



GlaxoSmithKline Consumer Healthcare Limited

Financial Results

Q3 FY17-18

➡ Revenue increased by 7.8% : Underlying +19%

On account of change in tax rate & tax regime: Excise, Value Added Tax (VAT) etc. have been subsumed into GST

➡ 23% increase in PBT

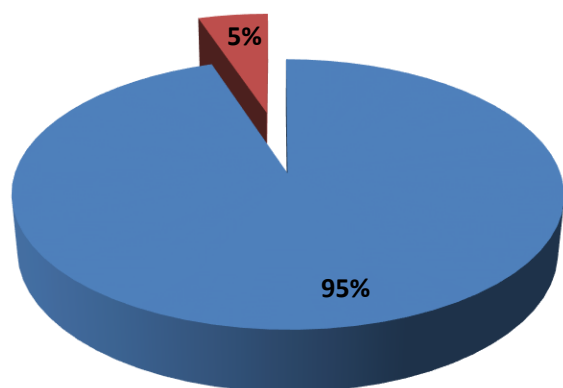
- Continued investment behind brands: : 11% of Sales (+22% growth) to fund innovation & drive Hlx campaign

➡ Drive HFD Consumption

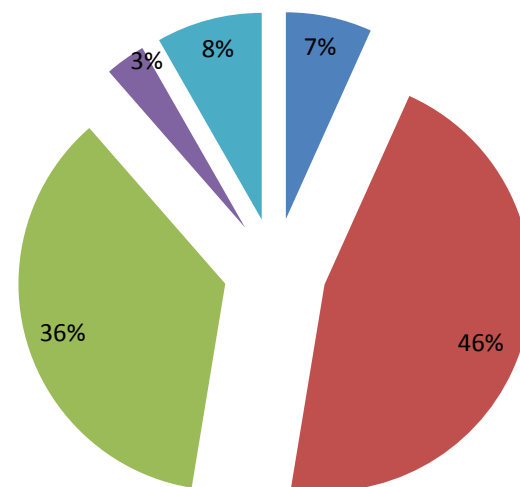
- Brand building initiatives, continue to strengthen / expand the initiatives:
 - Strengthening Hunger campaign in South & East, Exam copy in West Bengal
 - Boost Campaign continues to do well
 - Sachets volume continue to grow high double digit, led by visible distribution & strong on-air support

Financial Performance*: Q3 FY18

Particulars	Q3 17-18	Q3 16-17	Growth %
Revenue from Operations	1,035	960	7.8%
EBITDA	204	168	22%
PBT	253	206	23%



■ Domestic ■ Exports



■ North ■ South ■ East ■ West ■ Exports

*Sales and profit growth v/s quarter ending Dec 2017
INR in crores

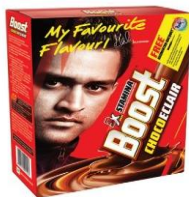
Market Share



Hlx 44.1%



Horlicks Extensions 16.2%



Boost 11.3%

Horlicks new visualization: 'Defeating' nutritional deficiencies





Thank You