



GlaxoSmithKline Pharmaceuticals Limited
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5th August 2024

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: Outcome of Schedule 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 made to the 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

5th August 2024

Bhushan Akshikar, Managing Director



Mr. Bhushan Akshikar has an experience of over 14 years in key leadership roles in GSK across India, Middle East, Russia CIS & Africa region.

Before 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 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 & Specialty

Anti-infectives, dermatology, pain, VMN, respiratory



Vaccines

Shingles, Tdap, influenza, pneumococcal, Hep A

Innovate to be competitive

Pioneering new ideas and solutions to increase access and provide differentiated customer experience

FOCUS to grow

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

Agile to be ambitious

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

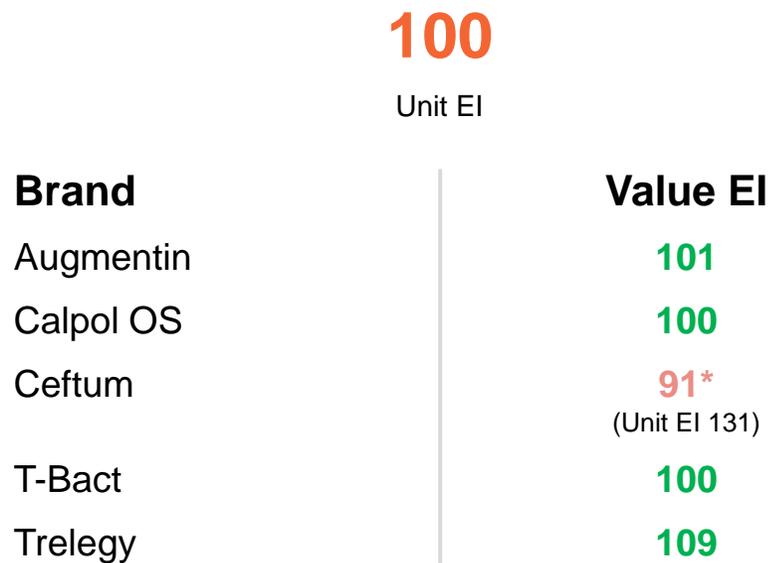


Culture

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

General Medicines and Pediatric Vaccines deliver competitive external performance in Q1

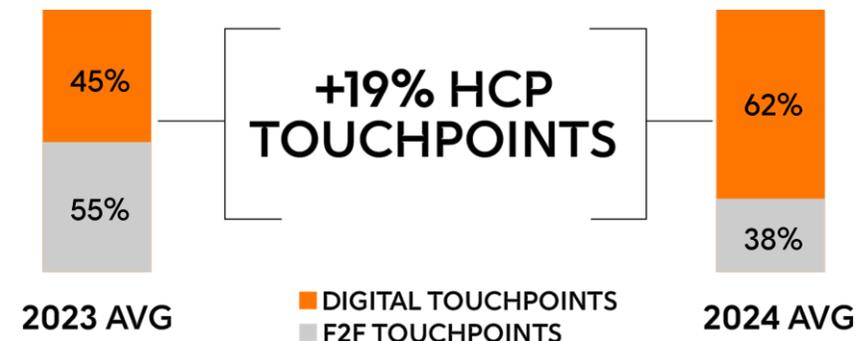
General Medicines growing at par with market



Pediatric Vaccines continues to lead the overall Vx market

103
Unit EI

Improving our SoV for General Medicines



Elevating customer experience through digital innovation and helping business deliver impact

409K
Unique HCPs reached

5
Digital channels automated

~7.6Mn
Digital touchpoints

GSK



Shingrix update across 'must wins'

Creating an adult vaccination ecosystem to address needs of 12Mn target addressable market

Win with HCPs *Create Vaccinators*



Partnerships to create adult vaccination clinics

~17%

Value growth
(Q1'24 vs Q4'23)

~90%

HCPs believe Shingles Vx is important, across specialties

Educate Consumers *Drive Awareness*



Drive awareness and conversations on shingles

55mn

Reach across TV, digital, social[^]

~9%*

Consumers initiating conversation with HCPs
(vs 5% in Nov'23)

Create channels *Develop Vaccination Ecosystem*



Partnership with healthcare players to develop category

JBPs

Corporate chain clinics, hospitals, partnerships with healthcare players for disease awareness

