



GlaxoSmithKline Pharmaceuticals Limited

1st Aug, 2025

Bhushan Akshikar, Managing Director



Mr. Bhushan Akshikar has been the MD of GSK India since Q3 2022. He brings over 14 years of leadership experience in key roles within GSK spanning across India, Middle East, Russia CIS & Africa region.

Prior to 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 been the CFO of GSK India since early 2022 and 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

Anti-infectives, dermatology, pain, VMN, oncology



Vaccines

Shingles, Tdap, influenza, pneumococcal, Hep A



Specialty

Respiratory, Oncology

Agile to be ambitious

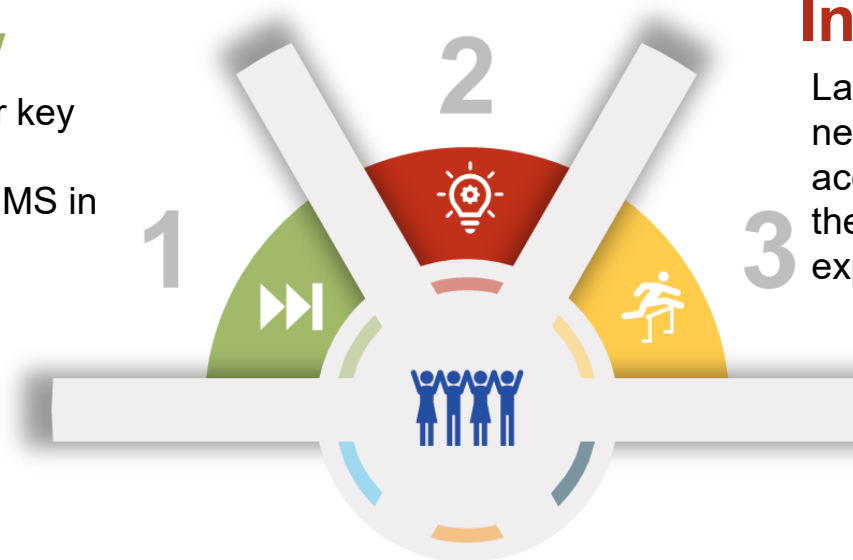
Test, learn and adapt to create adult IZ as a category for **Shingrix**

Focus to grow

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

Innovate to be competitive

Launch & scale **Oncology** as the next frontier of innovation, driving access through cutting-edge therapies & enhancing patient experience



Culture

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

Q1 FY26 IPM grew at 8.6%; GSK's rep market grew at 6.6% due to slow growth in some of its key categories



IPM growth is driven by price & new launches; acute market grew 7.2%

8.6%

Apr-Jun'25
IPM Gr.

