GlaxoSmithKline Pharmaceuticals Limited
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9th February 2026

To,

BSE LIMITED	**THE NATIONAL STOCK EXCHANGE OF INDIA LIMITED**
Phiroze Jeejeebhoy Towers	Exchange Plaza, 5th Floor, Plot No. C/1, G Block
Dalal Street	Bandra-Kurla Complex, Bandra (East)
Mumbai - 400001	Mumbai - 400051

Dear Sirs,

<u>Subject: Presentation of Analyst / Institutional Investor Meetings</u>

Pursuant to Regulation 30 read with Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the presentation to be made in Investors / Analysts Call and the same is also being uploaded on the website of the Company.

Thanking you,

Yours faithfully
For **GlaxoSmithKline Pharmaceuticals Limited**

AJAY AVINASH NADKARNI
Digitally signed by AJAY AVINASH NADKARNI
Date: 2026.02.09 15:40:23 +05'30'

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

GlaxoSmithKline Pharmaceuticals Limited

9th February, 2026

gsk.com

Bhushan Akshikar, Managing Director

Mr. Bhushan Akshikar has been the MD of GSK India since Q3 2022. He brings over 14 years of leadership experience in key roles within GSK spanning 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.

Juby Chandy, Chief Financial Officer

Mr. Juby Chandy has been the CFO of GSK India since early 2022 and has a successful track record of over 17 years in key leadership roles in GSK across India, Singapore, Southeast Asia, Vietnam, Turkey, and the Middle East.

GSK India's commercial ambition is driven by focus, innovation and agility, underpinned by continuous cultural transformation

Our Portfolio

General Medicines

Anti-infectives, dermatology, pain, VMN, oncology

Vaccines

Shingles, Tdap, influenza, pneumococcal, Hep A

Specialty

Respiratory, Oncology

1 Focus to grow

Sharper strategies for key brands to win vs competition and gain MS in **GenMed** & **Established Vx**

2 Agile to be ambitious

Test, learn and adapt to create adult IZ as a category for **Shingles**

3 Innovate to be competitive

Scale **Oncology** as the next frontier of innovation, driving access through cutting-edge therapies & enhancing patient experience

100 YEARS OF TRUST IN INDIA

Culture

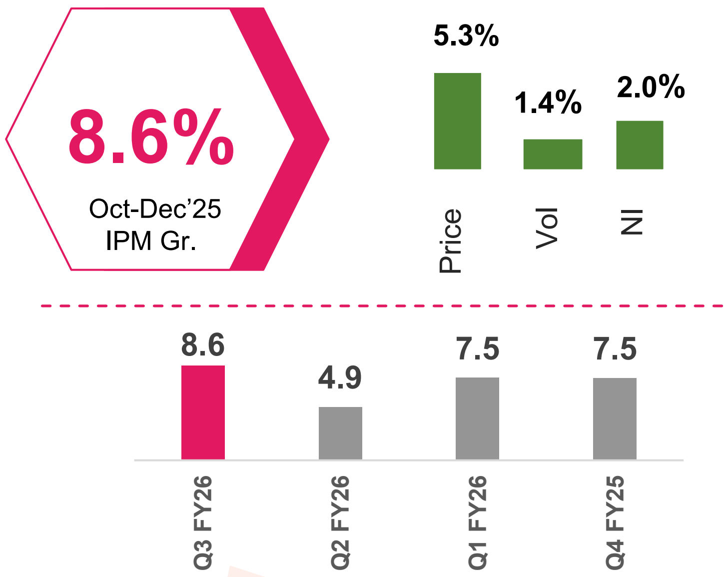
Evolve a culture where our people develop, thrive & do the right thing

GenMed: General Medicines; Paed Vx: Pediatric Vaccines; IZ: Immunization rate; VNM: Vitamins nutrients minerals; Vx: Vaccination

Indian Pharma Market grew at 11.8% to reach ~₹662B in Q3FY26 ; GSK rep market grew at 8.6%, in-line with acute market

