



GlaxoSmithKline

May 7, 2012

Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza, C – 1, Block - G  
Bandra Kurla Complex, Bandra (E)  
Mumbai – 400 051

GlaxoSmithKline  
Consumer Healthcare Ltd.

DLF Plaza Tower  
DLF City Phase-1  
Gurgaon 122002  
Haryana, India

Tel. (0124) 2540700 / 4057700  
Fax. (0124) 2540720-21  
www.gsk.com

Dear Sir,

**Subject: Unaudited Financial Results for the Quarter ended 31 March 2012**

We would like to inform you that the Board of Directors at a meeting held on Monday, 7<sup>th</sup> May, 2012 at 12.00 Noon at DLF Plaza Tower, DLF City, Phase - I, Gurgaon 122 002, have, inter alia, considered and taken on record the unaudited financial results for the quarter ended 31<sup>st</sup> March, 2012. We are enclosing a copy of the Unaudited financial results for the quarter ended 31<sup>st</sup> March, 2012 along with the "Limited Review" Certificate, issued by the Auditors for the review done by them, for your records.

The above may please be taken as our intimation under Clause 41 and other relevant clauses of the Listing Agreement.

Thanking you.

Yours faithfully,  
For GlaxoSmithKline  
Consumer Healthcare Limited

Surinder Kumar  
EVP – Legal & Company Secretary

# GLAXOSMITHKLINE CONSUMER HEALTHCARE LIMITED

| PART I                                                                                                         |               |             |             | (Rs. in Lakhs)    |
|----------------------------------------------------------------------------------------------------------------|---------------|-------------|-------------|-------------------|
| Statement of Standalone Unaudited Results for the Quarter ended 31st Mar 12                                    |               |             |             |                   |
| PARTICULARS                                                                                                    | QUARTER ENDED |             |             | ACCOUNTING YEAR   |
|                                                                                                                | (UNAUDITED)   |             |             |                   |
|                                                                                                                | Mar 31,2012   | Dec 31,2011 | Mar 31,2011 | December 31, 2011 |
| 1. (a) Net Sales / Income from Operations                                                                      | 8,13,02       | 6,02,05     | 7,10,01     | 26,85,51          |
| (b) Other Operating Income                                                                                     | 23,39         | 22,74       | 17,41       | 85,17             |
| Total Income from operations (Net)                                                                             | 8,36,41       | 6,24,79     | 7,27,42     | 27,70,68          |
| 2. Expenditure:                                                                                                |               |             |             |                   |
| a) (Increase)/Decrease in Stock in Trade and Work in Progress                                                  | 77,52         | (72,34)     | 15,90       | (44,00)           |
| b) Consumption of Raw Materials                                                                                | 1,71,88       | 1,94,32     | 1,67,10     | 7,00,62           |
| c) Consumption of Packing Materials                                                                            | 50,64         | 61,12       | 53,40       | 2,31,79           |
| d) Purchase of traded goods                                                                                    | 30,30         | 31,03       | 33,76       | 1,34,33           |
| e) Employee benefits expense                                                                                   | 66,06         | 61,70       | 62,44       | 2,58,37           |
| f) Advertising & Promotion                                                                                     | 1,09,14       | 1,14,16     | 1,03,55     | 4,37,34           |
| g) Depreciation and Amortisation expense                                                                       | 11,92         | 12,09       | 10,93       | 45,98             |
| h) Other Expenditure                                                                                           | 1,45,81       | 1,50,43     | 1,28,57     | 5,42,10           |
| i) Total Expenditure (a+b+c+d+e+f+g+h)                                                                         | 6,63,27       | 5,52,51     | 5,75,65     | 23,06,53          |
| 3. Profit from Operations before Other Income, finance costs & Exceptional Items (1-2)                         | 1,73,14       | 72,28       | 1,51,77     | 4,64,15           |
| 4. Other Income                                                                                                | 24,46         | 25,91       | 16,58       | 79,58             |
| 5. Profit from Ordinary activities before finance costs & exceptional Items (3+4)                              | 1,97,60       | 98,19       | 1,68,35     | 5,43,73           |
| 6. Finance costs                                                                                               | 1,18          | 88          | 66          | 3,47              |
| 7. Profit from Ordinary activities after finance costs but before exceptional items (5-6)                      | 1,96,42       | 97,31       | 1,67,69     | 5,40,26           |
| 8. Exceptional Items                                                                                           | -             | -           | -           | -                 |
| 9. Profit (+)/ Loss (-) from Ordinary Activities Before Tax (7+8)                                              | 1,96,42       | 97,31       | 1,67,69     | 5,40,26           |
| 10. Tax expense                                                                                                | 64,45         | 38,21       | 57,07       | 1,85,05           |
| 11. Net Profit (+) / Loss (-) from Ordinary Activities after Tax (9-10)                                        | 1,31,97       | 59,10       | 1,10,62     | 3,55,21           |
| 12. Extraordinary Items (net of tax expense)                                                                   | -             | -           | -           | -                 |
| 13. Net Profit (+) / Loss (-) for the period (11-12)                                                           | 1,31,97       | 59,10       | 1,10,62     | 3,55,21           |
| 14. Paid Up Equity Share Capital                                                                               | 42,06         | 42,06       | 42,06       | 42,06             |
| -Face Value of Equity Shares-Rs.                                                                               | 10            | 10          | 10          | 10                |
| 15. Reserves excluding Revaluation Reserves as per Balance Sheet of the previous accounting year               |               |             |             | 11,02,12          |
| 16. Earnings Per Share (EPS) - Rs.                                                                             |               |             |             |                   |
| (a) Basic and diluted EPS before Extraordinary items for the period and for the previous year (not annualized) | 31.38         | 14.05       | 26.30       | 84.46             |
| (b) Basic and diluted EPS after Extraordinary items for the period and for the previous year (not annualized)  | 31.38         | 14.05       | 26.30       | 84.46             |