4.6%

Price

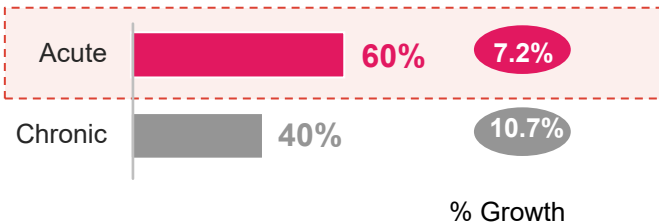
1.6%

Vol

2.4%

NI

Chronic grew better by 3.5% vs acute increasing its industry contribution



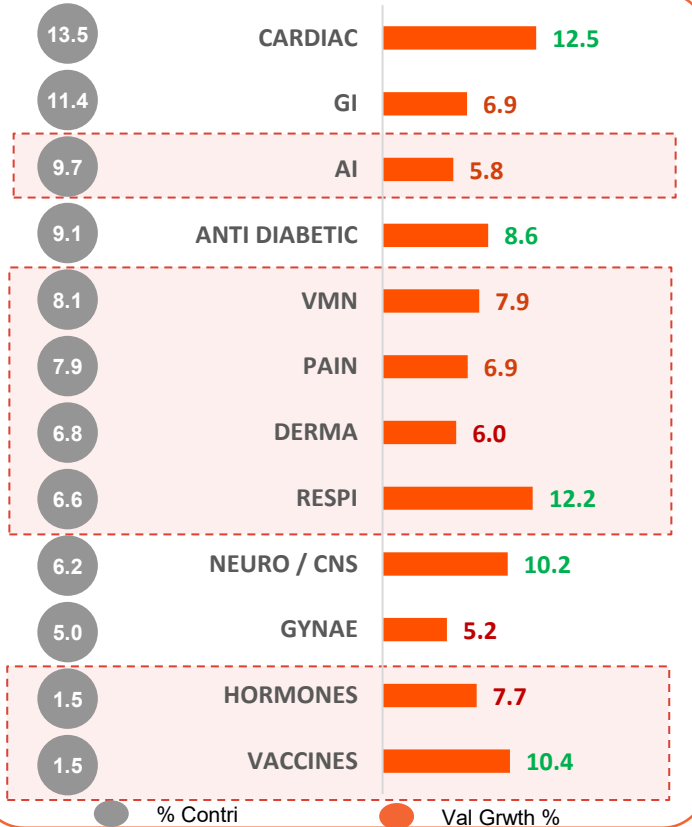
Relevant for GSK

Source: IQVIA Jun'25 dataset (MQT);

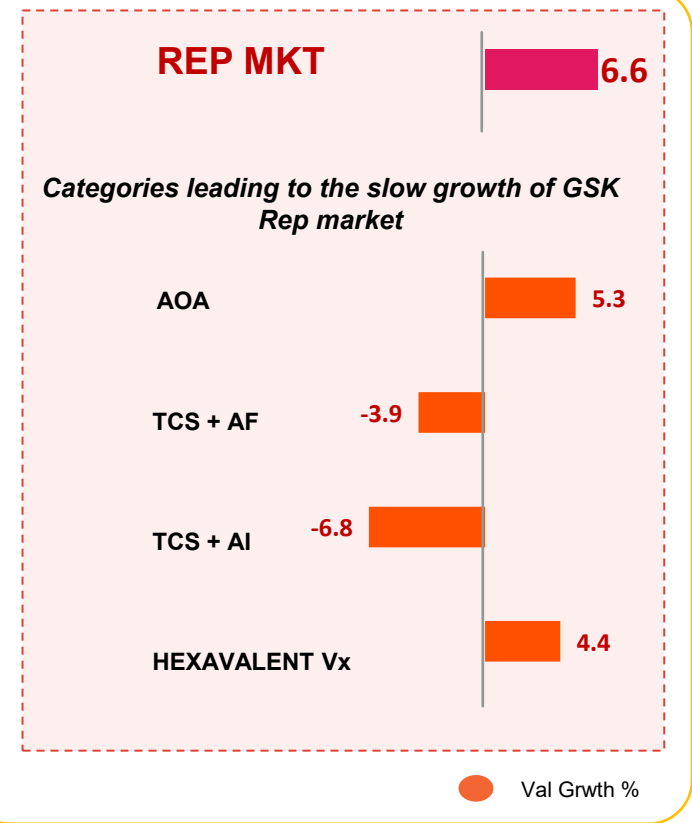
AOA – Advanced Oral Antibiotics, TCS + AF - Topical Corticosteroids + Antifungals, TCS + AI - Topical Corticosteroids + Anti-Infectives (other than antifungals), HEXAVALENT Vx - Hexavalent Vaccines market,



Key therapies for GSK - AI, Pain, and Derma - grew slower than IPM



GSK's rep market grew at 6.6% driven by the slower growth in few categories



Categories leading to the slow growth of GSK Rep market

Key assets of GSK delivered competitive external performance in Q1 FY26

GENERAL MEDICINES

- 1 **Gen Meds** key promoted brands deliver competitive external performance

Brand	Val EI (Q1 FY26)
Augmentin	104
Calpol	92
Ceftum	111
T-Bact	101
Neosporin	110
Eltroxin	91
CCM	102
Cobadex	112
Betnovate	99

VACCINES

- 2 **Paediatric Vaccines** continues to lead the overall Vx market

Brand	Val EI (Q1 FY26)
Varilrix	108
Fluarix	115
Boostrix	99

- 3 Establishing adult immunization as a category through **Shingrix**



38k Rxs for Q1 FY26
(24% QoQ growth)

