



Balfour Capital Group GSK plc

GSK plc (formerly GlaxoSmithKline) is a British multinational pharmaceutical and biotechnology company.

- Its operations are primarily focused on specialty medicines, vaccines, and general medicines.
- In 2022, GSK spun off its consumer health / over-the-counter business into a separate company, Haleon plc, allowing GSK to focus more on R&D, pharmaceuticals, and vaccines.
- Its R&D strategy currently emphasizes four core therapeutic areas: respiratory, immunology & inflammation, oncology, and infectious diseases / HIV.
- GSK aims to “intervene early to prevent and change the course of disease,” leveraging science, technology, and innovation.
- As of its 2024 reporting, GSK reported group turnover of £31.4 billion, with segments: Specialty Medicines ~£11.8 bn, Vaccines ~£9.1 bn, General Medicines ~£10.4 bn.
- In 2024, GSK also announced a £2 billion share buyback program and raised its long-term sales target (to > £40 bn by 2031).
- In its FY 2024 performance, specialty medicines were a growth driver (+19% vs prior year), vaccines had a decline (–4% on constant exchange rates) while general medicines grew modestly (+6%).

1. Top 5 Competitors

GSK operates in the large and competitive pharmaceutical / biotech / vaccines space. Some of its main competitors include:

1. Pfizer Inc.
2. Johnson & Johnson
3. Roche (Genentech)
4. Novartis
5. Merck & Co. (MSD outside U.S.)

Depending on the therapy area (vaccines, oncology, respiratory, immunology) the relevant peer set may shift.



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2. Largest Institutional Shareholders

Here are some of the larger institutional / fund shareholders known from public sources (for its ADR / ordinary shares):

- Dodge & Cox (often cited as a major holder)
- FMR LLC (Fidelity)
- Primecap Management Co. / Vanguard PRIMECAP Fund
- JTC Employer Solutions Trustee Ltd
- Royal Bank of Canada (RBC)
- Price T. Rowe Associates, Inc.

Note: Different data providers may list slightly different names / weights.

3. Management Team

Below are some key executives / board-level figures (publicly known):

- Emma Walmsley – Chief Executive Officer (CEO)
- Sir Jonathan Symonds – Chairperson of the Board
- The 2024 annual report lists additional executive leadership in its website / report documents (CFO, heads of business units, etc.)

4. Revenue

- In the 2024 fiscal year, GSK's group turnover (revenue) was ~ £31,376 million (i.e. £31.4 billion).
- In U.S. dollar-equivalent terms, that equals approximately US\$40.1–40.2 billion (per external conversion)
- In that year, the company's reported profit / net income was £4,035 million.
- The company also reports core (adjusted) metrics in its publications.

So GSK is a multi-tens of billions revenue company with strong profits.

5. Institutions with Buy Recommendations:

From available analyst consensus / ratings sources:

- According to TipRanks, among 13 analysts, there are 2 “Buy” ratings, 8 “Hold”, 3 “Sell” for GSK.
- On Zacks, GSK holds an average recommendation score of 3.13 (on a 1 to 5 scale: 1 = Strong Buy, 5 = Strong Sell) — around a neutral / modest buy side leaning.
- Other sources (e.g. MarketBeat) indicate a consensus rating of “Reduce” (based on no buy, 6 hold, 1 sell) for its ADR listing.

Thus, while some analysts/ institutions maintain buy or positive views, the majority lean toward neutral or cautious positions.



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6. Analyst Sentiment Summary

- Analyst sentiment is mixed to neutral overall. Many rating services place GSK in “Hold / Neutral” territory.
- Some bullish points in favor include:
 - strong growth in specialty medicines, especially oncology and HIV segments.
 - Commitment to R&D, pipeline expansion, and capital returns (dividends, buyback).
 - Ambitious long-term revenue goals (targeting > £40 bn by 2031)
- Risks / concerns flagged by analysts include:
 - Weakness in vaccine segment (sales decline in 2024)
 - Legal / litigation exposures (e.g. Zantac-related matters) remain potential overhangs. (See e.g. Goldman Sachs commentary)
 - Execution risk in new pipeline, regulatory / approval risk, and competitive pressures in pharma & vaccines space.
- The consensus (as published on GSK’s site) aggregates forecasts from analysts for revenues, earnings, etc., but does not itself provide a rating.

7. Insider Buying and Selling (Last 24 Months)

- According to TipRanks, in the past 3 months, corporate insiders have sold shares worth ~ £11.0 million.
- More recently, a news piece reported that GSK directors purchased shares on 19 September 2025, signaling insider confidence.
- According to insider-transaction tracking on Yahoo Finance, you can see detailed listings of purchases and sales by insiders.
- Overall, insiders own less than 1% of GSK’s total shares (in aggregate) per SimplyWallSt.
- Because insider trades are reported individually and vary over time, I cannot guarantee completeness, but the above gives a flavor: there has been nontrivial insider selling, but also some recent purchases by directors.