

# FY 2024 Results

Conference call and webcast for investors and analysts

# Cautionary statement regarding forward-looking statements

This presentation may contain forward-looking statements. Forward-looking statements give the Group's current expectations or forecasts of future events. An investor can identify these statements by the fact that they do not relate strictly to historical or current facts. They use words such as 'anticipate', 'estimate', 'expect', 'intend', 'will', 'project', 'plan', 'believe', 'target' and other words and terms of similar meaning in connection with any discussion of future operating or financial performance. In particular, these include statements relating to future actions, prospective products or product approvals, future performance or results of current and anticipated products, sales efforts, expenses, the outcome of contingencies such as legal proceedings, dividend payments and financial results.

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A number of adjusted measures are used to report the performance of our business, which are non-IFRS measures. These measures are defined and reconciliations to the nearest IFRS measure are available in the Group's Q4 2024 Results and the Group's Annual Report on Form 20-F for FY 2023.

All expectations, guidance and outlooks regarding future performance and the dividend should be read together with the section "Guidance and outlooks, assumptions and cautionary statements on page 52-53 of our stock exchange announcement of the Group's Q4 2024 Results, the section "Assumptions and basis of preparation related to 2025 guidance, 2021-26 and 2031 outlooks" in the Appendix of this presentation and the statements on page 317 of the Group's Annual Report on Form 20-F for FY 2023.



# Agenda

# Performance momentum, outlooks for growth and returns

Emma Walmsley

# Performance: growth drivers

Luke Miels and David Redfern

# FY 2024 performance and 2025 guidance

Julie Brown

# Summary and Q&A

Emma Walmsley, Luke Miels, David Redfern, Julie Brown and Tony Wood



# Performance momentum, outlooks for growth and returns

Emma Walmsley, Chief Executive Officer



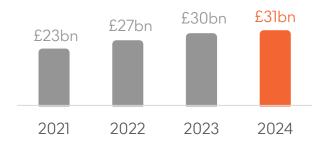
# Strong track record of performance since demerger

- Attractive portfolio and pipeline of Specialty Medicines and Vaccines
- Outlooks consistently improving
- Quality of pipeline (FIC/BIC<sup>1</sup>) increased
- Year-on-year delivery sustained
- Profitability improvements made and remain key focus
- Transformed balance sheet and stronger cash generation now evident
- Delivering performance whilst investing for growth

### Sales mix shifting

Portion of sales in Specialty and Vaccines <sup>2</sup>

### Consistent strong sales growth<sup>6</sup>



### Improving Outlooks<sup>3</sup>

2031 sales ambition<sup>2</sup>

 $\geq$ £33bn  $\geq$ £40bn

### Operating margin<sup>6</sup> up 360bps

On track to deliver >31% (2026)

25.6%

2024

### Late-stage pipeline delivery

FDA approvals and filings since 2021<sup>5</sup>

assets currently in Ph III

### Balance sheet transformation

Net debt

2024

1. First-in-class/Best-in-class 2. Excluding COVID-19 solutions 3. All outlook statements are given on a CER basis and use 2024 average exchange rates as a base. 4. Per Investor Update June 2021 5. Includes first US FDA approvals, new indications and submitted filings. Excludes COVID-19 solutions. 6. GSK continuing basis only (Pharma and Vaccines) excluding COVID-19 solutions. 2021 Sales Excluding Covid: £23,291 million (£24,696 million, less £958 million Xevudy and £447 million Pandemic Vaccines)



# Strong 2024 performance

Delivered 8%<sup>1</sup> sales growth, 13%<sup>1</sup> core operating profit growth in line with guidance

Strong growth and momentum in Specialty offsets Vaccines:

- Specialty Medicines +19%<sup>1</sup>
- Vaccines -3%<sup>1</sup>
- General Medicines +6%

Strong cash generation

Focus on shareholder returns with progressive dividend

Trust progress sustained in six priority areas

# Highlights

Sales

£31.4bn

+8%

Core EPS

159.3p

+12%

Dividend per share

61p

Core operating profit £9.1bn

+13%

Cash generated from operations:

£7.9bn

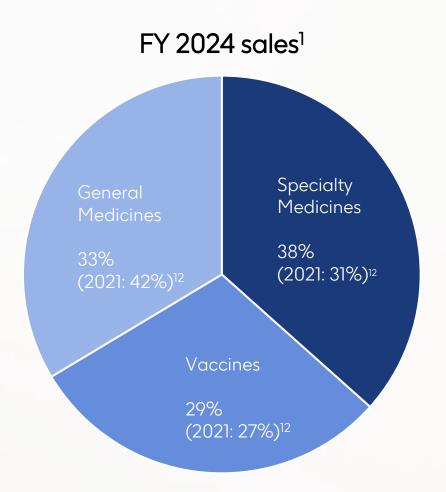
Trust rating

On track



# Operational delivery driving strong performance

Strong growth and accelerating momentum in Specialty Medicines



Five product approvals expected in 2025

2 major value unlocks in Specialty

3 additional potential launches

### Blenrep

- Off-the-shelf ADC<sup>2</sup>, suitable for community setting, where 70% of patients treated
- Significant OS<sup>3</sup> benefit, reducing risk of death by 42% in 2LC<sup>4</sup> vs SoC; projected difference in median OS<sup>2</sup> of 33 months
- Phase 31L study (DREAMM-10) underway
- >£3bn PYS<sup>5</sup>

### depemokimab

- Long-acting IL-56
- 72% reduction in asthma exacerbations requiring hospitalisations
- Only 1/3 of eligible patients receiving biologics today
- Starting Phase III trials in COPD<sup>7</sup> in 2025
- >£4bn PYS<sup>5</sup> for IL-5 franchise<sup>8</sup>

### Nucala COPD7

- Established IL-5<sup>6</sup>
- COPD<sup>7</sup> 3<sup>rd</sup> leading cause of death<sup>9</sup>

### gepotidacin

- First in class oral antibiotics for uUTI<sup>10</sup> in >20 years
- Targeted for patients at risk of treatment failure;
   ~15m episodes/year in US
- First in portfolio of new anti-infectives

### **MenABCWY**

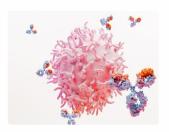
- 5-in-1 vaccine enabling simplified dosing schedule with best-in-class B coverage
- Of those contracting meningococcal diseases, 1/10 will die and 1/5 will have life altering injuries<sup>11</sup>



Pandemic Vaccines)

# Pipeline delivering momentum across therapy areas

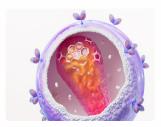
### Four core therapy areas



Respiratory, Immunology and Inflammation



Oncology



HIV



Infectious Diseases

### 13 positive phase III read outs

| Nucala       | MATINEE (chronic obstructive pulmonary disease)  |
|--------------|--|
| depemokimab  | SWIFT- 1/2 (severe asthma) ANCHOR-1/2 (chronic rhinosinusitis with nasal polyps)                 |
| Blenrep      | DREAMM-8 (2L+ multiple myeloma)  |
| Jemperli     | RUBY Part 1 (OS) and Part 2 (PFS) (1L endometrial cancer) FIRST (1L ovarian cancer) <sup>1</sup> |
| cabotegravir | LATITUDE (HIV long-acting injectable)  |
| linerixibat  | GLISTEN (cholestatic pruritus in primary biliary cholangitis)                                    |
| Arexvy       | RSV, adults aged 18-49 years at increased risk   |

### Additional key pipeline assets

| Specialty                 |   |
|---------------------------|---|
| ADCs B7H3 &<br>B7H4       | Pivotal studies to start 2025 & 2026  |
| camlipixant<br>(CALM-1/2) | Phase III read out; first data expected in 2025 with more in 2026   |
| IL33 and TSLP             | Phase III to start in 2027  |
| GSK'990                   | $PoC/PoM^2$ for MASH <sup>3</sup> in 2026 and $ALD^4$ in 2027   |
| HIV LA<br>Q4M/Q6M         | Q4M PrEP file and launch 2026<br>Q4M treatment registrational study<br>to start 2H2025<br>Q6M treatment regimen selection in<br>2026 and PrEP registrational study<br>to start 2027 |
| Vaccines                  |   |
| mRNA                      | Flu positive headline data from<br>Phase II, preparing for Phase III  |
| MAPS                      | Prioritising 30v+ pneumococcal with first subject, first visit in 2025  |
|                           |   |

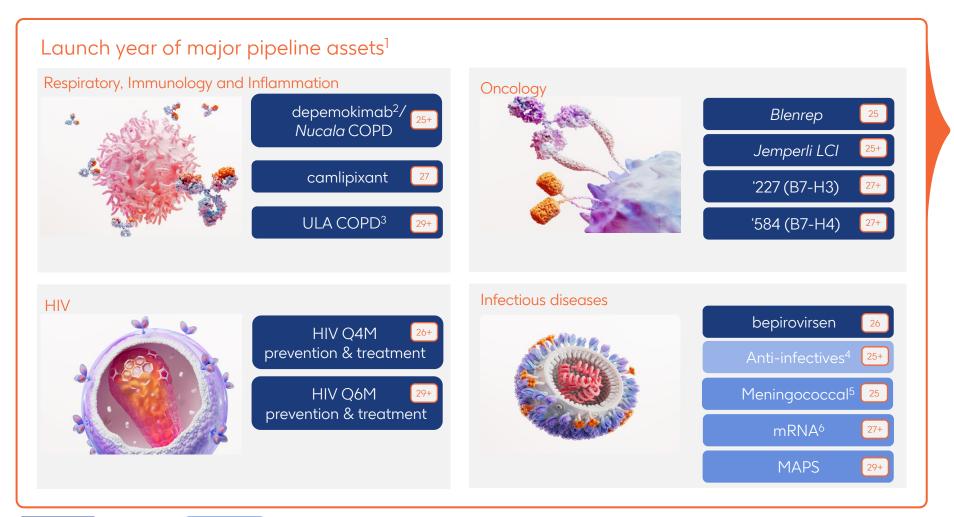


EAGLE-1 (urogenital

gonorrhoea)

gepotidacin

# R&D focused on 14 scale opportunities launching 2025-31 each with PYS potential >£2bn and upside potential from early-stage pipeline and targeted BD









General Medicines



Sales outlook >£40bn in 2031 with accelerated growth in Specialty driven by

RI&I and Oncology Next Wave pipeline + targeted BD RI&I >£40bn RI&I Oncology >50% of sales Oncology HIV<sup>1</sup> HIV<sup>1</sup> Infectious Diseases Infectious Diseases **Vaccines Vaccines** Medicines **Medicines** 

### Pipeline opportunity

- 2031 sales outlook increased to >£40bn (risk adjusted) reflecting inclusion of *Blenrep* and pipeline progress in last 12 months
- Almost 90% of sales come from products already approved, or from products planned for launch in the next three years
- Significant potential upside with successful clinical outcomes and further targeted BD

