



GlaxoSmithKline Pharmaceuticals Ltd.
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25th July, 2017

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: Media release –Q1- FY17-18

Please find enclosed a press release issued by the Company in respect of financial results for the first quarter ended June 30, 2017.

This is for your information and record.

Yours faithfully
For **GlaxoSmithKline Pharmaceuticals Limited**

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



Tuesday, 25th July 2017, Mumbai

GlaxoSmithKline Pharmaceuticals Limited Q1 performance temporarily impacted by GST trade channel destocking whilst fundamentals remain intact

GlaxoSmithKline Pharmaceuticals Limited today declared its financial results for the quarter ended 30th June 2017. Revenue from Operations for the quarter ended 30th June 2017 at Rs.607 crores recorded a decline of 14% as compared to the same prior year period. This is mainly attributable to a destocking of the trade channel by approximately two weeks. Consequently, the destocking had a significant impact of this quarter's profit growth as compared to the same prior year period resulting in a Profit Before Tax (PBT) at Rs. 38 crores and Profit After Tax (PAT) at Rs. 26 crores.

Commenting on the results, **A. Vaidheesh, Managing Director, GlaxoSmithKline Pharmaceuticals Limited** said,

"Our Company's Revenue and Profit before Tax performance have been temporarily adversely impacted by the introduction of GST. The pharmaceutical trade channels de-stocked impacting the overall performance of the industry. In line with our expectations, our primary sales reduced by an approximate 130 crores or equivalent to 2 weeks of sales that contributed to a decline of 20% partly offset by an increase in value growth of 6%. We expect the trade channels to normalise in future months.

Our prescription uptake in the market remains strong where we maintained patient supply for the GST transition. The IMS TSA (Territorial Sales Analysis) data for the six month period to June 2017 highlights GSK's fundamentals in prescription fulfilment remain intact growing at 7% in value terms ahead of a market growing at 6%."

About GlaxoSmithKline Pharmaceuticals Limited

GlaxoSmithKline Pharmaceuticals Limited is a subsidiary of GlaxoSmithKline plc, one of the world's leading research-based pharmaceutical and healthcare companies, committed to improving the quality of human life by enabling people to do more, feel better and live longer. For more information, visit www.gsk-india.com

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