

GlaxoSmithKline Pharma A/S
Nykær 68
2605 Brøndby
CVR 27 39 40 19

GlaxoSmithKline Pharma A/S

Annual Report 2019

The annual report was presented and adopted at the
Company's annual general meeting

on 27th May 2020



chairman

Management's Statement

The Executive Board and Board of Directors have today considered and adopted the Annual Report of GlaxoSmithKline Pharma A/S for the financial year 1 January - 31 December 2019.

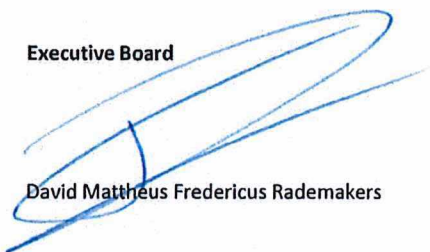
The financial statements are prepared in accordance with the Danish Financial Statements Act.

In our opinion, the Financial Statements give a true and fair view of the financial position at 31 December 2019 and of the Company and of the results of the Company operations for the financial year 1 January - 31 December 2019.

In our opinion, Management's Review includes a true and fair account of the matters addressed. We recommend that the Annual Report be adopted at the Annual General Meeting.

Brøndby, 27-05 2020

Executive Board

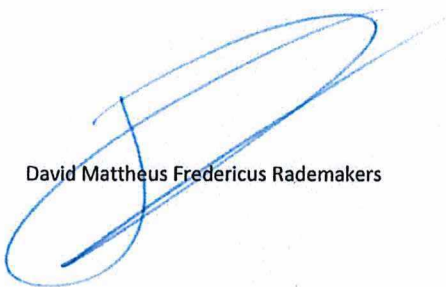


David Mattheus Fredericus Rademakers

Board of Directors



Neale Andrew Belson
Chairman



David Mattheus Fredericus Rademakers



Ole Jensen-Dahm

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Independent auditor's report

To the shareholder of GlaxoSmithKline Pharma A/S

Opinion

We have audited the financial statements of GlaxoSmithKline Pharma A/S for the financial year 1 January 2019 – 31 December 2019, which comprise the income statement, balance sheet, statement of changes in equity, and notes, including a summary of significant accounting policies. The financial statements are prepared in accordance with the Danish Financial Statements Act.

In our opinion, the financial statements give a true and fair view of the Entity's financial position at 31 December 2019 and of the results of its operations for the financial year 1 January 2019 – 31 December 2019 in accordance with the Danish Financial Statements Act.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) and additional requirements applicable in Denmark. Our responsibilities under those standards and requirements are further described in the *Auditor's responsibilities for the audit of the financial statements* section of this auditor's report. We are independent of the Entity in accordance with the International Ethics Standards Board of Accountants' Code of Ethics for Professional Accountants (IESBA Code) and the additional requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Management's responsibilities for the financial statements

Management is responsible for the preparation of financial statements that give a true and fair view in accordance with the Danish Financial Statements Act, and for such internal control as Management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, Management is responsible for assessing the Entity's ability to continue as a going concern, for disclosing, as applicable, matters related to going concern, and for using the going concern basis of accounting in preparing the financial statements unless Management either intends to liquidate the Entity or to cease operations, or has no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs and the additional requirements applicable in Denmark will

always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit conducted in accordance with ISAs and the additional requirements applicable in Denmark, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Entity's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.
- Conclude on the appropriateness of Management's use of the going concern basis of accounting in preparing the financial statements, and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Entity's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Entity to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures in the notes, and whether the financial statements represent the underlying transactions and events in a manner that gives a true and fair view.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Statement on the management review

Management is responsible for the management review.

Our opinion on the financial statements does not cover the management review, and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the management review and, in doing so, consider whether the management review is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated.

Moreover, it is our responsibility to consider whether the management review provides the information required under the Danish Financial Statements Act.

Based on the work we have performed, we conclude that the management review is in accordance with the financial statements and has been prepared in accordance with the requirements of the Danish Financial Statements Act. We did not identify any material misstatement of the management review.

