

Income statement

Year ended 31st December 2009

	Total 2009 £m	Total 2008 £m	Growth	
			CER%	£%
TURNOVER	28,368	24,352	3	16
Cost of sales	(7,380)	(6,415)	6	15
Gross profit	20,988	17,937	2	17
Selling, general and administration	(9,592)	(7,656)	6	25
Research and development	(4,106)	(3,681)	1	12
Other operating income	1,135	541		
OPERATING PROFIT	8,425	7,141	4	18
Finance income	70	313		
Finance expense	(783)	(843)		
Profit on disposal of interest in associate	115			
Share of after tax profits of associates and joint ventures	64	48		
PROFIT BEFORE TAXATION	7,891	6,659	4	19
Taxation	(2,222)	(1,947)		
<i>Tax rate %</i>	28.2%	29.2%		
PROFIT AFTER TAXATION FOR THE PERIOD	5,669	4,712	6	20
Profit attributable to minority interests	138	110		
Profit attributable to shareholders	5,531	4,602		
	5,669	4,712		
EARNINGS PER SHARE	109.1p	88.6p	8	23
Diluted earnings per share	108.2p	88.1p		

Pharmaceuticals turnover
Year ended 31st December 2009

	Total			USA			Europe			Rest of World		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
Respiratory	6,977	5	20	3,323	3	22	2,201	3	11	1,453	14	30
<i>Avamys/Veramyst</i>	142	72	97	68	2	21	45	>100	>100	29	>100	>100
<i>Flixonase/Flonase</i>	171	(20)	(8)	27	(56)	(48)	43	(21)	(17)	101	2	23
<i>Flixotide/Flovent</i>	775	-	14	396	5	25	178	(4)	2	201	(6)	9
<i>Seretent/Advair</i>	4,977	5	20	2,592	1	20	1,609	5	14	776	23	39
<i>Serevent</i>	236	(19)	(10)	73	(14)	1	116	(18)	(15)	47	(31)	(15)
<i>Ventolin</i>	477	26	41	153	>100	>100	150	1	9	174	2	12
<i>Zyrtec</i>	75	58	97	-	-	-	-	-	-	75	58	97
Anti-virals	4,150	12	29	1,897	-	19	1,074	16	26	1,179	32	56
HIV	1,605	(7)	6	716	(6)	12	635	(10)	-	254	(3)	7
<i>Agenerase, Lexiva</i>	178	(4)	11	99	1	19	62	(8)	2	17	(13)	6
<i>Combivir</i>	425	(13)	(2)	187	(12)	4	151	(17)	(9)	87	(7)	-
<i>Epivir</i>	129	(19)	(7)	48	(13)	2	49	(24)	(16)	32	(18)	(6)
<i>Epzicom/Kivexa</i>	546	8	24	223	6	25	244	6	17	79	25	44
<i>Trizivir</i>	201	(17)	(5)	104	(17)	(2)	82	(21)	(11)	15	-	7
<i>Ziagen</i>	105	(13)	(1)	51	(4)	13	35	(14)	(3)	19	(28)	(24)
<i>Valtrex</i>	1,294	(8)	8	942	(9)	8	160	-	11	192	(13)	6
<i>Relenza</i>	720	>100	>100	137	>100	>100	212	>100	>100	371	>100	>100
<i>Zeffix</i>	217	(1)	15	17	(7)	13	29	(4)	7	171	-	17
Central nervous system	1,870	(44)	(35)	651	(69)	(64)	574	(7)	2	645	4	25
<i>Imigran/Imitrex</i>	266	(65)	(61)	123	(79)	(78)	96	(8)	-	47	(2)	15
<i>Lamictal</i>	500	(53)	(46)	267	(68)	(62)	154	(4)	5	79	6	16
<i>Requip</i>	209	(30)	(21)	26	(78)	(75)	138	(5)	4	45	16	45
<i>Requip XL</i>	123	>100	>100	32	>100	>100	89	>100	>100	2	-	-
<i>Seroxat/Paxil</i>	523	(15)	2	42	(51)	(47)	99	(21)	(14)	382	(5)	19
<i>Treximet</i>	55	88	>100	55	84	>100	-	-	-	-	-	-
<i>Wellbutrin, Wellbutrin XL</i>	132	(67)	(61)	88	(76)	(72)	30	50	67	14	(7)	-
Cardiovascular and urogenital	2,298	8	24	1,415	8	28	583	3	14	300	18	32
<i>Arixtra</i>	254	29	49	141	35	60	95	18	34	18	55	64
<i>Avodart</i>	530	16	33	319	11	32	148	13	25	63	51	62
<i>Coreg</i>	172	(29)	(15)	171	(28)	(15)	-	-	-	1	(67)	(67)
<i>Fraxiparine</i>	229	(7)	1	-	-	-	173	(10)	(3)	56	6	17
<i>Levitra</i>	75	7	25	70	4	23	4	33	33	1	-	-
<i>Lovaza</i>	450	31	55	448	31	55	-	-	-	2	100	100
<i>Vesicare</i>	104	24	46	104	24	46	-	-	-	-	-	-
<i>Volibris</i>	19	>100	>100	-	-	-	18	>100	>100	1	-	-
Metabolic	1,181	(14)	(1)	581	(17)	(2)	275	(15)	(6)	325	(8)	6
<i>Avandia products</i>	771	(16)	(4)	425	(17)	(2)	171	(21)	(14)	175	(9)	1
<i>Avandia</i>	462	(21)	(10)	276	(22)	(8)	67	(24)	(18)	119	(18)	(9)
<i>Avandamet</i>	268	(8)	5	122	(6)	12	99	(19)	(11)	47	19	31
<i>Bonviva/Boniva</i>	255	(7)	8	155	(16)	(1)	89	7	20	11	57	57
Anti-bacterials	1,592	2	11	173	(16)	(1)	662	(4)	4	757	13	22
<i>Augmentin</i>	667	4	14	45	(22)	(8)	295	-	8	327	14	23
Oncology and emesis	629	10	27	308	7	27	204	10	21	117	23	39
<i>Hycamtin</i>	172	7	23	100	4	23	59	10	20	13	20	30
<i>Promacta</i>	13	-	-	13	-	-	-	-	-	-	-	-
<i>Tyverb/Tykerb</i>	169	45	66	54	(4)	15	75	62	79	40	>100	>100
<i>Zofran</i>	109	(11)	(1)	9	>100	>100	52	(24)	(17)	48	(5)	9
Vaccines	3,706	30	46	815	9	30	1,744	37	51	1,147	37	52
<i>Boostrix</i>	139	73	99	73	77	>100	40	38	54	26	>100	>100
<i>Cervarix</i>	187	38	50	4	-	-	138	23	33	45	100	>100
<i>Fluarix, FluLaval</i>	211	(13)	(2)	73	(27)	(14)	71	(18)	(9)	67	17	29
<i>Flu Pandemic</i>	883	>100	>100	187	>100	>100	525	>100	>100	171	>100	>100
<i>Hepatitis</i>	665	(11)	-	257	(21)	(7)	262	(8)	-	146	2	15
<i>Infanrix, Pediarix</i>	649	(15)	(5)	134	(47)	(37)	406	(3)	8	109	5	17
<i>Rotarix</i>	282	50	69	76	>100	>100	53	14	23	153	33	49
<i>Synflorix</i>	73	-	-	-	-	-	32	-	-	41	-	-
Other	1,063	1	11	17	-	6	364	7	13	682	(2)	10
	23,466	1	15	9,180	(13)	3	7,681	9	18	6,605	16	32
Stiefel products	248	-	-									
	23,714	2	16									

