



GlaxoSmithKline Pharmaceuticals Limited
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3rd August 2026

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

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

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

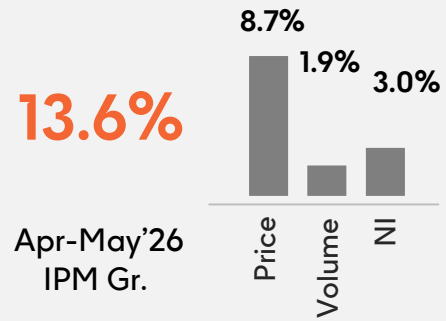
Focus on innovation & accelerate launch of pipeline products

Simplify how we work

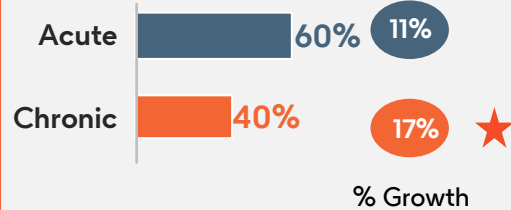
Reduce complexity, focus resources on what matters most and embrace AI/tech to drive agility

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

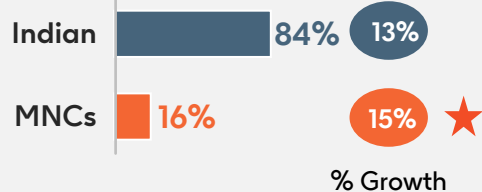
IPM sees growth largely on account of price.



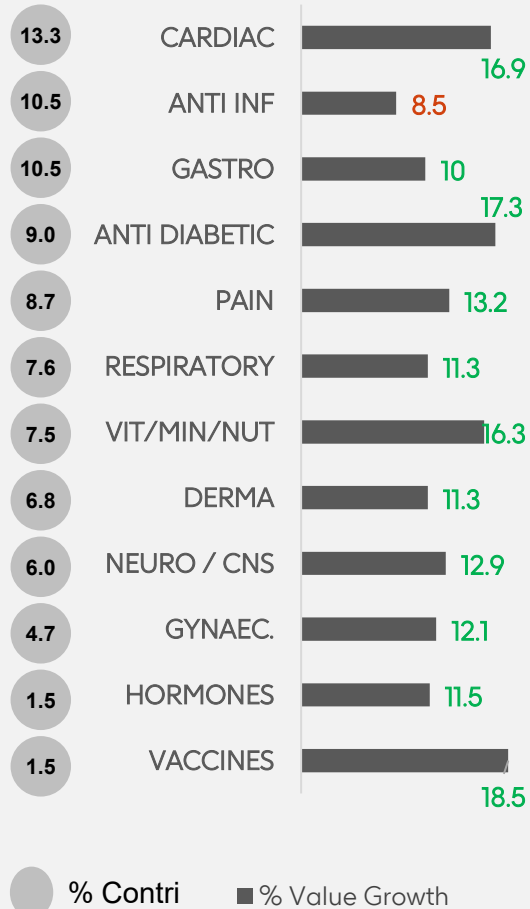
Chronic grew better vs acute increasing its industry contribution



MNCs ahead of Indian players with respect to growth

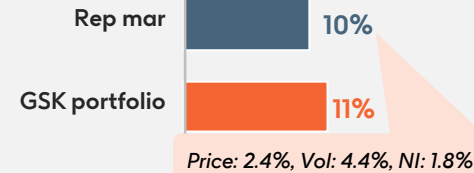


Within Acute, key therapies like Pain, derma grew at 11%; AI grew slower

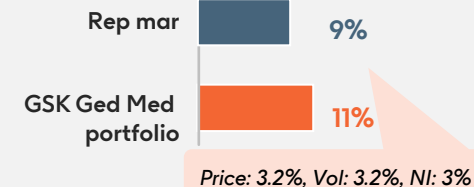


GSK's Rep market grew at 10% with both Vx and Gen Med outperforming the market

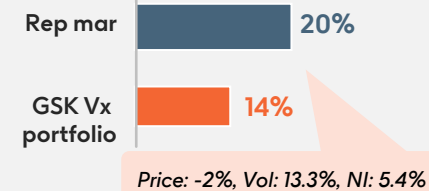
GSK portfolio* has maintained its leadership with 23% share in rep market



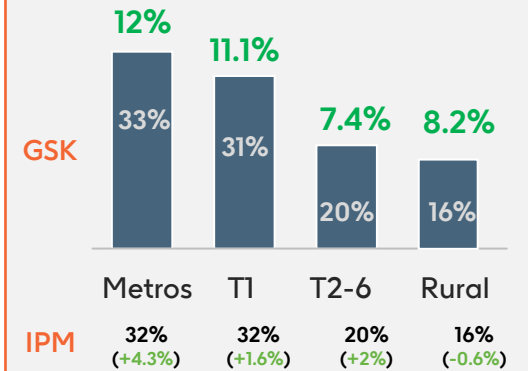
GSK Gen Med portfolio* has maintained its leadership with 22% share in rep market