Copenhagen, 27 May 2020

Deloitte

Statsautoriseret Revisionspartnerselskab
Business Registration No 33 96 35 56



Lars Hansen
State-Authorised Public Accountant
MNE no 24828



Martin Pieper
State-Authorised Public Accountant
MNE no 44063

Company Information

The Company

GlaxoSmithKline Pharma A/S
Nykær 68
DK-2605 Brøndby
Telephone: +45 36 35 91 00
Website: www.glaxosmithkline.dk
CVR No: 27 39 40 19
Municipality of reg. office: Brøndby

Board of Directors

Neale Andrew Belson, Chairman
David Mattheus Fredericus Rademakers
Ole Jensen-Dahm

Executive Board

David Mattheus Fredericus Rademakers

Auditors

Deloitte Statsautoriseret Revisionspartnerselskab
Weidekampsgade 6
DK-2300 København S

Consolidated Financial Statements

The Company is included in the Group Annual Report of GlaxoSmithKline plc., Brentford, Middlesex, England.

Financial Highlights

Seen over a five-year period, the development of the Company is described by the following financial highlights.

	2019	2018	2017	2016	2015
DKK m					
Profit/loss					
Revenue	417	414	427	366	339
Operating profit/loss	15	24	13	5	6
Net financials	0	-1	0	-1	0
Net profit/loss for the year	11	18	10	2	4
Balance sheet					
Balance sheet total	174	232	192	332	236
Equity	36	39	35	26	148
Number of employees	68	80	87	90	87
Ratios %					
Gross margin	27.4%	28.1%	29.1%	22.3%	32.9%
Profit margin	3.6%	5.8%	3.0%	1.3%	1.7%
Return on assets	8.6%	10.2%	6.7%	1.4%	2.4%
Solvency ratio	20.5%	17.0%	18.4%	7.8%	62.7%
Return on equity	30,0%	46.8%	31.4%	2.2%	2.5%

The ratios have been prepared in accordance with the recommendations and guidelines issued by the Danish Society of Financial Analysts. For definitions, see under accounting policies.

Management's Review

Main activity

The main activity of the company is the sale and marketing of pharmaceuticals for the Danish and Icelandic Market. The pharmaceuticals are purchased from Group enterprises.

Development during the year

The past year development

The 2019 financial year shows that revenue has increased by 1% in comparison to FY2018. The increase was driven by the Respiratory Portfolio, including Trelegy which is used to treat chronic obstructive pulmonary disease (COPD) in adults and strong performance of Nucala in the severe Asthma market. Additionally, 2019 showed another year of strong performance in HIV across the whole portfolio with stable market share increase. The strong performance across the HIV portfolio was offset by a decline in the sales of the Hepatitis vaccine driven by a weakening performance in the travel vaccine market as a whole.

Capital resources

A dividend of DKK 10Mn has been proposed in the 2019 annual report.

Special risk factors - operating risks and financial risks

Financial risks

The Company obtains funding for its operations and investments from the Group. The financial risk is therefore considered immaterial.

Foreign exchange risks

Most sales and purchases made by the company are in Danish Krone, therefore, the exchange rate exposure is kept to a minimum. It is the Company's policy not to speculate actively in or hedge foreign exchange risks.

Credit risks

It is expected that the Company's procedure for assessing trading partners will lead to a minimal risk of losses. The Company's loans have been contracted with Group companies, and the counter-party risk is considered low.

Strategy and objectives

Expected development

The Company in 2019 had three focus areas: Respiratory, HIV and Vaccines, and the 2019 performance was driven primarily by these areas. The company saw growth in Respiratory due to increased number of regional recommendations. Anoro has been recommended as a first choice in LAMA/LABA class in all regional recommendation lists. At a national level Trelegy has been evaluated by Institute for Rationel Farmakoterapi with a positive outcome by differentiating the treatment from its competition.

