

## Income statement

Year ended 31st December 2008

	Total 2008 £m	Total 2007 (restated) £m	Growth	
			CER%	£%
Turnover:				
Pharmaceuticals	20,381	19,163	(3)	6
Consumer Healthcare	3,971	3,553	3	12
<b>TURNOVER</b>	<b>24,352</b>	<b>22,716</b>	<b>(3)</b>	<b>7</b>
Cost of sales	(6,415)	(5,317)	13	21
Gross profit	17,937	17,399	(7)	3
Selling, general and administration	(7,656)	(6,954)	2	10
Research and development	(3,681)	(3,327)	4	11
Other operating income	541	475		
Operating profit:				
Pharmaceuticals	6,331	6,877	(21)	(8)
Consumer Healthcare	810	716	(2)	13
<b>OPERATING PROFIT</b>	<b>7,141</b>	<b>7,593</b>	<b>(20)</b>	<b>(6)</b>
Finance income	313	262		
Finance expense	(843)	(453)		
Share of after tax profits of associates and joint ventures	48	50		
<b>PROFIT BEFORE TAXATION</b>	<b>6,659</b>	<b>7,452</b>	<b>(24)</b>	<b>(11)</b>
Taxation	(1,947)	(2,142)		
<i>Tax rate %</i>	<b>29.2%</b>	28.7%		
<b>PROFIT AFTER TAXATION FOR THE PERIOD</b>	<b>4,712</b>	<b>5,310</b>	<b>(25)</b>	<b>(11)</b>
Profit attributable to minority interests	110	96		
Profit attributable to shareholders	4,602	5,214		
	<b>4,712</b>	<b>5,310</b>		
<b>EARNINGS PER SHARE</b>	<b>88.6p</b>	94.4p	<b>(21)</b>	<b>(6)</b>
Diluted earnings per share	<b>88.1p</b>	93.7p		

## Income statement

Three months ended 31st December 2008

	Total Q4 2008 £m	Total Q4 2007 (restated) £m	CER%	Growth £%
Turnover:				
Pharmaceuticals	5,803	5,027	(4)	15
Consumer Healthcare	1,107	947	2	17
<b>TURNOVER</b>	<b>6,910</b>	5,974	<b>(3)</b>	<b>16</b>
Cost of sales	(1,953)	(1,639)	10	19
Gross profit	4,957	4,335	(8)	14
Selling, general and administration	(2,296)	(1,823)	9	26
Research and development	(1,212)	(1,043)	4	16
Other operating income	133	119		
Operating profit:				
Pharmaceuticals	1,303	1,373	(42)	(5)
Consumer Healthcare	279	215	7	30
<b>OPERATING PROFIT</b>	<b>1,582</b>	1,588	<b>(35)</b>	-
Finance income	37	52		
Finance expense	(241)	(119)		
Share of after tax profits of associates and joint ventures	18	10		
<b>PROFIT BEFORE TAXATION</b>	<b>1,396</b>	1,531	<b>(44)</b>	<b>(9)</b>
Taxation	(379)	(455)		
<i>Tax rate %</i>	<b>27.1%</b>	29.7%		
<b>PROFIT AFTER TAXATION FOR THE PERIOD</b>	<b>1,017</b>	1,076	<b>(42)</b>	<b>(5)</b>
Profit attributable to minority interests	35	19		
Profit attributable to shareholders	982	1,057		
	<b>1,017</b>	1,076		
<b>EARNINGS PER SHARE</b>	<b>19.3p</b>	19.6p	<b>(40)</b>	<b>(2)</b>
Diluted earnings per share	<b>19.2p</b>	19.4p		

