GlaxoSmithKline Pharmaceuticals Limited

Bhushan Akshikar, Managing Director

Mr. Bhushan Akshikar has been the MD of GSK India since Q3 2022. He brings over **15 years of leadership experience within GSK** in key roles 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.

Ronojit Biswas, Chief Financial Officer

Mr. Ronojit Biswas has been the CFO of GSK India since April 2026. He brings over **25 years of experience** across global finance roles, spanning India, Vietnam, Singapore, Brazil and the UK.

Prior to this role, Ronojit served as Senior Finance Director – Global Product Strategy for the General Medicines Therapy Area and has previously been Regional Controller (International) and CFO for GSK's Brazil and Vietnam businesses.

GSK India's Key Focus areas to drive growth aligned to global priorities

Deliver growth

Established portfolio – deliver competitive performance;
Innovative portfolio – deliver ambition

Accelerate R&D

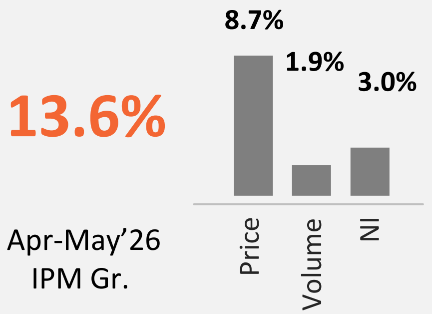
Focus on innovation & accelerate launch of pipeline products

Simplify how we work

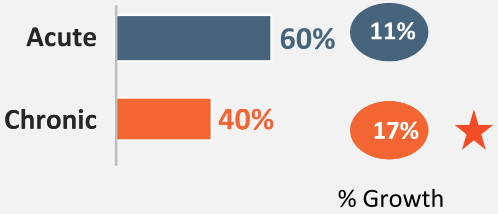
Reduce complexity, focus resources on what matters most and embrace AI/tech to drive agility

IPM Q1 FY27 IPM grew at 13.5%, GSK grew faster than its Rep Market

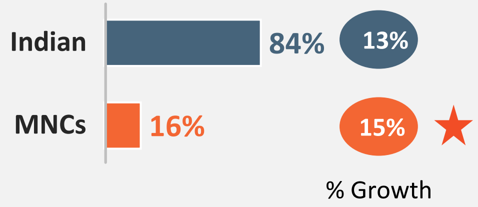
IPM sees growth largely on account of price.



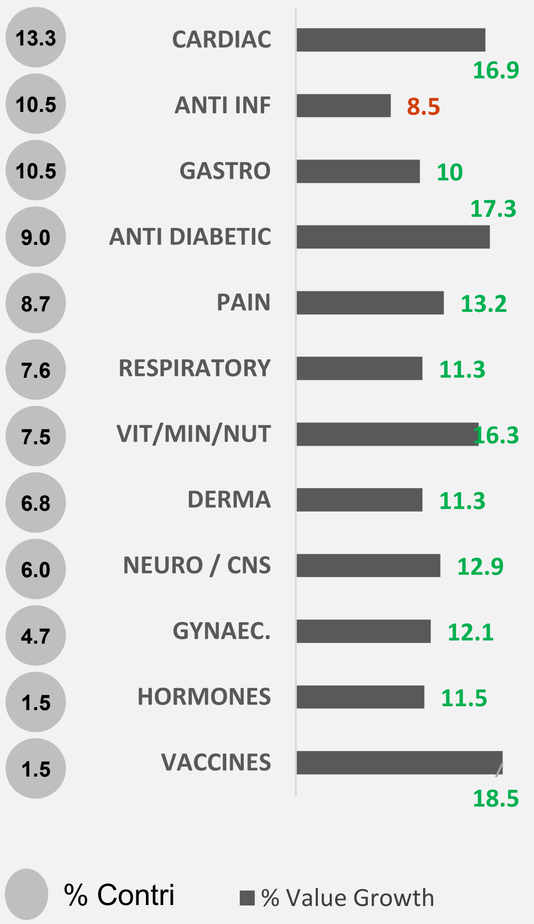
Chronic grew better vs acute increasing its industry contribution



