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18th August , 2021

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

We wish to inform you that pursuant to Regulation 30(6) of the Schedule III, of the Listing Obligations and Disclosure requirements (LODR), Regulations, 2015, presentation of Analyst or Institutional Meetings with the Company is attached.

Kindly take the above on your records.

Yours faithfully
For **GlaxoSmithKline Pharmaceuticals Limited**

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

#NewGSK

Analysts Meet
17th August 2021



GlaxoSmithKline
Pharmaceuticals
Limited
India

OVERVIEW



The background of the slide is a microscopic illustration. It features several large, rounded, reddish-pink structures, possibly representing cells or tissues. On the surface of these structures, there are numerous small, blue, Y-shaped or clover-like molecules. Some of these molecules are attached to the surface, while others are floating in the surrounding space. The overall color palette is dominated by shades of red and pink, with accents of blue and white.

OUR PURPOSE

gsk

At GSK, we unite science, talent and technology to get ahead of disease together.

— Globally, we have businesses that research, develop and manufacture pharmaceuticals and vaccines.

OUR STRATEGY



We prevent and treat disease with vaccines, specialty and general medicines.





OUR CULTURE

Ambitious for patients

to deliver what matters
better and faster

Accountable for impact

with clear ownership and
support to succeed

Do the right thing

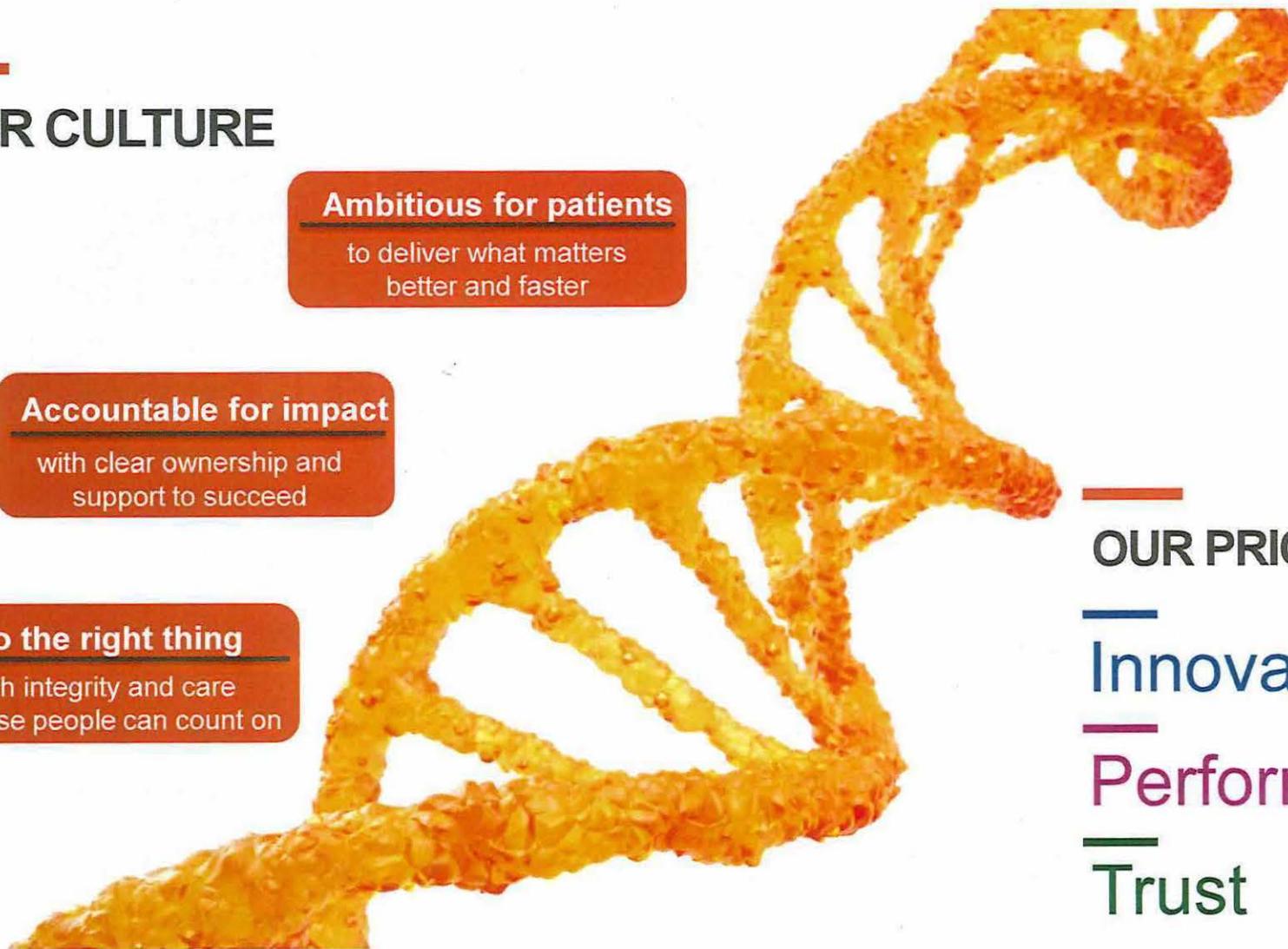
with integrity and care
because people can count on