2031 risk adjusted

2031 non risk adjusted



# Strong commitment to growth

### 2025 Guidance at CER

• Sales growth: 3-5%

Core OP growth: 6-8%

• Core EPS growth: 6-8%

### 2021-2026 Outlook

- >7% Sales CAGR<sup>1</sup>
- >11% core OP CAGR<sup>1</sup>
- >31% core OP margin
- >£10bn CGFO<sup>2</sup>

### 2031 Outlook

- >£40bn Sales by 2031 (was >£38bn³)
- Continued focus on margin improvement, with broadly stable OP<sup>4</sup> margin through dolutegravir loss of exclusivity<sup>5</sup>



# Delivering improving shareholder returns

### Sustainable, profitable growth and cash generation

1

### Invest for growth

Pipeline (organic and targeted BD)

New product launches

2

### Shareholder distributions

Progressive dividend (40-60% pay-out ratio)

Further shareholder distributions

Underpinned by strong balance sheet with strong investment grade credit rating

### Attractive and growing shareholder returns

2023 dividend 58p/share 2024 dividend 61p/share

2025 dividend
Expected 64p/share
Initiating £2bn Share buyback<sup>1</sup>



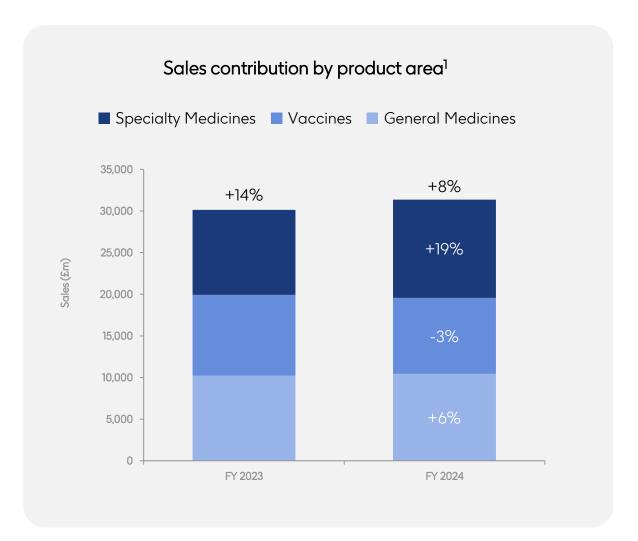
# Performance: growth drivers

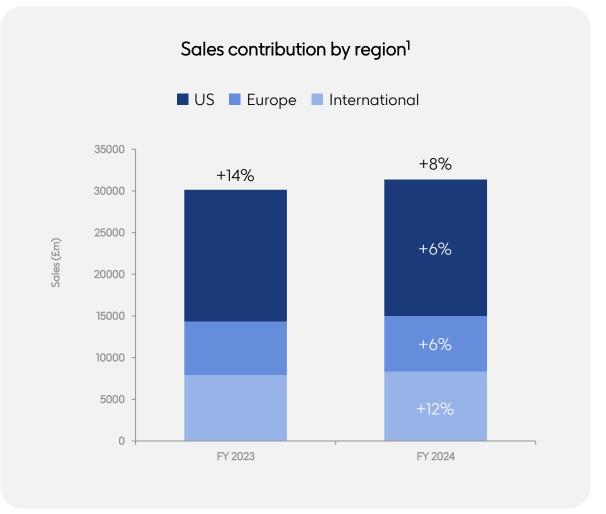
Luke Miels, Chief Commercial Officer

David Redfern, President Corporate Development and Chairman, ViiV Healthcare



# Full-year growth led by Specialty Medicines momentum

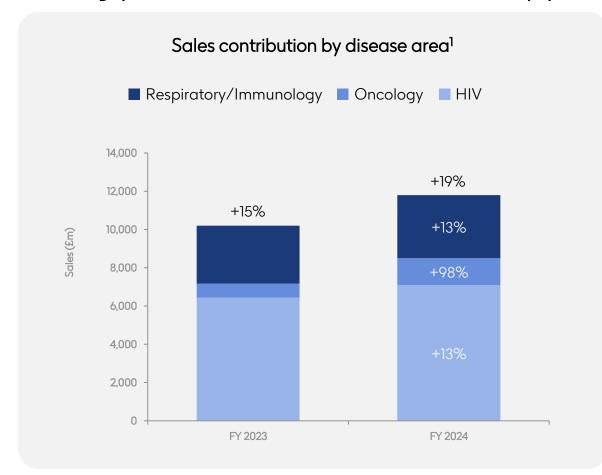






# **Specialty Medicines**

# Strong performance across all therapy areas



### Respiratory/Immunology £3,299m

- Nucala £1,784m up 12% with strong performances in Europe and International
- Benlysta £1,490m up 14% driven by strong demand across all regions and increased biopenetration

### Oncology £1,410m

- Zejula £593m up 17% with sustained increases in patient demand and volumes
- Jemperli £467m up >100% benefitting from US FDA approval to expand indication to all adult patients with primary advanced or recurrent endometrial cancer
- *Ojjaara/Omjjara £*353m up >100% mostly driven by US with contributions from Europe and International increasing

### HIV £7,089m

 Strong performance driven by continued momentum of Cabenuva, Apretude and Dovato

2025 guidance: increase low double-digit %



# **Specialty Medicines**

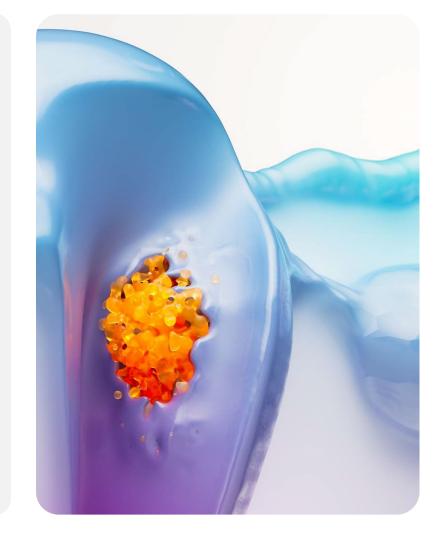
# What's next in RI&I and Oncology

# Respiratory, Immunology and Inflammation

- Nucala positive headline results from phase III MATINEE trial evaluating Nucala in COPD<sup>1</sup>; US FDA PDUFA<sup>2</sup>
   7 May 2025; full results at ATS<sup>3</sup> 2025
- depemokimab in SA<sup>4</sup> and CRSwNP<sup>5</sup> filed in all major markets; phase III data in HES<sup>6</sup> and EGPA<sup>7</sup> due 2025+; planning phase III start in COPD<sup>1</sup> this year
- camlipixant for treatment of RCC<sup>8</sup>, phase III CALM-1 and -2 with first data expected in 2025 with more in 2026

### Oncology

- GSK'227 (B7-H3) expect to share updated SCLC<sup>9</sup> and osteosarcoma data at ASCO<sup>10</sup> and dose escalation data at ESMO<sup>11</sup> this year
- GSK'584 (B7-H4) expect early data this year
- IDRX-42<sup>12</sup> KIT TKI<sup>13</sup> designed to treat GIST<sup>14</sup>; BIC<sup>15</sup> potential; strong commercial synergies with existing pipeline
- Jemperli initial results from AZUR-1 and -2 expected in 2026 and 2027; phase III JADE trial read out expected in 2028



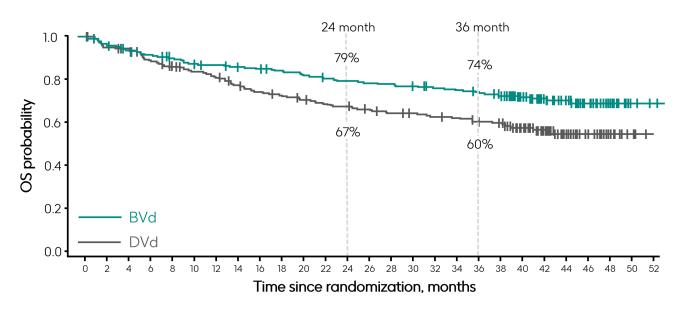


# Blenrep

# Statistically significant and clinically meaningful data in 2L<sup>1</sup> vs SOC<sup>2</sup>

- Significant OS<sup>3</sup> benefit, reducing risk of death by 42% at or after first relapse
- Median OS<sup>3</sup> not reached yet. Predicted median OS<sup>3</sup> based on modeling was 84 months for BVd<sup>4</sup> and 51 months for DVd<sup>5</sup>; predicted difference in median OS<sup>3</sup> of 33 months
- Simple administration with 70% of patients treated in community setting
- US FDA PDUFA<sup>6</sup> 23 July 2025
- DREAMM-10 phase III 1L<sup>7</sup> study recruitment underway; initial results end 2027

### DREAMM-7 Overall Survival data<sup>10</sup>



| OS <sup>3</sup>                           | BVd <sup>4</sup> (N=243) | DVd <sup>5</sup> (N=251)  |
|---|--------------------------|---------------------------|
| Events, n (%)                             | 68 (28)                  | 103 (41)                  |
| OS <sup>3</sup> , median (95% CI), months | NR <sup>9</sup> (NR, NR) | NR <sup>9</sup> (41.0,NR) |
| HR <sup>8</sup> (95% CI)                  | 0.58 (0.43-0.79)         |                           |
| <i>P</i> value                            | 0.00023                  |                           |
| 24-month survival, % (95% CI)             | 79 (73-84)               | 67 (61-73)                |
| 36-month survival, % (95% CI)             | 74 (68-79)               | 60 (54-66)                |



# Blenrep

### DREAMM-7 eye-related side effects were manageable and reversible

Vision better than 20/501



Blurred vision 20/50<sup>1</sup>



- 66% of patients did not experience substantial vision changes (20/50 or worse while on treatment)
- 32% of patients experienced blurred vision; reversible with management/follow up (20/50 or worse, better than 20/200)
- 2% experienced serious vision changes; reversible with management/follow up

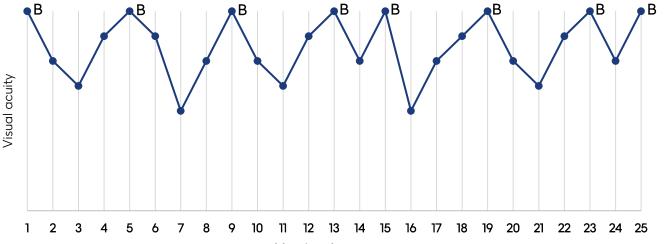
# 36.6 months

mPFS<sup>2</sup> for *Blenrep* patients with >1 dose delay >12 weeks

# High response rates maintained with *Blenrep* dosing extended to 8-12 weeks

- 44% of patients had dose reductions
- 78% of patients had dose delays/interruptions
- 64 days median time to resolution of first experience of blurred vision (20/50 or worse)

