



Q2 2023 Pre-Announcement Aide Memoire

Issued: Monday 10 July 2023

GSK has prepared this Q2 2023 pre-announcement aide-memoire per our standard prior practice. It includes statements made in previous public communications by GSK as extracted from their original source and, therefore, by definition, they should only be taken as speaking as at the date they were initially made, and they do not reflect subsequent or recent events, circumstances, or developments. Any updates to these and other previously made statements would only be included in further communications by GSK to the market and the inclusion of the extracted statements herein should not be taken to indicate that they will not be updated in the future.

Please read the assumptions and cautionary statements regarding forward-looking statements set out on page 317 of the Annual Report 2022 and "Guidance, assumptions and cautionary statements" on pages 45 and 46 of the Q1 2023 results release. Please read the definitions and reconciliations for non-IFRS measures on pages 18, 19 and 44 of the Q1 2023 results release and the annual report on Form 20-F for FY 2022.

Full-year 2023 Guidance and phasing considerations

Commentary from Q1 2023 stock-exchange announcement (page 2)

The Company affirms its full-year 2023 guidance at constant exchange rates (CER). All expectations and full-year growth rates exclude any contributions from COVID-19 solutions:

- **Turnover** is expected to increase between 6% to 8%
- **Adjusted operating profit** is expected to increase between 10% to 12%
- **Adjusted earnings per share** is expected to increase between 12% to 15%

Taking Q1 2023 performance and the latest expectations for Q2 2023 into account, GSK now expects first half and second half turnover growth to be broadly similar and for General Medicines to be broadly flat to slightly down this year. GSK expects Adjusted operating profit growth to be lower in the first half of 2023 and higher in the second half, relative to full-year expectations.

Key information for Q2 2023

Foreign exchange

We expect that the impact of foreign exchange on Q2 2023 sales will be around flat to -1%.

Weighted average number of shares (WANS)

The basic WANS in Q2 2023 was 4,053m (an increase of 0.7% relative to 4,025m Q2 2022).

The information below includes commentary from recent circulars, stock-exchange announcements, investor/analyst calls, and previously published outlook statements.

2023 COVID-19 solutions expectations

Commentary from Q1 2023 stock-exchange announcement (page 2):

In Q1 2023, turnover decreased by 8% at CER reflecting the comparison to Q1 2022, which included £1,307 million of COVID-19 solutions sales in the period. Excluding COVID-19 solutions, turnover increased by 10% at CER. In Q1 2023, Adjusted Operating profit was stable at CER reflecting a 5% adverse impact from expected lower COVID19 solutions sales. Based on known binding agreements with governments, GSK does not anticipate further significant COVID-19 pandemic-related sales or operating profit in 2023. Consequently, the Company now expects full-year 2023 turnover growth to be impacted by approximately 9%, with Adjusted Operating profit growth being reduced between 5% to 6% versus the prior year.

Impact of COVID-19 solutions on Q2 2022 Adjusted results

Q2 2022	Reported	Contribution from COVID-19 solutions	Reported excluding COVID-19 solutions
Turnover (£m)	6,929	466	6,463
Adjusted operating profit (£m)	2,008	58	1,950
Adjusted EPS (p)	34.7	1.2	33.5

Note that Q2 2022 COVID-19 solutions sales totalled £466m comprising Xevudy (£466m) and pandemic vaccines (£0m). For Xevudy, GSK books all sales and pays a 72.5% profit share through COGS.



Commentary on 2023 phasing (Excluding COVID-19 solutions) at Q1 2023:

Taking Q1 2023 performance and the latest expectations for Q2 2023 into account, GSK now expects first half and second half turnover growth to be broadly similar and for General Medicines to be broadly flat to slightly down this year. GSK expects Adjusted operating profit growth to be lower in the first half of 2023 and higher in the second half, relative to full-year expectations.

Sales

2023 full-year guidance: Turnover is expected to increase between 6% to 8% at CER

Commentary on 2023 sales phasing at Q1 2023: Taking Q1 2023 performance and the latest expectations for Q2 2023 into account, GSK now expects first half and second half turnover growth to be broadly similar. (Note Q1 sales Excluding COVID-19 solutions +10%).