OUR PRIORITIES

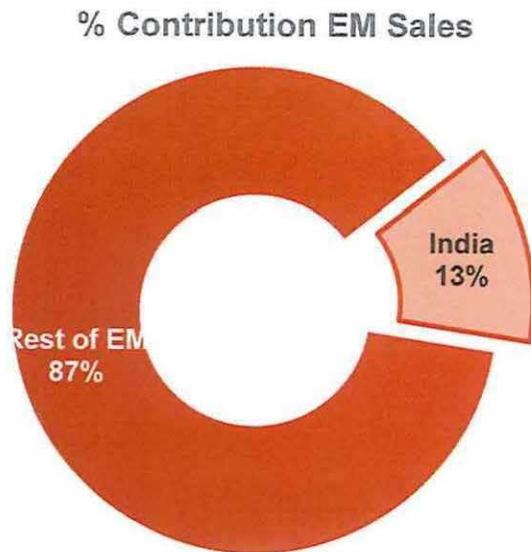
Innovation

Performance

Trust



GSK India is the 2nd highest contributor to EM and continue to be the growth driver



GSK India's YTD Gr. remains Double Digit keeping **EM** Gr. Positive



GSK Performance in Indian Pharmaceutical – Acute Markets

Source: Internal , External IQVIA Jun'21 Dataset

Our performance reflected commitment



12%
Internal Gr.

Jan'21-Jun'21

22%
EBITDA

YTD Mar'21

13%
External Gr.

Jan'21-Jun'21

3.9%
MS (In Acute Therapy)

Jan'21-Jun'21

Business Continuity



>95%

Back on Field (By Jun'21)

Digital share of voice at ~ **19Mn touchpoints**, +10% vs LY, **14% conversation rate** through high impact channels

Jan'21-Jun'21

- Supply Continuity with an OTIF of **97%**
- Line Extension - **Augmentin ES, Neosporin 10gm**
- High Employee Engagement

We Continue to Lead in our Represented market



Therapy Leadership

No #1 in
Dermatology,
Vaccines self-pay
market



Rx Leadership

No #1 in its
represented market
across key
customers: **GP,**
Pediatrician, Dentist,
Dermatologist, ENT



Brand Leadership

No #1 in its
Represented market

Augmentin, Calpol,
Ceftum, T-Bact,
Neosporin,
Betnovates,
Infanrix Hexa, Havrix,
Varilrix, Boostrix