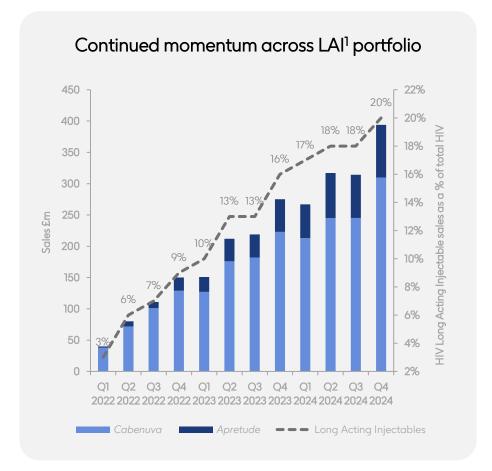
Appropriate dose administration may minimise eye-related effects<sup>3</sup>



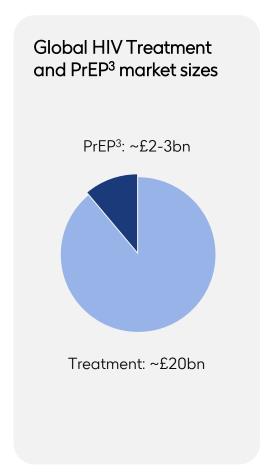
Months of treatment **B**: appropriate *Blenrep* administration



# HIV: Double-digit growth in 2024 driven by strong performance of long-acting injectables



- FY 2024 +13% sales £7,089m driven by a continued 2ppt increase in market share, LAI<sup>1</sup> delivering >50% growth
  - Dovato +27% sales £2,239m leading oral 2DR<sup>2</sup>
  - Cabenuva +47% sales £1,013m only complete long-acting treatment
  - Apretude +93% sales £279m transformational in PrFP
- Data: DOLCE study demonstrates Dovato is highly effective in treatment-naïve people with advanced HIV
- Approval (EU): Vocabria + Rekambys for adolescents
- Long-acting injectables: confident in the efficacy, safety and tolerability of our long-acting injectable medicines delivering growth today and our ultra-longacting pipeline for the future

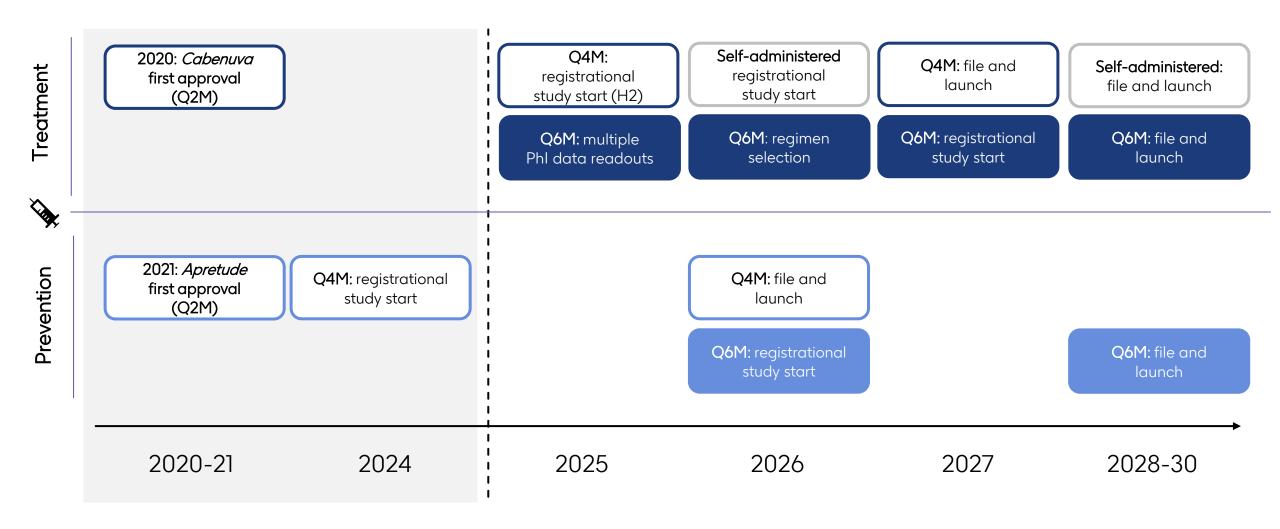


2025 guidance: increase mid-single digit %



# Clear roadmap to deliver long-acting innovation

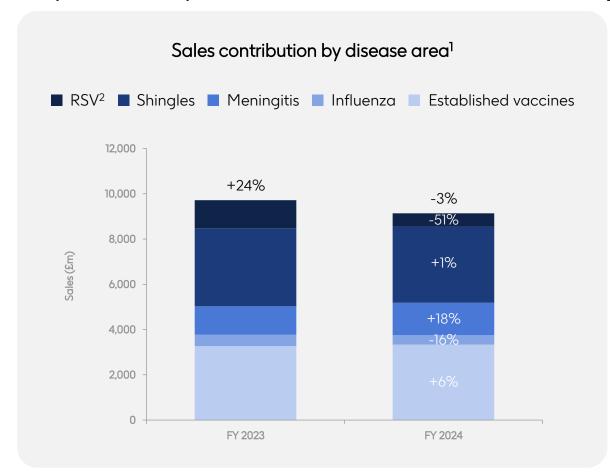
3 new INSTIs<sup>1</sup> in development | 5 launches planned by 2030





### **Vaccines**

# Impacted by short-term headwinds, strong growth outside the US



### RSV<sup>2</sup> (Arexvy) £590m

- Maintained US market-leading position in 2024
- Best-in-class data (high efficacy, long duration, strong safety profile)
- Revaccination and age cohort expansion expected over time

### Shingles (Shingrix) £3,364m

- Ex-US represented 56% of 2024 global sales
- ~7% average IZ<sup>3</sup> rate across top 10 markets ex-US
- 40% cumulative IZ<sup>3</sup> rate in US at end Q3 2024

### Meningitis £1,437m

- **Bexsero £1,010m** up 23% driven by US CDC<sup>4</sup> purchasing and recommendation in Germany
- Menveo £387m up 5%, impacted by US CDC<sup>4</sup> stockpiling in Q4 2023
- MenABCWY US FDA PDUFA<sup>5</sup> 14 February 2025

Influenza (*Fluarix/FluLaval*) £408m

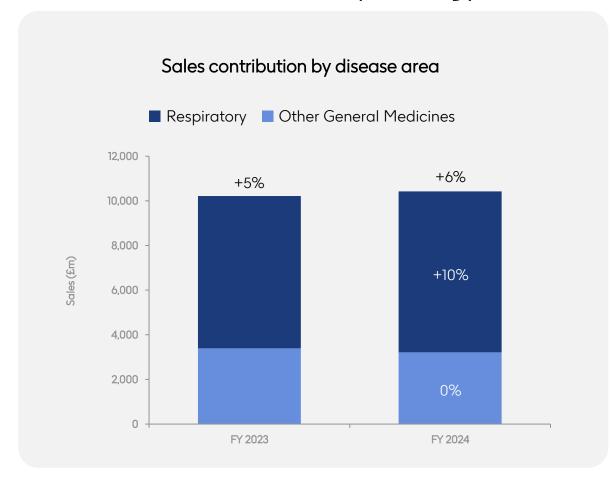
Established vaccines £3,339m

2025 guidance: decrease low single-digit %



### **General Medicines**

# Growth in 2024 driven by *Trelegy*



### Respiratory £7,213m

### Trelegy £2,702m

• Up 27% and #1 brand in asthma and COPD<sup>1</sup> globally<sup>2</sup>

### Other General Medicines £3,215m

### **Future opportunities**

### Gepotidacin

- First in new class of oral antibiotics for uUTI<sup>3</sup> in >20 years
- US FDA PDUFA<sup>4</sup> 26 March 2025
- ~15m episodes of uUTl<sup>3</sup> per year in the US
- uUTIs<sup>3</sup> caused by drug-resistant bacteria are increasing

