GlaxoSmithKline Pharmaceuticals Limited

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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

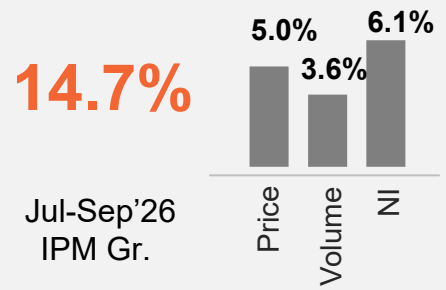
Focus on innovation & accelerate launch of pipeline products

Simplify how we work

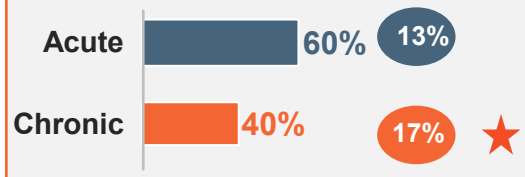
Reduce complexity, focus resources on what matters most and embrace AI/tech to drive agility

IPM Q2 FY27 grew at 14.7%, GSK continued its momentum

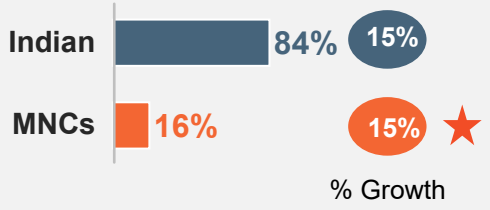
IPM sees growth largely on account of price.



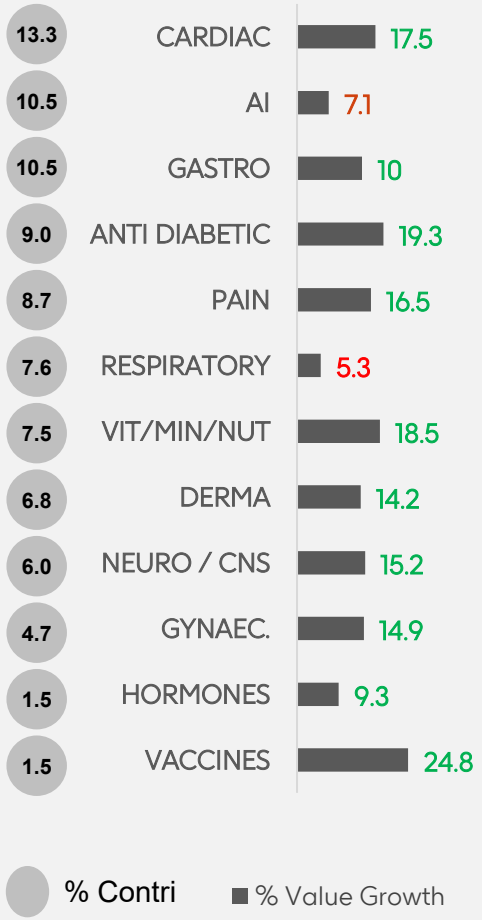
Chronic grew better vs acute increasing its industry contribution



MNCs grew at par with Indian players for the quarter

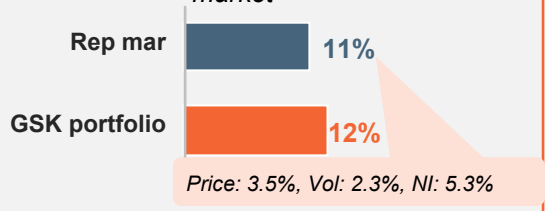


Within Acute, key therapies like AI, Respi grew at 7% & 5% resp.