Vaccines

2023 Full-year outlook: Sales are expected to grow mid-teens %, excluding pandemic adjuvant sales and expect to see *Shingrix* momentum continue double-digit growth with another record year of sales.

Meningitis - 2023 Full-year outlook: Sales are expected to increase mid-teens %.

Flu - 2023 Full-year outlook: Sales are expected to decrease low single-digit %.

Seasonal Influenza activity in the US is tracked by the CDC. For the US Weekly Influenza Surveillance Report you can visit: [Weekly U.S. Influenza Surveillance Report | CDC](#)

Shingrix

2023 Full-year outlook: Expected to deliver another record year for sales with double-digit % growth.

Commentary at Q2 2022: *Shingrix* sales more than doubled to £731 million primarily due to demand recovery, strong commercial execution aimed at shifting the shingles vaccination season forward, and earlier-than-expected channel inventory build in the US, and higher demand in Germany.

Established Vaccines

2023 Full-year outlook: Sales are expected to increase low single-digit %.

Commentary at Q2 2022: Established Vaccines decreased 5% at AER, 9% at CER to £717 million reflecting unfavourable CDC purchasing patterns and competitive pressure for *Infanrix/Pediarix* in the US, lower international sales of *Cervarix*, MMR/V vaccines and *Synflorix*, and the negative impact of a CDC stockpile borrow for *Rotarix*, partially offset by hepatitis vaccines growth in the US and Europe.

COVID immunisation progress in the US is tracked by the CDC. For US COVID vaccine demographics, including adoption by age, you can visit:

<https://covid.cdc.gov/covid-data-tracker/#vaccination-demographic>

Specialty Medicines

2023 Full-year outlook:

- Sales expected to increase mid to high-single-digit %, excluding *Xevudy*.
- **HIV** expected to grow at a mid-single-digit % rate.
- **Oncology** expected to decrease mid-teens % before returning to growth in 2024.

HIV

Commentary on 2023 at Q1 2023: The performance of HIV benefited from strong patient demand for Oral two-drug regimen (Oral 2DR) and Long-Acting medicines which contributed approximately two-

thirds of the growth. US pricing favourability contributed approximately one-third of growth, in part driven by favourable prior period Returns and Rebates (RAR) adjustments in Q1 2023. The inventory build in Q4 2022 has been slow to deplete, with less than one-third reducing in this quarter, the remainder is expected to reduce by the half year.

Oncology

Blenrep - On 22 November 2022, GSK announced it has initiated the process for withdrawal of the US marketing authorisation for *Blenrep* following the request of the US FDA.

[GSK provides an update on Blenrep \(belantamab mafodotin-blmf\) US marketing authorisation | GSK](#)

Zejula - On 11 November 2022, GSK announced that at the request of the US FDA it will restrict the second-line maintenance indication for *Zejula* to only the patient population with deleterious or suspected deleterious germline BRCA mutations (gBRCAmut). The US first-line indication of *Zejula* remains unchanged. [GSK provides an update on Zejula \(niraparib\) US prescribing information | GSK](#)

Sales in the second-line maintenance setting represented around 25% of US sales of *Zejula*.

General Medicines

2023 Full-year outlook: Considering this Q1 performance [+9% CER], we now expect General Medicines sales to be broadly flat to slightly down in the full-year. [previously "slightly down"].

Financials (adjusted)

Operating profit (excluding COVID-19 solutions).

2023 Full-year guidance: Adjusted operating profit is expected to increase between 10% and 12%.

Q2 2022 Commentary on impact of COVID-19 solutions on Adjusted operating profit:

Q2 2022 included an operating profit contribution of £58m from COVID-19 solutions. This represented 3% of Q2 2022 adjusted operating profit.

Q1 2023 comment on phasing for 2023: Taking Q1 2023 performance and the latest expectations for Q2 2023 into account ... GSK expects Adjusted operating profit growth to be lower in the first half of 2023 and higher in the second half, relative to full-year expectations.

Cost of goods sold

2023 Full-year outlook: COGS (excluding impact of pandemic solutions) expected to increase at a rate slightly below turnover.