### 2025 guidance: broadly stable



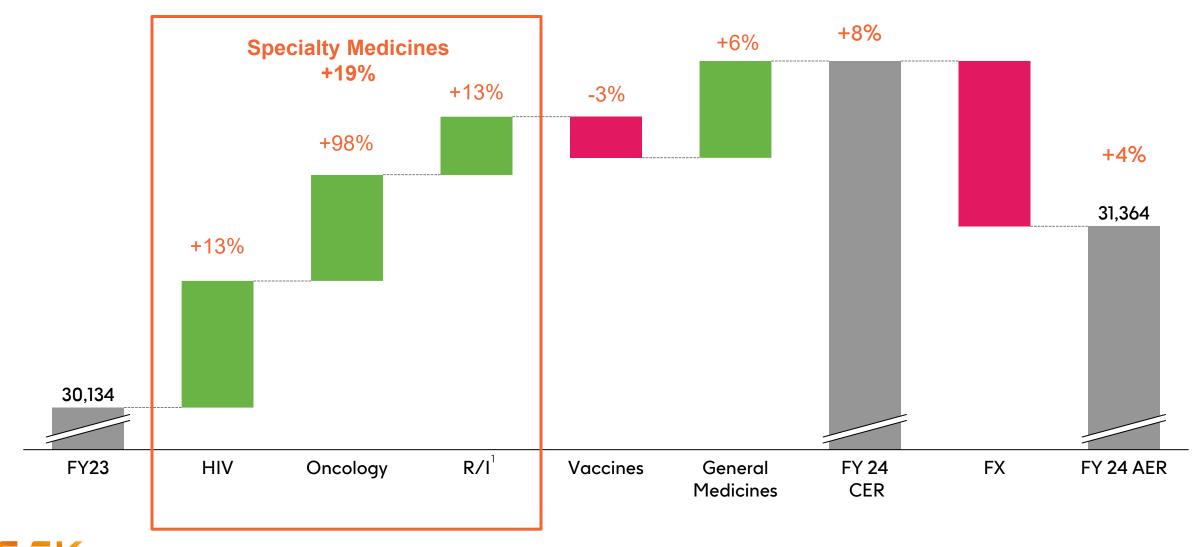
# FY 2024 performance and 2025 guidance

Julie Brown, Chief Financial Officer



# Specialty Medicines contributed >80% of revenue growth

Revenue excluding COVID-19 solutions, £m





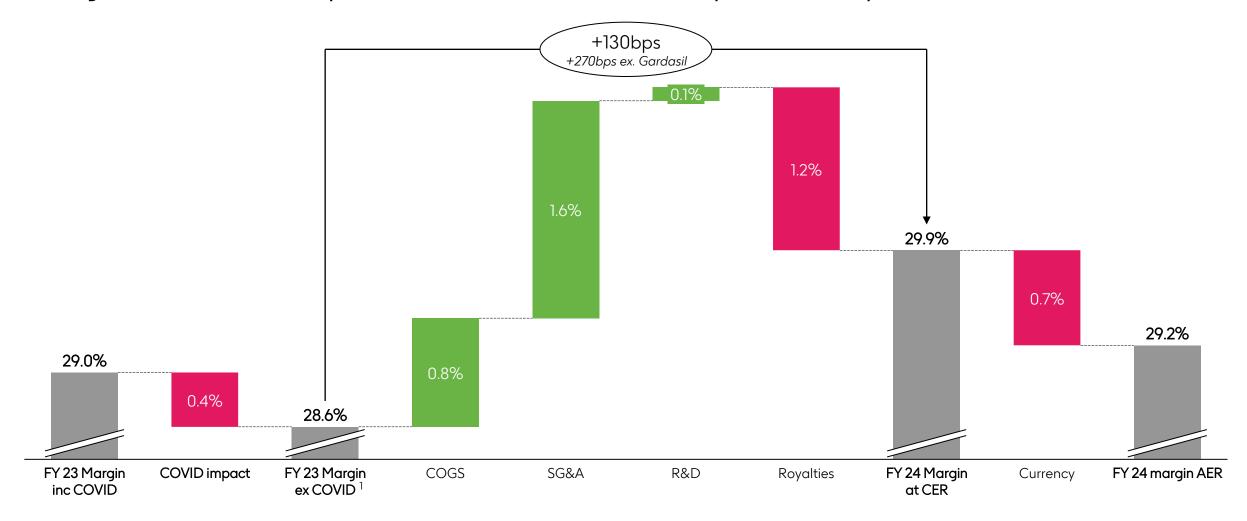
# Continued strong momentum in FY 2024

|                               | FY 2023 | FY 2024 | AER     | CER     | Key commentary on CER basis   |
|-------------------------------|---------|---------|---------|---------|---|
| <u>Core results</u>           | £m      | £m      | %       | %       |   |
| Sales                         | 30,328  | 31.376  | 3       | 7       | Sales grew +8% excluding COVID-19 solutions   |
| Cost of sales                 | (7,716) | (7,870) | 2       | 4       |   |
| Gross profit                  | 22,612  | 23,506  | 4       | 8       | Product and channel mix benefits  |
| Gross profit margin           | 74.6%   | 74.9%   | + 40bps | + 70bps | Improved +80bps (excl. COVID-19 solutions)  |
| SG&A                          | (9,029) | (8,974) | (1)     | 2       | Returns-focused disciplined investment approach   |
| Research and development      | (5,750) | (6,023) | 5       | 7       | Ongoing investment particularly into Specialty Medicines                                      |
| Royalties                     | 953     | 639     | (33)    | (33)    | Impact of lower Gardasil royalties  |
| Operating profit              | 8,786   | 9,148   | 4       | 11      | Operating profit +13% excluding COVID-19 solutions  |
| Operating profit margin       | 29.0%   | 29.2%   | + 20bps | + 90bps | Improved +130 bps (excl. COVID-19 solutions)  |
| Earnings per share            | 155.1p  | 159.3p  | 3       | 10      | EPS grew 12% excluding COVID-19 solutions   |
|                               | FY 2023 | FY 2024 | AER     | CER     |   |
| <u>Total results</u>          | £m      | £m      | %       | %       |   |
| Total operating profit        | 6,745   | 4,021   | (40)    | (33)    | Total profit decrease YOY primarily due to Zantac settlements (£1.8bn) and higher CCL charges |
| Total operating profit margin | 22.2%   | 12.8%   | -940bps | -830bps |   |
| Total earnings per share      | 121.6p  | 63.2p   | (48)    | (40)    |   |



# FY 2024 core operating margin improved

Margin benefits from product mix and increased productivity



Core operating margin +90bps at CER; +130bps ex COVID<sup>1</sup>



### FY 2024 free cash flow of £2.9bn

### Cash generated from operations of £7.9bn or £8.5bn ex Zantac payment

|   | FY 2023 | FY 2024 | FY 2024<br>ex- <i>Zantac</i><br>settlement |
|---|---------|---------|--|
| Core operating profit                               | 8,786   | 9,148   | 9,148                                      |
| Decrease/(Increase) in working capital              | (1,233) | (175)   | (175)                                      |
| Contingent consideration paid <sup>2</sup>          | (1,134) | (1,235) | (1,235)                                    |
| Other CGFO  | 1,677   | 123     | 795  |
| Cash generated from operations (CGFO <sup>1</sup> ) | 8,096   | 7,861   | 8,533                                      |
| Taxation paid                                       | (1,328) | (1,307) | (1,307)                                    |
| Net tangible capex <sup>3</sup>                     | (1,286) | (1,334) | (1,334)                                    |
| Net intangible capex, primarily BD <sup>3</sup>     | (1,018) | (1,452) | (1,452)                                    |
| Other <sup>4</sup>                                  | (1,055) | (905)   | (905)                                      |
| Free cash flow (FCF)                                | 3,409   | 2,863   | 3,535                                      |

CGFO £7.9bn down £0.2bn YOY or up £0.4bn ex Zantac with:

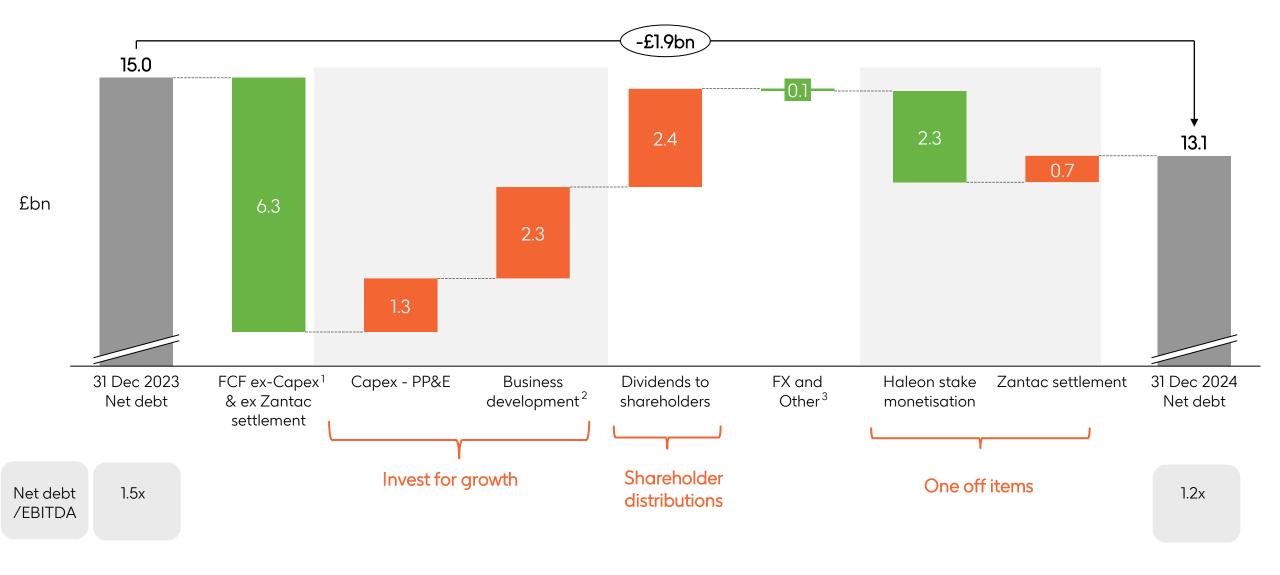
- Higher core operating profit
- Favourable working capital reflecting lower receivables
- Lower pension contributions

FCF £3.5bn ex Zantac, up £0.1bn YoY despite increased investment into business development YoY

Settlement payments of £0.7bn relating to the *Zantac* litigation with remaining £1.2bn to be paid in Q2 2025



# Capital deployment supports business growth and shareholder returns





# 2025 Growth guidance at CER

Sales<sup>1</sup>

Core operating profit<sup>1</sup>

Core earnings per share<sup>1,2</sup>

3-5%

6-8%

6-8%

Product group sales growth guidance<sup>1</sup>

Specialty Medicines: grow low double digit %

HIV: grow mid single digit %

Vaccines: decline low single digit %

General Medicines: broadly stable

P&L modelling considerations

Gross margin: benefit from product mix

SG&A to grow low single digit %

R&D to grow broadly in line with sales

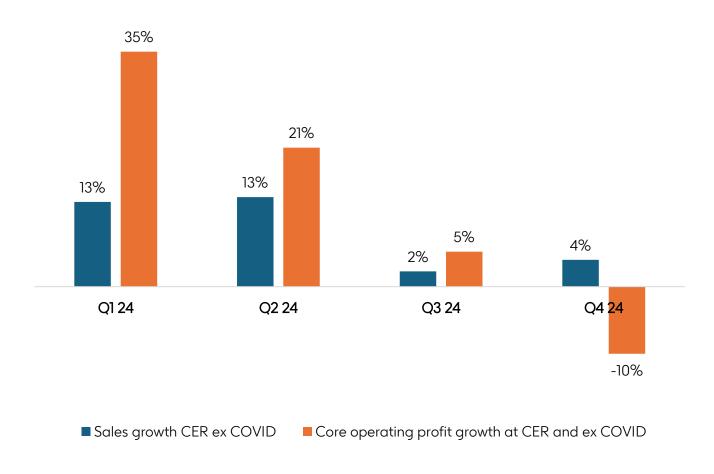
Interest charge to be £600 to £650m

Tax rate expected to increase to ~17.5%



# Phasing: Growth expected to be H2 weighted in 2025

Comparator base: 2024 YOY growth by quarter (CER and ex COVID)



### Modelling considerations

Comparator base in 2024 benefited from a number of items:

- Zejula royalty dispute in SG&A ~£70m (Q1)
- Sales benefit from RAR<sup>1</sup> on Gen Meds (Q2)
- Supply chain efficiency charge ~£150m (Q4)

### 2025:

- Growth will be H2 weighted given comp base and new launch timings in H2
- Vaccines pressure H1 weighted



# Strong commitment to growth

### 2025 Guidance at CER

- Sales growth: 3-5%
- Core OP growth: 6-8%
- Core EPS growth: 6-8%

### 2021-2026 Outlook

- >7% Sales CAGR<sup>1</sup>
- >11% Core OP CAGR<sup>1</sup>
- >31% Core OP margin
- >£10bn CGFO<sup>2</sup>

### 2031 Outlook

- >£40bn Sales by 2031 (was >£38bn³)
- Continued focus on margin improvement, with broadly stable OP<sup>4</sup> margin through dolutegravir loss of exclusivity<sup>5</sup>

### 2021-2026 PA sales CAGRs

- Specialty Med: low to mid teens
- HIV: high single digits
- Vaccines: mid to high single digits
- Gen Med: low single digits



