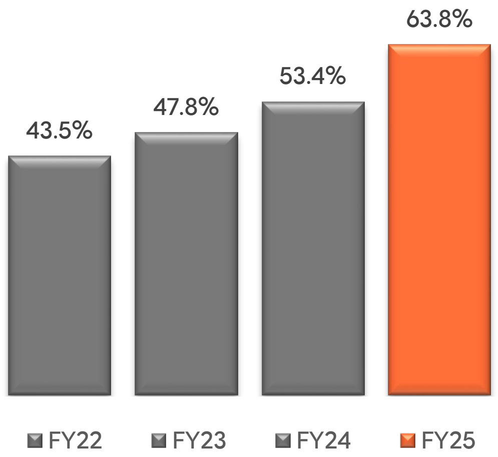
EBITDA



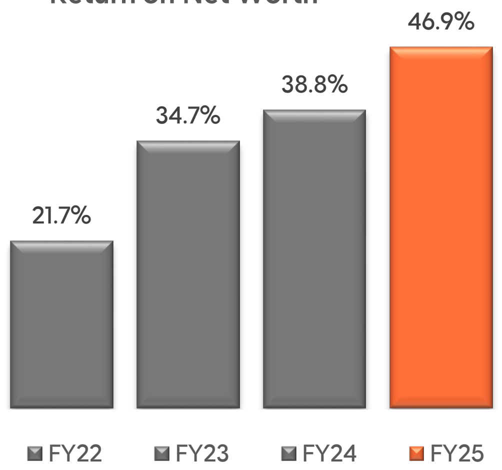
Employee Cost to Sales



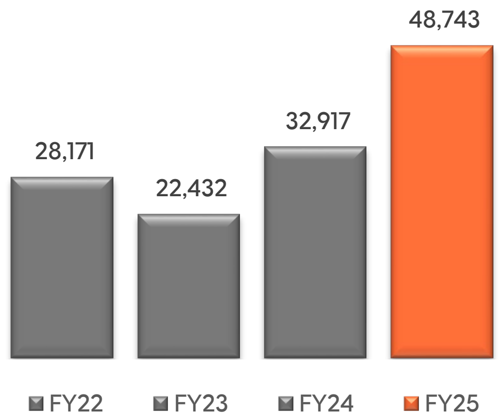
ROCE



Return on Net Worth



Market Cap (Rs. Cr)



Gross Margin as a % of sales
EBITDA as a % of revenue from operation
ROCE = Profit before Tax (Excl. Exceptional)/ Net Worth
Return on net worth = Profit after Tax (excl. exceptional) / Shareholders equity

(Market Cap as on 31st March)

Source: GSK Standalone reported data

Financial Highlights : Q4 FY25 (Standalone)

Revenue

₹966cr
Growth +6%

EBITDA

₹331cr
Growth +30%
Margin: 34%

PAT

(before exceptional)

₹260cr
Growth+36%
Margin: 27%

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 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 +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

Source: GSK Standalone reported data

gsk.com

Thank you!