



GlaxoSmithKline Consumer Healthcare Limited

Financial Results

Q2 FY19-20

Quarter Highlights



➡ **Revenue increased by 6% with Domestic growth of 7%**

PBT increased by 6%

➡ Continued investment behind brands: 11% vs LY to fund innovation & drive Horlicks Campaign

➡ **Drive HFD Consumption**

Brand building initiatives, continue to strengthen / expand the initiatives:

- 'Hunger for Growth' platform and driving the nutrition credentials across South and East.
- "Play A Bigger Game" consistently strengthening the association with the brand on stamina, energy and sports.
- Horlicks active launch with 360-degree campaigns covering Print, Outdoors, Digital and Transit mediums such as buses and metros.



➡ **PAT increased by 25%**

Financial Performance: Q2 FY19-20

In Cr

Particulars	Q2 FY19-20	Q2 FY 18-19	Growth %
Revenue from Operations	1,345	1,272	6%
EBITDA	403	378	7%
PBT	452	427	6%
PAT	345	275	25%

Market Share

Brand	Volume	Value
	Horlicks 50.4%	Horlicks 43.7%
	Boost 15.2 %	Boost 11.4 %

Horlicks continues to be at first position in HFD category



Thank You