



GlaxoSmithKline Pharmaceuticals Ltd.
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18th August , 2021

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

We wish to inform you that pursuant to Regulation 30(6) of the Schedule III, of the Listing Obligations and Disclosure requirements (LODR), Regulations, 2015, presentation of Analyst or Institutional Meetings with the Company is attached.

Kindly take the above on your records.

Yours faithfully
For **GlaxoSmithKline Pharmaceuticals Limited**

Ajay Nadkarni
Vice President – Administration, Real Estate
& Company Secretary

#NewGSK

Analysts Meet
17th August 2021



OVERVIEW



—
GlaxoSmithKline
Pharmaceuticals
Limited
—
India

The background of the slide is a microscopic illustration. It features several large, rounded cells with a reddish-pink hue. On the surface of these cells, there are numerous small, blue, Y-shaped structures that resemble antibodies or receptors. Some of these structures are attached to the cell surface, while others are floating in the surrounding space. The overall scene is set against a light pink background, suggesting a biological or medical context.

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



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



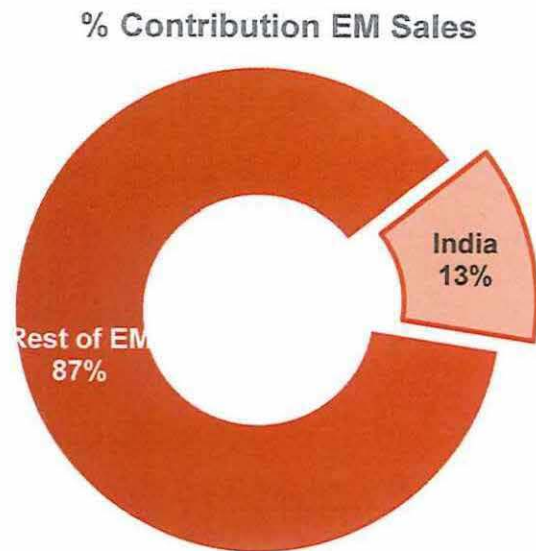
OUR PRIORITIES

Innovation

Performance

Trust

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



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.