# IR Roadmap 2024

|                        |                      | 1112021  |        |  |             |
|------------------------|----------------------|--|--------|--|-------------|
| Execution              |                      | <ul> <li>Full-year 2023 results and 2024 guidance and upgraded 2031 outlook</li> <li>Q1 2024 results and upgraded 2024 guidance</li> </ul>   | ✓<br>✓ | <ul> <li>Half-year 2024 results and upgraded 2024 guidance</li> <li>Q3 2024 results</li> </ul>   | ✓<br>✓      |
| Pipeline <sup>1</sup>  | Regulatory Decisions | <ul> <li>Ojjaara/Omjjara: MOMENTUM, myelofibrosis (JP)</li> <li>Ojjaara/Omjjara: MOMENTUM, myelofibrosis (EU)</li> <li>Nucala: severe asthma (CN)</li> <li>Arexvy, RSV, 50-59 YoA² (US)</li> </ul>   |        | <ul> <li>Arexvy, RSV, 50-59 YoA (EU)</li> <li>Arexvy, RSV, 50-59 YoA (JP)</li> <li>Nucala, CRwNP³ (JP)</li> <li>Jemperli RUBY Part 1, 1L⁴ EC⁵ (US)</li> </ul>  |             |
|                        | Phase III readouts   | <ul> <li>gepotidacin EAGLE-1, GC<sup>7</sup></li> <li>depemokimab SWIFT-1/2, SA<sup>8</sup></li> <li>Blenrep DREAMM-7, 2L+MM<sup>10</sup></li> <li>Jemperli RUBY, 1L dMMR/MSI-H<sup>11</sup> EC<sup>5</sup></li> <li>Jemperli RUBY Part 1, 1L OS<sup>12</sup> EC<sup>5</sup></li> <li>Jemperli RUBY Part 2, 1L EC<sup>5</sup></li> </ul> |        | <ul> <li>depemokimab ANCHOR-1/2, CRwNP<sup>3</sup></li> <li>Nucala MATINEE, COPD<sup>9</sup></li> <li>Blenrep DREAMM-8, 2L+13 MM<sup>10</sup></li> <li>Zejula FIRST 1L maintenance OC<sup>14,19</sup></li> <li>linerixibat GLISTEN, PBC<sup>16</sup></li> <li>Arexvy, RSV, 60+ 3-season</li> </ul> |             |
| Capital Allocation     |                      | <ul> <li>Full-year 2023 dividend declaration</li> <li>Dividend expectation 2024</li> <li>Completion of Haleon stake monetisation</li> <li>Completion of Aiolos Bio acquisition</li> </ul>  |        | <ul> <li>Revised licence agreement for mRNA (CureVac)</li> <li>Zantac litigation – settlement agreement</li> <li>Collaboration with Flagship Pioneering</li> </ul>   | ✓<br>✓<br>✓ |
| Investor<br>engagement |                      | <ul><li>Meet the management, Oncology</li><li>Roadshows and medical congresses</li></ul>   | ✓<br>✓ | <ul><li>Meet the management, Early pipeline</li><li>Roadshows and medical congresses</li></ul>   | ✓<br>✓      |

H1 2024



1. Includes phase III data readouts and regulatory decisions with the applicable geography denoted in brackets United States (US), Europe (EU), Japan (JP), and China (CN) 2. Years of age 3. Chronic rhinosinusitis with nasal polyps 4. First-line treatment 5. Endometrial cancer 6. Uncomplicated urinary tract infections (EAGLE 2/3) 7. Urogenital gonorrhoea (EAGLE-1) 8. Severe asthma with an eosinophilic phenotype 9. Chronic obstructive pulmonary 4. First-line treatment 5. Endometrial cancer 6. On Complicated unitary tract infections (EAGLE 276) 7. Oragental gonomics (EAGLE 276) 7. Orag multiple myeloma 14. Ovarian cancer 15. Non-small cell lung cancer 16. Cholestatic pruritus in primary biliary cholangitis 17. Complicated urinary tract infection 18. Refractory chronic cough 19. FIRST has an amber tick as it met its primary endpoint of PFS in 1L advanced ovarian cancer. However, the secondary end point of overall survival was not met.

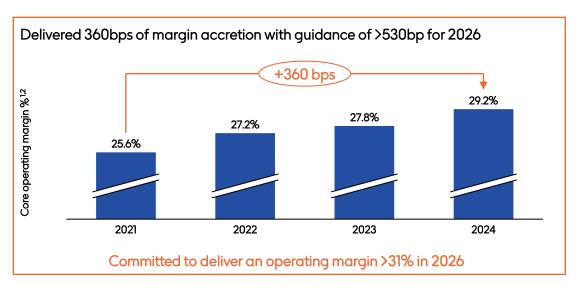
H2 2024

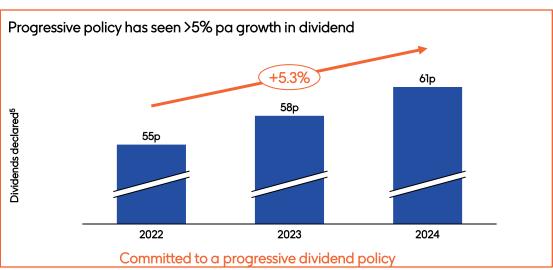
# ► IR Roadmap 2025 to 2026

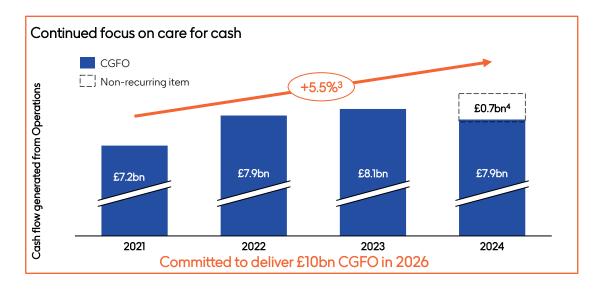
|                       | H1 2025   | H2 2025   | 2026**   |  |
|-----------------------|---|---|--|--|
| Execution             | MenABCWY 1st gen     gepotidacin uUTI <sup>1</sup> Nucala COPD <sup>16</sup>  | • <i>Blenrep</i> 2L+ multiple myeloma   | depemokimab severe asthma  |  |
| Pipeline <sup>1</sup> | MenABCWY 1st gen (US)     Shingrix adults 18+ YOA <sup>7</sup> AIR <sup>8</sup> (CN)     gepotidacin uUTI <sup>1</sup> (US)     Nucala CRwNP <sup>4</sup> (CN)     Nucala COPD <sup>17</sup> (US)     Jemperli 1L Endometrial cancer (EU)     Blenrep 2L+ Multiple Myeloma <sup>2</sup> (JP)     Shingrix liquid formulation (US) | <ul> <li>gepotidacin GC<sup>4</sup> (US)</li> <li>depemokimab SA<sup>3,</sup> CRwNP<sup>5</sup> (US)</li> <li>Blenrep 2L+ Multiple Myeloma (US, EU)</li> <li>linerixibat PBC<sup>6</sup> (US)</li> </ul>  | <ul> <li>Arexvy 18-49 YoA<sup>7</sup> AIR<sup>8</sup> (US, EU, JP)</li> <li>tebipenem: cUTI<sup>9</sup> (US)</li> <li>depemokimab: SA<sup>3</sup> CRSwNP<sup>5</sup> (EU,JP,CN)</li> <li>Nucala: COPD<sup>16</sup> (EU,CN)</li> <li>Trelegy: asthma (CN)</li> <li>Blenrep. 2L+ Multiple Myeloma (CN)</li> <li>bepirovirsen: chronic HBV<sup>10</sup> (US,JP)</li> <li>cobolimab: 2L NSCLC<sup>11</sup> (US,EU)</li> <li>cabotegravir: Q4M PrEP<sup>19</sup>, HIV (US)</li> <li>Ventolin: low carbon metered dose inhaler (EU)</li> <li>Bexsero, meningococcal B, infants (US)</li> </ul> |  |
|                       | • depemokimab AGILE, severe asthma • Zejula ZEAL, 1L maintenance NSCLC <sup>11</sup> • cobolimab COSTAR 2L, NSCLC <sup>11</sup>   | <ul> <li>Bexsero, meningococcal B, infants</li> <li>tebipenem PIVOT-PO, cUTI<sup>9</sup></li> <li>camlipixant CALM-1, RCC<sup>12</sup></li> <li>depemokimab NIMBLE, severe asthma</li> <li>Ventolin low carbon metered dose inhaler (asthma)</li> </ul> | <ul> <li>bepirovirsen: B-WELL-1/2, chronic HBV<sup>10</sup> infection</li> <li>camlipixant CALM-2, RCC<sup>12</sup></li> <li>depemokimab: OCEAN, EGPA<sup>14</sup></li> <li>latozinemab: INFRONT-3<sup>15</sup>, FTD-GRN<sup>16</sup></li> <li>Jemperli: AZUR-1, rectal cancer*</li> <li>cabotegravir: Q4M PrEP<sup>19</sup>, HIV*</li> </ul>  |  |
| Capital<br>Allocation | <ul> <li>Full-year 2024 dividend upgraded</li> <li>Announced acquisition of IDRx (GIST)</li> <li>£2bn share buyback announced</li> <li>Dividend expectation 2025</li> </ul>   | <ul><li>✓</li><li>✓</li><li>✓</li><li>✓</li></ul>   | <ul> <li>Full-year 2025 dividend declaration</li> <li>Dividend expectation 2026</li> </ul>   |  |

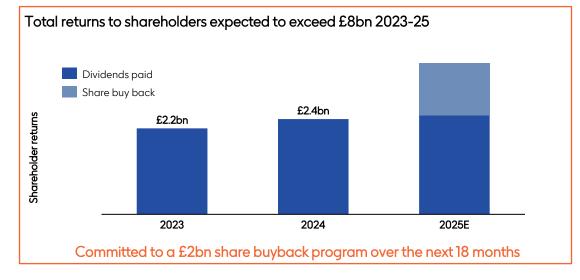


# Committed to capital management and operational efficiency











# Ahead of disease, together

Strong track record of operational delivery with attractive, high-quality portfolio of Specialty Medicines and Vaccines



Innovation progress accelerating, with investment prioritised to new, scale, opportunities in Respiratory, Immunology and Inflammation, Oncology & HIV



Clear outlooks for growth, with >£40bn sales expected by 2031 Almost 90% from products already approved or to be launched in next three years



Strong balance sheet with capacity to invest in R&D



Demonstrated commitment and focus to improving shareholder returns





# 



## 2025 full year outlook considerations to support modelling

|                  | 2024 Growth<br>exc COVID | 2025 guidance<br>5 Feb 25 | 2025 assumptions   |
|------------------|--------------------------|---------------------------|--|
| Turnover         | 8%                       | 3-5%                      |  |
| - Specialty      | +19%                     | +LDD                      |  |
| - HIV            | +13%                     | +MSD                      |  |
| - Vaccines       | -3%                      | -LSD                      |  |
| - Gen Meds       | +6%                      | Broadly stable            |  |
| Core OP          | 13%                      | 6-8%                      | SG&A: increase by a LSD percentage<br>R&D increase broadly in line with sales<br>Royalties: £650m-£700m  |
| - Core OP margin | 29.2%                    | n/a                       |  |
| Core EPS         | 12%                      | 6-8%                      | Interest charge £600-650m<br>Core tax rate ~17.5%<br>NCI: ViiV is the main ongoing NCI<br>Share buyback included in EPS guidance, assumed to be up to<br>1% accretive to EPS |
| Dividend         | 61p                      | 64p                       |  |

| 2021 – 2026<br>BIU 2021 | 2021 – 2026<br>BIU 2024 | 2021 – 2026<br>2025 update |
|-------------------------|-------------------------|----------------------------|
| >5% CAGR                | >7% CAGR                | >7% CAGR                   |
| DD CAGR                 | DD CAGR                 | Low to mid teens           |
| MSD CAGR                | 6-8%                    | HSD                        |
| HSD CAGR                | LDD CAGR                | MSD to HSD                 |
| Broadly Stable          | Broadly Stable          | LSD                        |
| >10% CAGR               | >11% CAGR               | >11% CAGR                  |
| >30%                    | >31%                    | >31%                       |
|                         |                         |                            |
|                         |                         |                            |
|                         |                         |                            |