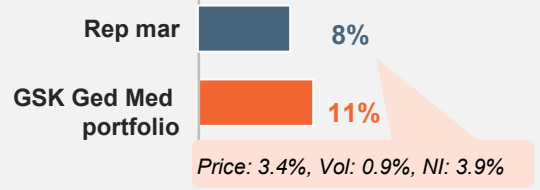


GSK's Rep market grew at 11% with Gen Med outperforming the market

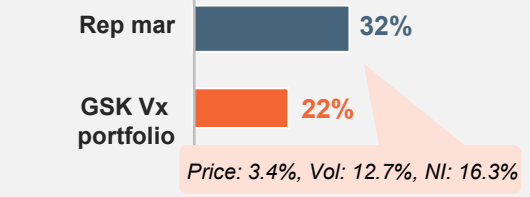
GSK portfolio has maintained its leadership with **25%** share in rep market*



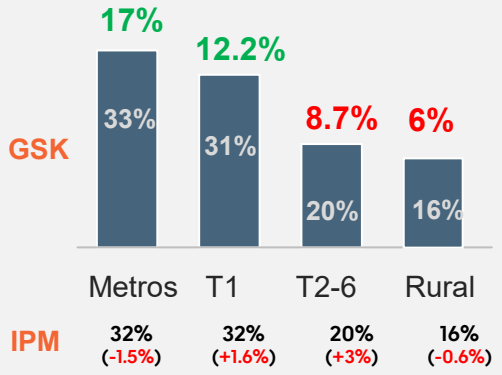
GSK Gen Med portfolio has maintained its leadership with **25%** share in rep market*



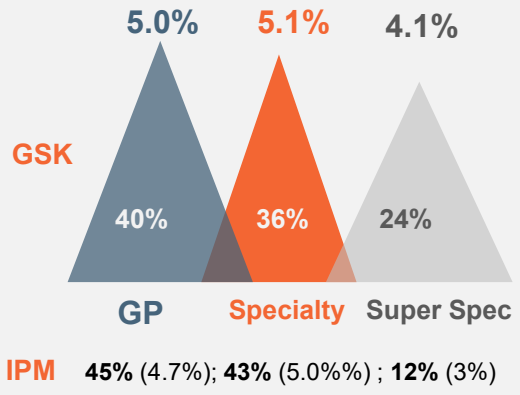
GSK Vx portfolio has maintained its leadership with **26%** share in rep market*



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

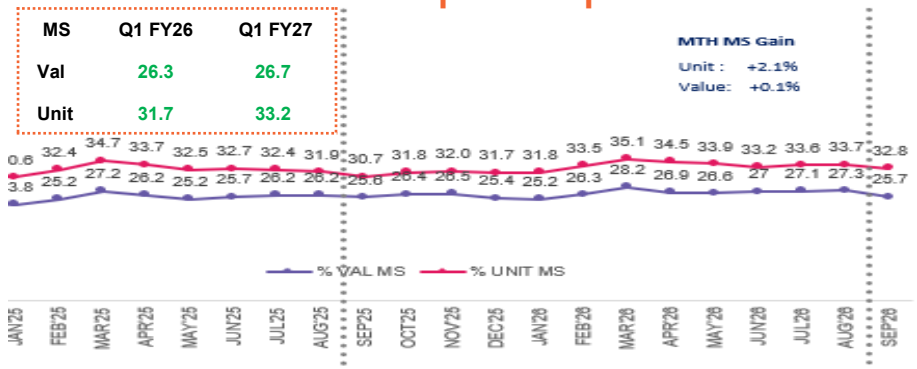


*Source: IQVIA Sep'26 dataset (MQT); *includes all Gen Med & Vaccine brands except GoA portfolio & the discontinued brands*

GSK's key brands remained competitive in the market in Q2 FY27

GENERAL MEDICINES

1 Gen Meds[1] market share improved (+2.1% Unit MS gain, Unit EI 105); key brands delivered competitive performance



Brand	Unit EI (Q2 FY27)	Unit MS (G/L) (Q2 FY27)	Unit Gr (Q2 FY27)
Augmentin	105	18.9% (1.0%)	8.2%
Calpol	110	34.0% (3.0%)	16.9%
T-Bact	101	47.8% (0.6%)	12.2%
Eltroxin	94	20.8% (-1.3%)	-2.2%
Ceftum	101	23.9% (0.3%)	4.3%
Neosporin	103	31.4% (0.9%)	16%
Dist. Brands[3]	99	39.7% (-0.2%)	5.2%