## Pharmaceuticals turnover

Year ended 31st December 2008

	Total			USA			Europe			Rest of World		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
<b>Respiratory</b>	<b>5,817</b>	<b>5</b>	<b>16</b>	<b>2,720</b>	<b>6</b>	<b>14</b>	<b>1,982</b>	<b>2</b>	<b>14</b>	<b>1,115</b>	<b>9</b>	<b>22</b>
<i>Seretide/Advair</i>	4,137	8	18	2,161	6	14	1,416	4	17	560	29	42
<i>Flixotide/Flovent</i>	677	(2)	9	317	3	12	175	(4)	11	185	(9)	3
<i>Serevent</i>	263	(12)	(2)	72	(9)	(3)	136	(9)	1	55	(23)	(10)
<i>Veramyst</i>	72	>100	>100	56	>100	>100	11	-	-	5	>100	>100
<i>Flixonase/Flonase</i>	186	(15)	(7)	52	(29)	(28)	52	(6)	6	82	(8)	5
<b>Anti-virals</b>	<b>3,206</b>	<b>(4)</b>	<b>6</b>	<b>1,600</b>	<b>(1)</b>	<b>7</b>	<b>850</b>	<b>(12)</b>	<b>-</b>	<b>756</b>	<b>(1)</b>	<b>10</b>
<b>HIV</b>	<b>1,513</b>	<b>(5)</b>	<b>5</b>	<b>640</b>	<b>(7)</b>	<b>-</b>	<b>636</b>	<b>(6)</b>	<b>7</b>	<b>237</b>	<b>4</b>	<b>13</b>
<i>Epzicom/Kivexa</i>	442	23	36	178	15	25	209	25	40	55	48	67
<i>Combivir</i>	433	(14)	(5)	180	(14)	(8)	166	(19)	(8)	87	1	10
<i>Trizivir</i>	212	(18)	(9)	106	(18)	(12)	92	(18)	(6)	14	(20)	(7)
<i>Agenerase, Lexiva</i>	160	2	13	83	(1)	6	61	-	15	16	40	60
<i>Epivir</i>	139	(20)	(11)	47	(19)	(11)	58	(22)	(9)	34	(18)	(13)
<i>Ziagen</i>	106	(11)	(3)	45	(9)	-	36	(11)	-	25	(14)	(11)
<i>Valtrex</i>	1,195	16	28	870	20	30	144	9	25	181	4	20
<i>Zeffix</i>	188	-	12	15	8	15	27	-	17	146	(1)	11
<i>Relenza</i>	57	(80)	(78)	20	(86)	(85)	6	(92)	(92)	31	(49)	(44)
<b>Central nervous system</b>	<b>2,897</b>	<b>(21)</b>	<b>(13)</b>	<b>1,815</b>	<b>(29)</b>	<b>(24)</b>	<b>565</b>	<b>(1)</b>	<b>12</b>	<b>517</b>	<b>(3)</b>	<b>11</b>
<i>Lamictal</i>	926	(22)	(16)	711	(26)	(20)	147	(8)	3	68	2	10
<i>Imigran/Imitrex</i>	687	(8)	-	550	(9)	(1)	96	(3)	8	41	(8)	8
<i>Seroxat/Paxil</i>	514	(19)	(7)	79	(49)	(45)	115	(14)	(4)	320	(7)	10
<i>Wellbutrin</i>	342	(40)	(35)	310	(44)	(39)	18	>100	>100	14	8	8
<i>Requip</i>	266	(31)	(23)	102	(60)	(57)	133	29	46	31	65	82
<i>Requip XL</i>	43	-	-	9	-	-	34	-	-	-	-	-
<i>Treximet</i>	25	-	-	25	-	-	-	-	-	-	-	-
<b>Cardiovascular and urogenital</b>	<b>1,847</b>	<b>8</b>	<b>19</b>	<b>1,107</b>	<b>6</b>	<b>14</b>	<b>512</b>	<b>10</b>	<b>28</b>	<b>228</b>	<b>15</b>	<b>25</b>
<i>Avodart</i>	399	27	40	242	27	38	118	21	39	39	48	56
