

#NewGSK

Analysts Meet
17th August 2021



OVERVIEW



GlaxoSmithKline Pharmaceuticals Limited

India

The background of the slide is a vibrant, microscopic scene. It features several large, rounded, reddish-pink structures that resemble cells or viral particles. These structures are covered in fine, hair-like projections and are adorned with blue, teardrop-shaped molecules. The overall color palette is dominated by shades of red and pink, with accents of bright blue. The lighting is soft and diffused, creating a sense of depth and highlighting the intricate details of the biological structures.

OUR PURPOSE

gsk

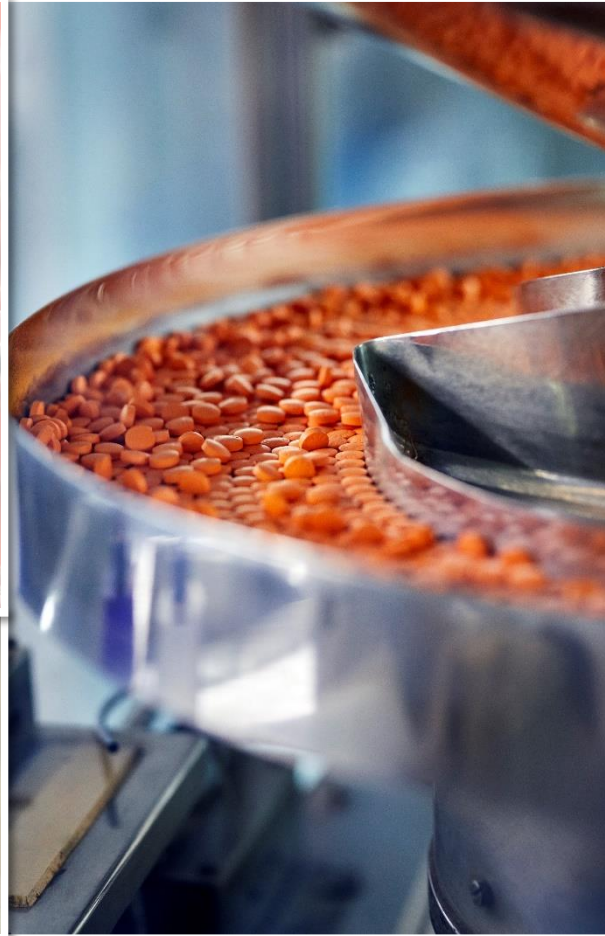
At GSK, we unite science, talent and technology to get ahead of disease together.

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

OUR STRATEGY

gsk

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

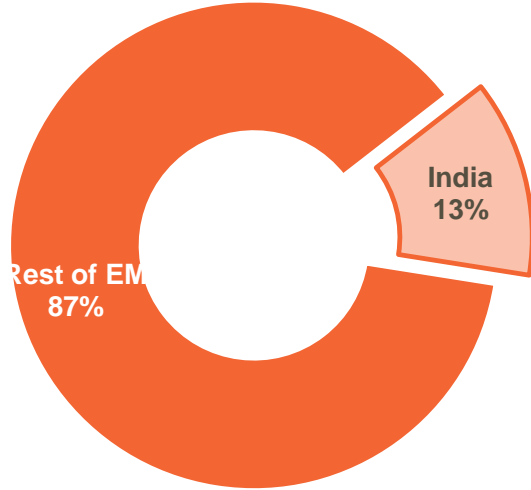
Performance

Trust

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



% Contribution EM Sales



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



GSK Performance in Indian Pharmaceutical – Acute Markets

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

Vaccine Consumer campaigns further accelerated driving awareness & need for vaccination



Launched in >10 languages with a clear objective to increase confidence of HCPs, Sales force and Consumers on Vaccination

World Immunization Week Awareness Campaign



Reach: ~2M, Impressions: 10M
(24th-30th April 2021), parents aged 25-40yrs

“Flu Vaccination Awareness campaign”



Reach:80M, TV & Digital Impressions: >1Bn
(Launched June 12th, 4 weeks campaign)
Parents of 0-5 years old

“Hepatitis A awareness campaign- Passport to health”



Reach:~80M, TV & Digital Impressions: >1Bn
(Launched August 2nd, 4 weeks campaign)
Parents of 0-5 years old.