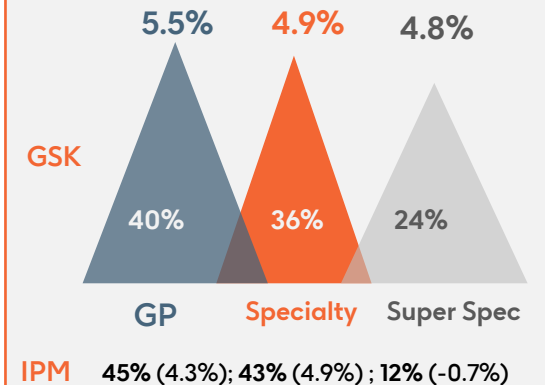
GSK Vx portfolio* has maintained its leadership with 27% share in rep market



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



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

GENERAL MEDICINES

- 1 Gen Meds¹ 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 MS² 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 reached⁴

7.7Mn+

Touchpoints⁴

Financial Highlights : Q1 FY 26-27 (Standalone)

Delivering strong growth with continued portfolio transformation

Revenue

₹924cr

Growth +15%

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
- Paed 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

₹293cr

Margin: 31.7% (+50 bps)

Growth +17%

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

₹253cr

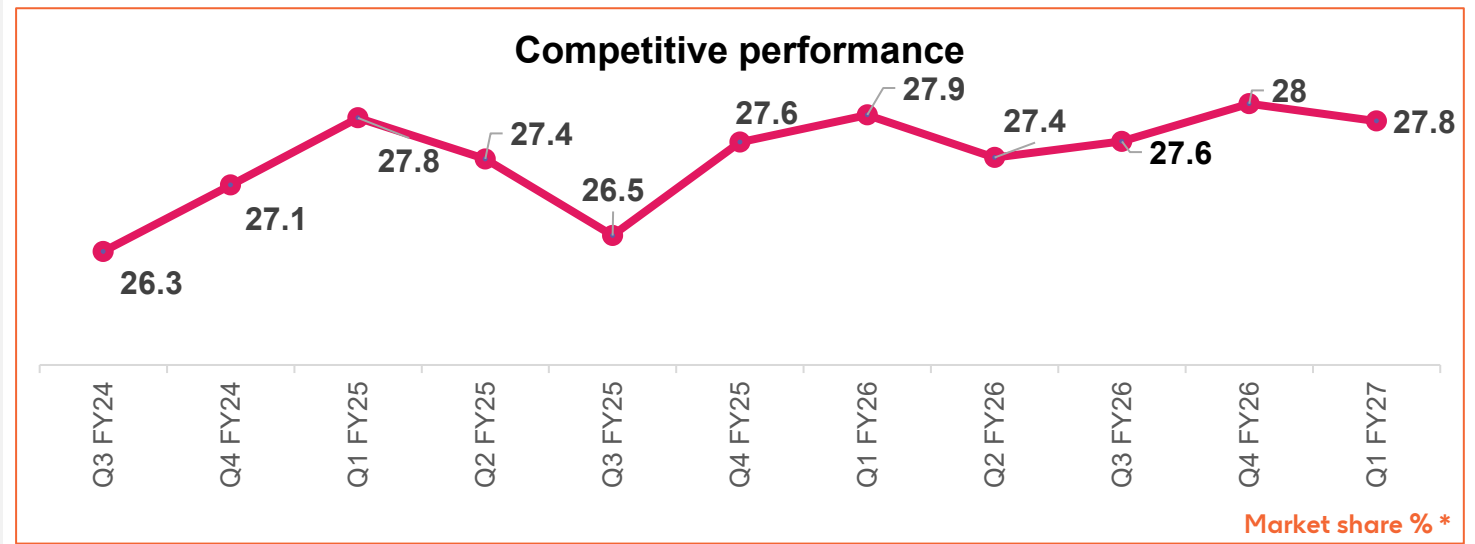
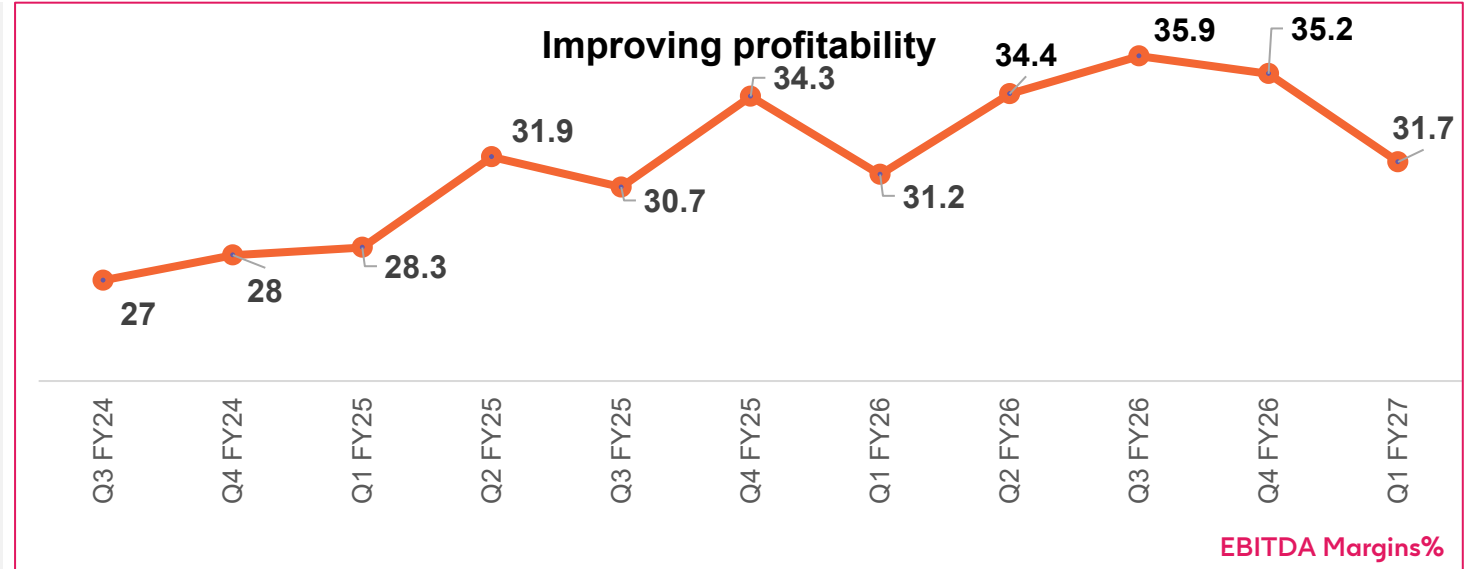
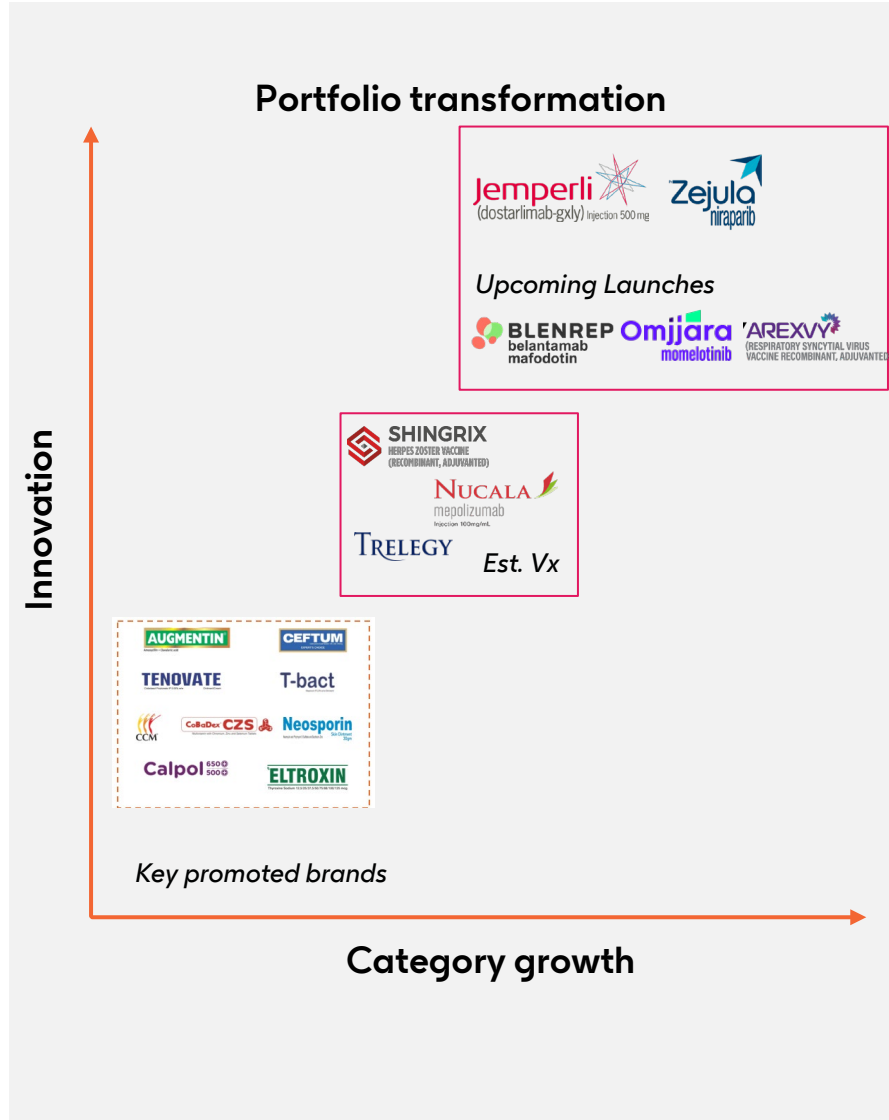
Margin: 27.6% (+200 bps)

Growth +24%

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

Consistent competitive performance & profitability improvement with portfolio transformation



End of Presentation

GSK