For 2020 the company expects high level of activities focused on interface with healthcare professionals which will result in a continuously strong demand for the products of the company. From January 2020 the company has a new Therapy Area, Oncology, and started selling Zejula which is used in the treatment of ovarian cancer. GSK is in the process of building a separate oncology team, to market Zejula and prepare for the next set of launches. Oncology is going to be a strong 4th pillar of our business in the future.

Many factors can impact the annual result, not least the level of parallel import which allows trading of products within the European pharmaceutical market from one member state to another. We have seen increased impact of generic medicines for some of our key brands and expect this to also have an impact on performance in the short term. However, our expectation is that our new and innovative medicines will compensate for the lost sales due to generics.

The Company continues to have a very strong pipeline and in the coming years new medicines for treatment in both new and existing areas will be available for the benefit of patients in Denmark.

Targets and expectations for the year ahead

For 2020 we expect to achieve a revenue increase in a range of 2%-4% versus 2019, with operating profit also slightly better than last year. This reflects continue growth performance across Elipta portfolio, extended market leadership on Severe Eosinophilic Asthma, HIV with the launch of 2 new drugs and additional sales from Oncology.

This is slightly offset by expected lower sales for Hepatitis Vaccine business driven by the heavy adverse impact on travel due to Covid-19 and by increased generic competition in the Classic and Established portfolios with off-patent products across key therapy areas.

Management's Review (continued)

Basis of earnings

Research and development

Denmark remains a country where clinical data gathering is very important and the company continues to do it actively, although this is no longer governed by the company in Denmark. Denmark has been actively involved in number of studies due to patient population and medical reasons, even though we are a non-footprint country for clinical studies within GSK. We have seen increased number of clinical trials within Oncology, HIV, Respiratory and Immunology Therapy Areas which are either in feasibility phase or already committed to Denmark.

Supply Chain

The Company does not have its own production and purchases all products in packs intended for the Danish market. As a result of the general rules of returning goods the Company receives a small amount of returned packs. These returned packs are sent for destruction at Nomeco in accordance with accepted industry standards; the same process applies to surplus medicine from clinical trials at hospitals and with general practitioners.

External environment

Environment Issues, Health and Safety

The Company, in line with GSK corporate policy, is committed to sustainable practices for the environment and continuously reviews its operating procedures to ensure that it is minimising all risks of environmental pollution. The Company takes steps to limit the environment impact from its products and operations by eliminating waste and ensuring that products are disposed of in an environmentally friendly way. Packaging for new products is carefully considered to ensure that the options selected are environmentally sustainable. The Company takes health and safety seriously and takes initiatives to ensure that there is minimal exposure to risk by employees in their place of work.

Social responsibility and diversity

The Company is covered by the obligation of information with regards to social responsibility. Please refer to the Group's reports concerning social responsibility: "Environmental, social and governance (ESG) data" on <https://www.gsk.com/media/5886/esg-performance-summary-2019.pdf> and "Annual Report 2019" on <https://www.gsk.com/media/5894/annual-report.pdf>

The Company management is committed to our Modern Employer Agenda: "Be You, Feel Good and Keep Growing" in which, we aim to create a working environment where all employees feel included, respected and valued for the unique qualities they bring, and are empowered to contribute and realise their full potential. We are also dedicated to provide equal opportunity and career development to every employee irrespective of Gender. It is a focus area to make sure the management and board are put together by individuals with the right competencies and an appropriate number of the under-represented sex.

In 2019 there was no change to the Board which consists of 3 male members. With six women and three men in the management, the Company acknowledges this composition is unbalanced. The aim is to have a level of 33% women and 67% men in board and a level of 50% men and 50% women in management by 2022. Deliberate and targeted organization development efforts are directed at changing the gender representation over number of years mainly through the recruiting process.

With future appointments the Company will take gender diversity into account and make serious efforts to comply with the equal gender targets set by the European Commission.