Nucala access increasing to more eligible severe asthma patients



NUCALA Performance



1st

Biological Targeting Severe eosinophilic asthma in India

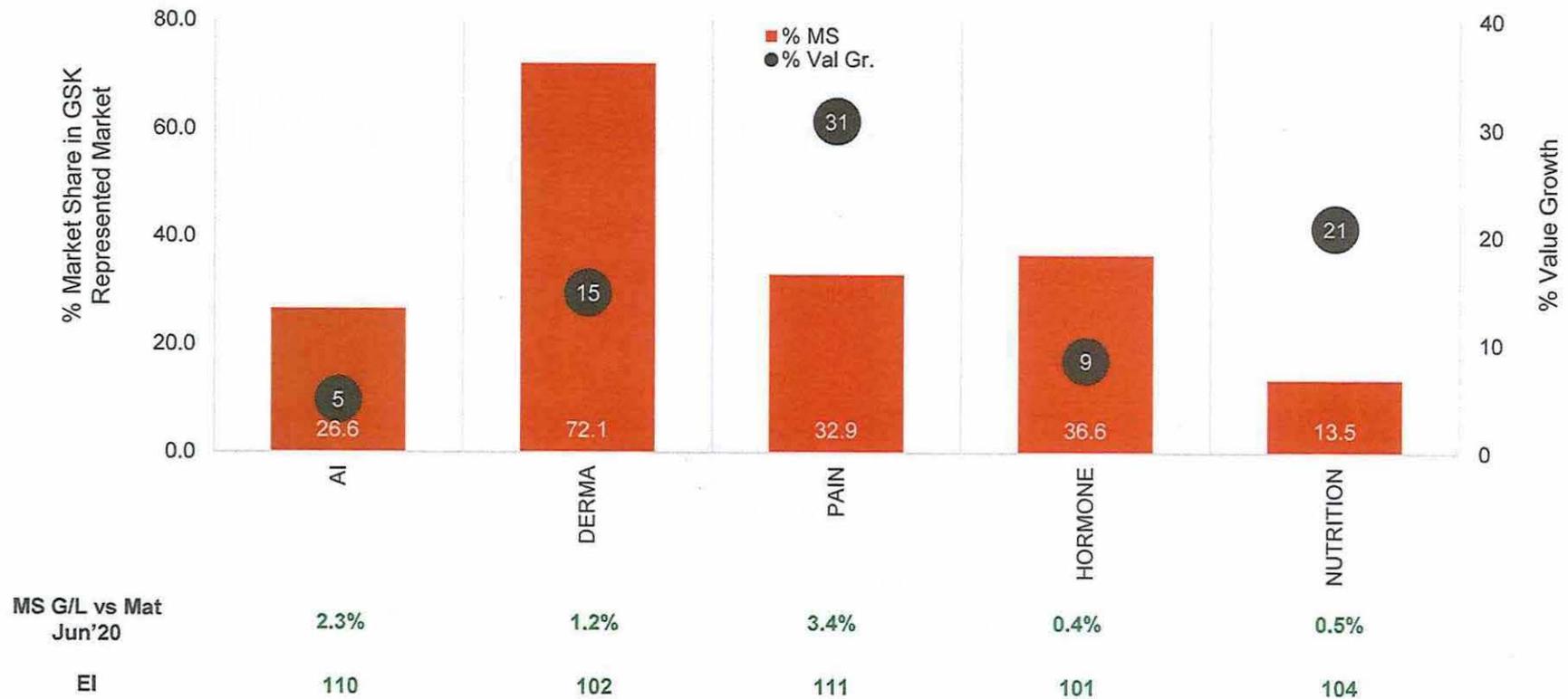
Access

Existing Reimbursed Patient Population in both federal and state government agencies while scaling up in Y'2022

Patient Support Program

Launch of Auto-Injector: Patient convenience
Inspira Severe Asthma Clinics – support HCP in diagnosis of severe asthma
Patient Access Program & Home administration program (during pandemic)

Our key portfolio demonstrated focus across therapy



Source: External IQVIA Jun'21 Dataset

Digitally we remained Up and Running



3 critical success factors to mastering multi-channel HCP engagement to deliver exceptional customer experiences