### 2024 Total to core operating profit reconciliation

|  | 2023                  | 2024                     | Key commentary on CER basis   |
|--|-----------------------|--------------------------|---|
|  | Operating profit (£m) | Operating profit<br>(£m) |   |
| Total results                            | 6,745                 | 4,021                    | -33% at CER   |
| Intangible amortisation                  | 719                   | 1,002                    |   |
| Intangible impairment                    | 398                   | 314                      |   |
| Major restructuring                      | 382                   | 353                      | ~£1.1bn benefits to date <sup>1</sup>   |
| Transaction-related                      | 572                   | 1,881                    | ViiV CCL <sup>2</sup> movements   |
| Divestments, significant legal and other | (30)                  | 1,577                    | Primarily settlement and legal fees relating to the <i>Zantac</i> litigation.  Partly offset by other net income including milestones |
| Core results                             | 8,786                 | 9,148                    | +11% at CER   |



### Improved core earnings per share with +10% growth at CER

|  | 2023<br>£m | 2024<br>£m | Key commentary on CER basis   |
|--|------------|------------|---|
| Core operating profit (OP)                   | 8,786      | 9,148      | +11% incl. COVID; +13% excl. COVID-19 solutions                           |
| Net finance expense                          | (669)      | (532)      | Lower interest on short term financing and higher interest income on cash |
| Share of associates                          | (5)        | (3)        |   |
| Tax  | (1,257)    | (1,462)    |   |
| Tax rate                                     | 15.5%      | 17.0%      | In-line with guidance   |
| Non-controlling interests                    | (572)      | (654)      |   |
| Core Profit attributable to shareholders     | 6,283      | 6,497      | +10% incl. COVID  |
| Core earnings per share (EPS)                | 155.1p     | 159.3p     | +10% incl. COVID, +12% excl. COVID-19 solutions                           |
|  |            |            |   |
| Total EPS                                    | 121.6p     | 63.2p      | -40% at CER due to the resolution of the <i>Zantac</i> litigation         |
| Weighted average number of shares (millions) | 4,052      | 4,077      |   |



### Quarterly summary of core results

|                                     |       |       | 2023  |       |        |       |       | 2024  |       |        |
|-------------------------------------|-------|-------|-------|-------|--------|-------|-------|-------|-------|--------|
|                                     | Q1    | Q2    | Q3    | Q4    | FY     | Q1    | Q2    | Q3    | Q4    | FY     |
| Including COVID-19 solutions        |       |       |       |       |        |       |       |       |       |        |
| Sales (£m)                          | 6,951 | 7,178 | 8,147 | 8,052 | 30,328 | 7,363 | 7,884 | 8,012 | 8,117 | 31,376 |
| Operating profit (£m)               | 2,092 | 2,170 | 2,772 | 1,752 | 8,786  | 2,443 | 2,513 | 2,761 | 1,431 | 9,148  |
| Operating margin                    | 30.1% | 30.2% | 34.0% | 21.8% | 29.0%  | 33.2% | 31.9% | 34.5% | 17.6% | 29.2%  |
| Earnings per share (p)              | 37.0  | 38.8  | 50.4  | 28.9  | 155.1  | 43.1  | 43.4  | 49.7  | 23.2  | 159.3  |
| COVID-19 solutions impact           |       |       |       |       |        |       |       |       |       |        |
| Sales (£m)                          | 132   | 41    | 1     | 20    | 194    | 1     | 0     | 0     | 11    | 12     |
| Operating profit (£m)               | 118   | 57    | (4)   | 8     | 179    | (1)   | 0     | 0     | 4     | 3      |
| Earnings per share (p)              | 2.5   | 1.2   | (0.1) | 0.2   | 3.8    | 0.0   | 0.0   | 0.0   | 0.0   | 0.0    |
| Excluding COVID-19 solutions impact |       |       |       |       |        |       |       |       |       |        |
| Sales (£m)                          | 6,819 | 7,137 | 8,146 | 8,032 | 30,134 | 7,362 | 7,884 | 8,012 | 8,106 | 31,364 |
| Operating profit (£m)               | 1,974 | 2,113 | 2,776 | 1,744 | 8,607  | 2,444 | 2,513 | 2,761 | 1,427 | 9,145  |
| Operating margin                    | 28.9% | 29.6% | 34.1% | 21.7% | 28.6%  | 33.2% | 31.9% | 34.5% | 17.6% | 29.2%  |
| Earnings per share (p)              | 34.5  | 37.6  | 50.5  | 28.7  | 151.3  | 43.1  | 43.4  | 49.7  | 23.2  | 159.3  |



Core results; some figures may not sum due to rounding.

### Currency

| 2024 currency sales | s exposure <sup>1</sup> |
|---------------------|-------------------------|
| US\$                | 52%                     |
| Euro€               | 18%                     |
| Japanese ¥          | 4%                      |
| Other <sup>2</sup>  | 26%                     |

#### 2025 core operating profit

US \$: 10 cents movement in the average exchange rate for full year impacts core operating profit by approx. +/- 8%

Euro €: 10 cents movement in the average exchange rate for full year impacts core operating profit by approx. +/- 0.5%

**Japanese \pm:** 10 Yen movement in the average exchange rate for full year impacts core operating profit by approx.  $\pm$ 1%

#### **Currency sensitivity**

If exchange rates were to hold at the closing rates on 29 January 2025 (\$1.24/£1, €1.19/£1 and Yen 193/£1) for the rest of 2025, the estimated impact on 2025 Sterling turnover growth for GSK would be +1% and if exchange gains or losses were recognised at the same level as in 2024, the estimated impact on 2025 Sterling Core Operating Profit growth for GSK would be +2%.

|   |      |      | 2023 |      |       |      | 2024 |      |      |       |  |
|---|------|------|------|------|-------|------|------|------|------|-------|--|
| Historical average exchange rates quarterly | Qī   | Q2   | Q3   | Q4   | FY 23 | Qī   | Q2   | Q3   | Q4   | FY 24 |  |
| US\$  | 1.22 | 1.25 | 1.26 | 1.25 | 1.24  | 1.27 | 1.26 | 1.31 | 1.27 | 1.28  |  |
| Euro€                                       | 1.14 | 1.15 | 1.16 | 1.15 | 1.15  | 1.16 | 1.17 | 1.19 | 1.20 | 1.18  |  |
| Japanese ¥                                  | 162  | 173  | 182  | 183  | 175   | 187  | 198  | 192  | 195  | 193   |  |
| Historical period end exchange rates        |      |      |      |      |       |      |      |      |      |       |  |
| US\$  | 1.24 | 1.26 | 1.23 | 1.27 |       | 1.26 | 1.27 | 1.34 | 1.25 |       |  |
| Euro€                                       | 1.14 | 1.17 | 1.16 | 1.15 |       | 1.17 | 1.18 | 1.20 | 1.20 |       |  |
| Japanese ¥                                  | 165  | 183  | 183  | 180  |       | 191  | 203  | 191  | 197  |       |  |



### Upcoming pipeline catalysts: 2025 and 2026



|            | H1 2025  |            | H2 2025   |            | 2026  |                |
|------------|--|------------|---|------------|---|----------------|
| Regulatory | Nucala: MATINEE, COPD <sup>1</sup>                             | US         | depemokimab: SWIFT-1/2, asthma  | US         | depemokimab: SWIFT-1/2, asthma  | EU. CN, JP     |
| decision   | Blenrep: DREAMM-7/8, 2L+ MM <sup>2</sup>                       | JP         | depemokimab: ANCHOR-1/2, CRSwNP <sup>6</sup>                          | US         | depemokimab: ANCHOR-1/2, CRSwNP <sup>6</sup>                          | EU. CN, JP     |
|            | gepotidacin: EAGLE-2/3, uUTI <sup>3</sup>                      | US         | linerixibat: GLISTEN, cholestatic pruritus in PBC <sup>7</sup>        | US         | linerixibat: GLISTEN, cholestatic pruritus in PBC <sup>7</sup>        | EU, CN, JP     |
|            | MenABCWY vaccine 1st Gen                                       | US         | Blenrep: DREAMM-7/8, 2L+ MM <sup>2</sup>                              | US, EU     | Nucala: MATINEE, COPD <sup>1</sup>                                    | EU, CN         |
|            | Shingrix: 18+ YoA <sup>4</sup> AIR <sup>5</sup>                | CN         | gepotidacin: EAGLE-1, GC <sup>8</sup>                                 | US         | Ventolin (low carbon MDI <sup>11</sup> ): asthma                      | EU             |
|            | Shingrix liquid formulation                                    | US         |   |            | Blenrep: DREAMM-7/8, 2L+ MM <sup>2</sup>                              | CN             |
|            | <del></del>  |            |   |            | cobolimab <sup>9</sup> : COSTAR, 2L NSCLC <sup>10</sup>               | US, EU         |
|            |  |            |   |            | cabotegravir: Q4M PrEP <sup>15</sup> , HIV prevention                 | US             |
|            |  |            |   |            | Arexvy: $18-49 \text{ YoA}^4 \text{ AIR}^5$ and $18+ \text{ IC}^{12}$ | US, EU, JP     |
|            |  |            |   |            | bepirovirsen: B-WELL-1/2, chronic HBV <sup>16</sup> infection         | US,JP          |
|            |  |            |   |            | Bexsero (infants US): Men B   | US             |
|            |  |            |   |            | tebipenem pivoxil: PIVOT-PO, cUTI <sup>13</sup>                       | US             |
| Regulatory | depemokimab: SWIFT-1/2, asthma                                 | US         | linerixibat: GLISTEN, cholestatic pruritus in PBC <sup>7</sup>        | JP         | camlipixant: CALM-1/2, RCC <sup>14</sup>                              | US, EU         |
| submission | depemokimab: ANCHOR-1/2, CRSwNP <sup>6</sup>                   | US         | Ventolin (low carbon MDI <sup>11</sup> ): asthma                      | EU         | depemokimab: OCEAN, EGPA <sup>17</sup>                                | US, EU, CN, JP |
| acceptance | linerixibat: GLISTEN, cholestatic pruritus in PBC <sup>7</sup> | US, EU, CN | Blenrep: DREAMM-8, 2L+ MM <sup>2</sup>                                | CN         | latozinemab: INFRONT-3 <sup>18</sup> , FTD-GRN <sup>19</sup>          | US, EU         |
|            | . Nucala: MATINEE, COPD <sup>1</sup>                           | EU, CN     | cobolimab <sup>9</sup> : COSTAR, 2L NSCLC <sup>10</sup>               | US, EU     | cabotegravir: Q4M PrEP <sup>15</sup> , HIV prevention                 | US             |
|            | gepotidacin: EAGLE-1, GC <sup>8</sup>                          | US         | Arexvy: $18-49 \text{ YoA}^4 \text{ AIR}^5$ and $18+ \text{ IC}^{12}$ | US, EU, JP | bepirovirsen: B-WELL-1/2, chronic HBV <sup>16</sup> infection         | US, EU, CN, JP |
|            |  |            | Bexsero (infants US): Men B   | US         |   |                |
|            |  |            | tebipenem pivoxil: PIVOT-PO, cUTI <sup>13</sup>                       | US         |   |                |
| Late-stage | depemokimab: AGILE, asthma                                     |            | camlipixant: CALM-1, RCC <sup>14</sup>                                |            | camlipixant: CALM-2, RCC <sup>14</sup>                                |                |
| Phase III  | cobolimab <sup>9</sup> : COSTAR, 2L NSCLC <sup>10</sup>        |            | depemokimab: NIMBLE, asthma   |            | depemokimab: OCEAN, EGPA <sup>17</sup>                                |                |
| readouts   | Zejula <sup>9</sup> : ZEAL, 1L maintenance NSCLC <sup>10</sup> |            | Ventolin (low carbon MDI <sup>11</sup> ): asthma                      |            | latozinemab: INFRONT-3 <sup>18</sup> , FTD-GRN <sup>19</sup>          |                |
|            | _  |            | Bexsero (infants US): Men B   |            | Jemperli <sup>9</sup> : AZUR-1, Rectal cancer <sup>20, 21</sup>       |                |
|            |  |            | tebipenem pivoxil: PIVOT-PO, cUTI <sup>13</sup>                       |            | cabotegravir: Q4M PrEP <sup>15</sup> , HIV prevention <sup>21</sup>   |                |
|            |  |            | <del></del>   |            | bepirovirsen: B-WELL-1/2, chronic HBV <sup>16</sup> infection         |                |