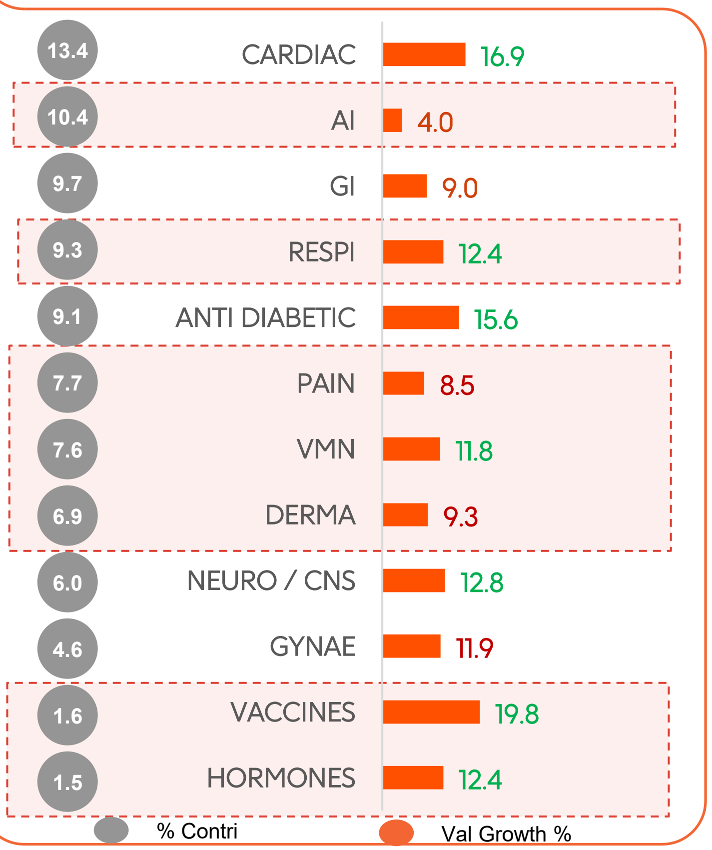
Acute market grew 8.6% after a muted Q2, driven by price and new launches

Acute market Growth

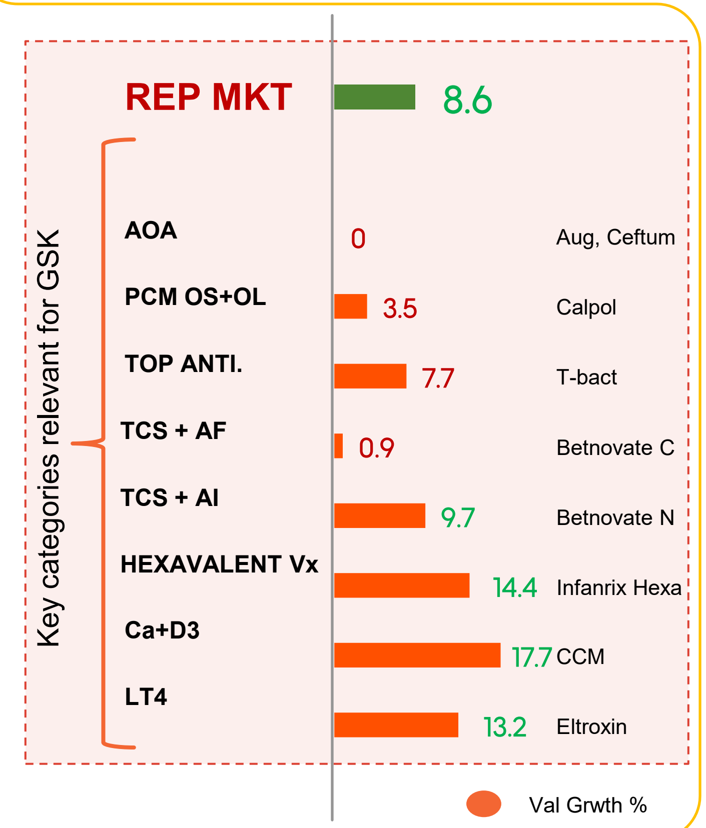


*IPM growth at **11.8%** in Q3FY26 and **8.8%** in 2025*

Amongst GSK's key therapies Vaccines, Hormones, VMN and Respiratory grew faster than market



