

Income statement

Three months ended 30th September 2009

	Total Q3 2009 £m	Total Q3 2008 £m	Growth	
			CER%	£%
TURNOVER	6,758	5,882	3	14
Cost of sales	(1,782)	(1,590)	8	17
Gross profit	4,976	4,292	2	16
Selling, general and administration	(2,146)	(1,819)	4	18
Research and development	(882)	(869)	(5)	1
Other operating income	123	53		
OPERATING PROFIT	2,071	1,657	7	25
Finance income	19	98		
Finance expense	(199)	(218)		
Share of after tax profits of associates and joint ventures	22	16		
PROFIT BEFORE TAXATION	1,913	1,553	5	23
Taxation	(542)	(497)		
<i>Tax rate %</i>	28.3%	32.0%		
PROFIT AFTER TAXATION FOR THE PERIOD	1,371	1,056	11	30
Profit attributable to minority interests	36	29		
Profit attributable to shareholders	1,335	1,027		
	1,371	1,056		
EARNINGS PER SHARE	26.3p	20.1p	11	31
Diluted earnings per share	26.1p	20.0p		

Pharmaceuticals turnover
Three months ended 30th September 2009

	Total			USA			Europe			Rest of World		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
Respiratory	1,594	6	18	744	2	17	511	7	14	339	14	28
<i>Avamys/Veramyst</i>	31	59	82	15	8	25	9	>100	>100	7	>100	>100
<i>Flixonase/Flonase</i>	28	(21)	(15)	3	(57)	(57)	9	(18)	(18)	16	(7)	7
<i>Flixotide/Flovent</i>	169	-	13	85	4	20	38	(5)	-	46	(3)	15
<i>Seretide/Advair</i>	1,152	5	17	587	(1)	14	378	9	17	187	15	30
<i>Serevent</i>	54	(18)	(10)	16	(18)	(6)	27	(16)	(16)	11	(27)	-
<i>Ventolin</i>	110	28	41	35	>100	>100	35	3	13	40	-	5
<i>Zyrtec</i>	18	>100	>100	-	-	-	-	-	-	18	>100	>100
Anti-virals	1,049	15	32	500	8	26	247	13	24	302	32	54
HIV	392	(7)	4	168	(5)	10	155	(6)	3	69	(11)	(7)
<i>Agenerase, Lexiva</i>	43	(3)	8	24	-	14	15	(7)	-	4	-	-
<i>Combivir</i>	102	(15)	-	43	(10)	-	36	(13)	-	23	(23)	-
<i>Epivir</i>	34	(14)	8	12	(9)	14	12	(15)	-	10	(18)	-
<i>Epzicom/Kivexa</i>	131	6	19	52	2	18	60	10	20	19	6	19
<i>Trizivir</i>	48	(12)	(2)	23	(13)	(4)	19	(23)	(14)	6	67	100
<i>Ziagen</i>	26	(11)	(4)	13	10	30	8	(13)	-	5	(33)	(44)
<i>Valtrex</i>	349	(1)	15	265	3	19	38	(3)	9	46	(16)	2
<i>Relenza</i>	182	>100	>100	45	>100	>100	38	-	-	99	>100	>100
<i>Zeffix</i>	54	14	29	4	-	-	7	-	-	43	19	39
Central nervous system	418	(37)	(29)	115	(67)	(64)	139	(9)	(2)	164	11	34
<i>Imigran/Imitrex</i>	53	(74)	(72)	19	(89)	(88)	23	(8)	(4)	11	(10)	10
<i>Lamictal</i>	121	(21)	(11)	64	(35)	(24)	38	(5)	3	19	20	27
<i>Requip</i>	43	(30)	(23)	(4)	>(100)	>100	34	(9)	(3)	13	13	63
<i>Requip XL</i>	31	87	>100	7	75	75	23	100	>100	1	-	-
<i>Seroxat/Paxil</i>	120	(12)	7	5	(54)	(62)	22	(26)	(19)	93	1	29
<i>Treximet</i>	15	>100	>100	15	>100	>100	-	-	-	-	-	-
<i>Wellbutrin</i>	16	(70)	(70)	4	(86)	(91)	8	33	33	4	(33)	33
Cardiovascular and	552	5	18	336	4	20	142	2	10	74	14	30
<i>Arixtra</i>	60	20	36	32	23	45	24	11	26	4	67	33
<i>Avodart</i>	131	14	28	80	10	27	36	10	24	15	50	50
<i>Coreg</i>	39	(30)	(22)	39	(31)	(20)	-	-	-	-	-	-
<i>Fraxiparine</i>	56	(12)	(5)	-	-	-	42	(15)	(11)	14	-	17
<i>Levitra</i>	20	6	25	18	7	20	1	-	-	1	-	-
<i>Lovaza</i>	111	27	48	111	25	48	-	-	-	-	-	-
<i>Vesicare</i>	25	17	39	25	17	39	-	-	-	-	-	-
<i>Volibris</i>	6	>100	>100	-	-	-	5	>100	>100	1	-	-
Metabolic	284	(13)	(2)	132	(15)	(3)	67	(14)	(7)	85	(10)	5
<i>Avandia products</i>	185	(14)	(3)	97	(14)	(2)	42	(19)	(13)	46	(9)	5
<i>Avandia</i>	108	(19)	(8)	62	(18)	(7)	16	(25)	(20)	30	(16)	(3)
<i>Avandamet</i>	66	(6)	5	29	(8)	12	25	(12)	(4)	12	9	9
<i>Bonviva/Boniva</i>	60	(5)	7	35	(17)	(3)	22	11	22	3	50	50
Anti-bacterials	376	3	11	39	(15)	(3)	146	(4)	4	191	14	20
<i>Augmentin</i>	162	8	14	9	(22)	-	68	2	10	85	17	20
Oncology and emesis	149	4	16	64	(11)	-	51	15	24	34	26	48
<i>Hycamtin</i>	41	9	21	24	-	20	14	8	17	3	100	50
<i>Promacta</i>	3	-	-	3	-	-	-	-	-	-	-	-
<i>Tyverb/Tykerb</i>	46	54	77	12	(8)	-	19	90	90	15	>100	>100
<i>Zofran</i>	23	(33)	(30)	(1)	(100)	>100	12	(20)	(20)	12	(17)	-
Vaccines	802	(2)	10	206	(20)	(6)	344	(3)	7	252	20	33
<i>Boostrix</i>	39	55	77	24	54	85	11	43	57	4	100	100
<i>Cervarix</i>	28	(40)	(35)	-	-	-	17	(61)	(55)	11	>100	>100
<i>Fluarix, FluLaval</i>	147	(14)	2	63	(19)	-	60	(10)	3	24	(9)	4
<i>Flu Pre-Pandemic</i>	11	-	10	-	-	-	4	(60)	(60)	7	-	-
<i>Hepatitis</i>	170	(12)	(2)	67	(29)	(18)	65	-	7	38	10	23
<i>Infanrix, Pediarix</i>	167	(10)	(1)	30	(52)	(46)	105	8	18	32	22	39
<i>Rotarix</i>	84	92	>100	22	>100	>100	14	9	27	48	83	100
<i>Synflorix</i>	13	-	-	-	-	-	11	-	-	2	-	-
Other	258	15	24	7	(75)	(13)	87	25	30	164	16	23
	5,482	-	12	2,143	(12)	2	1,734	3	11	1,605	16	31
Stiefel products	111	-	-									
	5,593	2	14									