Anti-bribery & corruption (ABAC)

We have appropriate controls in place such as training, awareness raising, and strong monitoring around transactions and payments to third parties. We plan to continue with pre and post-transaction ABAC due diligence, increasing the capabilities in the business on monitoring, oversight and red flag resolution of third parties. We continue to understand and assess our money-laundering risk exposure and mitigate any existing risk. The risk for the Company remains low.

Uncertainty relating to recognition and measurement

Recognition and measurement in the annual report have not been subject to any uncertainty.

Subsequent events

The financial position as at 31 December 2019 of the Company and the results of the activities of the Company for the financial year 2019 have not been affected by any subsequent events.

Risks associated with the coronavirus outbreak

The potential impact of the coronavirus outbreak on GSK's trading performance and supply continuity remains uncertain. The most recent information available is the April 29, 2020 press release with the Q1 2020 results of GSK (Globally).

<https://www.gsk.com/media/5956/q1-2020-results-announcement.pdf>

Up to the date of this Report, the outbreak has not had a material impact on the trading results of the Group. However, we continue to monitor the situation closely, including the potential impacts on trading results, our supply continuity and our employees.

Given the Groups' strong performance in Q1 2020, strong liquidity position, and the positive results of the Company for the same period as well as an outlook with expected positive result for 2020 for the Group and the Company, this does not result in a material uncertainty that may cast significant doubt on the Company's ability to continue as a going concern.

Income Statement 1 January - 31 December

	Note	2019 TDKK	2018 TDKK
Revenue	2	417,448	413,846
Cost of goods sold		<u>-303,148</u>	<u>-297,512</u>
Gross profit/loss		114,300	116,334
Distribution expenses	3	-100,548	-119,784
Administrative expenses	3	<u>-25,466</u>	<u>-30,726</u>
Operating profit/loss		-11,714	-34,176
Other operating income	4	<u>26,697</u>	<u>57,744</u>
Profit/loss before financial income and expenses		14,983	23,568
Financial income	5	127	160
Financial expenses	6	<u>-388</u>	<u>-686</u>
Profit/loss before tax		14,722	23,042
Tax on profit/loss for the year	7	<u>-3,626</u>	<u>-5,519</u>
Net profit/loss for the year	8	<u>11,096</u>	<u>17,523</u>

Balance Sheet 31 December

Assets

	Note	2019 TDKK	2018 TDKK
Software	9	5,055	6,839
Intangible fixed assets		5,055	6,839
Land and buildings		36,745	38,062
Other fixtures and fittings, tools and equipment		367	516
Property, plant and equipment	10	37,112	38,578
Fixed assets		42,167	45,417
Trade receivables		42,873	45,524
Receivables from affiliated companies		84,478	134,284
Other receivables		0	777
Prepayments	11	4,045	5,744
Receivables		131,396	186,329
Currents assets		131,396	186,329
Assets		173,563	231,746

Balance Sheet 31 December

Liabilities and equity

	Note	2019 TDKK	2018 TDKK
Share capital		10,000	10,000
Retained earnings		15,523	14,427
Proposed dividend for the year		10,000	15,000
Equity	12,8	<u>35,523</u>	<u>39,427</u>
Deferred tax	13	4,141	4,391
Provisions		<u>4,141</u>	<u>4,391</u>
Trade payables		9,966	7,675
Payables to affiliated companies		65,576	99,279
Corporation tax		3,876	5,661
Other payables		42,763	51,877
Deferred Income	14	11,718	23,436
Short-term debt		<u>133,899</u>	<u>187,928</u>
Debt		<u>133,899</u>	<u>187,928</u>
Liabilities and equity		<u>173,563</u>	<u>231,746</u>
Contingent assets, liabilities and other financial obligations	15		
Related parties and ownership	16		
Fee to auditors appointed at the General Meeting	17		
Subsequent events	18		

Statement of Changes in Equity

	<u>Share capital</u>	<u>Retained earnings</u>	<u>Proposed dividend for the year</u>	<u>Total</u>
	TDKK	TDKK	TDKK	TDKK
Equity at 1 January 2019	10,000	14,427	15,000	39,427
Distributed Dividend			-15,000	-15,000
Net profit/loss for the year	0	1,096	10,000	11,096
Equity at 31 December 2019	<u>10,000</u>	<u>15,523</u>	<u>10,000</u>	<u>35,523</u>

Notes

1 Accounting policies

Basis of Preparation

The Annual Report of GlaxoSmithKline Pharma A/S for 2019 has been prepared in accordance with the provisions of the Danish Financial Statements Act applying to large enterprises of reporting class C.