GSK's rep market grew at 8.6% driven by the growth of its key categories



Relevant for GSK

Source: IQVIA Dec'25 dataset (MQT);

AOA – Advanced Oral Antibiotics, PCM OS + OL - Paracetamol Oral Solids + Oral Liquids, TOP ANTI - Topical Antibacterials/Antifungals, TCS + AF - Topical Corticosteroids + Antifungals, TCS + AI - Topical Corticosteroids + Anti-Infectives (other than antifungals), HEXAVALENT Vx - Hexavalent Vaccines market, Ca + D3 – Calcium solids + Calcium + Cholecalciferol solids, LT4 - Levothyroxine

GSK

GSK grew by 10.5% in-market driven by above market performance across Gen Meds, Vaccines & Specialty

GENERAL MEDICINES

1 Gen Meds grew at 9% (Unit EI 102) in market; key brands delivered competitive performance

Brand	Unit EI (Q3 FY26)
Augmentin	109
Ceftum	112
T-Bact	102
Tenovate	100
Calpol	105
Neosporin	108
Eltroxin	98

Eltroxin 101 Unit EI in Oct'26 after 26 months

VACCINES

2 Established Vaccines continues to lead the overall Vx market with 20.5% Val MS and Unit EI 103

Brand	Unit EI (Q3 FY26)
Varilrix	114
Fluarix	115
Havrix	98

Havrix Month Unit EI for Dec 2025 103

3 Establishing adult immunization as a category through Shingrix; driving 2026 growth through the CVMD opportunity

SHINGRIX HERPES ZOSTER VACCINE (RECOMBINANT, ADJUVANTED)

50k Rxs for Q3 FY26
(80% YOY growth)

SPECIALTY

4 Building equity in the Respiratory Segment

TRELEGY ELLIPTA	NUCALA mepolizumab Injection 100mg/mL
>8.5k+	2900+[1]
Monthly units Maintaining base sale post LOE in Apr 2025	*Severe asthma patients benefitted*

5 Strong start in Oncology; growth momentum from RUBY-1 approval in Dec 2025

Zejula niraparib

Jemperli (dostarlimab-gxly) Injection 500 mg

Improving our SoV and Elevating customer experience through digital innovation

360K+
Unique HCPs reached (F2F + Digital)

~4Mn
Touchpoints (F2F + Digital)

GSK

Source: IQVIA Dec'25 dataset (MQT), Internal data; [1]Internal data till Dec 2025;

Financial Highlights : Q3 FY 25-26 (Standalone)

Revenue	EBITDA	PAT (before exceptional)
₹1023cr Growth +8.1%	₹368cr Margin: 35.9% (+520bps) Growth +26.7%	₹277cr Margin: 27.3% (+290bps) Growth +21.3%

Revenue growth +8.1%

- General Medicine sales growth driven by Augmentin, Ceftum & T-bact
- Specialty portfolio driving growth led by Oncology products
- Pead Vaccines portfolio delivers +11% growth led by Boostrix, Varilrix and Havrix
- Shingrix continued performance driven with HCPs and HCOs engagement to shape the category
- Key brands outperforming in their represented market, gaining share & maintaining leadership

EBITDA margin +520 bps (YoY)