SPECIALTY

- 4 Building equity in the Respiratory Segment

TRELEGY

Val EI
109

NUCALA
mepolizumab
Injection 100mg/mL

2400+
Severe asthma
patients benefitted

- 5 Upcoming oncology launch

Zejula
niraparib

Jemperli
(dostarlimab-gxly) injection 500 mg

Improving our SoV and Elevating
customer experience through digital
innovation



300K+

Unique HCPs reached
(F2F + Digital)



~4.5Mn

Touchpoints
(F2F + Digital)

Gen Med's Priority brands external performance drive competitive edge



Uniting science,
technology and talent

+10.7%
Vol growth

104
Val EI

No 1 brand in IPM
(MAT Jun*)



Enhanced access
and sharp focus

1.2x
Val growth

111
Val EI

4% Vol MS gain in
cefuroxime market



Strengthening
market leadership

8.4%
Vol growth

101
Val EI

76% Vol MS (1% gain) in
Mupirocin market



Maximize potential
in the SITT Market

~1.8x
Vol growth

109
Val EI

~5.3% Val MS in
SITT class

GSK continues to maintain its leadership position in Vx market

A Maintaining leadership in Paed Vx with 20.8%* MS

Year 1

Driving in-clinic HCP Preference with category leading efforts & strong clinical differentiation