<i>Lovaza</i>	290	>100	>100	289	>100	>100	-	-	-	1	-	-
<i>Coreg</i>	203	(68)	(65)	200	(68)	(66)	-	-	-	3	(67)	(50)
<i>Coreg CR</i>	165	73	88	163	72	85	-	-	-	2	-	-
<i>Coreg IR</i>	38	(93)	(92)	37	(93)	(92)	-	-	-	1	(83)	(83)
<i>Fraxiparine</i>	226	7	23	-	-	-	178	-	18	48	36	45
<i>Arixtra</i>	170	53	70	88	49	60	71	56	82	11	67	83
<i>Vesicare</i>	71	32	42	71	32	42	-	-	-	-	-	-
<i>Levitra</i>	60	12	22	57	11	21	3	-	50	-	-	-
<b>Metabolic</b>	<b>1,191</b>	<b>(28)</b>	<b>(21)</b>	<b>590</b>	<b>(39)</b>	<b>(34)</b>	<b>294</b>	<b>(11)</b>	<b>1</b>	<b>307</b>	<b>(14)</b>	<b>(5)</b>
<i>Avandia products</i>	805	(40)	(34)	434	(49)	(44)	198	(22)	(12)	173	(25)	(19)
<i>Avandia</i>	512	(46)	(42)	299	(53)	(49)	82	(33)	(26)	131	(30)	(25)
<i>Avandamet</i>	256	(21)	(12)	109	(32)	(26)	111	(13)	-	36	-	6
<i>Bonviva/Boniva</i>	237	34	47	156	25	36	74	48	68	7	>100	>100
<b>Anti-bacterials</b>	<b>1,429</b>	<b>(2)</b>	<b>8</b>	<b>174</b>	<b>(17)</b>	<b>(11)</b>	<b>635</b>	<b>(6)</b>	<b>8</b>	<b>620</b>	<b>7</b>	<b>15</b>
<i>Augmentin</i>	587	-	11	49	(31)	(27)	272	-	14	266	11	18
<i>Altabax</i>	16	36	45	15	27	36	1	-	-	-	-	-
<b>Oncology and emesis</b>	<b>496</b>	<b>(6)</b>	<b>4</b>	<b>243</b>	<b>(17)</b>	<b>(11)</b>	<b>169</b>	<b>9</b>	<b>25</b>	<b>84</b>	<b>9</b>	<b>20</b>
<i>Hycamtin</i>	140	7	18	81	7	16	49	5	23	10	11	11
<i>Zofran</i>	110	(51)	(44)	3	(97)	(96)	63	(21)	(10)	44	(17)	(8)
<i>Tykerb</i>	102	80	100	47	22	31	42	>100	>100	13	>100	>100
<b>Vaccines</b>	<b>2,539</b>	<b>15</b>	<b>27</b>	<b>629</b>	<b>(7)</b>	<b>-</b>	<b>1,155</b>	<b>28</b>	<b>44</b>	<b>755</b>	<b>21</b>	<b>34</b>
<i>Hepatitis</i>	665	14	26	275	28	38	263	-	14	127	16	27
<i>Infanrix/Pediarix</i>	682	12	26	212	1	8	377	21	39	93	11	22
<i>Fluarix, FluLaval</i>	215	11	24	85	(20)	(13)	78	63	90	52	37	49
<i>Flu-prepandemic</i>	66	(55)	(55)	1	(99)	(99)	64	25	25	1	-	-
<i>Cervarix</i>	125	>100	>100	-	-	-	104	>100	>100	21	>100	>100
<i>Rotarix</i>	167	71	84	21	-	-	43	61	87	103	46	51
<i>Boostrix</i>	70	(5)	6	35	(20)	(13)	26	21	37	9	14	29
<b>Other</b>	<b>959</b>	<b>(3)</b>	<b>6</b>	<b>16</b>	<b>(78)</b>	<b>(75)</b>	<b>321</b>	<b>14</b>	<b>26</b>	<b>622</b>	<b>(1)</b>	<b>7</b>
	<b>20,381</b>	<b>(3)</b>	<b>6</b>	<b>8,894</b>	<b>(11)</b>	<b>(4)</b>	<b>6,483</b>	<b>3</b>	<b>17</b>	<b>5,004</b>	<b>5</b>	<b>16</b>