Nucala access increasing to more eligible severe asthma patients




NUCALA Performance



1st

Biological Targeting Severe eosinophilic asthma in India



Access

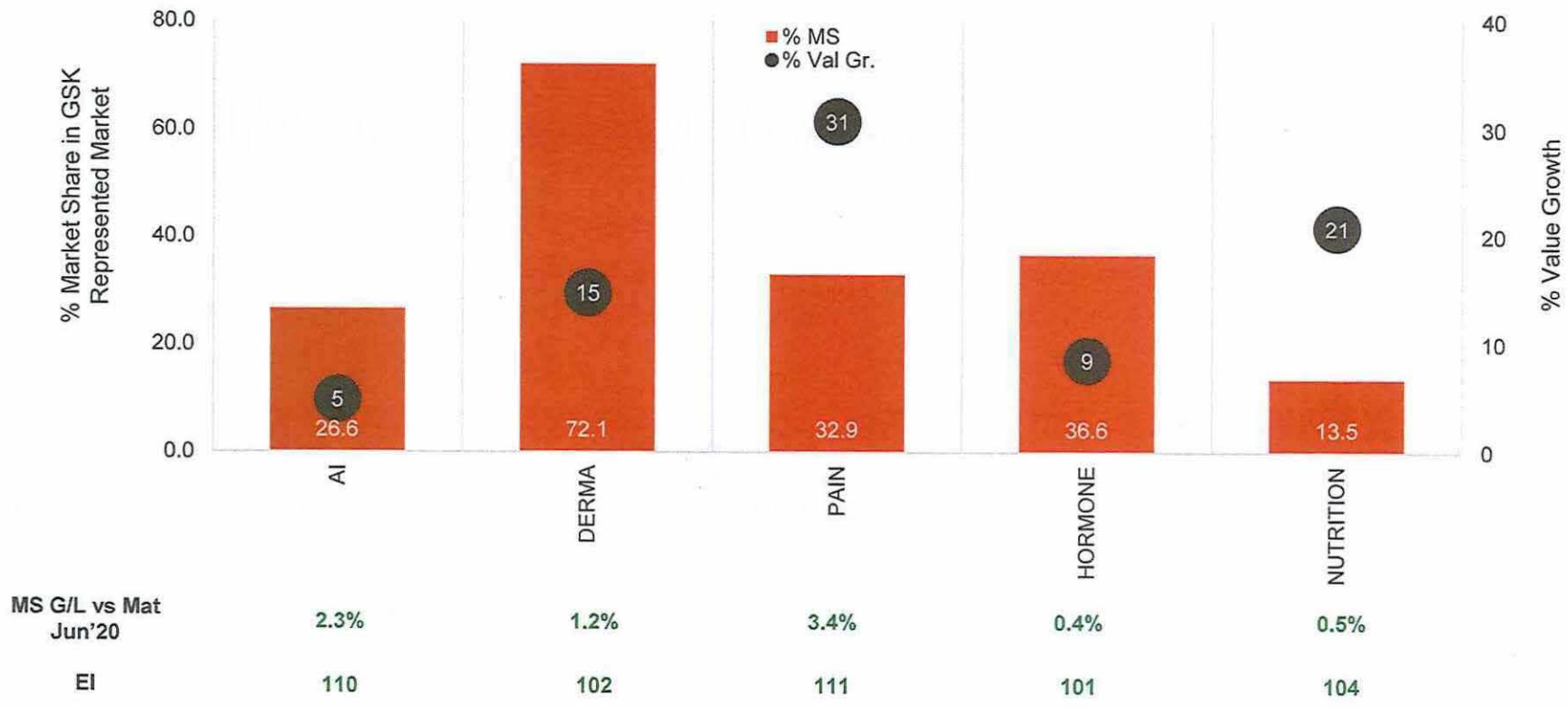
Existing Reimbursed Patient Population in both federal and state government agencies while scaling up in Y'2022



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



Source: External IQVIA Jun'21 Dataset

Digitally we remained Up and Running



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



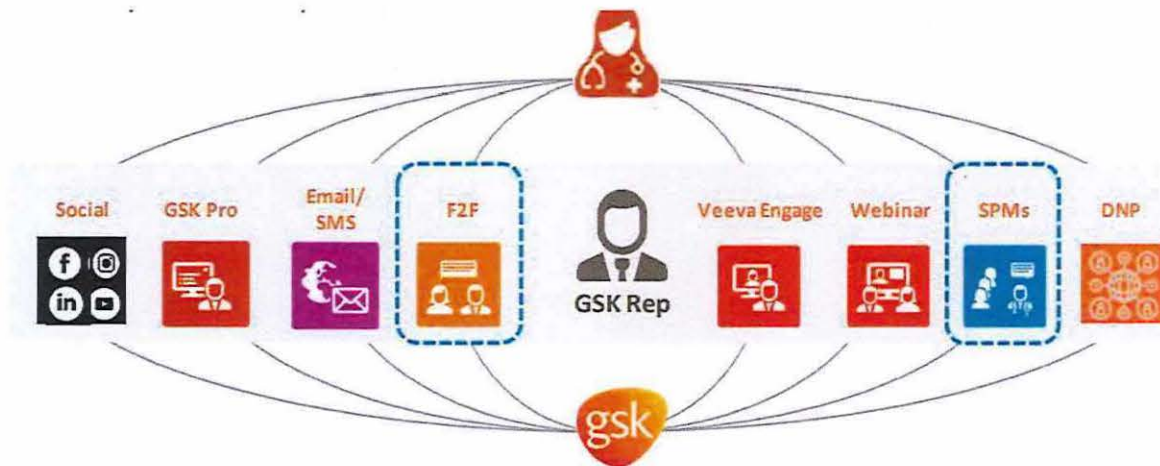
Adopting a customer-centric approach



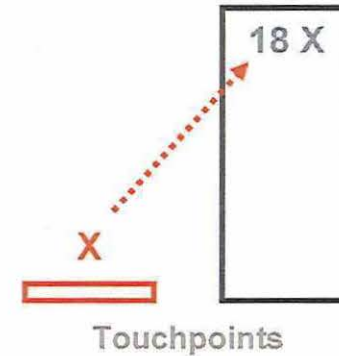
Evolving our selling approach in line with changing environment