Year 2

Growing the category with robust evidence



Maternal Immunization

Category development



Rank #1 /#2

Infanrix Hexa, Boostrix, Varilrix, Havrix, Fluarix, Menveo

~40%

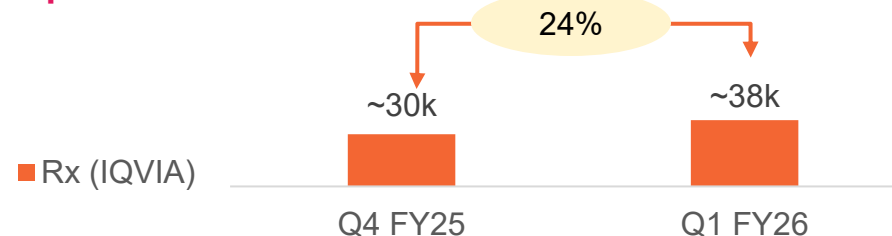
Demand serviced via the Vaxikart app

Val EI 103

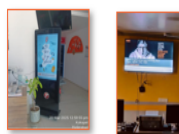
For Paed Vx business

B Establishing adult Iz through Shingrix

Rx updates



Improve risk & severity perception for Shingles



Digital screen live in 75 clinics



Refreshed in-clinic visibility to replace the AB campaign

Improve strength of HCP recommendation

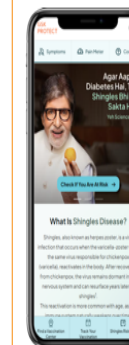


Bi-lingual vaccination cards



Echoes of Shingles Real life patient stories via OC

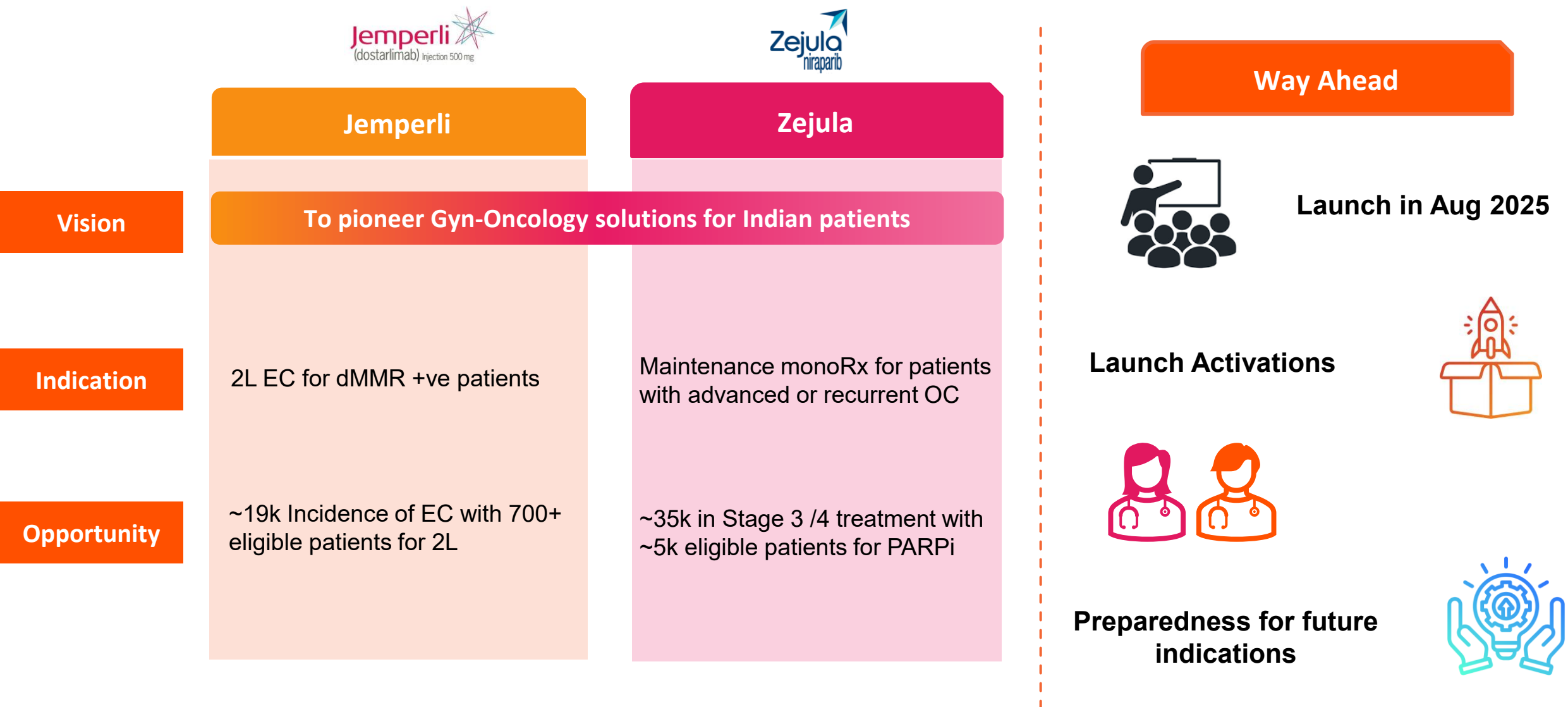
Improve ease of inoculation for patients