Pharmaceutical turnover includes co-promotion income.

## Pharmaceuticals turnover

Three months ended 31st December 2008

	Total			USA			Europe			Rest of World		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
<b>Respiratory</b>	<b>1,731</b>	<b>7</b>	<b>27</b>	<b>852</b>	<b>9</b>	<b>35</b>	<b>550</b>	<b>3</b>	<b>18</b>	<b>329</b>	<b>7</b>	<b>25</b>
<i>Seretide/Advair</i>	1,237	8	29	674	6	31	392	5	19	171	30	47
<i>Flixotide/Flovent</i>	208	(1)	19	103	2	27	50	2	16	55	(10)	8
<i>Serevent</i>	70	(18)	(1)	22	(5)	16	33	(17)	(6)	15	(35)	(12)
<i>Veramyst</i>	25	>100	>100	18	75	>100	6	-	-	1	-	-
<i>Flixonase/Flonase</i>	42	9	31	8	>100	>100	12	(17)	-	22	(5)	16
<b>Anti-virals</b>	<b>924</b>	<b>(4)</b>	<b>17</b>	<b>500</b>	<b>3</b>	<b>28</b>	<b>224</b>	<b>(6)</b>	<b>9</b>	<b>200</b>	<b>(14)</b>	<b>3</b>
<b>HIV</b>	<b>417</b>	<b>(3)</b>	<b>16</b>	<b>193</b>	<b>(1)</b>	<b>25</b>	<b>165</b>	<b>(10)</b>	<b>6</b>	<b>59</b>	<b>8</b>	<b>23</b>
<i>Epzicom/Kivexa</i>	129	20	43	55	19	49	57	16	33	17	40	70
<i>Combivir</i>	114	(13)	6	53	(4)	18	42	(18)	(5)	19	(21)	-
<i>Trizivir</i>	59	(14)	5	32	(11)	14	22	(24)	(12)	5	33	67
<i>Agenerase, Lexiva</i>	47	6	31	26	11	37	15	(7)	7	6	33	100
<i>Epivir</i>	36	(22)	(3)	14	(15)	8	15	(20)	-	7	(33)	(22)
<i>Ziagen</i>	28	(18)	-	14	(9)	27	9	(11)	-	5	(38)	(38)
<i>Valtrex</i>	366	16	44	279	24	54	38	3	23	49	(9)	14
<i>Zeffix</i>	53	2	26	4	33	33	7	(17)	17	42	3	27
<i>Relenza</i>	13	(85)	(83)	5	(93)	(88)	5	25	25	3	(90)	(90)
<b>Central nervous system</b>	<b>665</b>	<b>(43)</b>	<b>(26)</b>	<b>353</b>	<b>(61)</b>	<b>(45)</b>	<b>151</b>	<b>-</b>	<b>15</b>	<b>161</b>	<b>(2)</b>	<b>23</b>
<i>Lamictal</i>	177	(57)	(41)	119	(68)	(52)	39	(8)	3	19	-	19
<i>Imigran/Imitrex</i>	161	(34)	(14)	123	(40)	(20)	25	(4)	4	13	(20)	30
<i>Seroxat/Paxil</i>	154	(21)	2	19	(67)	(51)	29	(10)	-	106	(2)	28
<i>Wellbutrin</i>	66	(63)	(49)	56	(69)	(55)	6	>100	>100	4	-	-
<i>Requip</i>	58	(53)	(39)	11	(92)	(83)	38	28	52	9	33	50
<i>Requip XL</i>	20	-	-	5	-	-	15	-	-	-	-	-
<i>Treximet</i>	13	-	-	13	-	-	-	-	-	-	-	-
<b>Cardiovascular and urogenital</b>	<b>548</b>	<b>51</b>	<b>84</b>	<b>344</b>	<b>&gt;100</b>	<b>&gt;100</b>	<b>137</b>	<b>5</b>	<b>25</b>	<b>67</b>	<b>15</b>	<b>29</b>
<i>Avodart</i>	120	19	45	75	22	53	33	12	32	12	22	33
