



GlaxoSmithKline Consumer Healthcare Limited

Financial Results

Q1 FY19-20

➡ Revenue increased by 8% (Volume Growth 5.4%)

- ➡ **PBT increased by 24%**
- Continued investment behind brands: 13% vs LY to fund innovation & drive Horlicks Campaign

Drive HFD Consumption

- ➡
- Brand building initiatives, continue to strengthen / expand the initiatives:
 - A 360-degree marketing campaign “Exams are Coming” to drive kids love and strengthen its association with sports.
 - “Chill out campaign” positioned Horlicks as perfect partner to drive cold consumption of Chocolate Horlicks.
 - Two new product launches:-

Active Horlicks :
With Fiber



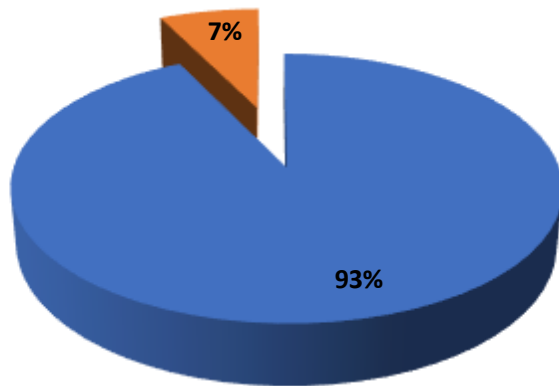
Boost Bites: Chocolate
Flavored Biscuits



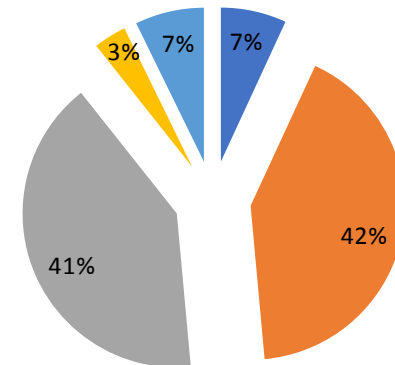
Financial Performance: Q1 FY19-20

Particulars	Q1 19-20	Q1 18-19	Growth %
Revenue from Operations	1,194	1,107	8%
EBITDA	332	267	24%
PBT	386	312	24%

Net Sales Q1 FY 19-20





■ Domestic ■ Exports



■ North ■ South ■ East ■ West ■ Exports

Market Share

Brand	Volume	Value
	Horlicks 50.9%	Horlicks 44.3%
	Boost 14.9 %	Boost 11.2 %

Horlicks continues to be at first position in HFD category



Thank You