



**GlaxoSmithKline
Consumer Healthcare
Limited**

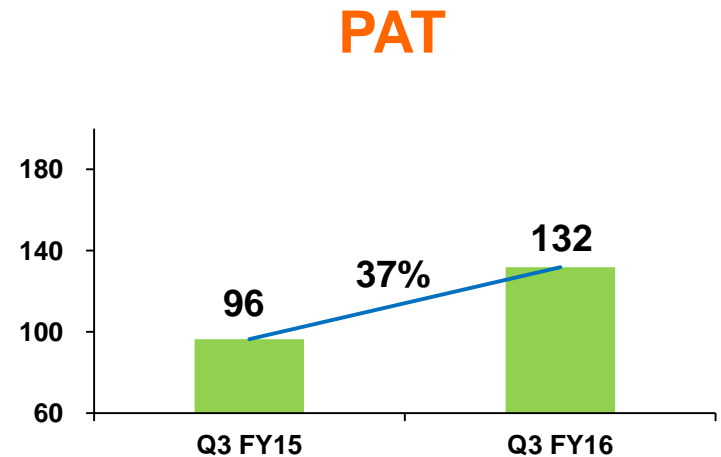
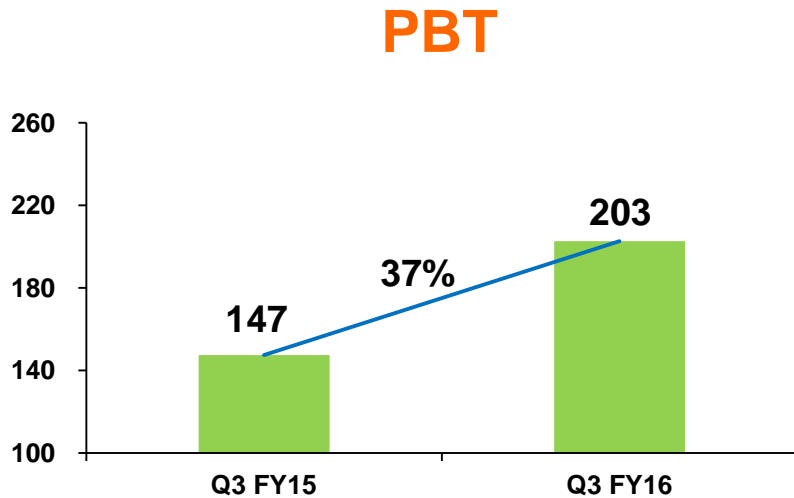
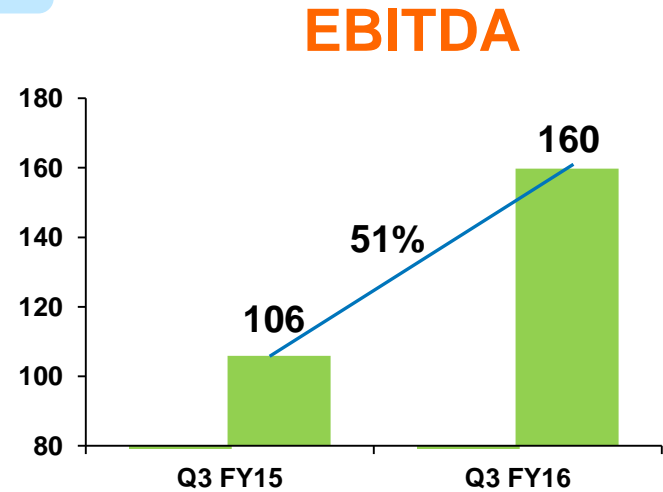
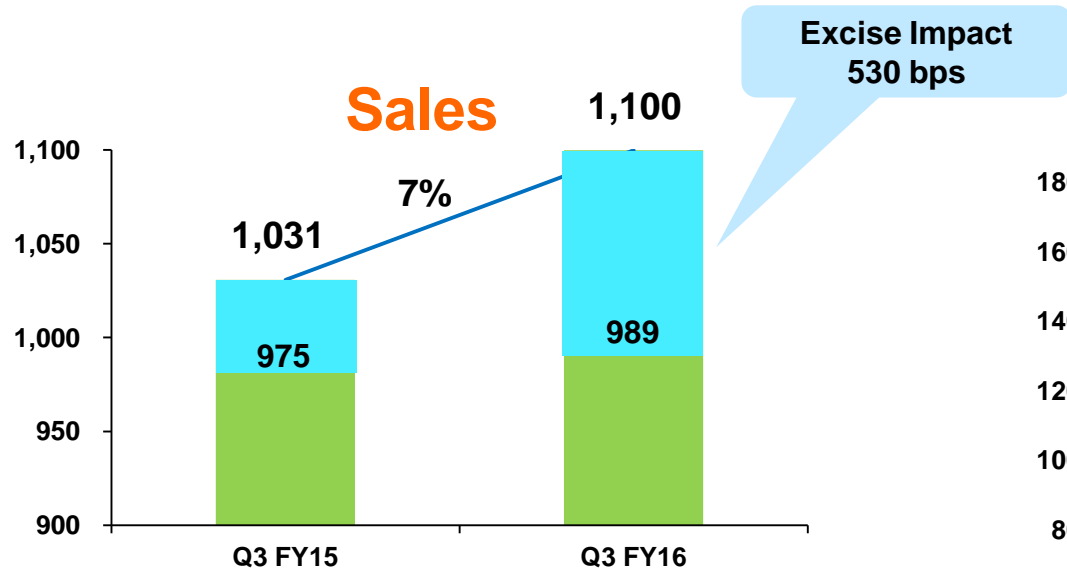
**Financial Results
Q3 FY15-16**