<i>Lovaza</i>	98	>100	>100	98	>100	>100	-	-	-	-	-	-
<i>Coreg</i>	61	>100	>100	60	>100	>100	-	-	-	1	-	-
<i>Coreg CR</i>	50	21	52	49	18	44	-	-	-	1	100	>100
<i>Coreg IR</i>	11	>100	>100	11	>100	>100	-	-	-	-	-	(100)
<i>Fraxiparine</i>	58	(2)	14	-	-	-	44	(10)	7	14	30	40
<i>Arixtra</i>	55	59	90	31	63	94	21	64	91	3	-	50
<i>Vesicare</i>	23	36	64	23	36	64	-	-	-	-	-	-
<i>Levitra</i>	17	18	55	16	9	45	1	(100)	-	-	>100	100
<b>Metabolic</b>	<b>345</b>	<b>(11)</b>	<b>8</b>	<b>182</b>	<b>(13)</b>	<b>10</b>	<b>76</b>	<b>(16)</b>	<b>(1)</b>	<b>87</b>	<b>(3)</b>	<b>13</b>
<i>Avandia products</i>	229	(17)	(1)	132	(21)	2	47	(27)	(16)	50	4	11
<i>Avandia</i>	147	(24)	(8)	89	(29)	(10)	20	(25)	(17)	38	(8)	3
<i>Avandamet</i>	70	(8)	9	34	-	31	26	(29)	(16)	10	57	43
<i>Bonviva/Boniva</i>	76	23	46	51	8	34	23	33	53	2	>100	>100
<b>Anti-bacterials</b>	<b>397</b>	<b>(7)</b>	<b>8</b>	<b>50</b>	<b>(23)</b>	<b>(4)</b>	<b>179</b>	<b>(9)</b>	<b>6</b>	<b>168</b>	<b>1</b>	<b>14</b>
<i>Augmentin</i>	159	(5)	9	15	(13)	-	74	(6)	10	70	(2)	9
<i>Altabax</i>	5	-	25	5	-	25	-	-	-	-	-	-
<b>Oncology and emesis</b>	<b>138</b>	<b>12</b>	<b>38</b>	<b>64</b>	<b>11</b>	<b>42</b>	<b>50</b>	<b>16</b>	<b>35</b>	<b>24</b>	<b>6</b>	<b>33</b>
<i>Hycamtin</i>	41	10	32	25	18	47	14	-	27	2	-	(33)
<i>Zofran</i>	17	(41)	(23)	(10)	(57)	(43)	16	(18)	(6)	11	(17)	(8)
<i>Tykerb</i>	35	58	84	14	(8)	17	17	>100	>100	4	>100	100
<b>Vaccines</b>	<b>796</b>	<b>8</b>	<b>26</b>	<b>178</b>	<b>(31)</b>	<b>(13)</b>	<b>356</b>	<b>23</b>	<b>40</b>	<b>262</b>	<b>32</b>	<b>49</b>
<i>Hepatitis</i>	185	5	26	74	6	37	74	-	17	37	17	23
<i>Infanrix/Pediarix</i>	194	19	42	56	-	27	113	36	55	25	-	25
<i>Fluarix, FluLaval</i>	66	12	35	22	(27)	-	21	89	>100	23	22	28
<i>Flu-prepandemic</i>	17	(86)	(86)	1	(99)	(99)	15	(68)	(68)	1	-	-
<i>Cervarix</i>	55	>100	>100	-	-	-	45	>100	>100	10	-	-
<i>Rotarix</i>	66	59	69	17	-	-	13	57	86	36	9	13
<i>Boostrix</i>	17	-	31	8	-	33	7	20	40	2	(50)	-
<b>Other</b>	<b>259</b>	<b>(11)</b>	<b>2</b>	<b>3</b>	<b>(94)</b>	<b>(91)</b>	<b>103</b>	<b>23</b>	<b>37</b>	<b>153</b>	<b>(10)</b>	<b>5</b>
	<b>5,803</b>	<b>(4)</b>	<b>15</b>	<b>2,526</b>	<b>(13)</b>	<b>10</b>	<b>1,826</b>	<b>4</b>	<b>20</b>	<b>1,451</b>	<b>3</b>	<b>21</b>

