



GlaxoSmithKline Pharmaceuticals Limited  
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6<sup>th</sup> November 2025

To,

**BSE LIMITED**

Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai - 400001

**THE NATIONAL STOCK EXCHANGE OF INDIA LIMITED**

Exchange Plaza, 5<sup>th</sup> 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 Nadkarni  
Vice President – Administration, Real Estate  
& Company Secretary

CIN: L24239MH1924PLC001151



# GlaxoSmithKline Pharmaceuticals Limited

6<sup>th</sup> Nov, 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

## 1 FOCUS to grow

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

## 2 Agile to be ambitious

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

## 3 Innovate to be competitive

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

  
YEARS OF  
**TRUST**  
IN INDIA



## Culture

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

# GSK key brands were competitive in the market; growth impacted due to lower than anticipated tailwinds from the market

## GENERAL MEDICINES

1 **Gen Meds** key brands delivered competitive performance;

Brand	Val EI (Q2 FY26)
Augmentin	103
Ceftum	112
T-Bact	102
Tenovate	103
Eltroxin	93
Calpol	99
Cobadex	107
Neosporin	106

## VACCINES

2 **Established Vaccines** continues to lead the overall Vx market

**Rank #1 /#2**

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



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



**38k Rx**s for Q2 FY26  
(124% YOY growth)

## SPECIALTY

4 **Building equity in the Respiratory Segment**

TRELEGY ELLIPTA

**Unit EI**  
**99**

NUCALA  
mepolizumab  
Injection 100mg/mL

**2550+**  
**SEA**<sup>1</sup>  
*patients benefitted*

5 **Strong start in Oncology**



Jemperli  
(dostarlimab-gxly) Injection 500 mg

Improving our SoV and Elevating customer experience through digital innovation



**~400K**

Unique HCPs reached (F2F + Digital)



**~5Mn**

Touchpoints (F2F + Digital)



Source: IQVIA Sept'25 dataset (MQT), Internal data; <sup>1</sup> Severe Eosinophilic asthma

05 November 2025

# Strong start in Oncology Portfolio

## Endometrial Cancer

3<sup>rd</sup> most common gynecological malignancy amongst Indian Women <sup>1</sup>



Jemperli

## Ovarian Cancer

2<sup>nd</sup> most common gynecological malignancy amongst Indian Women <sup>1</sup>



Zejula

Vision

To pioneer Gyn-Oncology solutions for Indian patients

Indication

2L monotherapy in patients with dMMR/MSI-H EC

Unmet Need

20% of all Endometrial Cancers which are advanced or recurrent <sup>2</sup>

Maintenance monotherapy for patients with advanced or recurrent OC

~80% of all Ovarian Cancer are Stage III/IV <sup>3</sup>

EC: Endometrial Cancer, OC: Ovarian Cancer, dMMR: Mismatch repair deficient, PARPi: Poly (ADP-ribose) polymerase inhibitor, PD1i: Programmed Cell Death Protein 1,

LM: Line Maintenance, 2L: Second Line; OD : Once Daily

Source: 1; [https://gco.iarc.fr/today/en/dataviz/bars?mode=cancer&populations=3556&cancers=40&multiple\\_populations=0&sexes=2](https://gco.iarc.fr/today/en/dataviz/bars?mode=cancer&populations=3556&cancers=40&multiple_populations=0&sexes=2)

2; <https://ascopubs.org/doi/10.1200/JCO.22.01551>

3; Patterns of Treatment and Outcomes in Epithelial Ovarian Cancer: A Retrospective North Indian Single-Institution Experience - PMC



## Financial Highlights : Q2 FY 25-26 (Standalone)

### Revenue

**₹974cr**  
Growth -2.6%

#### Revenue growth -2.6%

- Pharma sales impacted by supply constraints & transitory impact of GST changes, continued external competitive market share performance
- Specialty segment driving growth with Oncology products launch during the quarter
- Paed Vaccines portfolio 13% growth led by Boostrix, Varilrix, Infanrix, Havrix and Fluarix
- Shingrix performance driven 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

**₹335cr**  
Margin: 34.4% (+250 bps)  
Growth +4.9%

#### EBITDA margin +250 bps (YoY)

- EBITDA improved due to gross margin improvement and operating leverage
- Field productivity maintained

### PAT

(before exceptional)