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

New GSK



| | |
|-----------------|--|
| Purpose | We unite science, talent and technology to get ahead of disease together |
| Strategy | Health impact + Shareholder returns + Thriving people 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 |
| Culture | With ambition, accountability and responsibility |

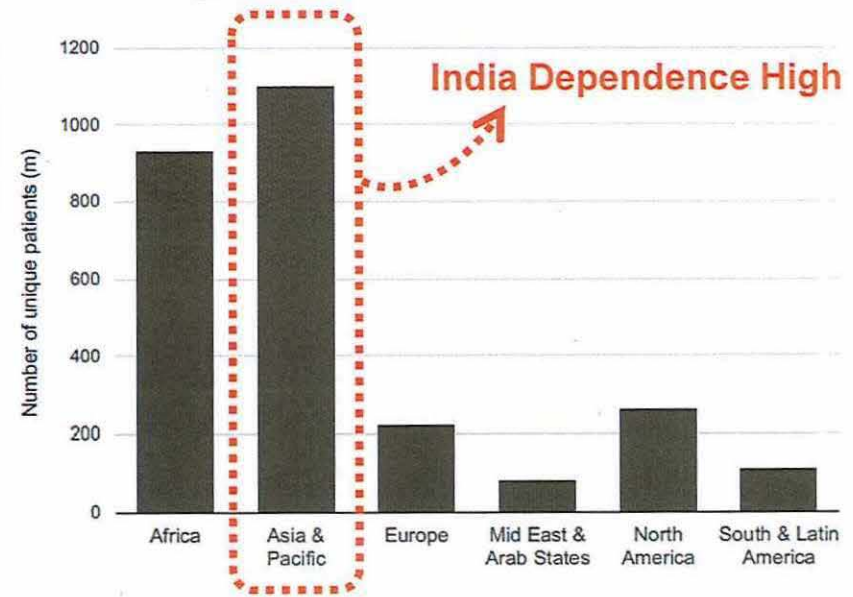
New GSK to positively impact the health of >2.5 bn people over 10 years



Estimated patient impact

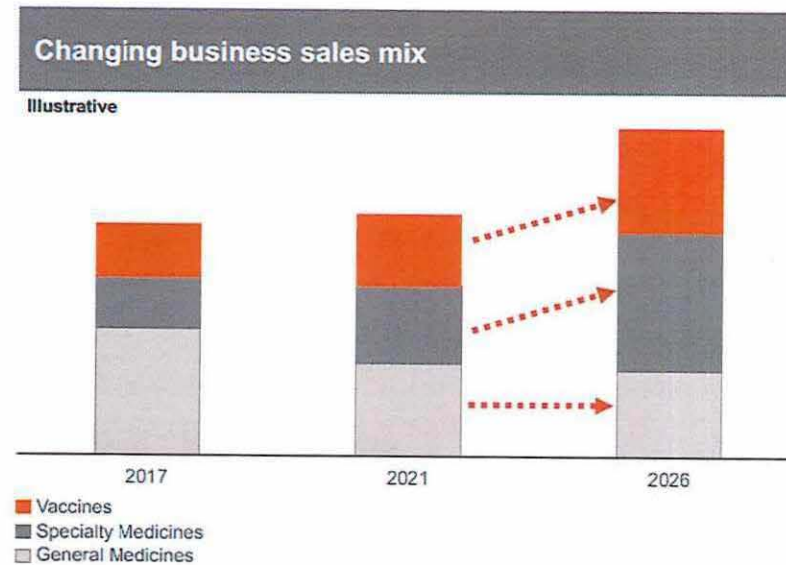


Estimated global impact



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



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