“Health ka Passport” Education awareness series.



Views: ~22M, Impressions: ~150M
(Launched April & continue till year end)
Parents of kids aged 0-3 years old.



Video platforms

Social media

Parenting apps

Digital News

Digital Genres and Channels

Nucala access increasing to more eligible severe asthma patients

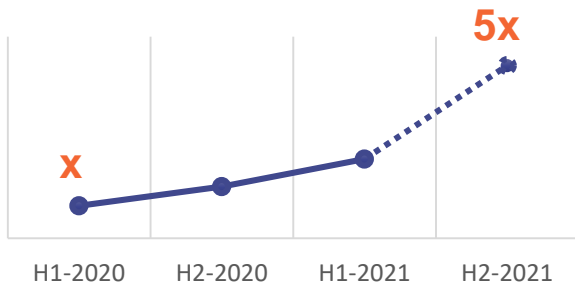


NUCALA Performance

1st

Biological Targeting Severe eosinophilic asthma in India

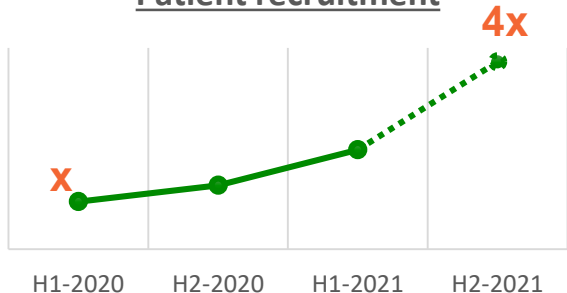
Sales



Access

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

Patient recruitment



