



24 November 2022

The General Manager
Pakistan Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road
Karachi


GlaxoSmithKline
Pakistan Limited
35-Dockyard Road,
West Wharf,
Karachi – 74000,
Pakistan
T +92 21 111 475 725

Subject: Corporate Briefing Session 2022

Dear Madam/Sir,

This is to inform you that GlaxoSmithKline Pakistan Limited will hold a Corporate Briefing Session on Thursday, 1 December 2022 at 10 am, from the Pakistan Stock Exchange Auditorium (Admin Block 3rd Floor), Stock Exchange Building, Karachi and also via video link; wherein the Company's Senior Management shall brief the investors/analysts/shareholders, about the Company's operational developments and performance.

Details for access to the link are as follows:

WEBEX Link for Attendees	https://gskmeeting.webex.com/gskmeeting/onstage/g.php?MTID=eff01c0ca7ff6124f228813c0e8546796	
Posting of queries via Vevox	Access: https://vevox.app/#/m/111753362 or scan the QR code below:	Join at: vevox.app ID: 111-753-362 


As per the requirement of PSX Notice No. PSX/N-1007 dated October 13, 2022, please also find enclosed presentation in respect of the Corporate Briefing Session (CBS), which has also been uploaded on our company website.

If you require the above link via email, please contact us at pk.shareinfo@gsk.com

You may please inform the TRE Certificate Holders of the Exchange accordingly.

Thanking you,

Yours sincerely,
For and on behalf of GlaxoSmithKline Pakistan Limited


Mehar-e-daraksha Ameer
Company Secretary

Annexure “A”

GUIDELINES FOR ONLINE PARTICIPATION:

- The participants can attend the CBS proceedings through their smartphones or computer devices by logging on to the given link.
- A WEBEX Link shall be communicated to participants for attending the briefing.
- We would request you to dial-in 10 Minutes in advance of the meeting.
- To connect to the meeting, you will be asked to provide your First Name, Last Name and Email address. The password will be generated automatically.
- Participants are requested to stay on ‘Mute’ and ‘off Camera’ mode during presentation by GSK Pakistan Limited.
- In case of any question or comment, participant is requested to either type-in the question in the chat box or raise his/her hand which will appear on the participants list. We shall be taking the Q/A once the presentation is over.



Board of Directors and Key changes



Ms. Lai Kuen Goh
Chairperson



Ms. Erum Shakir Rahim
Chief Executive Officer



Mr. Hasham Baber
Chief Financial Officer



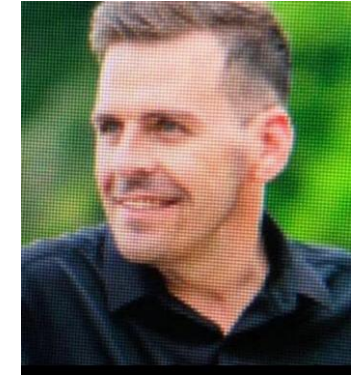
Ms. Maheen Rahman
Independent Director



Mr. Muneer Kamal
Independent Director



Mr. Mehmood
Mandviwalla
Non-Executive Director



Mr. Simon Foster
Non-Executive Director

▪ ***Appointment of Chairperson and Non-Executive Director:***

- Ms. Lai Kuen Goh was appointed as Non-Executive Director and Chairperson of the Board replacing Mr. Dmytro Oliinyk
- Mr. Simon Foster was appointed as Non-Executive Director in place of Mr. Mark Dawson.

The GSK logo is rendered in a bold, white, sans-serif font against a vibrant orange background. The letters are thick and blocky, with a slight shadow effect. The 'G' is a simple, rounded shape. The 'S' is a continuous, flowing curve. The 'K' is composed of a vertical stem and a diagonal leg that tapers to a point.

GSK

Our purpose

We unite science, technology
and talent to get ahead
of disease together

How we'll get ahead together: Our culture and thriving GSK people

**Ambitious
for patients**

We're investing in innovation and growth at pace to achieve health impact at scale.

**Accountable
for impact**

We set focused objectives with clear measures of success.

Do the right thing

We act responsibly and aim to lead the way on issues that matter.

We ask everyone at GSK to commit to getting ahead together by putting their name to our Code with pride.



GSK

Our Awards and Recognitions

Top employer 2021





Best corporate report award - 2021

GSK Pakistan secured third position in Pharma Category

Extensive Best Corporate Report criteria set out by professional accounting bodies (ICAP & ICMAP) to ascertain BCR award.



**YEARS OF
INSPIRING
CONFIDENCE**

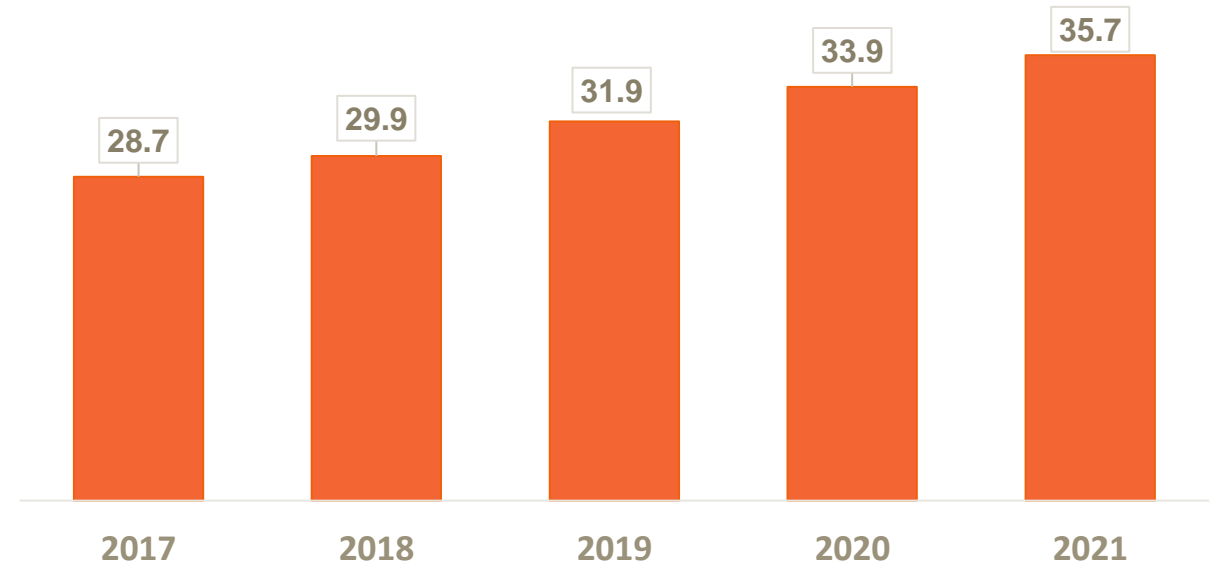
GSK

Financial Outline

Financial Performance

- Accelerating pharma business through increased HCP coverage, introducing multi channel engagement and trade channel investment
- The Company delivered operating profit Rs. 3.3 bn for nine months.
- Healthy dividend payout over the years - 2021: Rs. 7 per share (EPS: Rs. 16.81 per share), 2020: Rs. 6.5 per share (EPS: Rs. 10.60 per share).

Sales for the year
(Rs. in bn)



Key Financial Ratios

Ratios	Sep 30, 2022	Sep 30, 2021
Return on equity	4%	16%
Current Ratio	1.57	2.03
Inventory days	115	109
Receivable days	16	18
Payable days	70	29

GSK

Questions & Answers