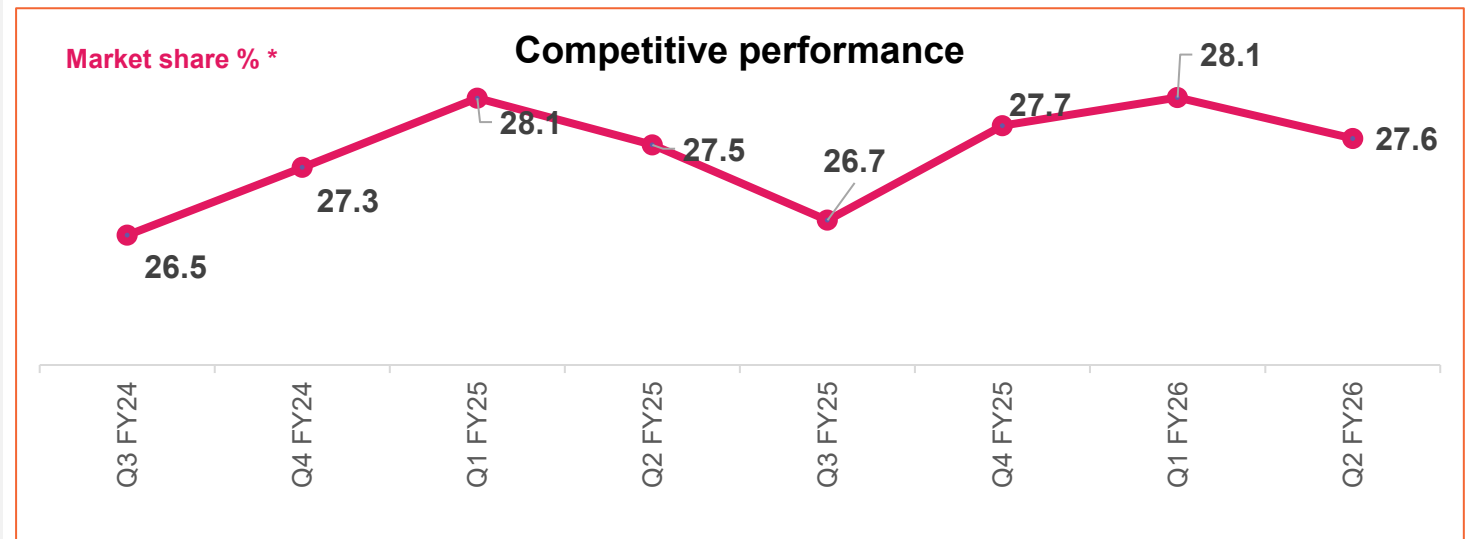
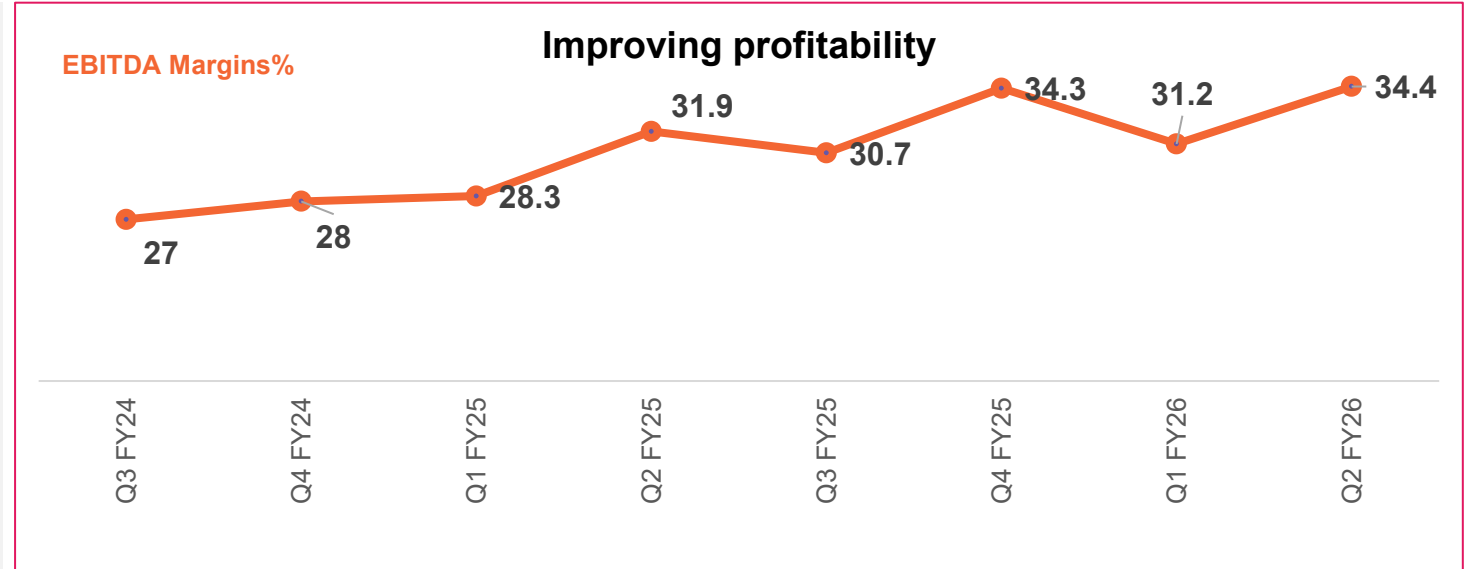
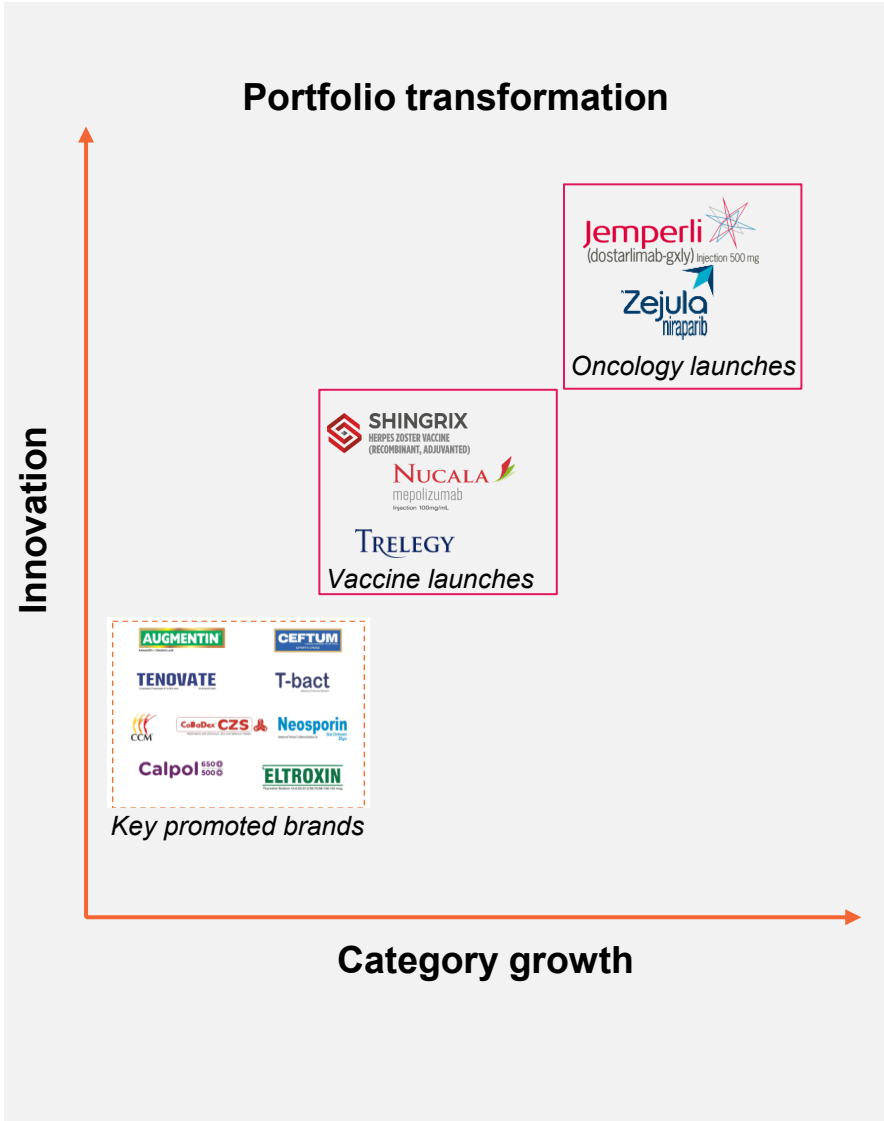
**₹253cr**  
Margin: 26.1% (+150 bps)  
Growth +3.3%

#### PAT +150 bps (YoY)

- PAT stepped up on consistent gross margin improvement & cost management
- EPS for Q2 @ 15.06 (+3%)



# Consistent competitive performance & profitability improvement with portfolio transformation





End of Presentation

**GSK**