VACCINES

2 Established Vaccines continues to lead the overall Vx market with 21.5% Val MS[2] Unit EI 103 & Val EI 100

Brand	Unit EI (Q2 FY27)	Unit MS (G/L) (Q2 FY27)	Unit Gr (Q2 FY27)
Fluarix	130	22.5% (5.2%)	65.3%
Havrix	100	33.8% (0.02%)	16.3%
IH	98	45.5% (-0.7%)	21.9%
Boostrix	112	32.9% (3.6%)	21.0%

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 — New Patient Update

NUCALA mepolizumab Injection 100mg/mL — 4,000+ *Severe asthma patients benefitted*

5 Strong foundation in Oncology

Jemperli (dostarlimab-gxly) Injection 500 mg

Zejula niraparib

New Patient Update

Touchpoints (F2F + Digital)	7.9M+	Unique HCPs reached (F2F + Digital)	365K+	HCP / HCO engagement Events	3.3K+

Source: IQVIA Sep'26 dataset (MQT), Internal data; [1]excludes GOA; [2] MAT Val MS; [3] Distributed brands includes the GoApptiv portfolio

Financial Highlights : Q2 FY 26-27 (Standalone)

Delivering growth with continued portfolio transformation

Revenue

Q2	H1
₹1180cr	₹2104cr
Growth +21%	Growth +18%

EBITDA

Q2	H1
₹400cr	₹693cr
Margin: 34% (-50 bps)	Margin: 33% (+10 bps)
Growth +20%	Growth +18%

PAT

(before exceptional)

Q2	H1
₹335cr	₹588cr
Margin: 29% (+260 bps)	Margin: 28% (+230 bps)
Growth +33%	Growth +29%

Q2 Revenue growth +21%

- Sales growth driven by execution excellence; and continued evolution of innovative portfolio further aided by favorable base effect from PY
- Innovation* portfolio accounts for 7% (PY 3%) of total sales. Building momentum with Oncology launches, Adult Vx & New respiratory
- General medicines growth led by brands Augmentin, Calpol, Neosporin and T-Bact
- Pead Vaccines continued leadership in the self pay private pediatric market
- Shingrix doubles in Sales driven by HCPs and HCOs engagement to shape the category

Q2 EBITDA margin -50 bps (YoY)

- EBITDA moderated slightly, primarily due to a marginal impact from gross margins
- Gross margin dilution due to currency depreciation and higher input costs partially offset by price increases
- SG&A as a % of sales reduces by 1% on cost efficiencies