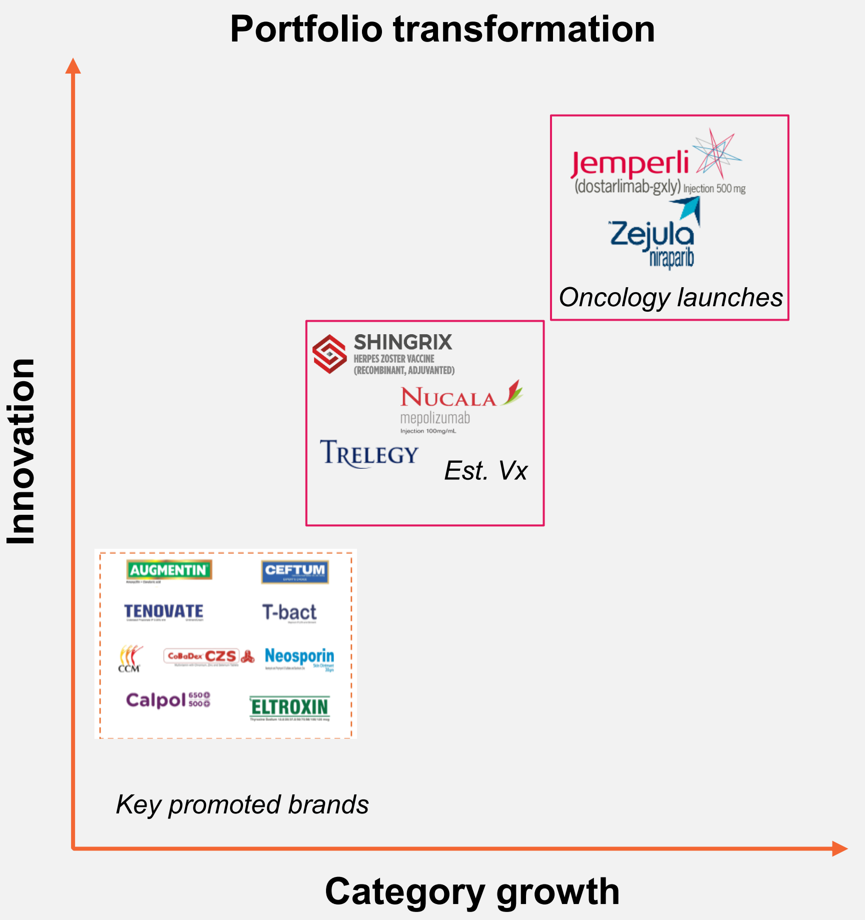
- EBITDA improved due to gross margin improvement and operating leverage
- Field productivity improved by 11%
- One-off labour code impact Rs.11.8 cr

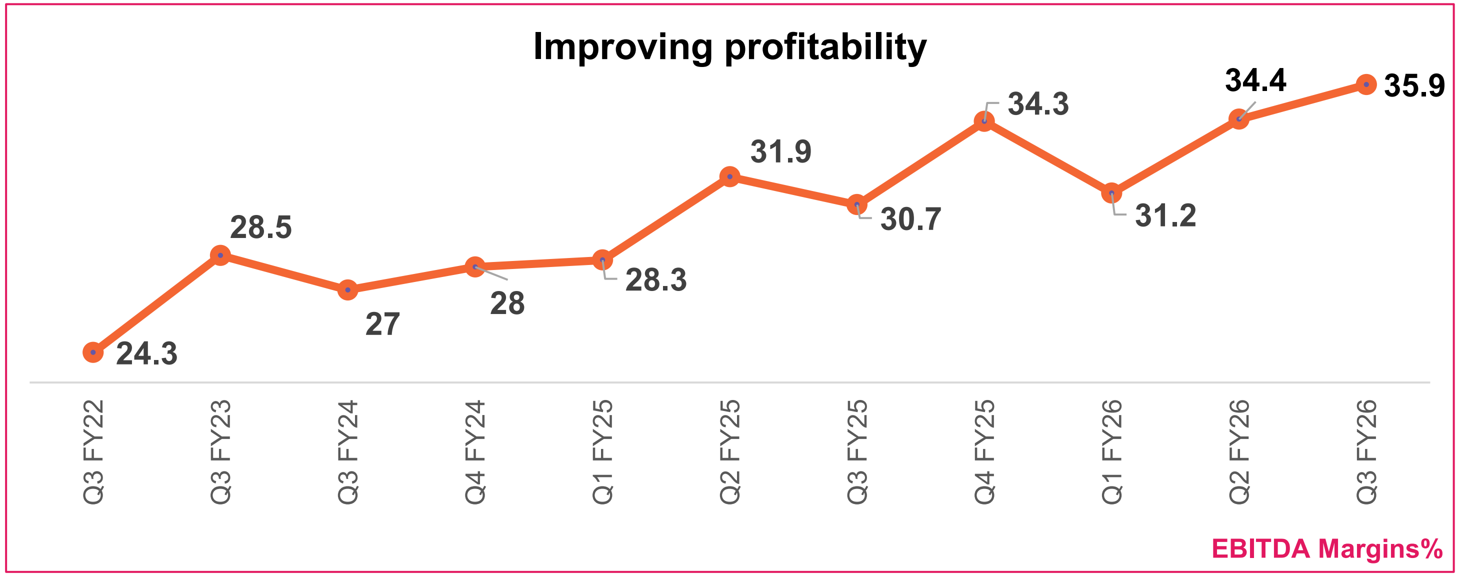
PAT +290 bps (YoY)