Pharmaceutical turnover includes co-promotion income

Consumer Healthcare turnover

Three months ended 30th September 2009

	Total			USA			Europe			Rest of World		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
Over-the-counter medicines	567	9	19	174	(3)	12	186	27	31	207	6	16
<i>Alli</i>	49	>100	>100	20	-	11	29	-	-	-	-	-
<i>Breathe Right</i>	23	5	21	15	-	15	5	-	25	3	50	50
Cold sore franchise	28	14	27	17	40	70	9	-	13	2	(25)	(50)
<i>Nicotine</i> replacement	79	(16)	(5)	58	(17)	(3)	13	-	-	8	(30)	(20)
<i>Panadol</i>	96	7	17	-	-	-	26	32	37	70	-	11
<i>Tums</i>	25	-	19	20	-	11	1	-	-	4	(33)	33
Oral healthcare	375	10	21	75	20	39	190	3	9	110	18	34
<i>Aquafresh</i> franchise	126	(2)	9	23	-	15	75	(3)	4	28	-	17
Biotene	7	-	-	4	-	-	1	-	-	2	-	-
Denture care	85	10	25	19	13	27	32	15	19	34	4	31
<i>Sensodyne</i> franchise	118	20	31	28	41	65	48	7	12	42	27	40
Nutritional healthcare	223	4	7	-	-	-	125	(2)	(2)	98	15	21
<i>Horlicks</i>	64	13	21	-	-	-	4	(20)	(20)	60	17	25
<i>Lucozade</i>	104	4	4	-	-	-	92	2	3	12	18	9
<i>Ribena</i>	40	(9)	(9)	-	-	-	29	(12)	(12)	11	-	-
	1,165	8	17	249	3	19	501	9	13	415	11	21