Comment on the impact of pandemic solutions on COGS in Q2 2022: Within cost of goods sold, the increase primarily related to sales of lower margin *Xevudy* which increased the cost of sales margin by 4.7 percentage points, mainly reflecting the profit share pay-away to Vir.

In Q2 2022, COGS was heavily impacted by a high proportion of *Xevudy* sales (£466m out of Group sales of £6,929m – 7% of Group sales).

Xevudy has higher COGS mainly reflecting the profit share pay away to Vir Biotechnology (72.5% profit share).

SG&A

2023 Full-year outlook: Expected to increase at a rate broadly aligned to turnover.

Commentary on H1 2023 SG&A expenditures: We would also expect SG&A to grow at a higher rate than sales, reflecting investment to support recent and anticipated launches.

R&D

2023 Full-year outlook: Expected to increase at a rate slightly below turnover.

Royalty income

2023 Full-year outlook: Expected be around £800m.

In £ millions	FY 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	FY 2022	Q1 2023
Gardasil	285	90	90	167	99	446	71
Other	132	48	69	88	107	312	109
Total	417	138	159	255	206	758	180

Royalties in 2022 benefitted from Biktarvy contribution and higher sales of Gardasil.

- Between 1 February 2022 and 5 October 2027, Gilead will pay a 3% royalty on all future US sales of *Biktarvy* (2022 US *Biktarvy* sales were \$8.5bn / £6.9bn).

GSK announces settlement between ViiV Healthcare and Gilead Sciences, Inc., resolving litigation relating to Biktarvy and ViiV's dolutegravir patents and entry into a patent licence agreement | GSK

- Our Gardasil royalty stream will cease at the end of 2023.

Associates

2023 Full-year outlook: Expected to be negligible.

Net Interest payable

2023 Full-year outlook: between £750m and £800m.

Tax

2023 Full-year outlook: around 15%

	Q1	Q2	Q3	Q4	Full year
2022	16.5%	15.2%	16.6%	12.6%	15.5%
2023	15.8%				around 15%

Non-Controlling interests

2023 Full-year outlook: ViiV is main ongoing NCI, with Q1 2022 'Other' NCI not repeating

In £ millions	FY 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	FY 2022	Q1 2023
ViiV	438	113	151	139	148	551	120
Other	3	48	(1)	(4)	1	44	1
Total	441	161	150	135	149	595	121

Adjusted EPS

2023 Full-year outlook: Expected to increase between 12% and 15%, excluding COVID-19 solutions.



Historic London Stock Exchange (LSE) announcements and press releases

Since the beginning of Q2 2023, we have issued several LSE announcements and press releases, each of which can be accessed using the following links:

<https://www.gsk.com/en-gb/media/press-releases/>

<https://us.gsk.com/en-us/media/press-releases/>

<https://us.gsk.com/en-us/products/>

<https://www.gsk.com/en-gb/investors/stock-exchange-announcements/london-rns/>

<https://www.gsk.com/en-gb/investors/stock-exchange-announcements/new-york-sec/>

Recent updates

28 June: [GSK completes acquisition of BELLUS Health | GSK](#)

27 June: [GSK receives US FDA Fast Track designation for investigational vaccine against gonorrhoea | GSK](#)

26 June: [Japan's Ministry of Health, Labour and Welfare approves Shingrix for the prevention of shingles in at-risk adults aged 18 and over | GSK](#)

26 June: [GSK receives positive CHMP opinion recommending authorisation of daprodustat for symptomatic anaemia associated with chronic kidney disease in adults on chronic maintenance dialysis | GSK](#)

22 June: [US Centers for Disease Control and Prevention's Advisory Committee on Immunization Practices votes to recommend Arexvy for the prevention of RSV disease in adults aged 60 and older with shared clinical decision making | GSK](#)

21 June: [GSK shares positive data for Arexvy, its respiratory syncytial virus \(RSV\) older adult vaccine, indicating protection over two RSV seasons | GSK](#)

16 June: [GSK announces extension of FDA review period for momelotinib | GSK](#)

07 June: [European Commission authorises GSK's Arexvy, the first respiratory syncytial virus \(RSV\) vaccine for older adults | GSK](#)

