



GlaxoSmithKline Consumer Healthcare Limited

Financial Results

Q3 FY19-20



Quarter Highlights



➡ **Revenue increased by 4% with Domestic HFD growth of 6% and BAS growth of 21%**

➡ **PBT increased by 6%**
Continued investment behind brands: 13% of sales to drive Horlicks and Boost campaign

➡ **HFD Consumption is driven by:**
Brand building initiatives, continue to strengthen / expand the initiatives:

- Boost campaign on “Play A Bigger Game” platform consistently strengthened the association with the brand on stamina, energy and sports.
- Horlicks continued with the ‘Hunger for Growth’ platform and driving the nutrition credentials across South and East.
- Innovative Digital platform Boostcamp.com was taken on-ground to kids across.

➡ **PAT increased by 25% driven by reduction in corporate tax rates**

Financial Performance: Q3 FY19-20

In Cr

Particulars	Q3 FY19-20	Q3 FY 18-19	Growth %
Revenue from Operations	1,159	1,117	4%
EBITDA	324	293	10%
PBT	367	347	6%
PAT	277	221	25%

Market Share

Volume and value growth share ahead of market growth

Brand

Volume

Value



Horlicks 51.5%

Horlicks 44.3%



Boost 15.4 %

Boost 11.5 %

Horlicks continues to be at first position in HFD category



Thank You