Income statement

Nine months ended 30th September 2009

	Total 9 months 2009 £m	Total 9 months 2008 £m	Growth	
			CER%	£%
TURNOVER	20,274	17,442	(1)	16
Cost of sales	(5,261)	(4,462)	7	18
Gross profit	15,013	12,980	(4)	16
Selling, general and administration	(6,638)	(5,360)	3	24
Research and development	(2,979)	(2,469)	6	21
Other operating income	582	408		
OPERATING PROFIT	5,978	5,559	(14)	8
Finance income	65	276		
Finance expense	(570)	(602)		
Profit on disposal of interest in associate	115			
Share of after tax profits of associates and joint ventures	53	30		
PROFIT BEFORE TAXATION	5,641	5,263	(15)	7
Taxation	(1,640)	(1,568)		
<i>Tax rate %</i>	29.1%	29.8%		
PROFIT AFTER TAXATION FOR THE PERIOD	4,001	3,695	(14)	8
Profit attributable to minority interests	100	75		
Profit attributable to shareholders	3,901	3,620		
	4,001	3,695		
EARNINGS PER SHARE	77.0p	69.2p	(12)	11
Diluted earnings per share	76.4p	68.7p		

Pharmaceuticals turnover
Nine months ended 30th September 2009

	Total			USA			Europe			Rest of World		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
Respiratory	5,063	4	24	2,413	2	29	1,607	2	12	1,043	13	33
<i>Avamys/Veramyst</i>	109	91	>100	53	11	39	34	>100	>100	22	>100	>100
<i>Flixonase/Flonase</i>	136	(22)	(6)	21	(61)	(52)	33	(23)	(18)	82	7	37
<i>Flixotide/Flovent</i>	553	(2)	18	281	4	31	129	(4)	3	143	(8)	10
<i>Seretide/Advair</i>	3,611	5	25	1,888	-	27	1,173	4	15	550	23	41
<i>Serevent</i>	175	(21)	(9)	53	(16)	6	87	(18)	(16)	35	(35)	(13)
<i>Ventolin</i>	338	25	44	105	>100	>100	108	1	11	125	(3)	9
<i>Zyrtec</i>	53	54	>100	-	-	-	-	-	-	53	54	>100
Anti-virals	3,117	13	37	1,484	7	35	823	19	31	810	18	46
HIV	1,193	(8)	9	527	(7)	18	480	(10)	2	186	(8)	4
<i>Agenerase, Lexiva</i>	134	(2)	19	74	4	30	48	(9)	4	12	-	20
<i>Combivir</i>	316	(16)	-	140	(13)	-	114	(19)	-	62	(16)	-
<i>Epivir</i>	99	(19)	19	36	(15)	30	38	(23)	4	25	(19)	20
<i>Epzicom/Kivexa</i>	397	7	27	160	2	30	181	7	19	56	26	47
<i>Trizivir</i>	152	(17)	(1)	78	(16)	5	63	(21)	(10)	11	11	22
<i>Ziagen</i>	78	(15)	-	38	(3)	23	26	(15)	(4)	14	(35)	(30)
<i>Valtrex</i>	1,072	3	29	813	9	38	119	(2)	12	140	(16)	6
<i>Relenza</i>	464	>100	>100	75	>100	>100	173	>100	>100	216	>100	>100
<i>Zeffix</i>	162	(1)	20	13	(9)	18	22	-	10	127	(1)	22
Central nervous system	1,366	(49)	(39)	473	(74)	(68)	428	(7)	3	465	4	31
<i>Imigran/Imitrex</i>	185	(69)	(65)	80	(84)	(81)	71	(8)	-	34	(4)	21
<i>Lamictal</i>	368	(59)	(51)	195	(74)	(67)	115	(4)	6	58	4	18
<i>Requip</i>	144	(40)	(31)	10	(91)	(89)	101	(3)	6	33	14	50
<i>Requip XL</i>	83	>100	>100	20	>100	>100	62	>100	>100	1	-	-
<i>Seroxat/Paxil</i>	384	(15)	7	32	(52)	(47)	77	(20)	(10)	275	(3)	29
<i>Treximet</i>	41	>100	>100	41	>100	>100	-	-	-	-	-	-
<i>Wellbutrin</i>	110	(67)	(60)	78	(76)	(69)	21	58	75	11	(10)	10
Cardiovascular and	1,683	7	30	1,040	8	36	428	2	14	215	14	34
<i>Arixtra</i>	180	29	57	98	35	72	69	20	38	13	38	63
<i>Avodart</i>	387	15	39	236	11	41	109	13	28	42	48	56
<i>Coreg</i>	141	(21)	(1)	140	(21)	-	-	-	-	1	(50)	(50)
<i>Fraxiparine</i>	169	(10)	1	-	-	-	128	(13)	(4)	41	6	21
<i>Levitra</i>	58	7	35	54	5	32	3	50	50	1	-	-
<i>Lovaza</i>	321	32	67	320	32	68	-	-	-	1	100	-
<i>Vesicare</i>	75	23	56	75	23	56	-	-	-	-	-	-
<i>Volibris</i>	12	>100	>100	-	-	-	11	>100	>100	1	-	-
Metabolic	881	(14)	4	431	(16)	6	206	(15)	(6)	244	(7)	11
<i>Avandia products</i>	580	(16)	1	316	(17)	5	131	(23)	(13)	133	(5)	8
<i>Avandia</i>	350	(20)	(4)	207	(22)	(1)	52	(24)	(16)	91	(14)	(2)
<i>Avandamet</i>	199	(10)	7	89	(7)	19	75	(21)	(12)	35	19	35
<i>Bonviva/Boniva</i>	188	(4)	17	114	(14)	9	66	12	29	8	60	60
Anti-bacterials	1,183	2	15	132	(16)	6	481	(5)	5	570	13	26
<i>Augmentin</i>	494	3	15	36	(18)	6	213	(3)	8	245	13	25
Oncology and emesis	459	8	28	222	(2)	24	152	14	28	85	23	42
<i>Hycamtin</i>	127	7	28	74	4	32	44	11	26	9	13	13
<i>Promacta</i>	8	-	-	8	-	-	-	-	-	-	-	-
<i>Tyverb/Tykerb</i>	121	54	81	40	(3)	21	54	96	>100	27	>100	>100
<i>Zofran</i>	85	(19)	(9)	10	(38)	(23)	40	(23)	(15)	35	(6)	6
Vaccines	2,183	8	25	521	(9)	16	950	7	19	712	27	44
<i>Boostrix</i>	104	64	96	56	63	>100	29	32	53	19	>100	>100
<i>Cervarix</i>	149	94	>100	-	-	-	119	85	>100	30	>100	>100
<i>Fluarix, FluLaval</i>	169	(4)	13	68	(14)	8	60	(9)	5	41	28	41
<i>Flu Pre-Pandemic</i>	47	(16)	(4)	25	-	-	14	(71)	(71)	8	-	-
<i>Hepatitis</i>	514	(9)	7	206	(19)	2	198	(5)	5	110	7	22
<i>Infanrix, Pediarix</i>	496	(12)	2	107	(46)	(31)	305	2	16	84	10	24
<i>Rotarix</i>	212	79	>100	59	>100	>100	39	17	30	114	48	70
<i>Synflorix</i>	25	-	-	-	-	-	21	-	-	4	-	-
Other	752	(5)	7	14	(15)	8	245	6	12	493	(10)	5
	16,687	(3)	14	6,730	(16)	6	5,320	3	14	4,637	11	31
Stiefel products	111	-	-	-	-	-	-	-	-	-	-	-
	16,798	(3)	15									

