

## GSK at a glance

We are one of the world's leading research-based pharmaceutical and healthcare companies. We are committed to improving the quality of human life by enabling people to do more, feel better and live longer.

### How we do it

GSK has focused its business on the delivery of three strategic priorities, which aim to increase growth, reduce risk and improve GSK's long-term financial performance:

- Grow a diversified global business
- Deliver more products of value
- Simplify GSK's operating model

### Where we do it

GSK is a global organisation with offices in over 100 countries and major research centres in the UK, USA, Belgium and China. Our shares are listed on the London and New York Stock Exchanges and our corporate head office is in Brentford, UK.

## Our 2010 numbers

£28.4bn

Turnover

32.1p

Earnings per share

53.9p

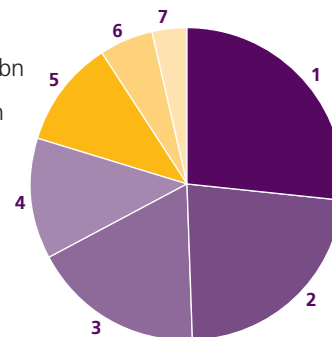
Earnings per share before major restructuring

65p

Dividend per share

## Group sales

- 1 US Pharmaceuticals: £7.6bn
- 2 Europe Pharmaceuticals: £6.5bn
- 3 Consumer Healthcare: £5.0bn
- 4 Emerging Markets Pharmaceuticals: £3.6bn
- 5 Asia Pacific/Japan Pharmaceuticals: £3.1bn
- 6 Viiv Healthcare: £1.6bn
- 7 Other: £1.0bn



## Research & development

c.30

A peer-leading pipeline with around 30 late-stage assets.

£3.96bn

In 2010, we spent £3.96bn in R&D before major restructuring, or 14% of our total sales. We are one of the world's biggest investors in R&D and are the biggest private sector funder of R&D in the UK.

## Consumer Healthcare

20%

Growth of *Horlicks* in India in 2010.

No.1

*Sensodyne* has been the world's fastest growing toothpaste brand over the last 5 years.

10

10 new compounds and vaccines starting phase III clinical trials since the start of 2010.

14%

We are committed to improving returns in R&D, aiming to increase our estimated return on investment in this area to 14%.

c.1bn

Units of *Lucozade*, *Ribena* and *Horlicks* manufactured in the UK every year.

2

New Consumer Healthcare Research and Innovation centres opened in China and India.

