POST OFFER ADVERTISEMENT UNDER REGULATION 18 (12) IN TERMS OF SECURITIES AND EXCHANGE BOARD OF INDIA (SUBSTANTIAL ACQUISITION OF SHARES AND TAKEOVERS) REGULATIONS, 2011 FOR THE ATTENTION OF PUBLIC SHAREHOLDERS OF

GLAXOSMITHKLINE CONSUMER HEALTHCARE LIMITED

Registered Office: Patiala Road, Nabha, Punjab -147 201, India
Telephone: +91 1765 220151 / 220152 / 220059; Fax: +91 1765 220642

This Post Offer Advertisement is being issued by HSBC Securities and Capital Markets (India) Private Limited (the **"Manager to the Open Offer"**) on behalf of GlaxoSmithKline Pte Ltd (**"GSK Pte"** or the **"Acquirer"**) along with Horlicks Limited (**"Horlicks"**) and GlaxoSmithKline plc (**"GSK plc"**) in their capacity as persons acting in concert (each entity individually referred to as a **"PAC"** and together referred to as the **"PACs"**) with the Acquirer, pursuant to Regulation 18 (12) of the Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations 2011 and subsequent amendments thereto (the **"SEBI (SAST) Regulations, 2011"**), in respect of the Voluntary Open Offer (the **"Open Offer"**) for the acquisition of 13,389,410 Shares representing 31.84% of the Voting Share Capital from the public shareholders of GlaxoSmithKline Consumer Healthcare Limited (the **"Target Company"**).

This Post Offer Advertisement should be read in continuation of, and in conjunction with, the Public Announcement filed on 26 November 2012 (the **"PA"**), the Detailed Public Statement published on 04 December 2012 (the **"DPS"**), the Letter of Offer dated 10 January 2013 (the **"Letter of Offer"**) and the Offer Opening Advertisement published on 16 January 2013.

The DPS with respect to the Open Offer was published on Tuesday, 04 December 2012 in the following newspapers –

Newspaper	Language	Editions
The Economic Times	English	All editions
The Navbharat Times	Hindi	All editions
Maharashtra Times	Marathi	Mumbai edition
Jagbani	Punjabi	Punjab edition

1. Name of the Target Company : GlaxoSmithKline Consumer Healthcare Limited
2. Name of the Acquirer(s) and PAC : Acquirer – GlaxoSmithKline Pte Ltd (**"GSK Pte"**)
   PAC 1 – Horlicks Limited (**"Horlicks"**)
   PAC 2 – GlaxoSmithKline plc (**"GSK plc"**)
3. Name of the Manager to the Offer : HSBC Securities and Capital Markets (India) Private Limited
4. Name of the Registrar to the Offer: : Karvy Computershare Private Limited
5. Offer Details
   a. Date of Opening of the Offer : Thursday, 17 January 2013
   b. Date of Closure of the Offer : Wednesday, 30 January 2013
6. Date of Payment of Consideration : Payment of consideration to all shareholders will be completed on or before Wednesday, 13 February 2013
7. Details of Acquisition :

Sl. No.	Particulars	Proposed in the Letter of Offer	Actuals
7.1	Offer Price	INR 3,900	INR 3,900
7.2	Aggregate number of shares tendered	13,389,410	12,330,299
7.3	Aggregate number of shares accepted	13,389,410	12,319,749
7.4	Size of the Open Offer (*Number of shares multiplied by offer price per share*)	INR 52,218,699,000	INR 48,047,021,100
7.5	Shareholding of the Acquirer before Agreements / the Public Announcement - Number - % of Fully Diluted Equity Share Capital	Nil	Nil
7.6	Shares Acquired by way of Agreements - Number - % of Fully Diluted Equity Share Capital	Not Applicable	Not applicable
7.7	Shares Acquired by way of Open Offer - Number - % of Fully Diluted Equity Share Capital	13,389,410 31.84%	12,319,749 29.29%
7.8	Shares acquired after the Detailed Public Statement - Number of Shares acquired - Price of Shares acquired - % of the Shares acquired	Nil	Nil
7.9	Post offer shareholding of the Acquirer - Number - % of Fully Diluted Equity Share Capital	13,389,410 31.84%	12,319,749 29.29%
7.10	Post offer shareholding of the Acquirer & the PACs - Number - % of Fully Diluted Equity Share Capital	31,541,653 75.00%	30,471,992 72.46%
7.11	Pre & Post offer shareholding of the Public Pre Open Offer - Number - % of Fully Diluted Equity Share Capital Post Open Offer - Number - % of Fully Diluted Equity Share Capital	23,903,295 56.84% 10,513,885 25.00%	23,903,295 56.84% 11,583,546 27.54%

8. The Acquirer along with its Directors and the PACs severally and jointly accept full responsibility for the information contained in this Post Offer Advertisement and also for the obligations under SEBI (SAST) Regulations, 2011.
9. A copy of this Post Offer Advertisement will be available on the websites of SEBI, BSE, NSE and the registered office of the Target Company.
10. Capitalised terms used in this advertisement and not defined herein shall have the meaning assigned to them in the Letter of Offer dated 10 January 2013 dispatched by the Manager to the Open Offer on behalf of the Acquirer and the PACs.

Issued by

Manager to the Open Offer on behalf of the Acquirer and the PACs

HSBC

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Contact Person: Mr. Mayank Jain / Ms. Tanu Singh
SEBI Registration Number: INM000010353

Place : Mumbai
Date : 5 February 2013

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