### 71 potential new vaccines and medicines in pipeline



#### Phase III / Registration

| camlipixant (GSK5464714)  | P2X3 receptor antagonist                     |                   |
|---|--|-------------------|
| depemokimab (GSK3511294)  | Long-acting anti-IL5 antibody*               |                   |
| latozinemab (GSK4527223)  | Anti-sortilin antibody*                      |                   |
| linerixibat (GSK2330672)  | IBAT inhibitor C                             | Cholestatic pruri |
| Low carbon version of MDI <sup>2</sup> , <i>Ventolin</i> (salbutamol) | Beta 2 adrenergic receptor agonist           | ·                 |
| Nucala (mepolizumab)  | Anti-IL5 antibody                            |                   |
| belrestotug (GSK4428859)  | Anti-TIGIT antibody*                         |                   |
| Blenrep (belantamab mafodotin)  | Anti-BCMA ADC*                               |                   |
| cobolimab (GSK4069889)  | Anti-TIM-3 antibody*                         |                   |
| Jemperli (dostarlimab)  | Anti-PD-1 antibody*                          |                   |
| Zejula (niraparib)  | PARP inhibitor*                              |                   |
| Arexvy (RSV vaccine)  | Recombinant protein, adjuvanted*             |                   |
| bepirovirsen (GSK3228836)   | Antisense oligonucleotide*                   |                   |
| Bexsero (MenB vaccine)  | Recombinant protein, OMV                     |                   |
| gepotidacin (GSK2140944)  | BTI inhibitor*                               |                   |
| ibrexafungerp (GSK5458448)  | Antifungal glucan synthase inhibitor*        |                   |
| MenABCWY vaccine (GSK3536819)   | Recombinant protein, OMV, conjugated vaccine |                   |
| tebipenem pivoxil (GSK3778712)  | Antibacterial carbapenem*                    |                   |
| GSK4178116  | Live, attenuated                             |                   |

Refractory chronic cough Asthma^\*\* Frontotemporal dementia<sup>1</sup> uritus in primary biliary cholangitis Asthma COPD3^ Non-small cell lung cancer\*\* Multiple myeloma^ Non-small cell lung cancer dMMR/MSI-H colon cancer\*\* Ovarian cancer\*\* RSV adults ( $18-49 \text{ YoA}^4 \text{ AIR}^5$ )\*\* Chronic HBV<sup>6</sup> infection\*\* Meningitis B (infants US) Uncomplicated UTI<sup>7</sup>^\*\* Invasive candidiasis MenABCWY, 1st Gen^ Complicated UTI<sup>7</sup>

Varicella new strain



<sup>\*</sup> In-license or other alliance relationship with third party \*\* Additional indications or candidates also under investigation ^ In registration

### 71 potential new vaccines and medicines in pipeline



#### Phase II

| Benlysta (belimumab)             | Anti-BLys antibody                           | Systemic sclerosis associated ILD <sup>1,2</sup> ** |
|----------------------------------|--|---|
| GSK1070806                       | Anti-IL18 antibody                           | Atopic dermatitis                                   |
| GSK3915393                       | TG2 inhibitor*                               | Pulmonary fibrosis                                  |
| GSK4527226 (AL-101)              | Anti-sortilin antibody*                      | Alzheimer's disease                                 |
| GSK4532990                       | HSD17B13 RNA interference*                   | NASH/MASH <sup>3</sup> **                           |
| GSK5784283                       | TSLP monoclonal antibody*                    | Asthma <sup>4</sup>                                 |
| GSK4381562                       | Anti-PVRIG antibody*                         | Cancer  |
| nelistotug (GSK6097608)          | Anti-CD96 antibody*                          | Cancer  |
| cabotegravir (GSK1265744)        | Integrase inhibitor                          | HIV   |
| VH3810109                        | Broadly neutralizing antibody*               | HIV   |
| VH3739937                        | Maturation inhibitor                         | HIV   |
| VH4011499                        | Capsid protein inhibitor                     | HIV   |
| VH4524184                        | Integrase inhibitor*                         | HIV   |
| alpibectir (BVL-GSK3729098)      | Ethionamide booster*                         | Tuberculosis  |
| ganfeborole (GSK3036656)         | Leucyl t-RNA synthetase inhibitor*           | Tuberculosis  |
| GSK3437949                       | Recombinant protein, adjuvanted*             | Malaria fractional dose                             |
| GSK3536852                       | GMMA*  | Shigella  |
| GSK3993129                       | Recombinant subunit, adjuvanted              | Cytomegalovirus <sup>5</sup>                        |
| GSK4023393                       | Recombinant protein, OMV, conjugated vaccine | MenABCWY, 2 <sup>nd</sup> Gen <sup>5</sup>          |
| GSK4077164                       | Bivalent GMMA*                               | Invasive non-typhoidal salmonella**                 |
| GSK4382276                       | mRNA*  | Seasonal flu  |
| GSK4396687                       | mRNA*  | COVID-19  |
| GSK440637I                       | Live, attenuated                             | MMRV <sup>6</sup> new strain                        |
| GSK5101955                       | MAPS Pneumococcal 24-valent paed*            | Paediatric pneumococcal disease                     |
| GSK5536522                       | mRNA*  | Flu H5N1 pre-pandemic <sup>5</sup>                  |
| GSK5637608                       | Hepatitis B virus-targeted siRNA*            | Chronic HBV <sup>7</sup> infection                  |
| sanfetrinem cilexetil (GV118819) | Serine beta lactamase inhibitor*             | Tuberculosis  |



<sup>\*</sup> In-license or other alliance relationship with third party \*\* Additional indications or candidates also under investigation 1. Interstitial lung disease 2. In phase II/III study 3. Non-alcoholic steatohepatitis/metabolic dysfunction-associated steatohepatitis 4. Phase II study start expected in 2025 5. In phase II/III study 6. Measles, Mumps, Rubella, and Varicella 7. Hepatitis B virus

### 71 potential new vaccines and medicines in pipeline



#### Phase I

COPD1 Anti-IL33 antibody Anti-IL7 antibody\* Autoimmune disease DNMT1 inhibitor\* Sickle cell disease Interferon pathway modulator Systemic lupus erythematosus B-cell modulator Systemic lupus erythematosus Anti-IL23-IL18 bispecific antibody Inflammatory bowel disease Autosomal dominant PKD<sup>2</sup> Monoclonal antibody against novel kidney target RNA-editing oligonucleotide\* Alpha-1 antitrypsin deficiency Anti-CD19-CD20-CD3 trispecific antibody\* Autoimmune disease belantamab (GSK28<u>57914)</u> Anti-BCMA antibody Multiple myeloma\*\* GSK4418959 dMMR/MSI-H solid tumours<sup>3</sup> Werner helicase inhibitor\* GSK4524101 DNA polymerase theta inhibitor\* Cancer<sup>3</sup> ADC targeting B7-H4\* Gynaecologic malignancies GSK5764227 ADC targeting B7-H3\* Solid tumours XMT-2056⁴ STING agonist ADC\* Cancer wholly owned by Mersana Therapeutics) VH4527079 HIV entry inhibitor HIV GSK3536867 Salmonella (typhoid + paratyphoid) Bivalent conjugate\* GSK3772701 P. falciparum whole cell inhibitor\* Malaria Uncomplicated UTI<sup>5</sup> GSK3882347 FimH antagonist\* GSK3923868 PI4K beta inhibitor Rhinovirus disease Chronic HBV<sup>6</sup> infection<sup>3</sup> GSK3965193 PAPD5/PAPD7 inhibitor GSK4024484 P. falciparum whole cell inhibitor\* Malaria Chronic HBV<sup>6</sup> infection GSK5251738 TLR8 agonist\* GSK5102188 Recombinant subunit, adjuvanted GSK5475152 mRNA\* Seasonal flu/COVID-19

<sup>\*</sup> In-license or other alliance relationship with third party

\*\* Additional indications or candidates also under investigation

1. Chronic obstructive pulmonary disorder 2. Polycyctic kidney disease 3. In phase I/II study 4. GSK has an exclusive or

<sup>1.</sup> Chronic obstructive pulmonary disorder 2. Polycystic kidney disease 3. In phase I/II study 4. GSK has an exclusive global license option to co-develop and commercialise the candidate 5. Urinary tract infection 6. Hepatitis B virus

### Changes since Q3 2024



#### Changes on pipeline

#### Progressed from Phase II to Phase III

GSK4178116: Live, attenuated, Varicella new strain

#### Progressed from Phase I to Phase II

cabotegravir (GSK1265744): Integrase inhibitor, HIV

#### New to Phase I

GSK4528287: Anti-IL23-IL18 bispecific antibody, Inflammatory bowel disease

GSK4771261: Monoclonal antibody against novel kidney target, ADPKD<sup>1</sup>

GSK5926371: Anti-CD19-CD20-CD3 trispecific antibody, Autoimmune disease

GSK4418959: Werner helicase inhibitor, dMMR/MSI-H solid tumours

VH4527079: HIV entry inhibitor, HIV

GSK5102188: Recombinant subunit, adjuvanted, UTI<sup>2</sup>

GSK5475152: mRNA, Seasonal flu/COVID-19

#### Removed from Phase II

VH4004280: Capsid protein inhibitor, HIV

GSK3528869: Viral vector with recombinant protein, adjuvanted, Chronic HBV<sup>3</sup> infection