## Vaccines

1.4bn

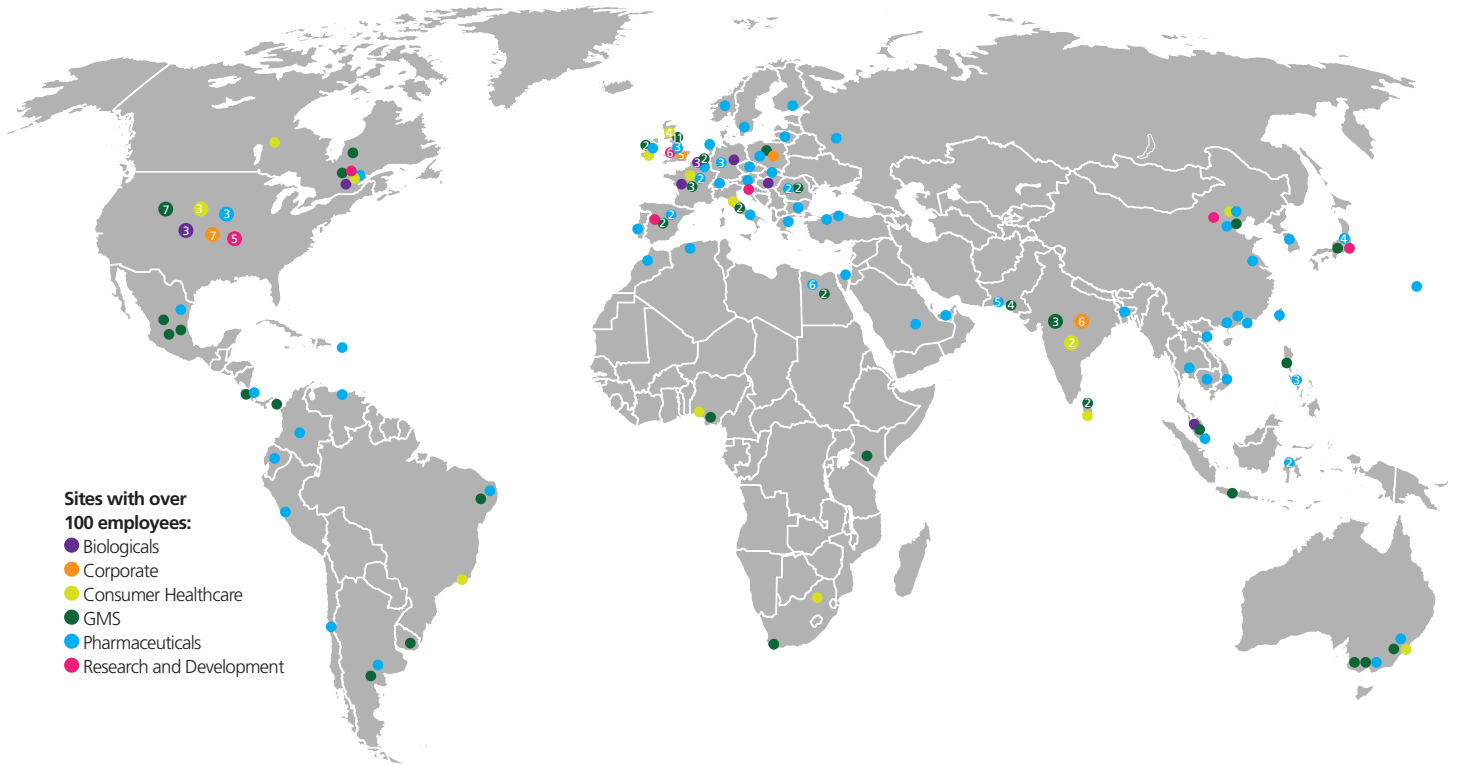
Doses of our vaccines supplied to 179 countries around the world in 2010.

## Emerging markets

24%

Of total GSK turnover from emerging markets, by the broader definition (Pharmaceutical and Consumer Healthcare turnover in all markets excluding USA, Western Europe, Canada, Japan, Australia and New Zealand).

A global company



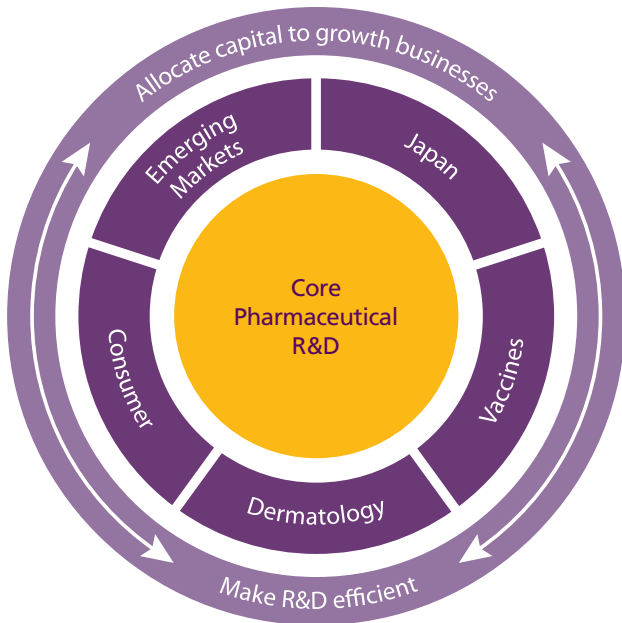
**96,500**  
Employees.

**5%**  
Share of world pharmaceutical market.  
(Source: IMS Health)

**3**  
Leading presence in Consumer Healthcare global categories: OTC, Oral Care, Nutritionals

**GSK's business model**

A balanced, synergistic business, with multiple growth drivers supporting a core pharmaceutical R&D operation.



**Responsible business**

**Malaria vaccine**

Potentially the first malaria vaccine with phase III trials ongoing in 7 African countries.

**300 million**

Commitment to supply 300m doses of *Synflorix* at a reduced price to developing countries over the next decade through the AMC financing mechanism.

**5-year commitment**

To treat school age children in Africa at risk of intestinal worms.

**Leader**

GSK ranked first in both Access to Medicine Indexes in 2008 and 2010.

**2050**

Target date for value chain, from raw materials to product disposal, to be carbon neutral.



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