Pharmaceutical turnover includes co-promotion income

Consumer Healthcare turnover

Nine months ended 30th September 2009

	Total			USA			Europe			Rest of World		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
Over-the-counter	1,707	9	26	537	-	27	527	18	25	643	9	25
<i>alli</i>	163	>100	>100	74	35	72	88	-	-	1	(50)	(50)
<i>Breathe Right</i>	70	7	30	39	(3)	22	17	7	21	14	50	75
Cold sore franchise	71	-	16	35	8	35	28	(4)	4	8	(13)	-
Nicotene replacement	249	1	21	184	-	27	45	5	7	20	-	5
<i>Panadol</i>	289	7	20	-	-	-	66	11	18	223	6	21
<i>Tums</i>	80	-	25	69	-	25	1	-	100	10	(11)	11
Oral healthcare	1,109	8	24	224	15	45	564	3	12	321	13	33
<i>Aquafresh</i> franchise	375	(1)	14	71	(3)	22	219	(2)	8	85	4	21
<i>Biotene</i>	19	-	-	14	-	-	2	-	-	3	-	-
Denture care	249	8	28	58	5	32	92	8	18	99	11	38
<i>Sensodyne</i> franchise	343	14	30	77	30	64	145	6	14	121	17	36
Nutritional healthcare	660	2	8	-	-	-	350	(7)	(6)	310	17	29
<i>Horlicks</i>	200	17	27	-	-	-	13	(19)	(19)	187	21	33
<i>Lucozade</i>	290	(3)	(1)	-	-	-	249	(6)	(4)	41	15	24
<i>Ribena</i>	122	(6)	(2)	-	-	-	87	(9)	(7)	35	3	17
	3,476	7	21	761	4	32	1,441	5	11	1,274	12	28