

Income statement

Three months ended 31st March 2011

| | Total Q1 2011 £m | Total Q1 2010 £m | Growth CER% | Growth £% |
|---|------------------------|------------------------|----------------|--------------|
| TURNOVER | 6,585 | 7,357 | (10) | (10) |
| Cost of sales | (1,795) | (1,952) | (8) | (8) |
| Gross profit | 4,790 | 5,405 | (11) | (11) |
| Selling, general and administration | (2,157) | (2,350) | (12) | (8) |
| Research and development | (915) | (1,160) | (20) | (21) |
| Other operating income | 317 | 199 | | |
| OPERATING PROFIT | 2,035 | 2,094 | 2 | (3) |
| Finance income | 19 | 17 | | |
| Finance expense | (193) | (205) | | |
| Profit on disposal of interest in associate | 584 | - | | |
| Share of after tax profits of associates and joint ventures | 19 | 25 | | |
| PROFIT BEFORE TAXATION | 2,464 | 1,931 | 33 | 28 |
| Taxation | (880) | (536) | | |
| <i>Tax rate %</i> | 35.7% | 27.8% | | |
| PROFIT AFTER TAXATION FOR THE PERIOD | 1,584 | 1,395 | 18 | 14 |
| Profit attributable to non-controlling interests | 59 | 55 | | |
| Profit attributable to shareholders | 1,525 | 1,340 | | |
| | 1,584 | 1,395 | | |
| EARNINGS PER SHARE | 30.0p | 26.4p | 18 | 14 |
| Diluted earnings per share | 29.6p | 26.1p | | |

Consumer Healthcare turnover

Three months ended 31st March 2011

| | Total | | |
|----------------------------|--------------|----------|----------|
| | £m | CER% | AR% |
| Over-the-counter medicines | 641 | 3 | 4 |
| Oral healthcare | 426 | 12 | 12 |
| Nutritional healthcare | 254 | 9 | 9 |
| | 1,321 | 7 | 7 |

| | Total | | |
|---------------|--------------|----------|----------|
| | £m | CER% | AR% |
| USA | 241 | 1 | (2) |
| Europe | 475 | 2 | 1 |
| Rest of World | 605 | 15 | 18 |
| | 1,321 | 7 | 7 |

