



**GlaxoSmithKline
Consumer Healthcare
Limited**
Financial Results
Q4 16-17



Quarter Highlights



➡ Net Sales increased by 1.1%
Rs 1,149 Cr Vs Rs 1,136 Cr mainly on account of increase in Domestic Sales by 2%
Sales growth for the first time in financial year

➡ 8% increase in PBT: Underlying 1% (Interest on Income tax refund Rs 18 Cr)

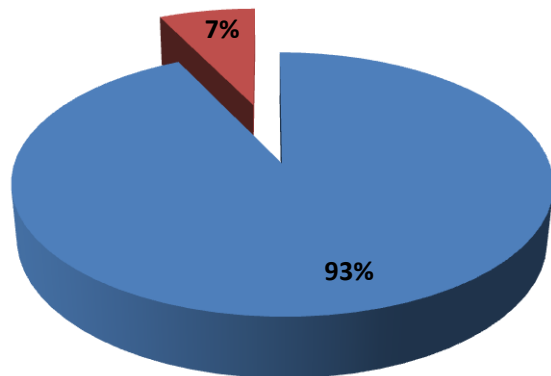
- 8% increase in Business Auxiliary income
- Savings in Employee Cost due to change in actuarial assumptions and one-off in base partially offset by:
 - 1.6% Gross margin decline due to lower volumes, higher trade promotions, price increase fully compensating for cost inflation
 - Stepped Up marketing investments
 - Other Expenses on account of higher R&D and CSR

➡ Drive HFD Consumption

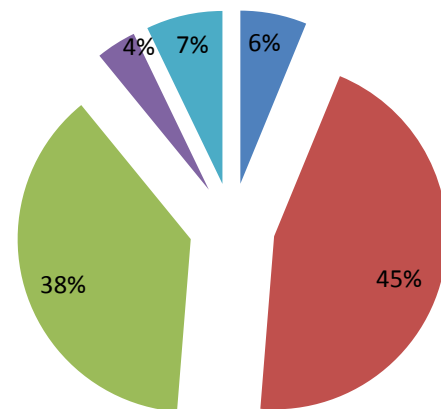
- Brand building initiatives, we continue to strengthen / expand the initiatives
- Campaign is around micronutrient deficiency
- Summer time Campaign
- Boost Re-stage along with new campaign & digital video series

Financial Performance*: Q4 FY17

	Q4 FY 17	Q4 FY 16	Growth%
Sales	1,149	1,136	1%
EBITDA	216	214	1%
PBT	269	249	8%



■ Domestic ■ Exports



■ North ■ South ■ East ■ West ■ Exports

**Sales and profit growth v/s quarter ending Mar 2016
INR in crores*

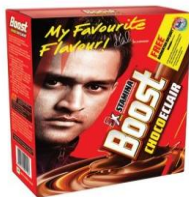
Market Share



Hlx 44.8%



Horlicks Extensions 16.5%



Boost 11.2%

FY17 Results

Financial Performance*: FY17

	FY17	FY16	Growth %
Sales	4362	4209	-3.5%
EBITDA	832	838	-0.6%
PBT	1010	1056	-4%

Rs. 70 per share Proposed Dividend (Dividend Payout to 45%)

**Sales and profit growth v/s year ending Mar 2016*

INR in crores

THANK YOU