#### Removed from Phase I

GSK2556286: Mtb cholesterol dependent inhibitor, Tuberculosis

#### Achieved pipeline catalysts

#### Regulatory decisions

|  | -  |    |
|--|--|----|
|  | Nucala: CRSwNP <sup>4</sup>  | CN |
|  | Jemperli <sup>5</sup> : RUBY (Part 1) <sup>6,</sup> 1L EC <sup>7</sup> | EU |
|  | Vocabria + Rekambys: HIV infection                                     | EU |
|  | Arexvy: 50-59 YoA <sup>8</sup> AIR <sup>9</sup>                        | JP |
|  | Menveo liquid formulation, Men ACWY                                    | EU |

#### Regulatory submission acceptances

| depemokimab: SWIFT-1/2, asthma                               | EU, CN, JP |
|--|------------|
| depemokimab: ANCHOR-1/2, CRSwNP <sup>4</sup>                 | EU, CN, JP |
| Nucala: MATINEE, COPD <sup>10</sup>                          | US         |
| Blenrep: DREAMM-7/8, 2L+ MM <sup>11</sup>                    | US         |
| Blenrep: DREAMM-7, 2L+ MM <sup>11</sup> with priority review | CN         |
| Shingrix liquid formulation                                  | US, EU     |

#### Late-stage readouts

linerixibat: GLISTEN, cholestatic pruritus in PBC $^{12}$  – Positive phase III data readout Zejula $^5$ : FIRST, 1L maintenance OC $^{13}$  – Positive phase III data readout

#### Other news

Jemperli<sup>5</sup>: dMMR/MSI-H rectal cancer<sup>14</sup> – Breakthrough Therapy Designation (US)
GSK5764227: ES-SCLC<sup>15</sup> – PRIME Designation (EU)
GSK5764227: osteosarcoma<sup>16</sup> – Breakthrough Therapy Designation (US)



## Glossary



| ADC   | Antibody drug conjugate                      |
|-------|--|
| ADPKD | Autosomal dominant polycystic kidney disease |
| AE    | Adverse event                                |
| AESI  | Adverse event of special interest            |
| AIR   | At increased risk                            |
| ALD   | Alcohol-related liver disease                |
| ART   | Antiretroviral therapy                       |
| AUC   | Area under curve                             |
| ВСМА  | B-cell maturation antigen                    |
| BICR  | Blinded Independent Central Review           |
| BRCA  | Breast cancer                                |
| CAE   | Corneal adverse events                       |
| CBR   | Clinical benefit rate                        |
| cCR   | Complete clinical response                   |
| CFU   | Colony forming units                         |
| CKD   | Chronic kidney disease                       |
| CfB   | Change from baseline                         |
| Cmax  | Maximum observed plasma concentration        |
| CMV   | Cytomegalovirus                              |
| CN    | China  |
| COPD  | Chronic obstructive pulmonary disease        |
| СР    | Cholestatic pruritus                         |
|       |  |

| CRR     | Complete response rate                               |
|---------|--|
| CRSwNP  | Chronic rhinosinusitis with nasal polyps             |
| CRT     | Cisplatin plus radiotherapy                          |
| CTD-ILD | Connective tissue disorder interstitial lung disease |
| cUTI    | Complicated urinary tract infection                  |
| CV      | Cardiovascular                                       |
| DDI     | Drug-drug interaction                                |
| DL      | Dose level   |
| DLT     | Dose-limiting toxicity                               |
| dMMR    | Deficient mismatch repair                            |
| DNMTI   | DNA methyltransferase 1                              |
| DoR     | Duration of response                                 |
| EASI    | Eczema Area and Severity Index                       |
| EC      | Endometrial cancer                                   |
| ECG     | Electrocardiogram                                    |
| EFS     | Event free survival                                  |
| EGPA    | Eosinophilic granulomatosis with polyangiitis        |
| ES-SCLC | Extensive-stage small-cell lung cancer               |
| FC      | Functional cure                                      |
| FTD-GRN | Frontotemporal dementia with progranulin gene        |
|         | mutation   |
| FVC     | Forced vital capacity                                |
| FC      | Urogenital gonorrhea                                 |
|         |  |

| GMMA  | Generalised Modules for Membrane Antigens        |
|-------|--|
| GSI   | Gamma secretase inhibitor                        |
| НА    | Healthy adults                                   |
| HBV   | Hepatitis B virus                                |
| HES   | Hypereosinophilic syndrome                       |
| Hgb   | Hemoglobin                                       |
| HNSCC | Head and neck squamous cell carcinoma            |
| hSBA  | Human serum bactericidal assay                   |
| HZ    | Herpes zoster                                    |
| IBAT  | lleal bile acid transporter                      |
| IC    | Immunocompromised                                |
| ICR   | Independent central review                       |
| iNTS  | Invasive non-typhoidal salmonella                |
| IPF   | Idiopathic Pulmonary Fibrosis                    |
| ITT   | Intention-to-treat                               |
| JP    | Japan  |
| LLOQ  | Lower limit of quantitation                      |
| MAD   | Multiple ascending dose                          |
| MAE   | Medical attended events                          |
| MAPS  | Multiple Antigen Presenting System               |
| MASH  | Metabolic dysfunction-associated steatohepatitis |
| MCI   | Mild cognitive impairment                        |
|       |  |



# Glossary



| MDI   | Metered dose inhaler                  |
|-------|---------------------------------------|
| MM    | Multiple myeloma                      |
| MMR   | Measles, mumps and rubella            |
| MMRV  | Measles, mumps, rubella and varicella |
| MRD   | Multiple rising dose                  |
| MSI-H | Microsatellite instability high       |
| NASH  | Non-alcoholic steatohepatitis         |
| NRS   | Numeric Rating Scale                  |
| NSCLC | Non-small cell lung cancer            |
| OA    | Older adult                           |
| ОС    | Ovarian cancer                        |
| OMV   | Outer membrane vesicle                |
| ORR   | Overall response rate                 |
| OS    | Overall survival                      |
| PARP  | Poly (ADP-ribose) polymerase          |
| PBC   | Primary biliary cholangitis           |
| PD    | Pharmacodynamic                       |
|       |                                       |

| MDI   | Metered dose inhaler                        |
|-------|---|
| PD-L1 | Programmed death ligand                     |
| PFS   | Progression-free survival                   |
| PFS2  | Time to second disease progression or death |
| PK    | Pharmacokinetic                             |
| PMF   | Primary myelofibrosis                       |
| POLQ  | DNA polymerase theta                        |
| RCC   | Refractory chronic cough                    |
| RL    | Repeat dose level                           |
| RRMM  | Relapsed/refractory multiple myeloma        |
| RSV   | Respiratory syncytial virus                 |
| SAD   | Single ascending dose                       |
| SAE   | Serious adverse event                       |
| sAg   | Surface antigen                             |
| siRNA | Small interfering RNA                       |
| SLE   | Systemic lupus erythematosus                |
| SoC   | Standard of care                            |
|       |   |

| SRR     | Seroresponse rate                                       |
|---------|---|
| SSc-ILD | Systemic sclerosis associated interstitial lung disease |
| STING   | Stimulator of interferon genes                          |
| TG2     | Transglutaminase 2                                      |
| TIM-3   | T-cell immunoglobulin and mucin domain 3                |
| TLR     | Toll-like receptor                                      |
| TOC     | Test of cure  |
| TSLP    | thymic stromal lymphopoietin                            |
| TTBR    | Time to best response                                   |
| TTD     | Time to treatment discontinuation                       |
| TTP     | Time to tumour progression                              |
| TTR     | Time to treatment response                              |
| UTI     | Urinary tract infection                                 |
| uUTI    | Uncomplicated urinary tract infection                   |
| VGPR    | Very good partial remission                             |
| YoA     | Years of age  |
|         |   |



### Assumptions and basis of preparation related to 2025 guidance, 2021-26 and 2031 outlooks

In outlining the guidance for 2025, and outlooks for the period 2021-2026 and 2031, the Group has made certain assumptions about the macro-economic environment, the healthcare sector (including regarding existing and possible additional governmental legislative and regulatory reform), the different markets and competitive landscape in which the Group operates and the delivery of revenues and financial benefits from its current portfolio, its development pipeline and restructuring programmes.

#### 2025 Guidance

These planning assumptions as well as operating profit and earnings per share guidance and dividend expectations assume no material interruptions to supply of the Group's products, no material mergers, acquisitions or disposals, no material litigation or investigation costs for the Company (save for those that are already recognised or for which provisions have been made) and no change in the Group's shareholdings in ViiV Healthcare. The assumptions also assume no material changes in the healthcare environment or unexpected significant changes in pricing or trade policies as a result of government or competitor action. The 2025 guidance factors in all divestments and product exits announced to date. The Core Earnings per share guidance assumes that we will implement our £2bn share buyback programme over the next 18 months.

#### 2021-26 and 2031 Outlooks

The assumptions for GSK's revenue, Core operating profit, Core operating margin and cash flow outlooks, updated 2031 revenue outlook and margin expectations through dolutegravir loss of exclusivity assume the delivery of revenues and financial benefits from its current and development pipeline portfolio of medicines and vaccines (which have been assessed for this purpose on a risk-adjusted basis, as described further below); regulatory approvals of the pipeline portfolio of medicines and vaccines that underlie these expectations (which have also been assessed for this purpose on a risk-adjusted basis, as described further below); no material interruptions to supply of the Group's products; successful delivery of the ongoing and planned integration and restructuring plans; no material mergers, acquisitions or disposals or other material business development transactions; no material litigation or investigation costs for the company (save for those that are already recognised or for which provisions have been made); and no change in the shareholdings in ViiV Healthcare. GSK assumes no premature loss of exclusivity for key products over the period.

The assumptions for GSK's revenue, Core operating profit, Core operating margin and cash flow outlooks, updated 2031 revenue outlook and margin expectations through dolutegravir loss of exclusivity also factor in all divestments and product exits announced to date as well as material costs for investment in new product launches and R&D. Risk-adjusted sales includes sales for potential planned launches which are risk adjusted based on the latest internal estimate of the probability of technical and regulatory success for each asset in development.

Notwithstanding our guidance, outlooks and expectations, there is still uncertainty as to whether our assumptions, guidance, outlooks and expectations will be achieved.

All outlook statements are given on a constant currency basis and use 2024 average exchange rates as a base (£1/\$1.28, £1/€1.18, £1/Yen 193).

2021-2026 outlook refers to the 5 years to 2026 with 2021 as the base year, where CAGR (compound annual growth rate) is defined as the compound annual growth rate and shows the annualised average rate for growth in sales and core operating profit between 2021 to 2026, assuming growth takes place at an exponentially compounded rate during those years.



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