Pharmaceuticals turnover Three months ended 31st March 2011

| | Total | | | USA | | | Europe | | | Emerging Markets | | | Rest of World | | |
|--------------------------------------|--------------|-------------|-------------|--------------|-------------|-------------|--------------|-------------|-------------|------------------|-------------|-------------|---------------|-------------|-------------|
| | £m | CER% | £% | £m | CER% | £% | £m | CER% | £% | £m | CER% | £% | £m | CER% | £% |
| Respiratory | 1,815 | 3 | 3 | 791 | 1 | (2) | 537 | (4) | (6) | 150 | 6 | 5 | 337 | 27 | 35 |
| <i>Avamys/Veramyst</i> | 72 | 52 | 57 | 15 | (12) | (12) | 16 | 23 | 23 | 7 | 40 | 40 | 34 | >100 | >100 |
| <i>Flixonase/Flonase</i> | 48 | 2 | 7 | 3 | (50) | (50) | 9 | - | (10) | 9 | - | - | 27 | 20 | 35 |
| <i>Flixotide/Flovent</i> | 202 | 4 | 3 | 107 | 11 | 8 | 40 | (9) | (11) | 13 | (7) | (7) | 42 | 5 | 11 |
| <i>Seretide/Advair</i> | 1,223 | (2) | (3) | 586 | (5) | (7) | 399 | (4) | (6) | 76 | (6) | (6) | 162 | 18 | 25 |
| <i>Serevent</i> | 52 | 2 | 2 | 21 | 38 | 31 | 22 | (15) | (15) | 1 | - | - | 8 | (22) | (11) |
| <i>Ventolin</i> | 146 | 27 | 26 | 56 | 66 | 60 | 36 | (3) | (3) | 30 | 30 | 30 | 24 | 10 | 14 |
| <i>Xyzal</i> | 15 | >100 | >100 | - | - | - | - | - | - | 1 | - | - | 14 | >100 | >100 |
| <i>Zyrtec</i> | 31 | 45 | 55 | - | - | - | - | - | - | 5 | >100 | >100 | 26 | 33 | 44 |
| Anti-virals | 201 | (45) | (44) | 41 | (73) | (73) | 20 | (40) | (43) | 52 | 9 | 11 | 88 | (33) | (28) |
| <i>Hepsera</i> | 28 | (7) | (3) | - | - | - | - | - | - | 12 | 8 | - | 16 | (18) | (6) |
| <i>Relenza</i> | 9 | (89) | (89) | - | - | - | - | - | - | - | - | - | 9 | (82) | (82) |
| <i>Valtrex</i> | 90 | (51) | (49) | 22 | (79) | (79) | 12 | (48) | (48) | 6 | 20 | 20 | 50 | 12 | 22 |
| <i>Zeffix</i> | 56 | 6 | 8 | 4 | 33 | 33 | 6 | (14) | (14) | 33 | 10 | 14 | 13 | - | - |
| Central nervous system | 396 | (6) | (5) | 103 | (23) | (24) | 120 | (14) | (14) | 60 | 30 | 30 | 113 | 12 | 19 |
| <i>Imigran/Imitrex</i> | 51 | (12) | (11) | 21 | (8) | (13) | 17 | (23) | (23) | 2 | - | - | 11 | - | 22 |
| <i>Keppra</i> | 11 | 83 | 83 | - | - | - | - | - | (100) | 7 | >100 | >100 | 4 | 100 | 100 |
| <i>Lamictal</i> | 114 | (4) | (5) | 53 | (11) | (13) | 33 | (8) | (11) | 14 | 17 | 17 | 14 | 30 | 40 |
| <i>Requip</i> | 53 | (4) | (4) | 10 | - | - | 30 | (14) | (17) | - | - | - | 13 | 33 | 44 |
| <i>Seroxat/Paxil</i> | 103 | (8) | (3) | 1 | (90) | (90) | 16 | (23) | (27) | 21 | 40 | 40 | 65 | - | 10 |
| <i>Treximet</i> | 14 | 15 | 8 | 14 | 15 | 8 | - | - | - | - | - | - | - | - | - |
| <i>Wellbutrin</i> | 19 | (5) | (5) | 3 | (50) | (63) | 10 | 11 | 11 | 4 | 33 | 33 | 2 | - | - |
| Cardiovascular and urogenital | 615 | 9 | 8 | 344 | 5 | 2 | 161 | 8 | 5 | 35 | 29 | 25 | 75 | 33 | 44 |
| <i>Arixtra</i> | 74 | 9 | 6 | 44 | 15 | 13 | 24 | (8) | (8) | 3 | 50 | 50 | 3 | 33 | - |
| <i>Avodart</i> | 166 | 20 | 19 | 76 | 3 | - | 50 | 28 | 25 | 9 | 50 | 50 | 31 | 71 | 82 |
| <i>Coreg</i> | 37 | (10) | (12) | 37 | (10) | (12) | - | - | - | - | - | - | - | - | - |
| <i>Fraxiparine</i> | 54 | (2) | (4) | - | - | - | 39 | (7) | (9) | 15 | 36 | 36 | - | - | - |
| <i>Lovaza</i> | 127 | 21 | 19 | 126 | 21 | 18 | - | - | - | - | - | - | 1 | - | - |
| <i>Vesicare</i> | 28 | 16 | 12 | 28 | 16 | 12 | - | - | - | - | - | - | - | - | - |
| <i>Volibris</i> | 22 | >100 | >100 | - | - | - | 17 | >100 | >100 | 1 | - | - | 4 | >100 | >100 |
| Metabolic | 91 | (60) | (60) | 26 | (70) | (71) | 16 | (72) | (74) | 17 | (43) | (43) | 32 | (40) | (36) |