The accounting policies applied remain unchanged from last year.

The Annual Report for 2019 is presented in TDKK.

Recognition and measurement

Revenues are recognised in the income statement as earned. Furthermore, value adjustments of financial assets and liabilities measured at fair value or amortised costs are recognised. Moreover, all expenses incurred to achieve the earnings for the year are recognised in the income statement, including depreciation, amortisation, impairment losses and provisions as well as reversals due to changed accounting estimates of amounts that have previously been recognised in the income statement.

Assets are recognised in the balance sheet when it is probable that future economic benefits attributable to the asset will flow to the Company, and the value of the asset can be measured reliably.

Liabilities are recognised in the balance sheet when it is probable that future economic benefits will flow out of the Company, and the value of the liability can be measured reliably.

Assets and liabilities are initially measured at cost. Subsequently, assets and liabilities are measured as described for each item below.

Translation policies

Transactions in foreign currencies are translated at the exchange rates at the dates of transaction. Gains and losses arising due to differences between the transaction date rates and the rates at the dates of payment are recognised in financial income and expenses in the income statement. Where foreign exchange transactions are considered hedging of future cash flows, the value adjustments are recognised directly in equity.

Receivables, payables and other monetary items in foreign currencies that have not been settled at the balance sheet date are translated at the exchange rates at the balance sheet date. Any differences between the exchange rates at the balance sheet date and the transaction date rates are recognised in financial income and expenses in the income statement.

Fixed assets acquired in foreign currencies are measured at the transaction date rates.

Segment Reporting

Segment information is presented in respect of business segments and geographical segments based on the Company's risk and returns and its internal reporting system.

Income Statement

Revenue

The Company has chosen IAS 11/IAS 18 as interpretation for revenue recognition.

Revenue from the sale of goods is recognised in the income statement when delivery and transfer of risk has been made before year-end.

Revenue is recognised exclusive of VAT and net of discounts relating to sales.

Cost of Goods Sold

The Cost of goods sold comprises of standard costs adjusted for Intercompany Transfer Pricing policy. Methodology used to calculate Transfer Pricing adjustments is TPR.

Distribution expenses

Distribution expenses comprise costs in the form of salaries to sales and distribution staff, advertising and marketing expenses, depreciation, etc.

Administrative expenses

Administrative expenses comprise expenses for Management, administrative staff, office expenses, depreciation, etc.

Notes (continued)

1 Accounting policies (continued)

Other operating income

Other operating income comprise items of a secondary nature to the core activities of the enterprise.

Financial income and expenses

Financial income and expenses comprising of interest, bank charges and foreign exchange are recognised in the income statement at the amounts relating to the financial year.

Tax on profit/loss for the year

Tax for the year consists of current tax for the year and deferred tax for the year. The tax attributable to the profit for the year is recognised in the income statement, whereas the tax attributable to equity transactions is recognised directly in equity. The tax recognised in the income statement is classified as tax on ordinary activities and tax on extraordinary items, respectively.

The Company is jointly taxed with the sister company, GlaxoSmithKline Consumer Healthcare A/S. The tax effect of the joint taxation the immediate parent company is allocated to Danish enterprises showing profits or losses in proportion to their taxable incomes (full allocation with credit for tax losses). The jointly taxed enterprises have adopted the on-account taxation scheme.

Balance Sheet

Intangible assets

Software is measured at the lower cost less accumulated amortisation and recoverable amount. Software is depreciated on a straight-line basis over its estimated useful life economically, based on Managements' experience. The depreciation period is 10 years.