06 June: [GSK receives US FDA file acceptance for Jemperli \(dostarlimab\) plus chemotherapy for the treatment of dMMR/MSI-H primary advanced or recurrent endometrial cancer | GSK](#)

12 May: [GSK completes sale of shares in Haleon plc \(investis.com\)](#)

12 May: [GSK presents pivotal data at ESPID confirming effectiveness of its 5-in-1 meningococcal ABCWY vaccine candidate, with demonstrated coverage against a panel of 110 MenB strains | GSK](#)

03 May: [US FDA approves GSK's Arexvy, the world's first respiratory syncytial virus \(RSV\) vaccine for older adults | GSK](#)

27 April: [GSK's respiratory syncytial virus older adult vaccine candidate gains positive European Medicines Agency CHMP opinion | GSK](#)

25 April: [European Medicines Agency validates marketing authorisation application for Jemperli \(dostarlimab\) plus chemotherapy for the treatment of dMMR/MSI-H primary advanced or recurrent endometrial cancer | GSK](#)



18 April: [GSK reaches agreement to acquire late-stage biopharmaceutical company BELLUS Health | GSK](#)

15 April: [Gepotidacin's positive phase III data shows potential to be the first in a new class of oral antibiotics for uncomplicated urinary tract infections in over 20 years | GSK](#)

30 March: [GSK and SCYNEXIS announce an exclusive agreement to commercialise and further develop Brexafemme \(ibrexafungerp\), a novel, first-in-class medicine to treat fungal infection | GSK](#)

27 March: [Phase III RUBY clinical trial demonstrates potential of *Jemperli* \(dostarlimab\) plus chemotherapy to redefine the treatment of primary advanced or recurrent endometrial cancer versus chemotherapy alone | GSK](#)

Releases relating to Zantac litigation

23 June 2023: [Statement - Zantac \(ranitidine\) litigation | GSK](#)

12 May 2023: [Statement: Zantac \(ranitidine\) litigation | GSK](#)

24 March 2023: [Statement: Zantac \(ranitidine\) litigation | GSK](#)

07 December 2022: [Statement: Zantac \(ranitidine\) litigation | GSK](#)

22 November: [GSK provides an update on Blenrep \(belantamab mafodotin-blmf\) US marketing authorisation | GSK](#)

11 November: [GSK provides an update on Zejula \(niraparib\) US prescribing information | GSK](#)

16 August: [Statement: Zantac \(ranitidine\) U.S. litigation | GSK](#)

For your reference, the following pages include tables with historical financial information. We have included additional details to help with modelling Q2 2023 estimates.

Essential information for Q2 2023

Foreign exchange

Based on the rates in the table below, it is expected that the impact of foreign exchange on Q2 2023 sales will be around flat to -1%.

Average rates Quarterly	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023
Key currencies						
US\$	1.34	1.26	1.18	1.19	1.22	1.25
€	1.19	1.18	1.16	1.15	1.14	1.15
Yen	156	162	161	165	162	173
Other currencies						
Australian dollar	1.84	1.77	1.73	1.79	1.79	1.89
Brazilian real	6.97	6.27	6.13	6.28	6.32	6.21
Canadian dollar	1.69	1.60	1.55	1.61	1.65	1.68
Chinese yuan	8.46	8.29	8.07	8.40	8.38	8.80
Indian rupee	100.2	97.0	93.6	97.5	100.5	102.4
FX impact on turnover	<i>flat</i>	+6%	+9%	+7%	+5%	<i>flat to -1%</i>
FX impact on Adjusted operating profit	<i>flat</i>	+15%	+14%	+16%	+8%	<i>n/a</i>
FX impact on Adjusted EPS	+3%	+17%	+14%	+16%	+8%	<i>n/a</i>