| <i>Avandia products</i> | 36 | (79) | (79) | 26 | (70) | (71) | - | - | - | 5 | (74) | (74) | 5 | (83) | (78) |
| <i>Bonviva/Boniva</i> | 16 | (26) | (30) | - | - | - | 12 | (35) | (40) | 1 | - | - | 3 | - | - |
| Anti-bacterials | 379 | 8 | 6 | 19 | (21) | (21) | 156 | 12 | 10 | 162 | 14 | 11 | 42 | (5) | (5) |
| <i>Augmentin</i> | 187 | 19 | 17 | 3 | (63) | (63) | 75 | 21 | 19 | 87 | 25 | 23 | 22 | 28 | 22 |
| Oncology and emesis | 150 | (10) | (11) | 59 | (35) | (36) | 57 | 16 | 14 | 14 | 8 | 8 | 20 | 43 | 43 |
| <i>Arzerra</i> | 9 | 100 | 80 | 7 | 40 | 40 | 3 | - | - | - | - | - | (1) | - | - |
| <i>Hycamtin</i> | 14 | (65) | (65) | - | - | - | 11 | (15) | (15) | 2 | 50 | - | 1 | (100) | - |
| <i>Promacta</i> | 12 | 100 | 100 | 6 | - | - | 4 | - | - | - | - | - | 2 | - | - |
| <i>Tyverb/Tykerb</i> | 52 | (2) | (2) | 13 | (24) | (24) | 24 | - | - | 6 | 20 | 20 | 9 | 29 | 29 |
| <i>Votrient</i> | 17 | >100 | >100 | 12 | >100 | >100 | 5 | - | - | - | - | - | - | - | - |
| Vaccines | 758 | (46) | (46) | 155 | (7) | (9) | 241 | (60) | (61) | 178 | (34) | (35) | 184 | (51) | (48) |
| <i>Boostrix</i> | 32 | 7 | 7 | 15 | - | - | 9 | - | - | 1 | (67) | (67) | 7 | >100 | >100 |
| <i>Cervarix</i> | 109 | 34 | 42 | 1 | (50) | (50) | 15 | (75) | (75) | 10 | >100 | >100 | 83 | >100 | >100 |
| <i>Fluarix, FluLaval</i> | 9 | 60 | 80 | 1 | - | - | - | - | - | 3 | - | - | 5 | - | 25 |
| <i>Flu Pandemic</i> | 5 | (99) | (99) | - | - | - | 5 | (98) | (98) | - | - | (100) | - | - | (100) |
| <i>Hepatitis</i> | 158 | (19) | (20) | 70 | (23) | (24) | 54 | (10) | (11) | 12 | (35) | (40) | 22 | (13) | (8) |
| <i>Infanrix, Pediarix</i> | 161 | (2) | (3) | 40 | 28 | 25 | 91 | (11) | (13) | 12 | 10 | 20 | 18 | (15) | (10) |
| <i>Rotarix</i> | 77 | 20 | 18 | 27 | 4 | - | 10 | (23) | (23) | 32 | 88 | 88 | 8 | - | - |
| <i>Synflorix</i> | 77 | 73 | 71 | - | - | - | 13 | 8 | 8 | 61 | >100 | >100 | 3 | (57) | (57) |
| Dermatologicals | 273 | 3 | 3 | 77 | (20) | (21) | 62 | 2 | - | 82 | 32 | 32 | 52 | 11 | 18 |
| <i>Bactroban</i> | 28 | 7 | 4 | 11 | - | - | 7 | 17 | 17 | 7 | 17 | 17 | 3 | - | (25) |
| <i>Dermovate</i> | 19 | 27 | 27 | - | - | - | 6 | 50 | 50 | 6 | - | - | 7 | 40 | 40 |
| <i>Duac</i> | 28 | 4 | 4 | 16 | (6) | (6) | 6 | - | - | 3 | (25) | (25) | 3 | - | - |
| <i>Soriatane</i> | 17 | (6) | (6) | 17 | (6) | (6) | - | - | - | - | - | - | - | - | - |
| <i>Zovirax</i> | 36 | (29) | (27) | 11 | (58) | (58) | 7 | - | - | 6 | - | - | 12 | 10 | 20 |
| Other | 233 | 10 | 10 | 4 | 25 | - | 65 | (1) | (4) | 91 | 32 | 26 | 73 | (1) | 7 |
| | 4,911 | (14) | (15) | 1,619 | (13) | (15) | 1,435 | (23) | (24) | 841 | (1) | (2) | 1,016 | (13) | (7) |
| ViiV Healthcare (HIV) | 353 | (4) | (5) | 153 | (1) | (4) | 145 | (7) | (8) | 25 | (8) | (4) | 30 | (3) | - |
| <i>Combivir</i> | 71 | (12) | (13) | 30 | (9) | (12) | 27 | (18) | (18) | 9 | (10) | (10) | 5 | - | - |
| <i>Epivir</i> | 26 | (7) | (7) | 11 | 20 | 10 | 9 | (10) | (10) | 3 | (25) | (25) | 3 | (50) | (25) |
| <i>Epzicom/Kivexa</i> | 140 | 8 | 7 | 51 | 8 | 6 | 65 | 3 | 2 | 7 | 75 | 75 | 17 | 7 | 13 |
| <i>Lexiva</i> | 32 | (20) | (22) | 17 | (14) | (19) | 12 | (20) | (20) | 1 | (50) | (50) | 2 | (33) | (33) |
| <i>Selzentry</i> | 23 | 26 | 21 | 10 | 25 | 25 | 12 | 20 | 20 | - | - | - | 1 | 100 | - |
| <i>Trizivir</i> | 30 | (21) | (21) | 15 | (21) | (21) | 13 | (24) | (24) | - | - | - | 2 | 100 | 100 |
| | 5,264 | (14) | (14) | | | | | | | | | | | | |

Pharmaceutical turnover includes co-promotion income