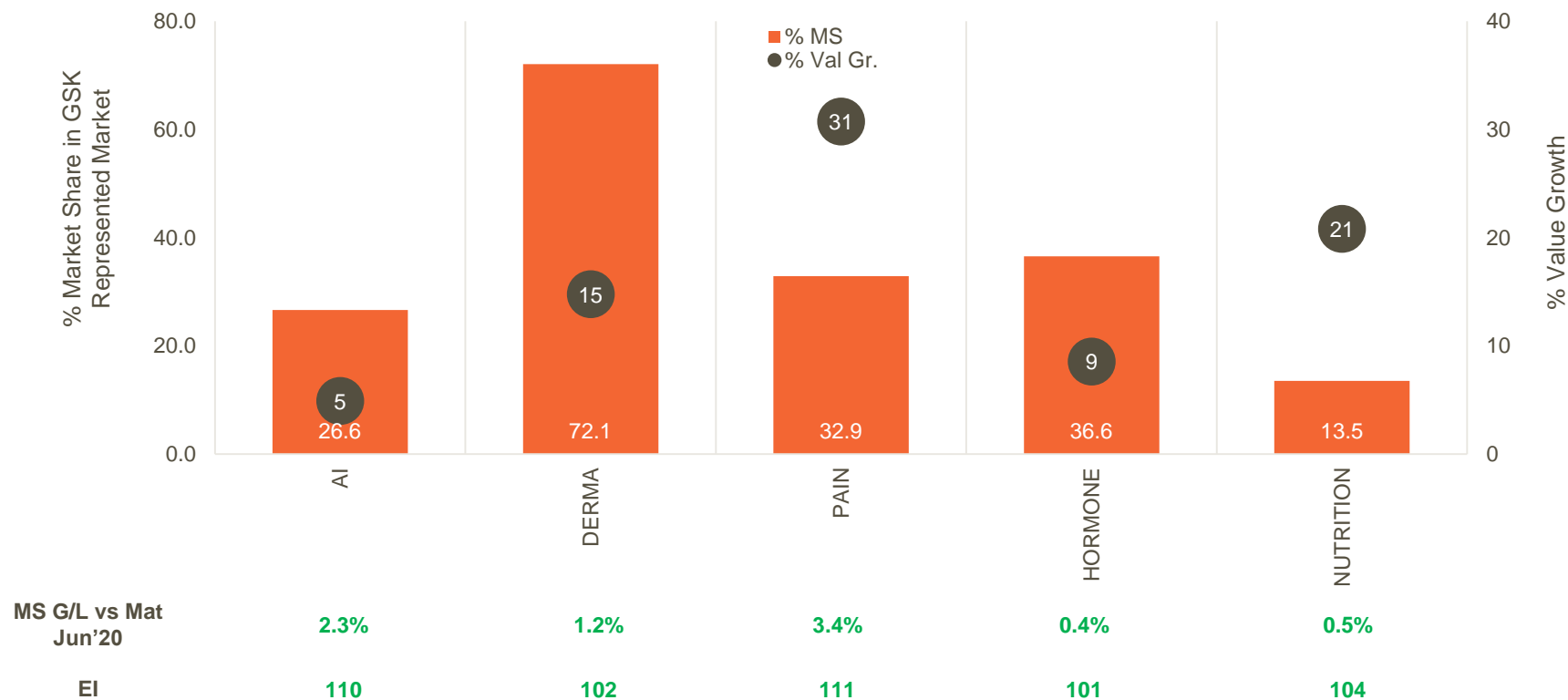
Patient Support Program

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



Digitally we remained Up and Running



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



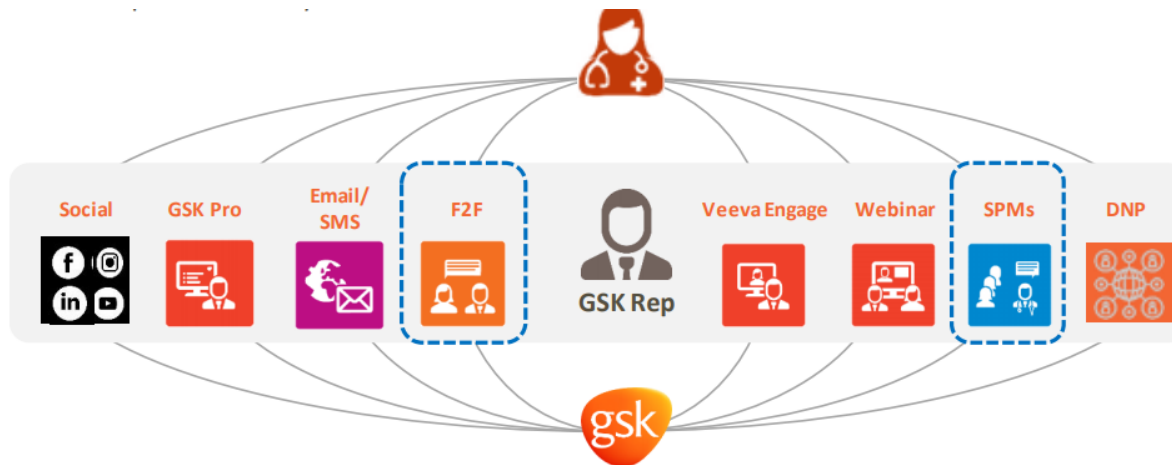
Adopting a customer-centric approach



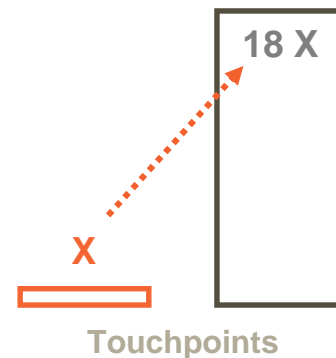
Evolving our selling approach in line with changing environment



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 YTD	Mar 18 YTD	Mar 19 YTD	Mar 20 YTD	Mar 21 YTD	CAGR % 21-17	CAGR % 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

