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February 11, 2016

The Corporate Relationship Department
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400001

The Listing Compliance Department
National Stock Exchange of India Limited
Exchange Plaza, C – 1, Block – G
Bandra Kurla Complex, Bandra
Mumbai – 400 051

Dear Sir/ Madam,

Sub: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirement) Regulations, 2015

Please find enclosed herewith the presentation uploaded on the Company's website i.e. www.gsk-ch.in for the Analyst/ Institutional Investors.

Please take the above information on your records.


Thanking you,


For GlaxoSmithKline
Consumer Healthcare Limited

Sonali Khanna
Company Secretary

**GlaxoSmithKline
Consumer Healthcare
Limited**

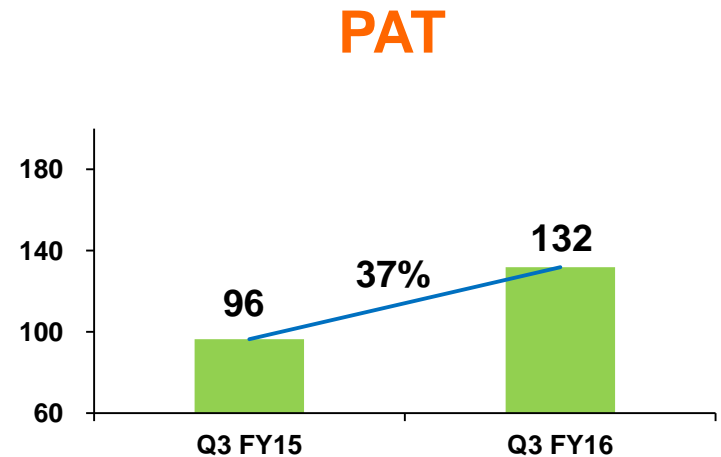
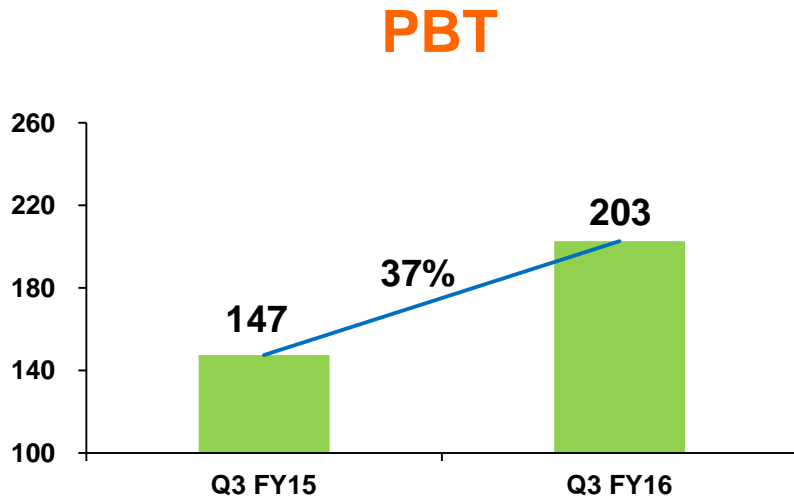
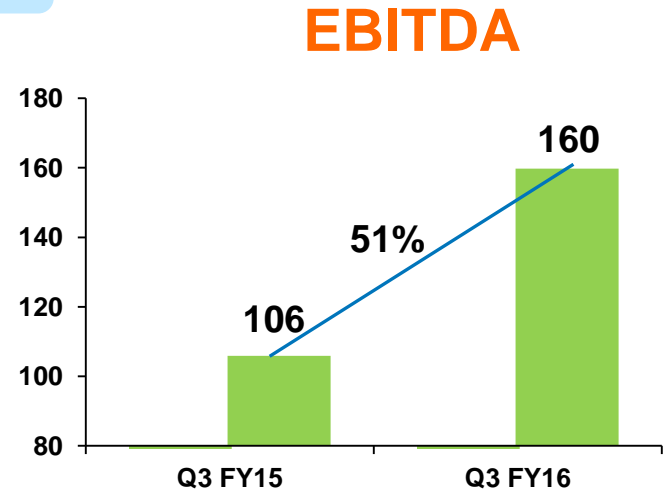
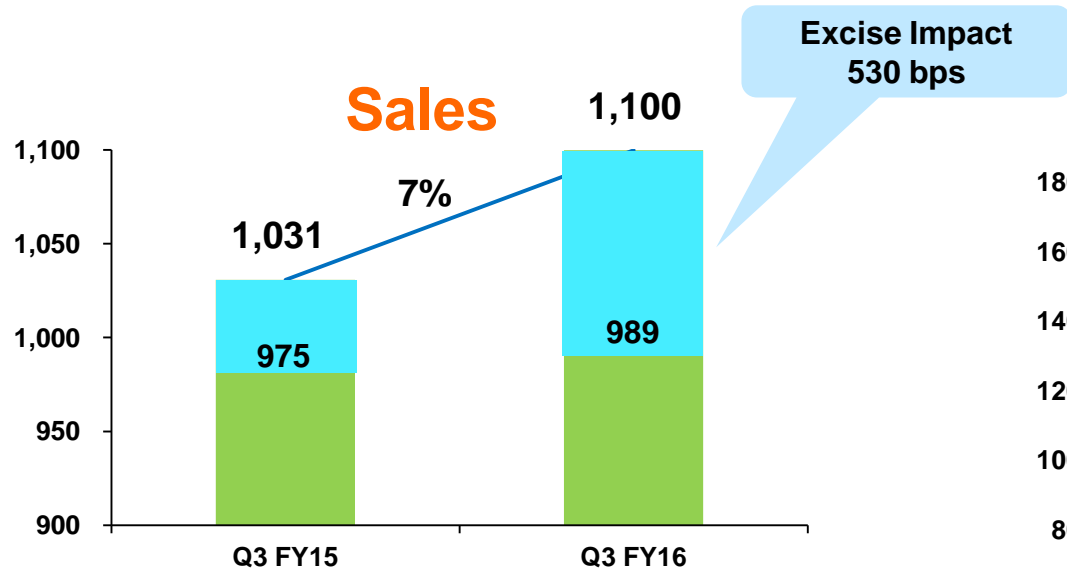
**Financial Results
Q3 FY15-16**

