



GlaxoSmithKline Pharmaceuticals Ltd.
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22nd July, 2019

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

Please find enclosed a press release issued by the Company in respect of financial results for the first quarter ended 30th June 2019.

This is for your information and record.

Yours faithfully
For **GlaxoSmithKline Pharmaceuticals Limited**


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



PRESS RELEASE

Monday, 22nd July 2019, Mumbai

GlaxoSmithKline Pharmaceuticals Limited financial results for the quarter ended June 30, 2019

Revenue growth is at 7%, Profit after tax grew at 28%
Underlying growth, excluding discontinued portfolio, at 12%

GlaxoSmithKline Pharmaceuticals Limited today declared its financial results for the quarter ended 30th June 2019. Revenue for the quarter came in at Rs.788 crores, an increase of 7% over the same period last year. Profit After Tax at Rs.113 crores recorded a growth of 28% over the same quarter in 2018.

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

"It has been a year since we launched our new commercial operating model, investing resources in focus products to drive growth. Identified key therapies were also supported by investment in incremental addition to the sales force, which expanded our reach by over 30%. The early results have been very encouraging. Our promoted brands show high double-digit growth for the quarter as expected, supported by strong in-market performance growing significantly faster than market. We continue to see the annualizing effect of discontinued tail-end brands. Adjusting for this, our underlying sales growth is 12%, supported by strong volume growth of 8%.

We continue to drive improved operational efficiencies reflecting in a 2 percentage point increase in our EBITDA margin to 21%, as against the same period last year."

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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