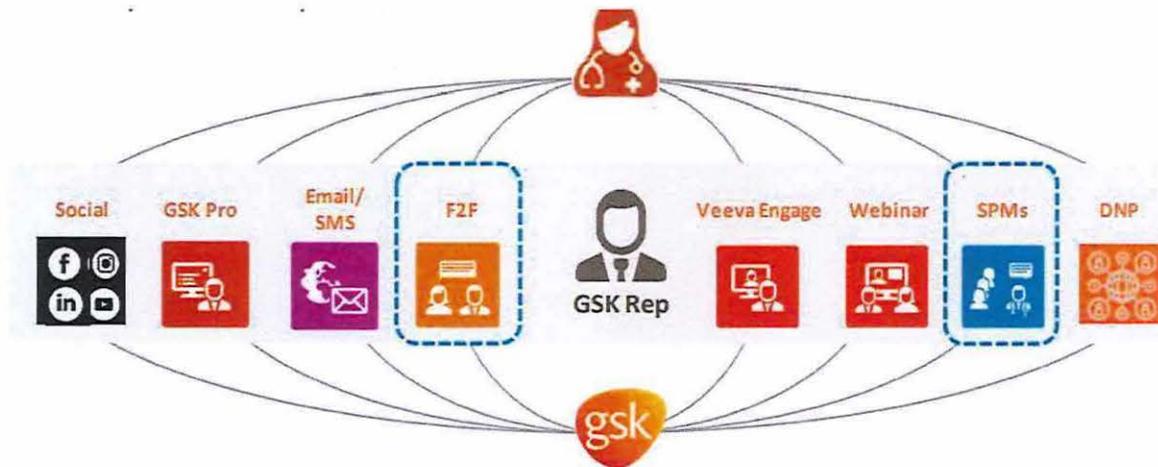
Adopting a customer-centric approach



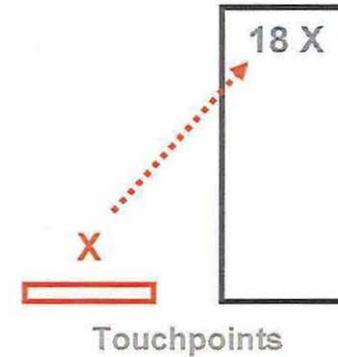
Evolving our selling approach in line with changing environment