Pharmaceutical turnover includes co-promotion income

Consumer Healthcare turnover

Year ended 31st December 2009

	Total			USA			Europe			Rest of World		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
Over-the-counter medicines	2,319	8	20	722	(3)	15	748	18	23	849	9	22
<i>Alli</i>	203	>100	>100	96	14	35	105	-	-	2	(50)	(50)
<i>Breathe Right</i>	92	(1)	14	50	(13)	4	22	-	10	20	38	54
Cold sore franchise	96	(3)	8	46	(5)	12	38	(5)	-	12	10	20
<i>Nicotine</i> replacement	339	(1)	13	247	(2)	16	64	5	7	28	(4)	8
<i>Panadol</i>	393	10	21	-	-	-	99	18	25	294	8	20
<i>Tums</i>	106	(1)	16	92	-	18	1	-	-	13	(8)	8
Oral healthcare	1,484	7	20	299	14	35	760	2	10	425	13	30
<i>Aquafresh</i> franchise	496	(1)	10	93	(6)	11	291	(2)	6	112	5	20
Biotene	26	>100	>100	19	>100	>100	3	-	-	4	-	-
Denture care	336	8	24	77	3	22	125	5	14	134	15	37
<i>Sensodyne</i> franchise	457	13	26	104	29	53	195	4	11	158	17	32
Nutritional healthcare	851	3	7	-	-	-	457	(6)	(5)	394	17	25
<i>Horlicks</i>	255	17	25	-	-	-	19	(14)	(14)	236	21	30
<i>Lucozade</i>	376	(3)	(2)	-	-	-	323	(5)	(4)	53	11	15
<i>Ribena</i>	160	(4)	(1)	-	-	-	113	(7)	(7)	47	5	18
	4,654	7	17	1,021	1	20	1,965	5	10	1,668	12	24