Property, plant and equipment

Property, plant and equipment are measured at cost less accumulated depreciation and less any accumulated impairment losses.

Cost comprises the cost of acquisition and expenses directly related to the acquisition up until the time when the asset is ready for use.

Depreciation based on the cost reduced by any residual value is calculated on a straight-line basis over the expected useful lives of the assets which are:

Buildings	5-50 years
Other fixtures and fittings, tools and equipment	3-6 years

There is no depreciation on land.

Impairment of fixed assets

The carrying amounts of intangible assets and property, plant and equipment are reviewed on an annual basis to determine whether there is any indication of impairment other than that expressed by amortisation and depreciation.

If so, an impairment test is carried out to determine whether the recoverable amount is lower than the carrying amount, and the assets is written down to its lower recoverable amount. This impairment test is performed on an annual basis for development projects in progress irrespective of any indication of impairment.

The recoverable amount of the asset is calculated as the higher of net selling price and value in use. Where a recoverable amount cannot be determined for the individual asset, the assets are assessed in the smallest group of assets for which a reliable recoverable amount can be determined based on a total assessment.

Notes (continued)

1 Accounting policies (continued)

Inventories

Inventories are measured at the lower of cost under the FIFO method and net realisable value.

The net realisable value of inventories is calculated at the amount expected to be generated by sale in the process of normal operations with deduction of selling expenses and cost of completion. The net realisable value is determined allowing for marketability, obsolescence and development in expected sales sum.

The cost of goods for resale, raw materials and consumables equals landed cost.

Receivables

Receivables are measured in the balance sheet at the lower of amortised cost and net realisable value, which corresponds to nominal value less provisions for bad debts. Provisions for bad debts are determined on the basis of an individual assessment of each receivable, and in respect of trade receivables, a general provision.

Equity

Dividend

Dividend distribution proposed by management for the year is disclosed as a separate equity item.

Corporation tax and deferred tax

Current tax payable and receivable is recognised in the balance sheet as tax computed on the taxable income for the year, adjusted for tax on the taxable income of prior years and for tax paid on account.

Deferred tax is measured using the balance sheet liability method on all temporary differences between the carrying amount and the tax value of assets and liabilities measured on the planned use of the asset or settlement of the liability, respectively. However, deferred tax is not recognised on temporary differences relating to the office buildings non-deductible for tax purposes and other items where temporary differences arise at the date of acquisition without affecting either profit/loss or taxable income.

Deferred tax assets, including the tax value of tax loss carry-forwards, are recognized at the expected value of their utilisation within the foreseeable future; either as a set-off against tax on future income or as a set-off against deferred tax liabilities in the same legal tax entity. Any deferred net assets are measured at net realisable value.

Deferred tax is measured in accordance with the tax rules and at the tax rates applicable at the balance sheet date when the deferred tax is expected to crystallise as current tax. Changes in deferred tax as a result of changes in tax rates are recognised in the income statement of equity, respectively.

Other payables

Other payables comprises of VAT, restructuring provision, accruals and payroll accruals.

Current tax receivables and liabilities

Current tax liabilities and receivables are recognised in the balance sheet as the expected taxable income for the year adjusted for tax on taxable incomes for prior year and tax paid on account. Extra payments and repayment under the on-account taxation scheme are recognised in the income statement in financial income and expenses.

Financial debts

Debts are measured at amortised cost, substantially corresponding to nominal value.

Prepayments and deferred income

Deferred income comprises payments received regarding income in subsequent years.

Cash Flow Statement

The cash flow of GlaxoSmithKline Pharma A/S are recognized in the consolidated financial statements of GlaxoSmithKline plc., Brentford, Middlesex, England. Therefore, cash flow statement is not presented in the annual report of GlaxoSmithKline Pharma A/S, ref. Danish Financial Statements Act § 86, stk. 4.