Average rates Cumulative - YTD	3M 2022	6M 2022	9M 2022	12M 2022	3M 2023	6M 2023
Key currencies						
US\$	1.34	1.30	1.26	1.24	1.22	1.23
€	1.19	1.19	1.18	1.17	1.14	1.14
Yen	156	159	160	161	162	168
Other currencies						
Australian dollar	1.84	1.81	1.78	1.78	1.79	1.84
Brazilian real	6.97	6.62	6.46	6.42	6.32	6.26
Canadian dollar	1.69	1.65	1.61	1.61	1.65	1.67
Chinese yuan	8.46	8.38	8.27	8.31	8.38	8.59
Indian rupee	100.2	98.6	96.9	97.1	100.5	101.4
FX impact on turnover	<i>flat</i>	+3%	+6%	+6%	+5%	+2%
FX impact on Adjusted operating profit	<i>flat</i>	+7%	+11%	+12%	+8%	<i>n/a</i>
FX impact on Adjusted EPS	+3%	+9%	+11%	+12%	+8%	<i>n/a</i>

Period end rates	Dec 2021	Mar 2022	Jun 2022	Sep 2022	Dec 2022	Mar 2023	Jun 2023
Key currencies							
US\$	1.35	1.31	1.21	1.11	1.20	1.24	1.26
€	1.19	1.18	1.16	1.13	1.13	1.14	1.17
Yen	155	160	165	160	159	165	183

Foreign exchange: Ready reckoner

Following the 2022 Full Year results, we provided the following ready reckoner to help estimate the expected impact of foreign exchange movements on adjusted operating profit:

Currency	Impact on 2023 full year adjusted operating profit
US dollar	10 cents movement in average exchange rate for full year impacts Adjusted operating profit by approximately +/- 8.0%
Euro	10 cents movement in average exchange rate for full year impacts Adjusted operating profit by approximately +/- 0.5%
Japanese yen	10 yen movement in average exchange rate for full year impacts Adjusted operating profit by approximately +/- 1.0%

Please note that the ready reckoner does not include the impact of inter-company exchange gains or losses

The slide also included 2022 currency sales exposure for new GSK:

Currency	2022 currency sales exposure (new GSK)
US dollar	48%
Euro	17%
Japanese yen	7%
Other‡	28%

‡The other currencies that each represent more than 1% of Group sales include: Australian dollar, Brazilian real, Canadian dollar, Chinese yuan and Indian rupee. In total, they accounted for 9% of Group revenues in 2022.

Basic weighted average number of shares (WANS)

In millions*	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023
WANS: Quarter	4,007	4,016	4,025	4,030	4,034	4,044	4,053
YoY change	+0.6%	+0.5%	+0.5%	+0.6%	+0.7%	+0.7%	+0.7%
WANS: Cumulative - Year to date	4,003	4,016	4,021	4,024	4,026	4,044	4,048
YoY change	+0.6%	+0.5%	+0.5%	+0.6%	+0.6%	+0.7%	+0.7%
Period end shares	4,007	4,025	4,026	4,034	4,035	4,052	4,053

*Excludes treasury shares and shares held by ESOP trusts

Please note that historic figures above have been restated to reflect the GSK share consolidation



Dividend

In the Q1 2023 stock-exchange announcement (page 30), we made the following comments regarding the dividend:

“The Board has declared a first interim dividend for Q1 2023 of 14p per share (Q1 2022: 17.50p per share retrospectively adjusted for the Share Consolidation).

Dividends remain an essential component of total shareholder return, and GSK recognises the importance of dividends to shareholders. On 23 June 2021, at the GSK Investor Update, GSK set out that from 2022 a progressive dividend policy will be implemented guided by a 40 to 60 percent pay-out ratio through the investment cycle. The dividend policy, the total expected cash distribution, and the respective dividend pay-out ratios for GSK remain unchanged. GSK expects to declare a dividend of 56.5p per share for 2023.”

Dividend per share (p)	Q1	Q2	Q3	Q4	Full Year
2021	23.75	23.75	23.75	28.75	100.00
2022	17.50	16.25	13.75	13.75	61.25
2023 - expected	14.00				56.5 ¹

¹The actual dividend amount is determined by the Board of Directors.