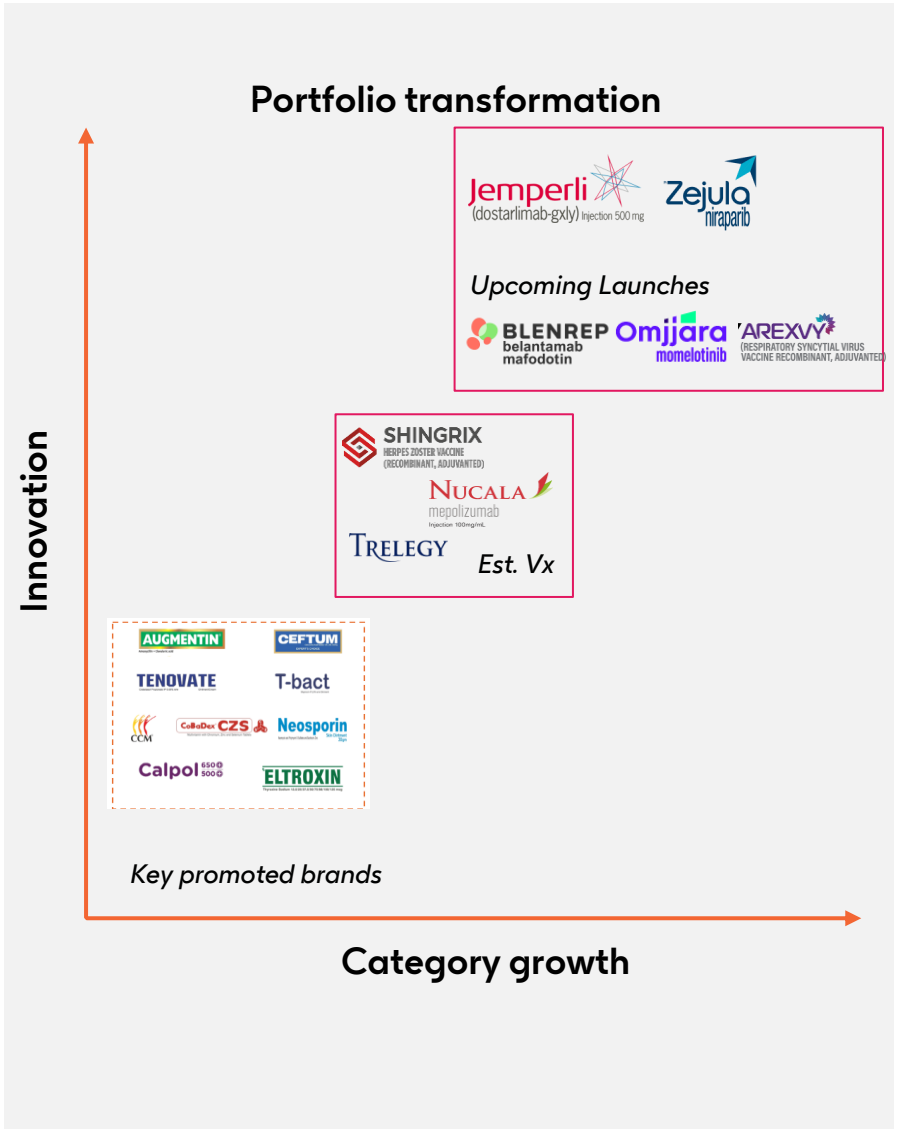
Q2 PAT margin +260 bps (YoY)

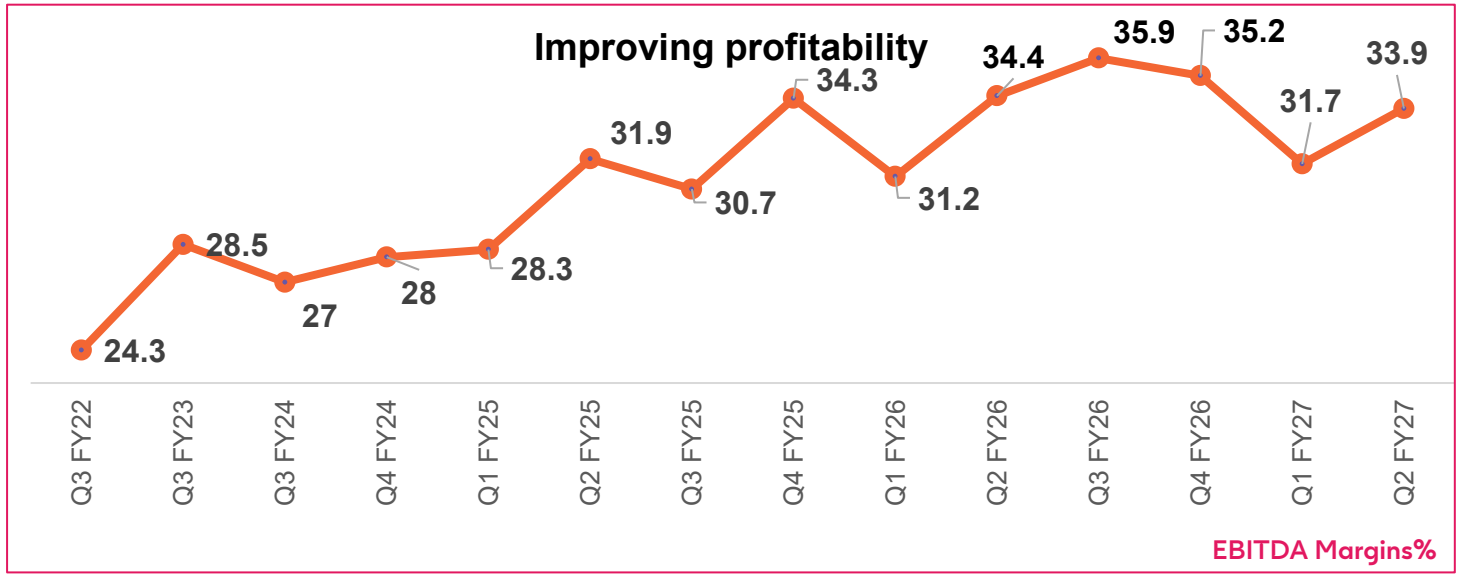
- PAT margin stepped up on account of interest on income tax refund received during the quarter
- EPS for Q2 @ 19.76 (+32%)
- Sustained focus to strengthen and optimize the balance sheet