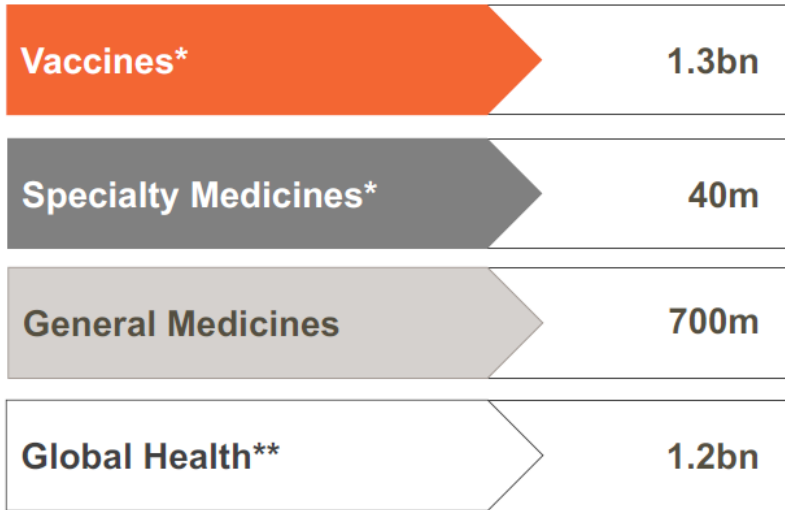


<p>Purpose</p>	<p>We unite science, talent and technology to get ahead of disease together</p>
<p>Strategy</p>	<p>Health impact + Shareholder returns + Thriving people</p> <p>We prevent and treat disease with vaccines, specialty and general medicines R&D focused on the science of the immune system, human genetics and advanced technologies to impact health at scale We operate responsibly for all our stakeholders</p>
<p>Culture</p>	<p>With ambition, accountability and responsibility</p>

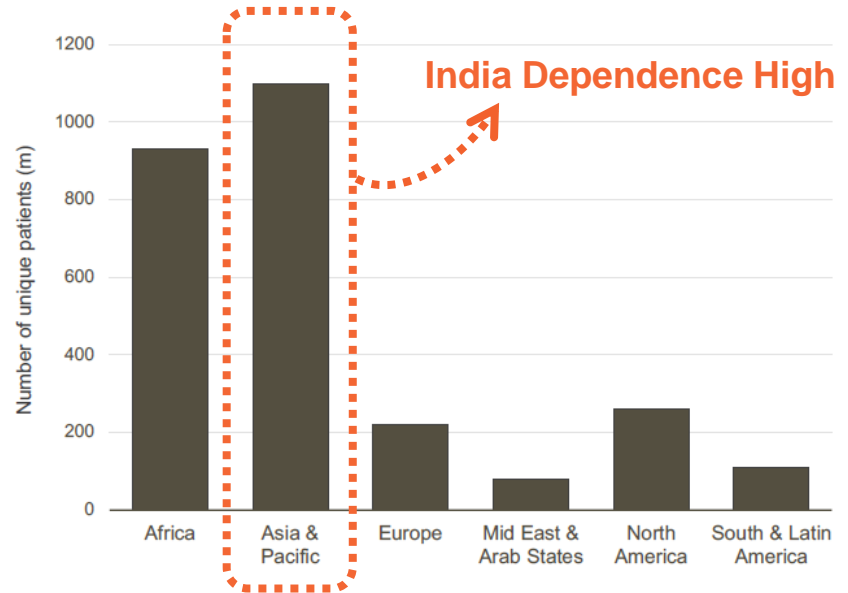
New GSK to positively impact the health of >2.5 bn people over 10 years



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



**Vaccines and
Specialty
Medicines
prioritised**

**General
Medicines
optimised**

2021-26 sales growth CAGR

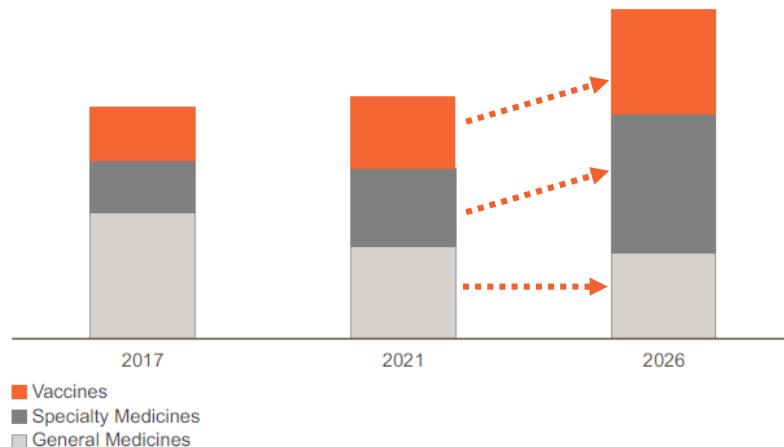
Vaccines: high single-digit %

Specialty Medicines: double-digit %

General Medicines: broadly stable

Changing business sales mix

Illustrative



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