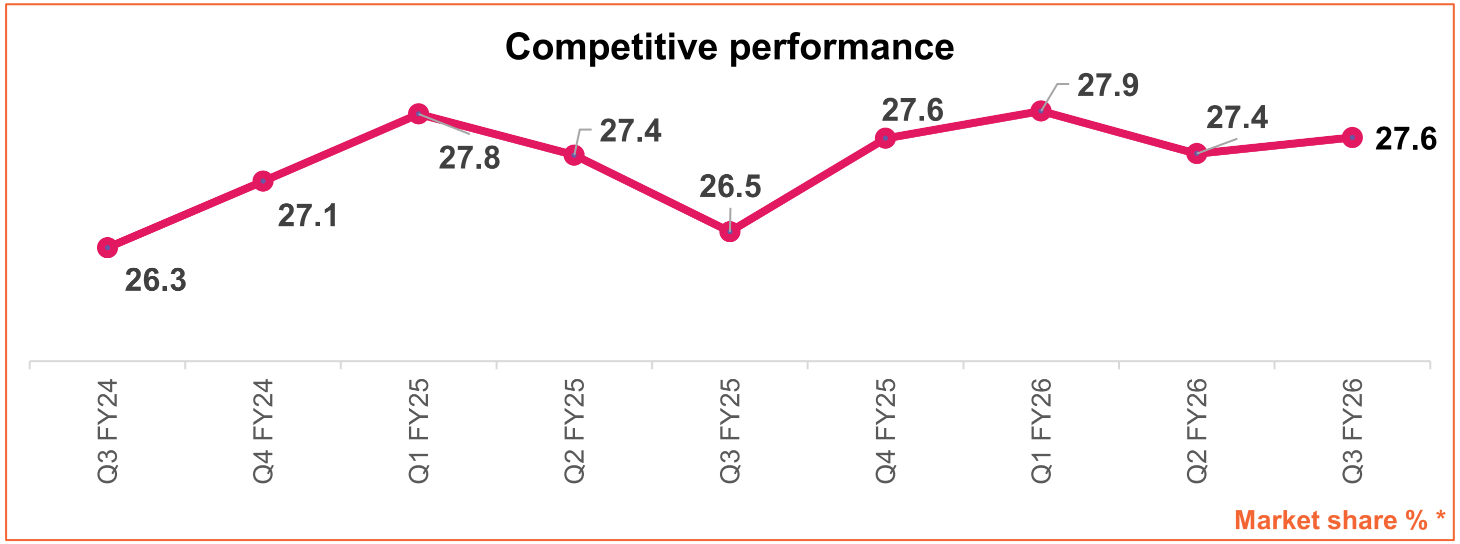
- PAT stepped up on consistent gross margin improvement & cost management
- EPS for Q3 @ 16.36 (+9%)
- Healthy cash position at Rs.2426 cr

Source: GSK Standalone reported data

Consistent competitive performance & profitability improvement with portfolio transformation







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

End of Presentation

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