Income statement

Three months ended 31st December 2009

	Total Q4 2009 £m	Total Q4 2008 £m	Growth	
			CER%	£%
TURNOVER	8,094	6,910	13	17
Cost of sales	(2,119)	(1,953)	4	8
Gross profit	5,975	4,957	17	21
Selling, general and administration	(2,954)	(2,296)	13	29
Research and development	(1,127)	(1,212)	(9)	(7)
Other operating income	553	133		
OPERATING PROFIT	2,447	1,582	68	55
Finance income	5	37		
Finance expense	(213)	(241)		
Share of after tax profits of associates and joint ventures	11	18		
PROFIT BEFORE TAXATION	2,250	1,396	77	61
Taxation	(582)	(379)		
<i>Tax rate %</i>	25.9%	27.1%		
PROFIT AFTER TAXATION FOR THE PERIOD	1,668	1,017	79	64
Profit attributable to minority interests	38	35		
Profit attributable to shareholders	1,630	982		
	1,668	1,017		
EARNINGS PER SHARE	32.1p	19.3p	82	66
Diluted earnings per share	31.8p	19.2p		

Pharmaceuticals turnover
Three months ended 31st December 2009

	Total			USA			Europe			Rest of World		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
Respiratory	1,914	7	11	910	5	7	594	4	8	410	17	25
<i>Avamys/Veramyst</i>	33	36	32	15	(17)	(17)	11	83	83	7	>100	>100
<i>Flixonase/Flonase</i>	35	(14)	(17)	6	(25)	(25)	10	(17)	(17)	19	(9)	(14)
<i>Flixotide/Flovent</i>	222	3	7	115	9	12	49	(4)	(2)	58	(2)	5
<i>Seretide/Advair</i>	1,366	7	10	704	3	4	436	7	11	226	23	32
<i>Serevent</i>	61	(14)	(13)	20	(9)	(9)	29	(15)	(12)	12	(20)	(20)
<i>Ventolin</i>	139	28	34	48	100	>100	42	-	5	49	15	20
<i>Zyrtec</i>	22	67	83	-	-	-	-	-	-	22	67	83
Anti-virals	1,033	9	12	413	(14)	(17)	251	7	12	369	71	85
HIV	412	(3)	(1)	189	(3)	(2)	155	(10)	(6)	68	12	15
<i>Agenerase, Lexiva</i>	44	(9)	(6)	25	(4)	(4)	14	(7)	(7)	5	(33)	(17)
<i>Combivir</i>	109	(5)	(4)	47	(9)	(11)	37	(14)	(12)	25	26	32
<i>Eпивir</i>	30	(17)	(17)	12	(7)	(14)	11	(27)	(27)	7	(14)	-
<i>Epzicom/Kivexa</i>	149	11	16	63	13	15	63	5	11	23	24	35
<i>Trizivir</i>	49	(19)	(17)	26	(19)	(19)	19	(18)	(14)	4	(20)	(20)
<i>Ziagen</i>	27	(7)	(4)	13	(7)	(7)	9	(11)	-	5	-	-
<i>Valtrex</i>	222	(34)	(39)	129	(45)	(54)	41	5	8	52	(4)	6
<i>Relenza</i>	256	>100	>100	62	>100	>100	39	>100	>100	155	>100	>100
<i>Zeffix</i>	55	-	4	4	-	-	7	(14)	-	44	2	5
Central nervous system	504	(27)	(24)	178	(50)	(50)	146	(7)	(3)	180	4	12
<i>Imigran/Imitrex</i>	81	(50)	(50)	43	(64)	(65)	25	(8)	-	13	-	-
<i>Lamictal</i>	132	(27)	(25)	72	(40)	(39)	39	(5)	-	21	11	11
<i>Requip</i>	65	3	12	16	27	45	37	(8)	(3)	12	22	33
<i>Requip XL</i>	40	85	100	12	>100	>100	27	67	80	1	-	-
<i>Seroxat/Paxil</i>	139	(16)	(10)	10	(47)	(47)	22	(24)	(24)	107	(8)	1
<i>Treximet</i>	14	15	8	14	8	8	-	-	-	-	-	-
<i>Wellbutrin</i>	22	(64)	(67)	10	(79)	(82)	9	33	50	3	-	(25)
Cardiovascular and urogenital	615	10	12	375	8	9	155	8	13	85	25	27
<i>Arixtra</i>	74	31	35	43	35	39	26	14	24	5	100	67
<i>Avodart</i>	143	16	19	83	11	11	39	12	18	21	58	75
<i>Coreg</i>	31	(46)	(49)	31	(45)	(48)	-	-	-	-	-	-
<i>Fraxiparine</i>	60	2	3	-	-	-	45	-	2	15	7	7
<i>Levitra</i>	17	6	-	16	-	-	1	-	-	-	-	-
<i>Lovaza</i>	129	29	32	128	29	31	-	-	-	1	-	-
<i>Vesicare</i>	29	26	26	29	26	26	-	-	-	-	-	-
<i>Volibris</i>	7	>100	>100	-	-	-	7	>100	>100	-	-	-
Metabolic	300	(15)	(13)	150	(18)	(18)	69	(13)	(9)	81	(9)	(7)
<i>Avandia products</i>	191	(17)	(17)	109	(17)	(17)	40	(17)	(15)	42	(18)	(16)
<i>Avandia</i>	112	(24)	(24)	69	(22)	(22)	15	(25)	(25)	28	(29)	(26)
<i>Avandamet</i>	69	(3)	(1)	33	(3)	(3)	24	(12)	(8)	12	20	20
<i>Bonviva/Boniva</i>	67	(13)	(12)	41	(20)	(20)	23	(4)	-	3	50	50
Anti-bacterials	409	2	3	41	(16)	(18)	181	(3)	1	187	11	11
<i>Augmentin</i>	173	7	9	9	(33)	(40)	82	7	11	82	16	17
Oncology and emesis	170	17	23	86	30	34	52	-	4	32	21	33
<i>Hycamtin</i>	45	7	10	26	4	4	15	7	7	4	50	100
<i>Promacta</i>	5	-	-	5	-	-	-	-	-	-	-	-
<i>Tyverb/Tykerb</i>	48	29	37	14	(7)	-	21	12	24	13	>100	>100
<i>Zofran</i>	24	35	41	(1)	100	90	12	(25)	(25)	13	-	-
Vaccines	1,523	78	91	294	55	65	794	>100	>100	435	56	66
<i>Boostrix</i>	35	100	>100	17	>100	>100	11	57	57	7	>100	>100
<i>Cervarix</i>	38	(33)	(31)	4	-	-	19	(58)	(58)	15	50	50
<i>Fluarix, FluLaval</i>	42	(33)	(36)	5	(64)	(77)	11	(43)	(48)	26	4	13
<i>Flu Pandemic</i>	836	>100	>100	162	>100	>100	511	>100	>100	163	>100	>100
<i>Hepatitis</i>	151	(19)	(18)	51	(27)	(31)	64	(16)	(14)	36	(8)	(3)
<i>Infanrix, Pediarix</i>	153	(24)	(21)	27	(50)	(52)	101	(14)	(11)	25	(8)	-
<i>Rotarix</i>	70	5	6	17	-	-	14	8	8	39	6	8
<i>Synflorix</i>	48	-	-	-	-	-	11	-	-	37	-	-
Other	311	17	20	3	67	-	119	12	16	189	20	24
	6,779	13	17	2,450	(4)	(3)	2,361	23	29	1,968	28	36
Stiefel products	137	-	-									
	6,916	15	19									