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- Underlying Sales growth @ 7%,**
- Horlicks gained Market Share to reach 47.2% and continues to be No.1 brand across India
 - Other Operating Income grew by 9%

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- PBT grew @ 37%**
- GM Improvement by 410 bps driven by value engineering initiatives and commodity price softening

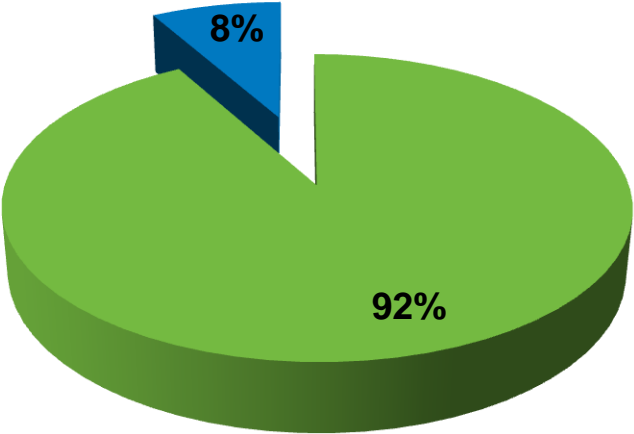
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- Best Ever Chocolate Horlicks Launched, Continue to invest behind brands**
- Best Ever Chocolate Horlicks launched in Oct'15
 - Horlicks ranked #6 most Trusted Brand (Brand Equity, Economic Times)

Financial Performance* – Q3 FY16

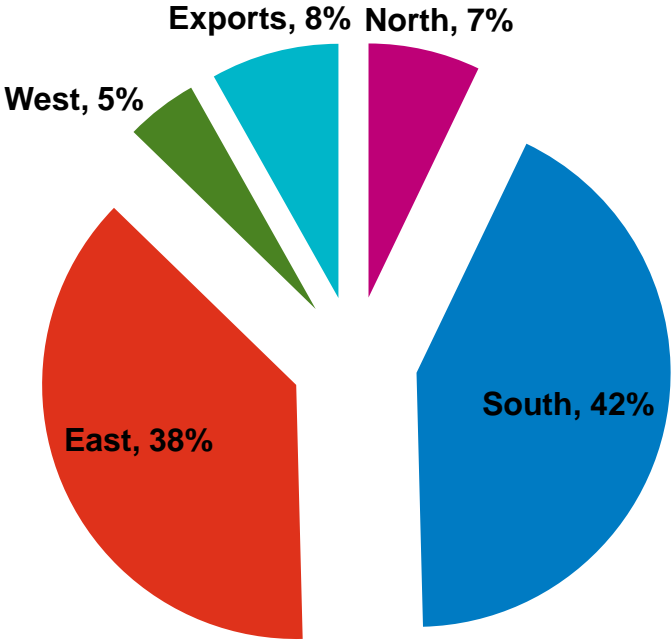


*Sales and profit growth v/s quarter ending Dec 2014
INR in crores

Regional Split



■ Domestic ■ Exports



Market Share



HFD gained 1.1%



Base HLX – Gained 0.5%

Hlx Extensions 0.4%



Boost Gained 0.2%

Clear No 3 Player in category

Marketing Initiatives



Chocolate Horlicks



Women Horlicks



THANK YOU