

# **GLAXOSMITHKLINE CONSUMER HEALTHCARE LIMITED**

**AUDITED FINANCIAL RESULTS FOR THE  
YEAR ENDED DECEMBER 31,2010**

**GLAXOSMITHKLINE CONSUMER HEALTHCARE LIMITED**  
**AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED DECEMBER 31, 2010**

(Rs in Lakhs)

| PARTICULARS  | QUARTER ENDED<br>(UNAUDITED) |                | YEAR ENDED<br>(AUDITED) |                 |
|--|------------------------------|----------------|-------------------------|-----------------|
|  | Dec 31,2010                  | Dec 31,2009    | Dec 31,2010             | Dec 31,2009     |
| 1. (a) Net Sales / Income from Operations  | 5,07,76                      | 4,18,12        | 23,06,12                | 19,21,50        |
| (b) Other Operating Income   | 16,43                        | 15,30          | 67,63                   | 62,06           |
| <b>Total Income</b>  | <b>5,24,19</b>               | <b>4,33,42</b> | <b>23,73,75</b>         | <b>19,83,56</b> |
| 2. Expenditure:  |                              |                |                         |                 |
| a) (Increase)/Decrease in Stock in Trade and Work in Progress  | (53,96)                      | (51,35)        | (29,80)                 | (13,83)         |
| b) Consumption of Raw Materials  | 1,44,73                      | 1,25,72        | 5,85,21                 | 4,92,66         |
| c) Consumption of Packing Materials  | 52,20                        | 43,00          | 1,93,13                 | 1,69,92         |
| d) Purchase of traded goods  | 35,40                        | 23,87          | 1,16,37                 | 65,23           |
| e) Employee's Cost   | 60,89                        | 47,34          | 2,29,66                 | 2,00,70         |
| f) Advertising & Promotion   | 89,83                        | 86,11          | 3,70,63                 | 3,02,09         |
| g) Depreciation / Amortisation   | 10,90                        | 10,38          | 39,71                   | 42,02           |
| h) Other Expenditure   | 1,20,25                      | 1,07,18        | 4,64,20                 | 3,94,14         |
| <b>i) Total Expenditure (a+b+c+d+e+f+g+h)</b>  | <b>4,60,24</b>               | <b>3,92,25</b> | <b>19,69,11</b>         | <b>16,52,93</b> |
| 3. Profit from Operations before Other Income, Interest & Exceptional Items (1-2)                              | 63,95                        | 41,17          | 4,04,64                 | 3,30,63         |
| 4. Other Income  | 16,71                        | 6,90           | 49,76                   | 27,26           |
| 5. Profit before Interest & Exceptional Items (3+4)  | 80,66                        | 48,07          | 4,54,40                 | 3,57,89         |
| 6. Interest  | 68                           | 78             | 2,60                    | 4,03            |
| 7. Profit after Interest but before Exceptional Items (5-6)  | 79,98                        | 47,29          | 4,51,80                 | 3,53,86         |
| 8. Exceptional Items   | -                            | -              | -                       | -               |
| 9. Profit (+)/ Loss (-) from Ordinary Activities Before Tax (7+8)  | 79,98                        | 47,29          | 4,51,80                 | 3,53,86         |
| 10. Tax expense  | 26,61                        | 13,61          | 1,51,95                 | 1,21,08         |
| 11. Net Profit (+) / Loss (-) from Ordinary Activities after Tax (9-10)  | 53,37                        | 33,68          | 2,99,85                 | 2,32,78         |
| 12. Extraordinary Items (net of tax expense)   | -                            | -              | -                       | -               |
| 13. Net Profit (+) / Loss (-) for the period (11-12)   | 53,37                        | 33,68          | 2,99,85                 | 2,32,78         |
| 14. Paid Up Equity Share Capital   | 42,06                        | 42,06          | 42,06                   | 42,06           |
| - Face Value of Equity Shares-Rs.  | 10                           | 10             | 10                      | 10              |
| 15. Reserves excluding Revaluation Reserves as per Balance Sheet of the previous accounting year               |                              |                |                         | 8,63,04         |
| 16. Earnings Per Share (EPS) - Rs.   |                              |                |                         |                 |
| (a) Basic and diluted EPS before Extraordinary items for the period and for the previous year (not annualized) | 12.69                        | 8.01           | 71.30                   | 55.35           |
| (b) Basic and diluted EPS after Extraordinary items for the period and for the previous year (not annualized)  | 12.69                        | 8.01           | 71.30                   | 55.35           |
| 17. Public Shareholding  |                              |                |                         |                 |
| - Number of Shares   | 2,39,03,295                  | 2,39,03,295    | 2,39,03,295             | 2,39,03,295     |
| - Percentage of Shareholding   | 56.84                        | 56.84          | 56.84                   | 56.84           |
| 18. Promoters and Promoter Group Shareholding  |                              |                |                         |                 |
| a) Pledged/Encumbered  |                              |                |                         |                 |
| - Number of shares   | -                            | -              | -                       | -               |
| - Percentage of shares (as a % of the total shareholding of Promoter and Promoter Group)                       | -                            | -              | -                       | -               |
| - Percentage of shares (as a% of the total share capital of the Company)                                       | -                            | -              | -                       | -               |
| b) Non-encumbered  |                              |                |                         |                 |
| - Number of shares   | 1,81,52,243                  | 1,81,52,243    | 1,81,52,243             | 1,81,52,243     |
| - Percentage of shares (as a % of the total shareholding of Promoter and Promoter Group)                       | 100.00                       | 100.00         | 100.00                  | 100.00          |
| - Percentage of shares (as a% of the total share capital of the Company)                                       | 43.16                        | 43.16          | 43.16                   | 43.16           |

**GLAXOSMITHKLINE CONSUMER HEALTHCARE LIMITED**  
**AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED DECEMBER 31, 2010**

**NOTES**

- (1) The Company's nutritional business is India focused and in a single business and geographical segment. Accordingly segment information is not applicable.
- (2) The Company received 26 investor complaints during the quarter ended December 31, 2010 which were duly resolved by the end of the quarter. There were no investor complaints pending at the beginning and at the end of the quarter.
- (3) The Board of Directors has recommended a Dividend of Rs. 50/- per Equity share of Rs. 10 each (Including a Special Dividend of Rs. 25/- per Equity share) , for the year ended December 31, 2010, at its meeting held on February 2, 2011. The Dividend, if approved by the Members at the ensuing Annual General Meeting to be held on March 29, 2011, will be paid on or before April 11, 2011 to those Members whose names appear in the Company's Register of Members as on March 14,2011.
- (4) The above results and this release have been reviewed by the Audit Committee of the Board and approved by the Board of Directors of the Company at its meeting held on February 2, 2011.
- (5) Figures for the previous period have been regrouped/reclassified wherever necessary, to conform to the current period's classification.

REGD. OFFICE:PATIALA ROAD, NABHA 147201 (PUNJAB).  
HEAD OFFICE:DLF PLAZA TOWER, DLF CITY PHASE I,  
GURGAON - 122002, HARYANA.

GURGAON  
February 2, 2011

ON BEHALF OF THE BOARD

ZUBAIR AHMED  
MANAGING DIRECTOR