Notes (continued)

1 Accounting policies (continued)

Financial Highlights

Explanation of financial ratios

Gross margin	$\frac{\text{Gross profit x 100}}{\text{Revenue}}$
Profit margin	$\frac{\text{Profit before financials x 100}}{\text{Revenue}}$
Return on assets	$\frac{\text{Profit before financials x 100}}{\text{Total assets}}$
Solvency ratio	$\frac{\text{Equity at year end x 100}}{\text{Total assets at year end}}$
Return on equity	$\frac{\text{Net profit for the year x 100}}{\text{Average equity}}$

	<u>2019</u>	<u>2018</u>
	TDKK	TDKK
2 Revenue		
Geographical segments		
Denmark	370,735	366,214
Iceland	<u>46,713</u>	<u>47,632</u>
	<u>417,448</u>	<u>413,846</u>
 Product segments		
Respiratory	174,919	156,799
HIV	104,570	100,281
Vaccines	69,894	85,518
Pharmaceuticals	68,065	51,842
Dermatological	<u>0</u>	<u>19,406</u>
	<u>417,448</u>	<u>413,846</u>

Notes (continued)

3 Staff	<u>2019</u>	<u>2018</u>
	TDKK	TDKK
Wages and Salaries	66,909	86,996
Pensions	4,354	5,432
Other social security expenses	<u>640</u>	<u>602</u>
	<u>71,903</u>	<u>93,030</u>

Wages and Salaries, pensions and other social security expenses are recognised in the following items:

Distribution expenses	57,522	70,703
Administrative expenses	<u>14,381</u>	<u>22,327</u>
	<u>71,903</u>	<u>93,030</u>

Average number of employees	<u>68</u>	<u>80</u>
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According to section 98 B (3) of the Danish Financial Statements Act, the remuneration to the Executive Board has not been disclosed.

	<u>2019</u>	<u>2018</u>
	TDKK	TDKK
4 Other operating income		
Intercompany service fees	<u>26,697</u>	<u>57,744</u>
	<u>26,697</u>	<u>57,744</u>
5 Financial income		
Interest received from Group enterprises	4	2
Other financial income	<u>123</u>	<u>158</u>
	<u>127</u>	<u>160</u>
6 Financial expenses		
Other financial expenses	<u>388</u>	<u>686</u>
	<u>388</u>	<u>686</u>

Notes (continued)

	2019	2018
	TDKK	TDKK
7 Tax on profit/loss for the year		
Current tax for the year	3,876	5,661
Deferred tax for the year	-250	-142
	<u>3,626</u>	<u>5,519</u>
8 Distribution of profit		
Proposed distribution of profit		
Proposed dividend for the year	10,000	15,000
Retained earnings	1,096	2,523
	<u>11,096</u>	<u>17,523</u>
9 Intangible assets		
		Software
		TDKK
Cost at 1 January 2019		18,404
Cost at 31 December 2019		<u>18,404</u>
Amortisation at 1 January 2019		11,565
Amortisation for the year		<u>1,784</u>
Amortisation at 31 December 2019		<u>13,349</u>
Carrying amount at 31 December 2019		<u>5,055</u>
Amortised over		<u>10 years</u>

Notes (continued)

10 Tangible assets, property plant and equipment

	<u>Land and buildings</u> TDKK	<u>Other fixtures and fittings, tools and equipment</u> TDKK
Cost at 1 January 2019	62,491	13,214
Cost at 31 December 2019	<u>62,491</u>	<u>13,214</u>
Impairment losses and depreciation at 1 January 2019	24,429	12,698
Depreciation for the year	1,317	149
Impairment losses and depreciation at 31 December 2019	<u>25,746</u>	<u>12,847</u>
Carrying amount at 31 December 2019	<u>36,745</u>	<u>367</u>
Depreciated over	<u>5-50 years</u>	<u>3-6 years</u>
	<u>2019</u> TDKK	<u>2018</u> TDKK
Depreciation and impairment of tangible and intangible assets are recognised in the following items:		
Administrative expenses	3,698	3,276
	<u>3,698</u>	<u>3,276</u>

11 Prepayments

Other prepayments consist primarily of prepaid expenses concerning insurance premiums, database services, payroll related prepayments, etc.