Apr-Jun'24 (Q1 FY25): Financial Highlights

Revenue

₹811cr

Growth +10%

Strong double-digit growth

- **GSK growth +10%** vs India pharma market growth of ~ 8-9%, key brands gain Market Share
- Key Pharma brands volume growth ~ +10%
- Specialty succeeding in a rapidly growing and highly competitive respiratory market with dedicated team
- Vaccines growth ~ +8%, Paed vx delivers double digit growth led by Varilrix , Boostrix & Fluarix
- Shingrix: Continued focus on expanding Adult immunization ecosystem through GTM strategies

EBITDA

₹229cr

Growth +62%

Margin: 28%

EBITDA margin +920 bps (YoY)

- EBITDA margin growing consistently (+12% CAGR, 5 years); productivity improved, cost management initiatives & omnichannel / digital acceleration
- Margin optimized by price; softening of raw material prices; improved productivity & cost efficiencies
- Field productivity improved by 31%. Realignment of field force in focus growth areas

PAT

₹182cr

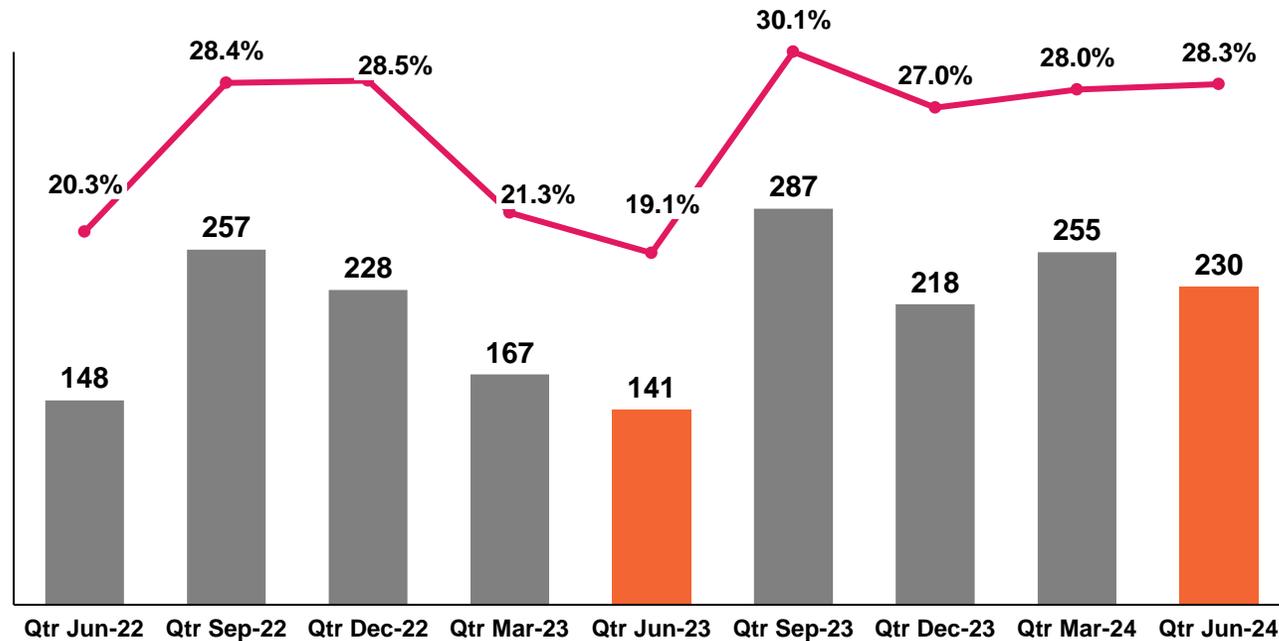
Growth +39%

Margin: 23%

PAT +480 bps (YoY)

- PAT improved significantly due to higher margin, realignment of resources & cost management initiatives
- Healthy cash flow : 100% of profits converted into cash
- Working capital improved with continued focus on conversion

EBITDA margins improves consistently



+ ~920 bps EBITDA margin (YoY)

Focus on Efficiency

Improvement in Field productivity ; HC optimization

Digital Acceleration : Leveraging omnichannel to transform HCP engagement

Volume focus and market expansion through expanded reach

Cost containment offsetting inflation impacts

GSK India Ambition

Deliver double digit growth to touch the lives of a billion Indians



Deliver exceptional new launches for driving innovation growth led by **Shingrix**



Continue **competitive performance** with **profitable growth** in the base business



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

Ambitious for Patients

Accountable for Impact

Do the right thing



#AheadTogether

GSK