Appendix: Impact of the application of the requirements of IFRS 5

The stock-exchange announcement issued on 5 July 2022 outlined the impact of the application of the requirements of IFRS 5 ('Non-current Assets Held for Sale and Discontinued Operations'):

[GSK to disclose discontinued operations from Q2 2022 \(investis.com\)](https://investis.com)

Adjusted P&L for continuing operations

In £ millions	FY 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	FY 2022	Q1 2023
Turnover	24,696	7,190	6,929	7,829	7,376	29,324	6,951
Cost of sales	(7,346)	(2,527)	(1,970)	(2,214)	(2,030)	(8,741)	(1,752)
Selling, general and administration	(6,749)	(1,770)	(1,955)	(1,968)	(2,435)	(8,128)	(2,065)
Research and development	(4,525)	(1,088)	(1,155)	(1,297)	(1,522)	(5,062)	(1,222)
Royalty income	417	138	159	255	206	758	180
Adjusted operating profit	6,493	1,943	2,008	2,605	1,595	8,151	2,092
Net finance cost	(752)	(198)	(181)	(177)	(235)	(791)	(170)
Associates	33	(1)	(2)	(1)	2	(2)	(2)
Adj. profit before tax	5,774	1,744	1,825	2,427	1,362	7,358	1,920
Taxation	(918)	(287)	(277)	(402)	(172)	(1,138)	(303)
Tax rate %	15.9%	16.5%	15.2%	16.6%	12.6%	15.5%	15.8%
Adj. profit after taxation	4,856	1,457	1,548	2,025	1,190	6,220	1,617
Adj. profit attributable to non-controlling interests	(441)	(161)	(150)	(135)	(149)	(595)	(121)
Profit attributable to shareholders	4,415	1,296	1,398	1,890	1,041	5,625	1,496
Average shares (m)*	4,003	4,016	4,025	4,030	4,034	4,026	4,044
Adjusted EPS (p) *	110.3	32.3	34.7	46.9	25.8	139.7	37.0

Impact of COVID-19 solutions

In £ millions	FY 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	FY 2022	Q1 2023
Turnover (£m)	1,405	1,307	466	417	183	2,373	132
Adjusted operating profit	532	194	58	141	69	462	118
Adjusted EPS (p) *	11.2	4.1	1.2	2.9	1.5	9.7	2.5

Adjusted P&L excluding COVID-19 solutions

In £ millions	FY 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	FY 2022	Q1 2023
Turnover (£m)	23,291	5,883	6,463	7,412	7,193	26,951	6,819
Adjusted operating profit	5,691	1,749	1,950	2,464	1,526	7,689	1,974
Adjusted EPS (p) *	99.1	28.2	33.5	44.0	24.3	130.0	34.5

Turnover for continuing operations

In £ millions	FY 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	FY 2022	Q1 2023
Shingles	1,721	698	731	760	769	2,958	833
Meningitis	961	212	235	441	228	1,116	280
Influenza	679	18	32	388	276	714	12
Established vaccines	2,970	741	717	884	743	3,085	815
Vaccines ex pandemic	6,331	1,669	1,715	2,473	2,016	7,873	1,940
Pandemic vaccines	447	-	-	6	58	64	101
Vaccines	6,778	1,669	1,715	2,479	2,074	7,937	2,041
HIV	4,777	1,181	1,404	1,486	1,678	5,749	1,468
Oncology	489	127	154	164	157	602	601
Immuno-inflammation, respiratory and other	2,027	520	680	688	721	2,609	136
Specialty Medicines ex pandemic	7,293	1,828	2,238	2,338	2,556	8,960	2,205
Pandemic	958	1,307	466	411	125	2,309	31
Specialty Medicines	8,251	3,135	2,704	2,749	2,681	11,269	2,236
Respiratory	6,048	1,535	1,649	1,682	1,682	6,548	1,767
Other General Medicines	3,619	851	861	919	939	3,570	907
General Medicines	9,667	2,386	2,510	2,601	2,621	10,118	2,674
Commercial Operations	24,696	7,190	6,929	7,829	7,376	29,324	6,951
Pandemic solutions	1,405	1,307	466	417	183	2,373	132
Commercial Operations excluding pandemic	23,291	5,883	6,463	7,412	7,193	26,951	6,819

To illustrate underlying performance, it is the Group's practice to discuss its results in terms of CER growth. This represents growth calculated as if the exchange rates used to determine the results of overseas companies in Sterling had remained unchanged from those used in the comparative period. All commentaries are presented in terms of CER growth unless otherwise stated.

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