

**GlaxoSmithKline Pharmaceuticals Limited**

Registered Office: Dr. Annie Besant Road, Mumbai - 400 030

**UNAUDITED FINANCIAL RESULTS  
FOR THE QUARTER ENDED 31ST MARCH, 2004**

	(Rs.Lakhs)		
	Unaudited		Audited
	3 months ended 31.03.2004	3 months ended 31.03.2003	Year ended 31.12.2003
Net Sales	33231	28286	119169
Other Income	760	550	3462
Interest Income (net)	604	421	1975
<b>Total Income</b>	<b>34595</b>	<b>29257</b>	<b>124606</b>
Materials Consumed			
(Increase) / decrease in stock-in-trade	3288	955	(451)
Consumption of raw and packing materials and purchase of finished goods	<u>11530</u>	<u>11575</u>	<u>49885</u>
<b>Total Materials Consumed</b>	<b>14818</b>	<b>12530</b>	<b>49434</b>
Staff Cost	3226	3039	13005
Excise Duty	2004	2401	9852
Other Expenditure	5635	5587	23070
Recovery of Expenses	(266)	(246)	(1004)
<b>Total Expenditure</b>	<b>25417</b>	<b>23311</b>	<b>94357</b>
Depreciation	400	437	1793
<b>Profit before Tax and Exceptional Items</b>	<b>8778</b>	<b>5509</b>	<b>28456</b>
Provision for Taxation - Current tax	3100	2010	9258
- Deferred tax	70	(10)	1012
<b>Net Profit after Tax before Exceptional Items</b>	<b>5608</b>	<b>3509</b>	<b>18186</b>
Exceptional Items (net of tax)	(589)	-	(963)
<b>Net Profit after Tax</b>	<b>5019</b>	<b>3509</b>	<b>17223</b>
Paid-up Equity Share Capital (Face value per share Rs. 10)	7448	7448	7448
Reserves excluding Revaluation Reserves			59301
Earning per Share before Exceptional Items (Rs.)	7.5	4.7	24.4
Earning per Share / Diluted Earning per Share (Rs.)	6.7	4.7	23.1
Aggregate of Non-promoter Shareholding :			
Number of Shares	38109750	38109750	38109750
% of Shareholding	51%	51%	51%

- Profit after Tax and before Exceptional Items recorded a growth of 60% during the three months ended 31st March 2004 driven by the Pharmaceuticals business. The Company recorded a sales growth of 20.6% for its domestic Pharmaceuticals business, against the backdrop of a reported market growth of 10.3%. The power brands continue to record strong growth which has helped improve profits during the quarter. Last year, sales in the first quarter were affected by the confusion prevailing around the implementation of VAT and the transport strike. Consequently, the strong sales performance of the first quarter of this year is unlikely to be sustainable in the next three quarters.
- The Board of Directors at their meeting held on 17th March, 2004 have approved the Scheme of Amalgamation for the merger of Burroughs Wellcome (India) Limited (BWIL) with the Company. The merger is subject to the approval of the shareholders of the two companies and of the High Court in Mumbai. The above results do not include the financial results of BWIL.
- Exceptional Items aggregating to Rs. 918 Lakhs (net of tax Rs. 589 Lakhs) for the three months ended 31st March 2004 relate mainly to costs of separation and retirement benefits to the management staff at the Bangalore factory.
- There were no Investor complaints pending as at the beginning of the quarter. The Company has received 44 complaints from the Investors during the quarter and all of them have since been resolved.
- The figures for 2003 have been regrouped wherever necessary to facilitate comparison.
- The statutory auditors have carried out a limited review of the results for the quarter ended 31st March, 2004.
- The above Results were reviewed by the Audit Committee and were thereafter approved by the Board of Directors at their meetings held on 23rd April, 2004.

By Order of the Board

S. Kalyanasundaram  
Managing Director

23rd April, 2004