- 
- Underlying Sales growth @ 7%,**
- Horlicks gained Market Share to reach 47.2% and continues to be No.1 brand across India
 - Other Operating Income grew by 9%

- 
- PBT grew @ 37%**
- GM Improvement by 410 bps driven by value engineering initiatives and commodity price softening

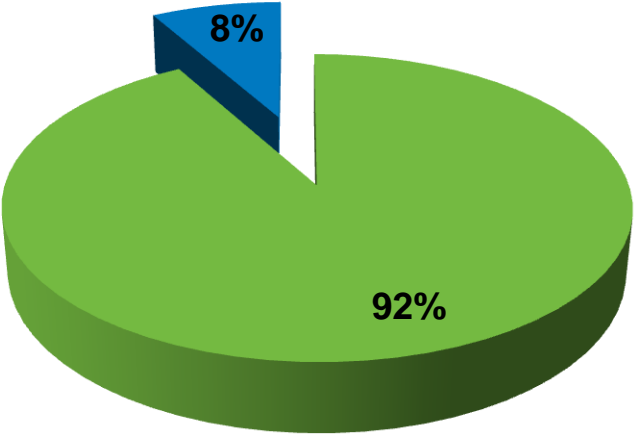
- 
- Best Ever Chocolate Horlicks Launched, Continue to invest behind brands**
- Best Ever Chocolate Horlicks launched in Oct'15
 - Horlicks ranked #6 most Trusted Brand (Brand Equity, Economic Times)

Financial Performance* – Q3 FY16

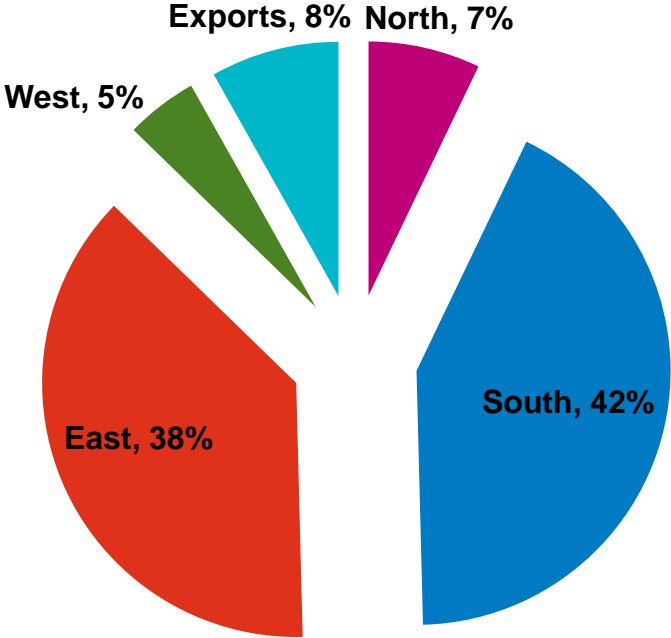


*Sales and profit growth v/s quarter ending Dec 2014
INR in crores

Regional Split



■ Domestic ■ Exports



Market Share



HFD gained 1.1%



Base HLX – Gained 0.5%

Hlx Extensions 0.4%



Boost Gained 0.2%

Clear No 3 Player in category

Marketing Initiatives



Chocolate Horlicks



Women Horlicks



THANK YOU