12 Equity

1 share with a nominal value of DKK 449,000	449	449
2 shares with a nominal value of DKK 500	1	1
1 share with a nominal value of DKK 50,000	50	50
1 share with a nominal value of DKK 9,500,000	9,500	9,500
	<u>10,000</u>	<u>10,000</u>

The equity has been unchanged for the last 5 years.

Notes (continued)

13 Provision for deferred tax

Intangible assets	1,504	1,504
Property, plant and equipment	3,284	3,284
Other payables	<u>-647</u>	<u>-397</u>
	<u>4,141</u>	<u>4,391</u>
Provision for deferred tax 1 January 2019	4,391	4,533
Deferred tax recognized in the profit and loss statement	<u>-250</u>	<u>-142</u>
Provision for deferred tax 31 December 2019	<u>4,141</u>	<u>4,391</u>

14 Deferred income

Deferred income consists of DKK 11,7m (2018: DKK 23m) for the Advanced Preparedness Fee (APA), a Flu pandemic fee that was received from the Danish government. This fee covers a 4 year period starting from 1 January 2017 and was paid in advance upfront.

15 Contingent assets, liabilities and other financial obligations

Rental agreements and leases

Lease obligations under operating leases. Total future lease payments:

Within 1 year	1,786	1,903
Between 1 and 5 years	<u>2,291</u>	<u>1,802</u>
	<u>4,077</u>	<u>3,705</u>

Other

The Company is jointly taxed with other Danish Group companies. As a Group Company, together with the other companies included in the joint taxation, the Company has joint and several unlimited liability for Danish corporation taxes and withholding taxes on dividends, interest and royalties.

The Company has provided a Flu pandemic fee guarantee of DKK 46.9m (2018: DKK 46.9m) to the Danish government.

Notes (continued)

16 Related parties and ownership

Basis

Controlling interest

GlaxoSmithKline plc. Brentford, UK

Ultimate parent company

Setfirst Limited, Brentford, UK

Immediate parent company

Transactions

There have been no transactions with the Supervisory Board, the Executive Board, senior employees, significant shareholders, Group enterprises or other related parties, except for intercompany transactions and normal management remuneration.

GSK Pharma has purchased DKK 212m (2018: DKK 215m) of inventory from GSK Trading Services Limited and DKK 90m (2018: DKK 82,5m) from ViiV Healthcare Trading Services UK Limited.

GSK Pharma has DKK 84m (2018: DKK 134m) of receivables from affiliates relating to cross charges for people related costs, and for intercompany service fees and interest.

GSK Pharma has DKK 66m (2018: DKK 99m) payables to affiliates relating to cost of goods sold, flu pandemic fee, dividends due and intercompany charges.

GSK Pharma has paid DKK 0m of dividends to Setfirst Limited.

Intercompany charges in 2019 of DKK 1,8m (2018: DKK 3,5m) is part of Administrative expenses.

Ownership

The following shareholders are recorded in the Company's register of shareholders as holding at least 5% of the votes or at least 5% of the share capital:

Setfirst Limited, Brentford, UK, company number 02332323

The Company is included in the Group Annual Report of GlaxoSmithKline plc., Brentford, Middlesex, England.

17 Fee to auditors appointed at the General Meeting

Fee to auditors appointed at the general meeting has not been disclosed in accordance with section 96 (3) of the Danish Financial Statements Act. Reference is made to the consolidated Financial Statements of GlaxoSmithKline plc.

18 Subsequent events

During 2020, the spread of the COVID-19 virus is affecting various countries and economies world-wide. Up to the date of this Report, the COVID-19 virus has not had a material impact on the trading results of the Company. However, management continues to monitor the situation closely, including the potential impacts on trading results, supply continuity and employees.