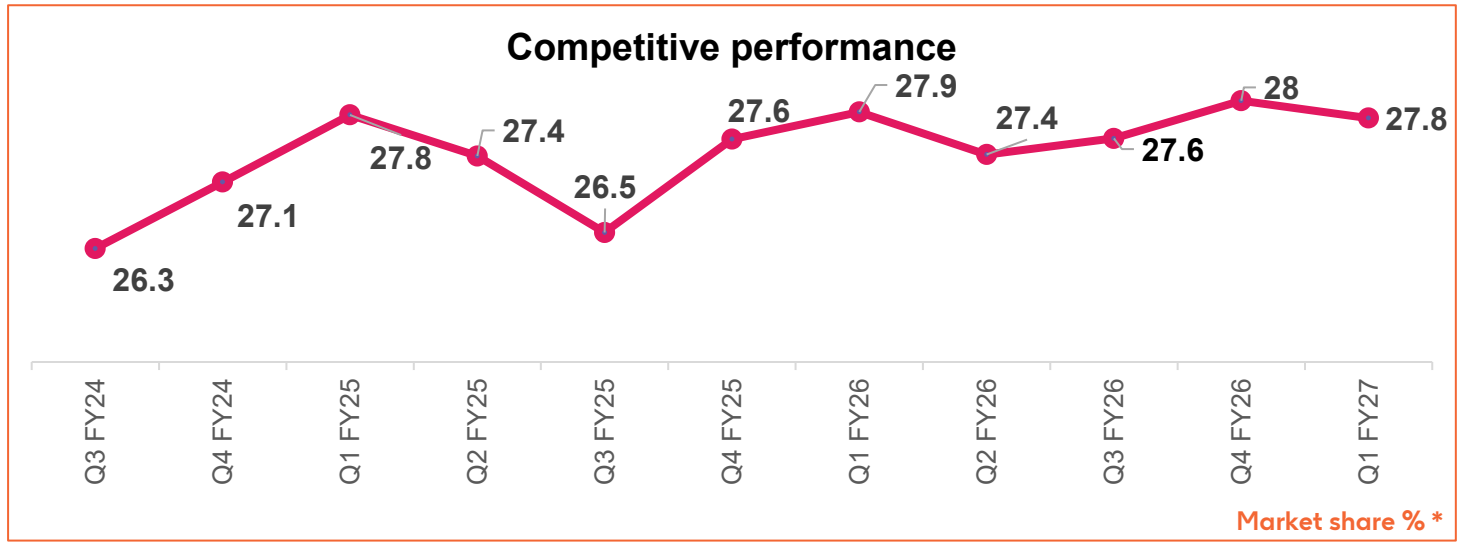
* Innovation = Oncology (Jemperli + Zejulo) + New Respiratory (Nucala + Trelegy) + Adult Vaccines (Shingrix)

Source: GSK Standalone reported data

Consistent competitive performance & profitability improvement with portfolio transformation







Source: Internal data till Mar 2026; IQVIA Jun'26

Market share of Key promoted brands in its rep market; Key promoted brands - Augmentin, Calpol, Ceftum, T-bact, CCM, Cobadex CZS, Eltroxin, Tenovate,Neosporin, Supacef

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End of Presentation