Pharmaceutical turnover includes co-promotion income

Consumer Healthcare turnover

Three months ended 31st December 2009

	Total			USA			Europe			Rest of World		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
Over-the-counter medicines	612	4	6	185	(11)	(11)	221	17	18	206	8	11
<i>Alli</i>	40	33	33	22	(18)	(21)	17	-	-	1	(50)	(50)
<i>Breathe Right</i>	22	(19)	(19)	11	(31)	(31)	5	(17)	(17)	6	20	20
Cold sore franchise	25	(11)	(11)	11	(27)	(27)	10	(9)	(9)	4	100	100
<i>Nicotine</i> replacement	90	(5)	(3)	63	(7)	(7)	19	6	6	8	(14)	14
<i>Panadol</i>	104	19	24	-	-	-	33	35	43	71	13	16
<i>Tums</i>	26	(4)	(4)	23	-	-	-	-	(100)	3	-	-
Oral healthcare	375	6	9	75	10	10	196	1	4	104	15	21
<i>Aquafresh</i> franchise	121	(2)	(1)	22	(12)	(15)	72	(3)	(1)	27	9	17
Biotene	7	>100	>100	5	>100	>100	1	-	-	1	-	-
Denture care	87	9	13	19	-	-	33	-	3	35	27	35
<i>Sensodyne</i> franchise	114	11	14	27	29	29	50	-	4	37	16	19
Nutritional healthcare	191	4	3	-	-	-	107	(3)	(3)	84	15	12
<i>Horlicks</i>	55	19	17	-	-	-	6	-	-	49	22	20
<i>Lucozade</i>	86	(2)	(3)	-	-	-	74	(3)	(3)	12	-	(8)
<i>Ribena</i>	38	-	3	-	-	-	26	(4)	(4)	12	10	20
	1,178	5	6	260	(5)	(5)	524	6	8	394	11	14