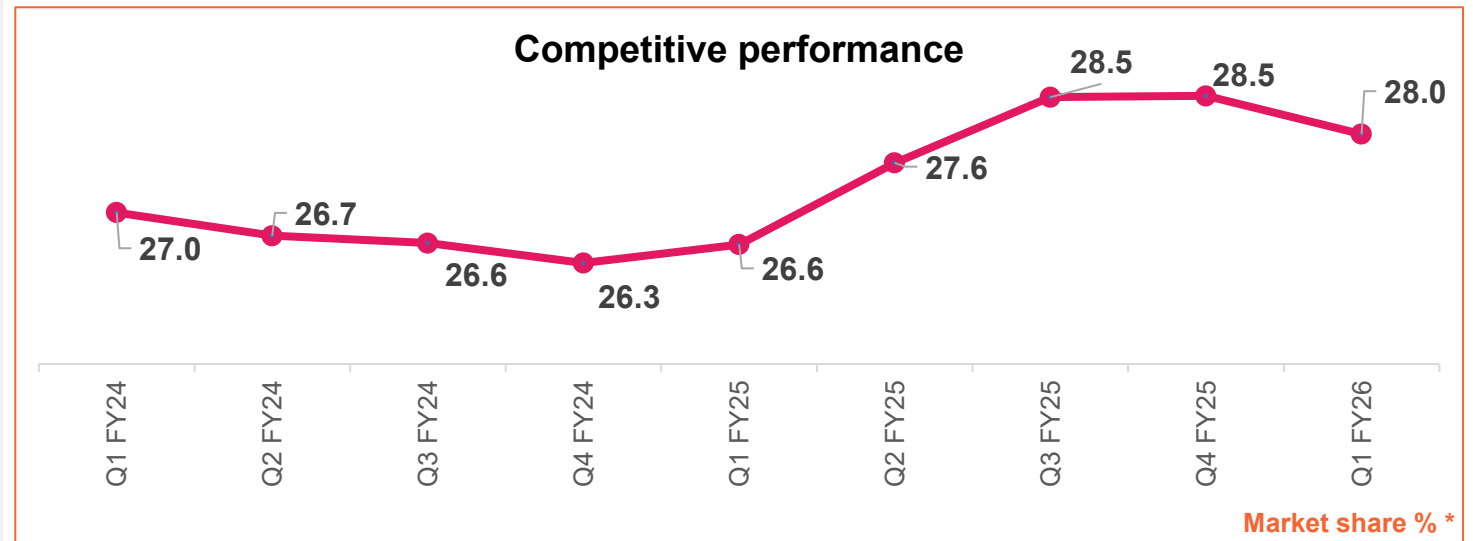
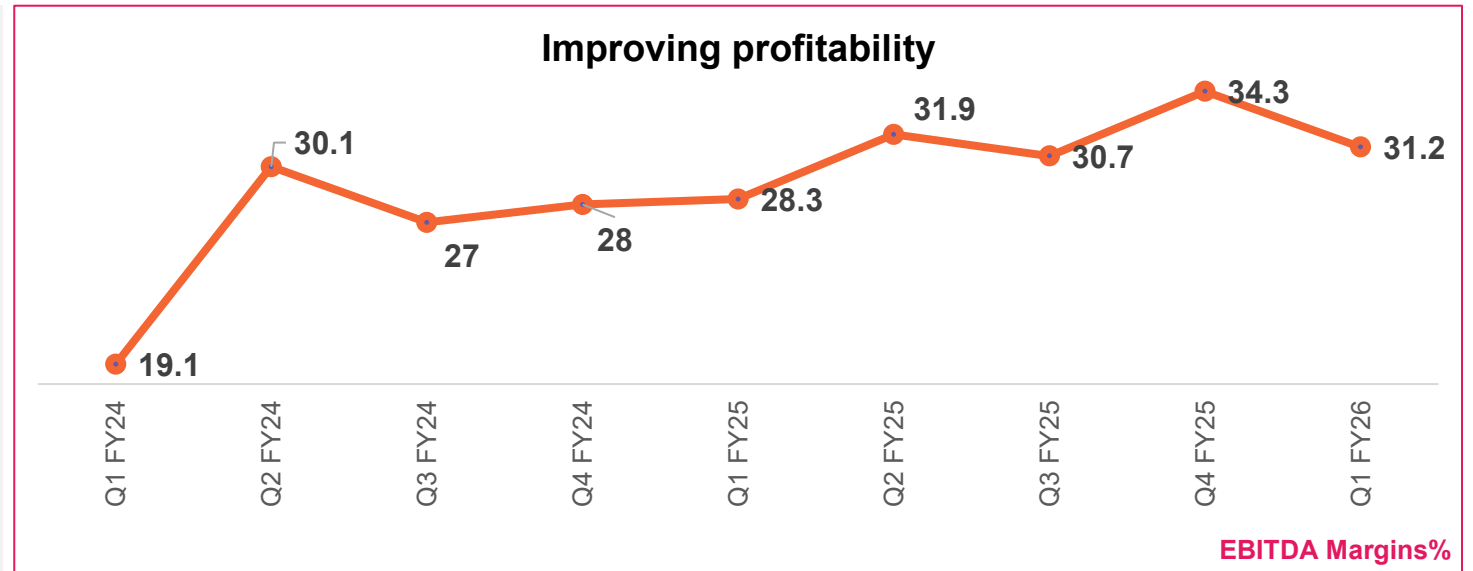
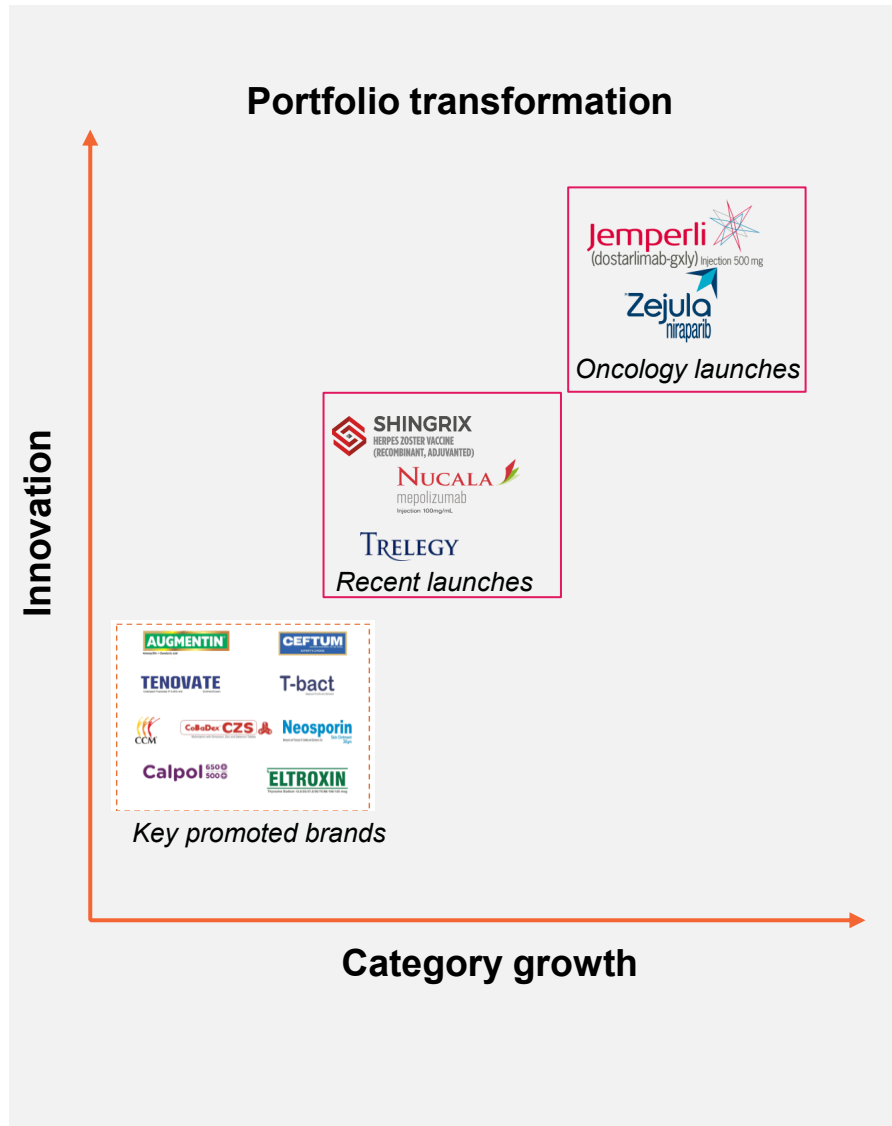
Revamped patient facing website gskprotect.in

- Improved Find a Vx center functionality
- Enhanced user functionality
- Improved Content
- Single repository of media & videos

Spearhead Onco. launch in India with 2 Gyn-Onc brands Jemperli & Zejula



Consistent competitive performance & profitability improvement with portfolio transformation



Financial Highlights : Q1 FY 25-26 (Standalone)

Revenue

₹805cr
Growth -0.8%

Revenue growth -0.8%

- General Medicine impacted by softer than expected seasonality tailwinds, continued external competitive market share performance
- Specialty segment driving growth, led by the dedicated respiratory focus team
- Paed Vaccines portfolio growth, 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

₹251cr
Margin: 31.2% (+290 bps)
Growth +9.3%

EBITDA margin +290 bps (YoY)

- EBITDA improved due to gross margin improvement and operating leverage
- Field productivity improved by 1%

PAT

(before exceptional)

₹205cr
Margin: 25.6% (+290 bps)
Growth +12.7%

PAT +290 bps (YoY)

- PAT stepped up on consistent gross margin improvement & cost management
- Healthy cash flow conversion, ~100%
- EPS for Q1 @ 12.08 (+13%)

Thank you!

GSK