MNCs ahead of Indian players with respect to growth

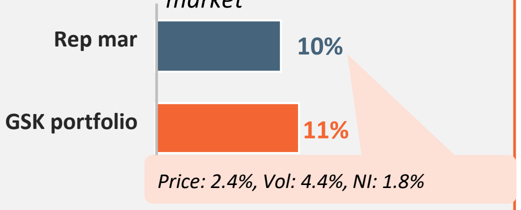


Within Acute, key therapies like Pain, derma grew at 11%; AI grew slower

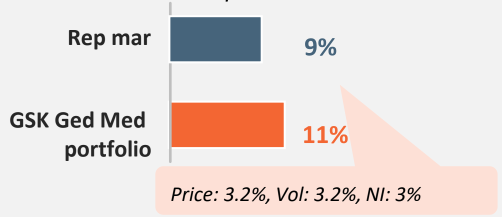


GSK's Rep market grew at 10% with both Vx and Gen Med outperforming the market

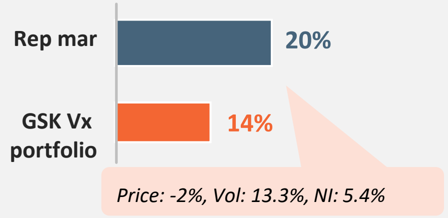
GSK portfolio has maintained its leadership with **23%** share in rep market*



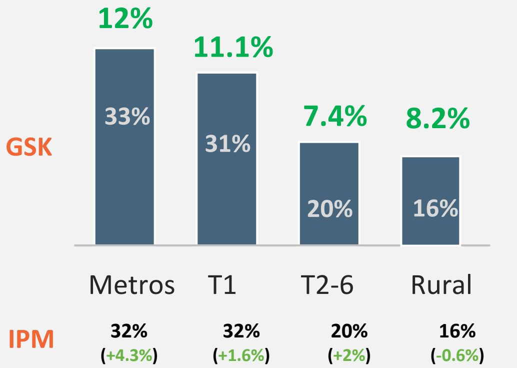
GSK Gen Med portfolio has maintained its leadership with **22%** share in rep market*



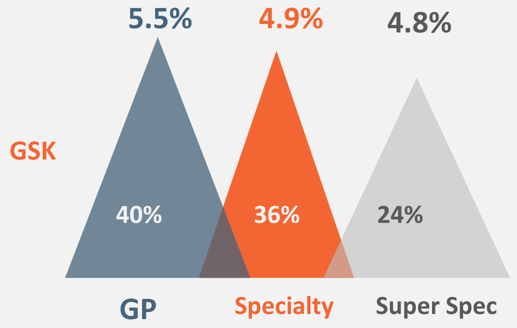
GSK Vx portfolio has maintained its leadership with **27%** share in rep market*



GSK's performance in metro class and specialties outgrew the market



GPs continue to dominate with 40% Rxns volume and growth faster than Specialty and Super specialty Rxns



IPM **45%** (4.3%); **43%** (4.9%) ; **12%** (-0.7%)

Source: IQVIA Jun'26 dataset (MQT); *includes all Gen Med & Vaccine brands except GoA portfolio & the discontinued brands

GSK's key brands remained competitive in the market in Q1 FY27

GENERAL MEDICINES

1 Gen Meds[1] market share improved (+0.6%val MS gain, Val EI 101); key brands delivered competitive performance

MS	Q1 FY26	Q1 FY27
Val	26.7	26.6
Unit	33.3	33.9

Brand	Val EI (Q1 FY27)	Val MS (G/L) (Q1 FY27)	Val Gr (Q1 FY27)
Augmentin	105	22% (1.0%)	12.80%
Calpol	106	31.2% (1.6%)	8.10%
T-Bact	105	57.5% (2.6%)	17.90%
Ceftum	101	32.7% (0.2%)	7.60%
Key Promoted Brands	100	23.4% (0%)	11.30%

**1% Unit Market Share Gain*

VACCINES

2 Established Vaccines continues to lead the overall Vx market with 26.1% Val MS[2] Unit EI 95 & Val EI 93

3 Establishing adult immunization as a category through Shingrix; driving 2026 growth through the CVMD opportunity

SHINGRIX HERPES ZOSTER VACCINE (RECOMBINANT, ADJUVANTED)

2.6k Rxers for *(39% YOY growth)*

SPECIALTY

4 Building equity in the Respiratory Segment

TRELEGY ELLIPTA

NUCALA mepolizumab Injection 100mg/mL

New Patient Update

Monthly units (maintaining >19% vs avg. units post LoE sales post LOE in Apr 2025)

3500+

Severe asthma patients benefitted

5 Strong foundation in Oncology

Zejula niraparib

Jemperli (dostarlimab-gxly) Injection 500 mg

New Patient Uptake

Improving our SoV and Elevating customer experience through digital innovation

360K+

Unique HCPs reached[4]

7.7Mn+

Touchpoints[4]

Source: IQVIA Jun'26 dataset (MQT), Internal data; [1]excludes GOA; [2] MAT Val MS; [3] Distributed brands includes the GoApptiv portfolio, [4]Both F2F+ Digital

Financial Highlights : Q1 FY 26-27 (Standalone)

Delivering strong growth with continued portfolio transformation

Revenue	EBITDA	PAT
₹924cr Growth +15%	₹293cr Margin: 31.7% (+50 bps) Growth +17%	₹253cr Margin: 27.6% (+200 bps) Growth +24%