Bringing efficiency in our selling approach leveraging technology



■ Y'17 ■ Y'20



Financials: 5year Performance



Key Brand
5-YR CAGR
~14%

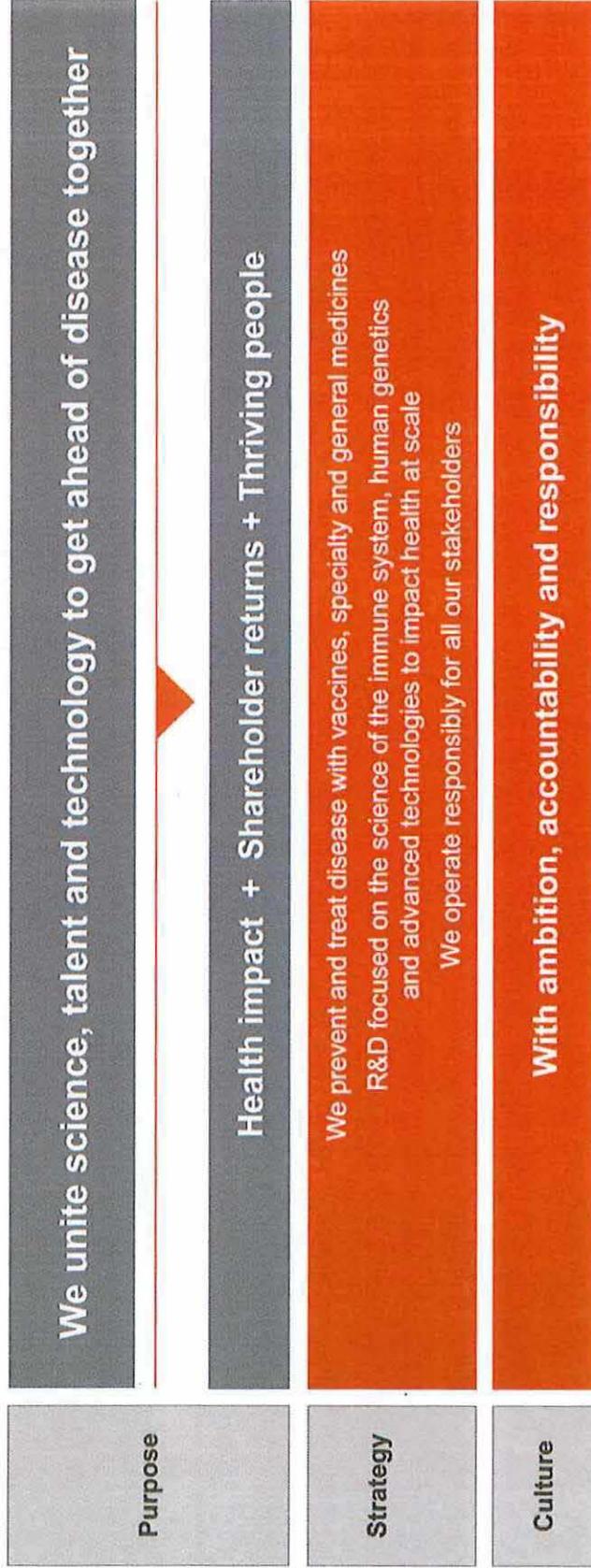
EBITDA
5-YR CAGR
~13%

* Rx Brand
5-YR CAGR
~ 6%

* Vx Brand
5-YR CAGR
~ 9%

Particulars	Mar 17	Mar 18	Mar 19	Mar 20	Mar 21	CAGR %	CAGR %
	YTD	YTD	YTD	YTD	YTD	21-17	20-17
Vaccines	514	478	556	675	762	10%	9%
Total Vaccines	514	478	629	676	762	10%	10%
Cx	213	188	226	243	274	6%	4%
Pharma	1,633	1,776	1,939	2,138	2,096	6%	9%
Total Pharma	2,192	2,154	2,234	2,265	2,118	-1%	1%
Total	2,920	2,820	3,089	3,187	3,160	2%	3%
EBITDA	420	510	631	658	695	13%	16%
EBITDA Margin	14%	18%	20%	21%	22%		

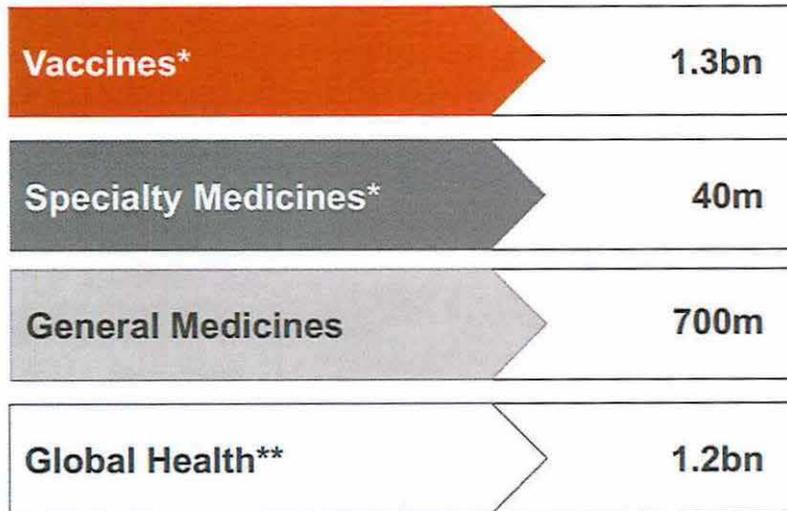
* Underlying growth



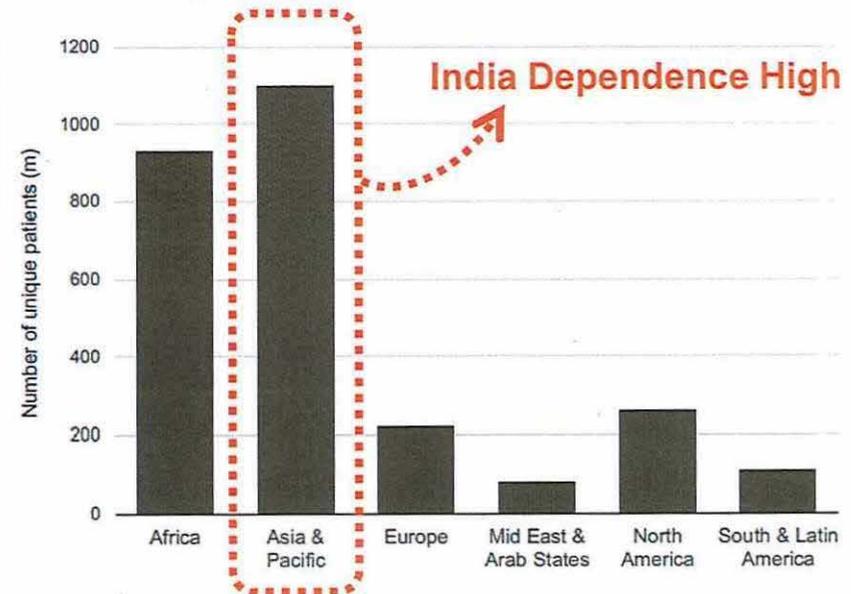
New GSK to positively impact the health of >2.5 bn people over 10 years



