

GlaxoSmithKline Bangladesh Ltd. (DSE: GLAXOSMITH)	
Current Price (April 18, 2013)	478.00
Total Number of Share (mn)	12.05
Sponsor holding (%)	82.0%
Free Float (%)	18.0%
Trailing PE – GLAXOSMITH	23.60
Forward PE – GLAXOSMITH	23.60
Forward PE – Pharmaceuticals & Chemicals	15.45

Financials (BDT mn)	2010	2011	2012
Net Revenue	3,632	4,735	5,554
Gross Profit	1,242	1,348	1,589
Operating Profit	536	441	376
Net profit after tax	410	282	244
Total Asset	2,192	2,791	3,064
Total Equity	1,381	1,422	1,486

Growth (%)	2010	2011	2012
Net Revenue	20%	30%	17%
Net profit after tax	27%	-31%	-14%

Per share (BDT)	2010	2011	2012
Restated EPS	34.05	23.42	20.25
Book Value Per Share (BVPS)	114.65	118.07	123.32

Others	2010	2011	2012
Gross Profit Margin	34%	28%	29%
Operating profit margin	15%	9%	6%
Net profit margin	11%	6%	4%
ROA	19%	11%	8%
ROE	30%	20%	16%
Stock Dividend	-	-	-
Cash Dividend	200%	150%	150%

#### Terminologies

Free Float : % of total shares not owned by Sponsors/ Directors, and Govt.  
 Forward PE: Based on Annualized Earnings of the latest declared quarter  
 Trailing PE: Based on Latest 12 Months Earnings

#### Company Profile

Glaxo started its operation in Bangladesh as an importer of products from Glaxo Group Companies in 1949. The company gradually transformed into a fully functioning pharmaceutical manufacturing firm by late 60's. In 2002, the company was merged with SmithKlineBeecham and subsequently renamed as GlaxoSmithKline Bangladesh Limited. It has been a listed member of DSE since 1976.

The company manufactures and markets pharmaceuticals and consumer healthcare products like Cervarix™, Horlicks™, Boost™ etc. The pharmaceutical products are targeted to both local and foreign markets whereas the consumer healthcare goods are marketed only locally.

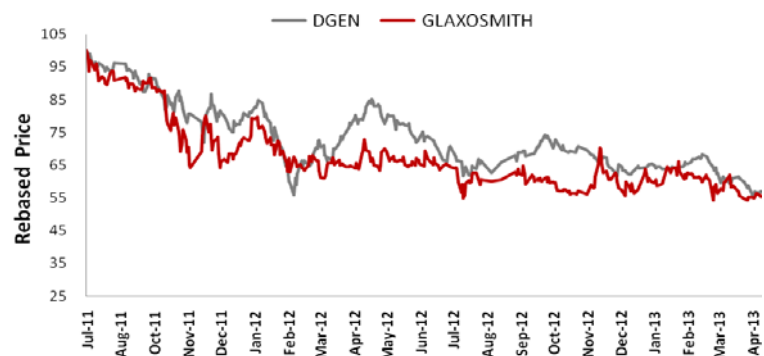
#### Key Revenue Drivers & Company Insight

GLAXOSMITH has gradually shifted its focus from pharmaceuticals to FMCG industry over the years. Consumer health care products have been the key revenue driver for the company as those contributed 70% of the total revenue. Last year, this business grew 30% compared to a 4% decrease in pharmaceutical business. Nevertheless, the company holds a strong position in vaccine segment of the pharmaceutical market. Besides, GLAXOSMITH successfully reintroduced Ventolin™ Evohaler in 2012 in response of previous year's stock out that affected the company financially.

#### Financial Performance

In 2012, the company experienced an increase in revenue by 17% riding on growth in consumer healthcare products. Gross profit margin remained stable at 29%. Meanwhile, operating and net profit margin deteriorated to 6% and 4% from 9% and 6%, respectively due to a shoot up in selling cost. At the end result, GLAXOSMITH experienced a 14% decline in net profit.

**Recently, the Company has reported net profit after tax of Tk. 244 million with EPS of Tk. 20.25 in 2012 as against Tk. 282 million and Tk. 23.42 respectively for the previous year.**



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