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| Part II                                                                                  |               |             |             |                   |
|------------------------------------------------------------------------------------------|---------------|-------------|-------------|-------------------|
| Select Information for the Quarter Ended 31st March 12                                   |               |             |             |                   |
| A. PARTICULARS OF SHAREHOLDING                                                           | QUARTER ENDED |             |             | ACCOUNTING YEAR   |
|                                                                                          | Mar 31,2012   | Dec 31,2011 | Mar 31,2011 | December 31, 2011 |
| 1. Public Shareholding                                                                   |               |             |             |                   |
| -Number of Shares                                                                        | 2,39,03,295   | 2,39,03,295 | 2,39,03,295 | 2,39,03,295       |
| -Percentage of Shareholding                                                              | 56.84         | 56.84       | 56.84       | 56.84             |
| 2. Promoters and Promoter Group Shareholding                                             |               |             |             |                   |
| a) Pledged/Encumbered                                                                    |               |             |             |                   |
| - Number of shares                                                                       | -             | -           | -           | -                 |
| - Percentage of shares (as a % of the total shareholding of Promoter and Promoter Group) | -             | -           | -           | -                 |
| - Percentage of shares (as a% of the total share capital of the Company)                 | -             | -           | -           | -                 |
| b) Non-encumbered                                                                        |               |             |             |                   |
| - Number of shares                                                                       | 1,81,52,243   | 1,81,52,243 | 1,81,52,243 | 1,81,52,243       |
| - Percentage of shares (as a % of the total shareholding of Promoter and Promoter Group) | 100.00        | 100.00      | 100.00      | 100.00            |
| - Percentage of shares (as a% of the total share capital of the Company)                 | 43.16         | 43.16       | 43.16       | 43.16             |

| B. INVESTOR COMPLAINTS                         |                            |
|------------------------------------------------|----------------------------|
| Particulars                                    | 3 months ended 31st Mar 12 |
| Pending at the beginning of the quarter        | NIL                        |
| Received during the quarter                    | 37                         |
| Disposed of during the quarter                 | 37                         |
| Remaining unresolved at the end of the quarter | NIL                        |



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**GLAXOSMITHKLINE CONSUMER HEALTHCARE LIMITED**  
**UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED MARCH 31, 2012**

**NOTES**

- (1) The Company's nutritional business is India focused and in a single business and geographical segment. Accordingly segment information is not applicable.
- (2) The unaudited financial results for the quarter ended March 31, 2012 have been reviewed by the Audit Committee of the Board and approved by the Board of Directors of the Company at its meeting held on May 7, 2012. The Limited Review for the unaudited financial results for the quarter ended March 31, 2012, as required under Clause 41 of the Listing Agreement has been completed by the statutory auditors.
- (3) The figures of the quarter ended December 31, 2011 are the balancing figures between the audited figures in respect of the full financial year ended December 31, 2011 and the published year to date figures up to the third quarter ended September 30, 2011
- (4) Figures for the previous period have been regrouped/reclassified wherever necessary, to conform to the current period's classification.



REGD. OFFICE: PATIALA ROAD, NABHA 147201 (PUNJAB).  
HEAD OFFICE: DLF PLAZA TOWER, DLF CITY PHASE I,  
GURGAON - 122002, HARYANA.

GURGAON  
May 7, 2012

ON BEHALF OF THE BOARD

*Zubair Ahmed*

ZUBAIR AHMED  
MANAGING DIRECTOR

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The Board of Directors  
GlaxoSmithKline Consumer Healthcare Limited  
DLF Plaza Tower  
DLF City Phase-I  
Gurgaon 122002  
Haryana, India

1. We have reviewed the accompanying 'Unaudited Financial Results for the quarter ended March 31, 2012 in which are included the results for the quarter ended March 31, 2012 (the "Statement") of GlaxoSmithKline Consumer Healthcare Limited, except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from disclosures made by the Management but have neither been reviewed nor been audited by us. The Statement has been prepared by the Company pursuant to Clause 41 of the Listing Agreement with the Stock Exchanges in India, which has been initialled by us for identification purposes. This Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement.
3. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
4. We have only traced the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' in the Statement from the disclosures made by the Management and are, therefore, not expressing a review opinion thereon.
5. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the Statement has not been prepared in all material respects in accordance with the applicable Accounting Standards notified pursuant to the Companies (Accounting Standards) Rules, 2006 as per Section 211(3C) of the Companies Act, 1956 and other recognised accounting practices and policies, and has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreement including the manner in which it is to be disclosed, or that it contains any material misstatement.

For Price Waterhouse  
Firm Registration Number: 301112E  
Chartered Accountants



Usha Rajeev  
Partner  
Membership Number: F 087191

Gurgaon  
May 07, 2012