Estimated patient impact



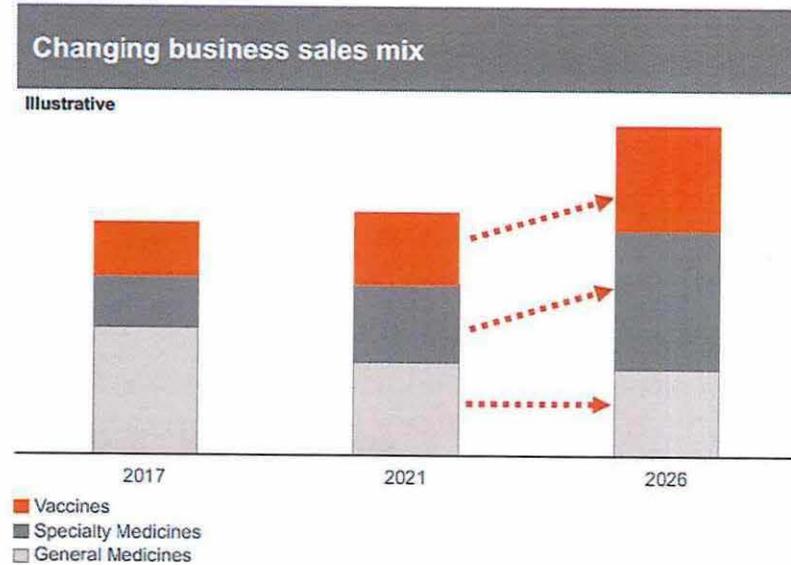
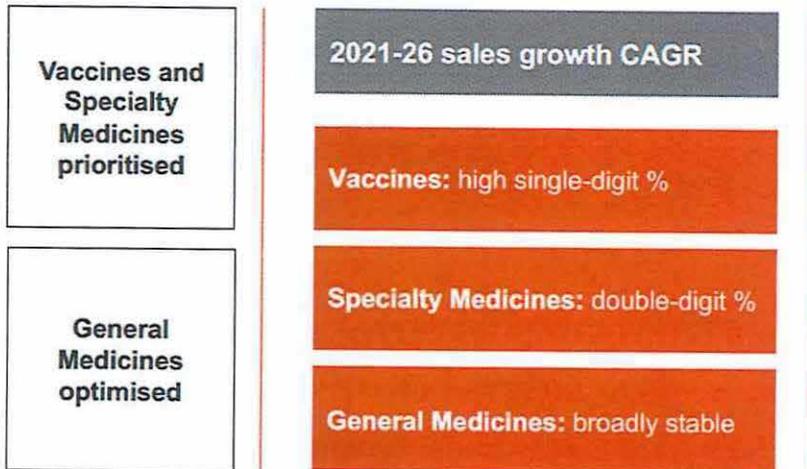
Estimated global impact



Estimated total impact >2.5bn people over next 10 years, adjusting for category overlap;

*Excludes COVID-19 vaccines or treatments; **Global Health includes donations

Investing to drive step-change in growth and business mix



All outlook and ambition statements are given on a constant currency basis and use 2021 forecast exchange rates as a base, assuming a continuation of Q1 2021 closing rates. See basis of preparation and assumptions in Appendix. 2021-26 CAGR is for the 5 years to 2026, using 2021 as the base year. Pipeline sales are risk-adjusted and include anticipated sales of new products and Life Cycle Innovation (LCI) launched from 2021 onwards. Note: COVID therapeutic and vaccine solutions are excluded from the above.

India's future remains exciting with bigger growth opportunities, New launches and Innovation



Classic and Established Products

Keep winning on our Primary Care and Derma assets supported by strong CTC strategy



Vaccines Expansion

Expand classic vaccines
Launch new assets



New Launches

Approved and ready to launch

Performance Culture | Employee safety & Engagement



Also as part of the **#New GSK**, We made some critical announcements

Y'2021: GSK Asset Sale



Iodex & Ostocalcium

Valuation
INR 16,490 Mn

~ 16x EBITDA

~ 6x Sales

Sale to GSK Asia Pvt Ltd

Subject to shareholders' and regulatory approvals

Expected conclusion FY21

Vemgal Asset

Sale to Hetero Pharma

Regulatory approvals underway

Expected conclusion FY21



Thank You

Q&A