Pharmaceutical turnover includes co-promotion income

## Consumer Healthcare turnover

Year ended 31st December 2008

	Total			USA			Europe			Rest of World		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
<b>Over-the-counter medicines</b>	<b>1,935</b>	<b>(2)</b>	<b>8</b>	<b>630</b>	<b>(18)</b>	<b>(11)</b>	<b>607</b>	<b>4</b>	<b>17</b>	<b>698</b>	<b>14</b>	<b>25</b>
<i>Panadol</i> franchise	324	12	23	-	-	-	79	6	22	245	14	24
Smoking cessation	299	(12)	(5)	213	(11)	(4)	60	(23)	(15)	26	5	18
<i>Tums</i>	91	(5)	3	78	(6)	1	1	-	-	12	10	20
Cold sore franchise	89	3	13	41	-	8	38	6	19	10	-	11
<i>Breathe Right</i>	81	17	29	48	(6)	-	20	>100	>100	13	71	86
<i>alli</i>	75	(53)	(50)	71	(57)	(53)	-	-	-	4	>100	>100
<b>Oral healthcare</b>	<b>1,240</b>	<b>6</b>	<b>18</b>	<b>222</b>	<b>2</b>	<b>10</b>	<b>691</b>	<b>6</b>	<b>20</b>	<b>327</b>	<b>10</b>	<b>22</b>
<i>Aquafresh</i> franchise	452	3	14	84	(3)	6	275	2	15	93	10	16
<i>Sensodyne</i> franchise	363	12	24	68	13	21	175	11	24	120	14	25
Dental healthcare	271	8	22	63	-	9	110	13	29	98	8	24
<b>Nutritional healthcare</b>	<b>796</b>	<b>8</b>	<b>11</b>	-	-	-	<b>481</b>	<b>2</b>	<b>4</b>	<b>315</b>	<b>18</b>	<b>24</b>
<i>Lucozade</i>	382	7	10	-	-	-	336	5	7	46	27	39
<i>Horlicks</i>	204	13	17	-	-	-	22	(12)	(12)	182	17	22
<i>Ribena</i>	161	-	3	-	-	-	121	(2)	(2)	40	9	21
	<b>3,971</b>	<b>3</b>	<b>12</b>	<b>852</b>	<b>(14)</b>	<b>(7)</b>	<b>1,779</b>	<b>4</b>	<b>14</b>	<b>1,340</b>	<b>14</b>	<b>24</b>

## Consumer Healthcare turnover

Three months ended 31st December 2008

	Total			USA			Europe			Rest of World		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
<b>Over-the-counter medicines</b>	<b>579</b>	<b>(1)</b>	<b>16</b>	<b>207</b>	<b>(16)</b>	<b>5</b>	<b>187</b>	<b>4</b>	<b>17</b>	<b>185</b>	<b>14</b>	<b>30</b>
<i>Panadol</i> franchise	84	10	25	-	-	-	23	5	21	61	13	27
Smoking cessation	93	(10)	8	68	(13)	8	18	(6)	6	7	-	17
<i>Tums</i>	27	-	23	23	(5)	21	1	-	-	3	-	-
Cold sore franchise	28	(8)	8	15	(8)	15	11	-	10	2	(33)	(33)
<i>Breathe Right</i>	27	28	50	16	8	23	6	33	100	5	>100	>100
<i>alli</i>	30	(35)	(25)	28	(44)	(35)	-	-	-	2	>100	>100
<b>Oral healthcare</b>	<b>343</b>	<b>7</b>	<b>25</b>	<b>68</b>	<b>8</b>	<b>33</b>	<b>189</b>	<b>4</b>	<b>20</b>	<b>86</b>	<b>10</b>	<b>28</b>
<i>Aquafresh</i> franchise	122	2	16	26	-	30	73	-	12	23	10	15
<i>Sensodyne</i> franchise	100	13	30	21	13	40	48	8	23	31	22	35
Dental healthcare	77	9	33	19	7	36	32	17	33	26	-	30
<b>Nutritional healthcare</b>	<b>185</b>	<b>1</b>	<b>8</b>	-	-	-	<b>110</b>	<b>(5)</b>	<b>(3)</b>	<b>75</b>	<b>14</b>	<b>27</b>
<i>Lucozade</i>	89	(1)	3	-	-	-	76	(4)	(1)	13	22	44
<i>Horlicks</i>	47	10	18	-	-	-	6	(14)	(14)	41	15	24
<i>Ribena</i>	37	(3)	3	-	-	-	27	(4)	(4)	10	-	25
	<b>1,107</b>	<b>2</b>	<b>17</b>	<b>275</b>	<b>(11)</b>	<b>10</b>	<b>486</b>	<b>2</b>	<b>13</b>	<b>346</b>	<b>13</b>	<b>29</b>