Revenue growth +15%

- Sales growth driven by execution excellence; portfolio transformation strategy and favourable base effect compared to PY
- Innovation* portfolio accounts for 7% (PY 4%) of total sales, driving 1/4th of headline growth. Building momentum with Oncology launches & New respiratory
- General medicines growth led by brands Augmentin, Ceftum and T-Bact
- Pead Vaccines continued leadership in the self pay private pediatric market
- Shingrix delivered growth +65% driven with HCPs and HCOs engagement to shape the category

EBITDA margin +50 bps (YoY)

- EBITDA improved on the back of gross margin improvement
- Gross margin improved +150 bps on pricing and favorable mix offset by higher EGOL and other costs
- SG&A as a % of sales higher by 1%, mainly driven by investments in core brands & new product

PAT +200 bps (YoY)

- PAT stepped up on consistent gross margin improvement; one-off dividend from Biddle Sawyer Limited (100% subsidiary)
- EPS for Q1 @ 14.95 (+24%)
- Sustained focus to strengthen and optimize the balance sheet

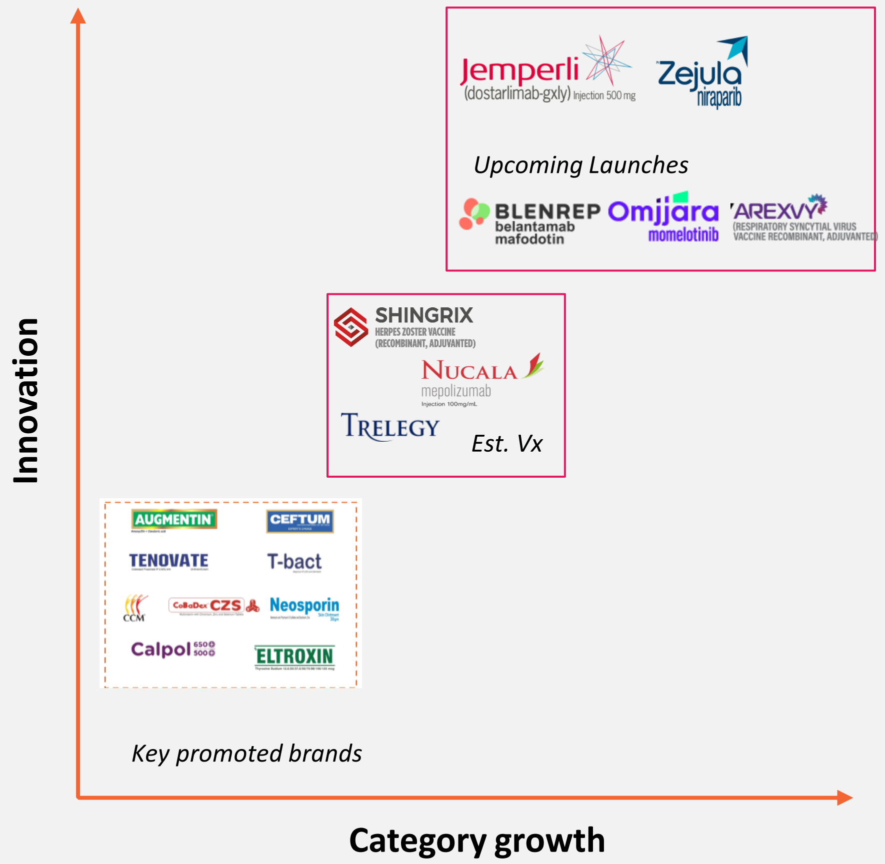
GSK

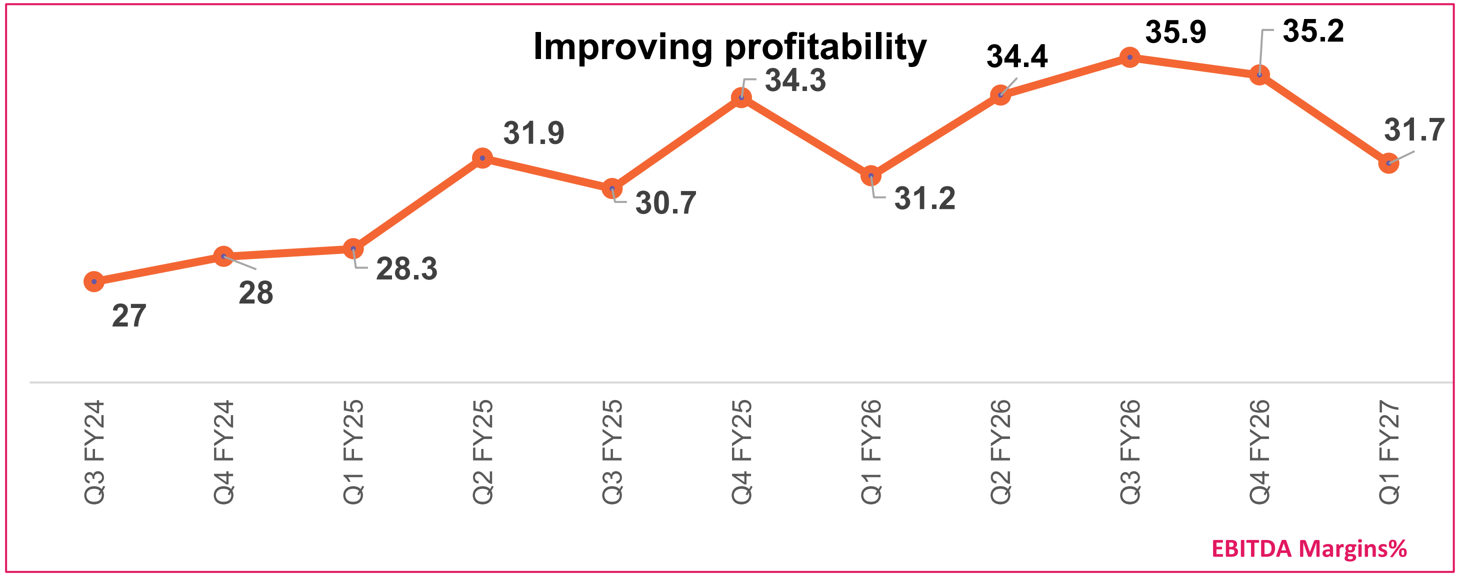
* Innovation = Oncology (Jemperli + Zejula) + New Respiratory (Nucala + Trelegy) + Adult Vaccines (Shingrix)

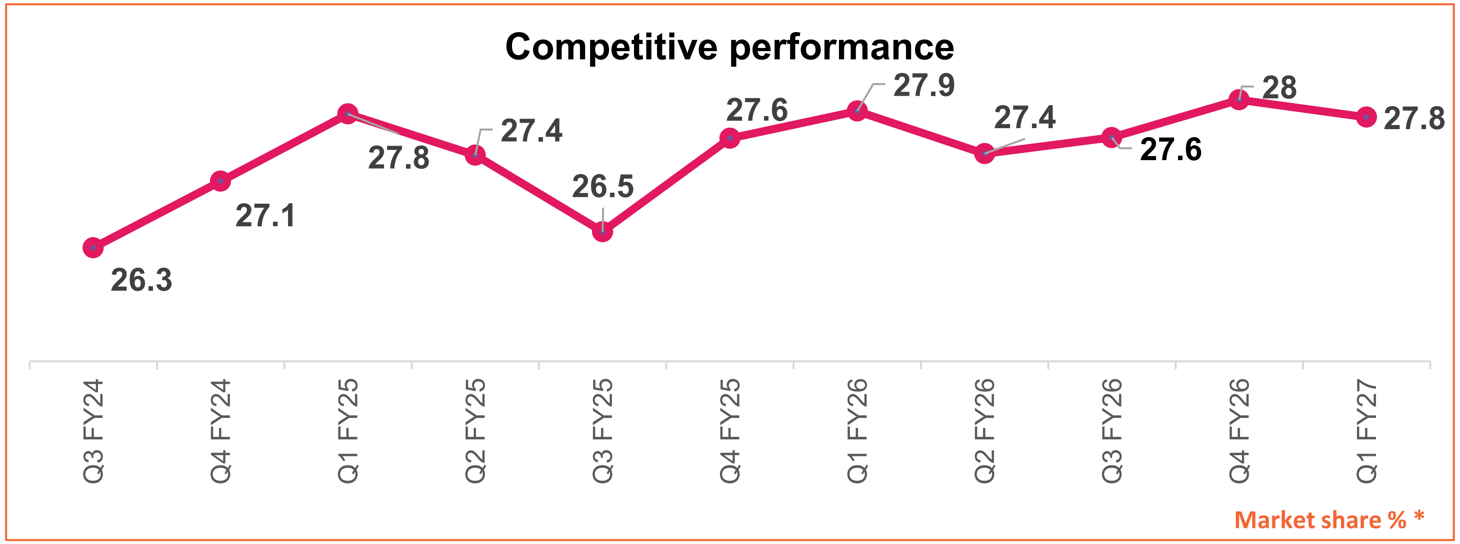
Source: GSK Standalone reported data

Consistent competitive performance & profitability improvement with portfolio transformation

Portfolio transformation







Source: Internal data till Mar 2026; IQVIA Jun'26

Market share of Key promoted brands in its rep market; Key promoted brands - Augmentin, Calpol, Ceftum, T-bact, CCM, Cobadex CZS, Eltroxin, Tenovate,Neosporin, Supacef

End of Presentation

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