

## Income statement

Three months ended 30th June 2011

|  | Total<br>Q2 2011<br>£m | Total<br>Q2 2010<br>£m | Growth<br>CER% | Growth<br>£%   |
|--|------------------------|------------------------|----------------|----------------|
| <b>TURNOVER</b>                                  | <b>6,720</b>           | 7,025                  | <b>(2)</b>     | <b>(4)</b>     |
| Cost of sales                                    | <b>(1,644)</b>         | (1,657)                | 1              | (1)            |
| Gross profit                                     | <b>5,076</b>           | 5,368                  | <b>(3)</b>     | <b>(5)</b>     |
| Selling, general and administration              | <b>(2,345)</b>         | (4,202)                | <b>(41)</b>    | <b>(44)</b>    |
| Research and development                         | <b>(1,015)</b>         | (1,196)                | <b>(12)</b>    | <b>(15)</b>    |
| Other operating income                           | <b>62</b>              | 81                     |                |                |
| <b>OPERATING PROFIT</b>                          | <b>1,778</b>           | 51                     | <b>&gt;100</b> | <b>&gt;100</b> |
| Finance income                                   | <b>23</b>              | 19                     |                |                |
| Finance expense                                  | <b>(211)</b>           | (189)                  |                |                |
| Profit on disposal of interest in associate      | <b>2</b>               | 22                     |                |                |
| <b>PROFIT BEFORE TAXATION</b>                    | <b>1,592</b>           | (97)                   | <b>&gt;100</b> | <b>&gt;100</b> |
| Taxation   | <b>(445)</b>           | (155)                  |                |                |
| <i>Tax rate %</i>                                | <b>28.0%</b>           | >100%                  |                |                |
| <b>PROFIT AFTER TAXATION FOR THE PERIOD</b>      | <b>1,147</b>           | (252)                  | <b>&gt;100</b> | <b>&gt;100</b> |
| Profit attributable to non-controlling interests | <b>41</b>              | 52                     |                |                |
| Profit attributable to shareholders              | <b>1,106</b>           | (304)                  |                |                |
|  | <b>1,147</b>           | (252)                  |                |                |
| <b>EARNINGS PER SHARE</b>                        | <b>21.8p</b>           | (6.0)p                 | <b>&gt;100</b> | <b>&gt;100</b> |
| Diluted earnings per share                       | <b>21.6p</b>           | (5.9)p                 |                |                |

## Income statement

Six months ended 30th June 2011

|   | Total<br>H1 2011<br>£m | Total<br>H1 2010<br>£m | Growth         |                |
|---|------------------------|------------------------|----------------|----------------|
|   |                        |                        | CER%           | £%             |
| <b>TURNOVER</b>   | <b>13,305</b>          | 14,382                 | <b>6</b>       | <b>7</b>       |
| Cost of sales   | <b>(3,439)</b>         | (3,609)                | <b>(4)</b>     | <b>(5)</b>     |
| Gross profit  | <b>9,866</b>           | 10,773                 | <b>(7)</b>     | <b>(8)</b>     |
| Selling, general and administration                         | <b>(4,502)</b>         | (6,552)                | <b>(31)</b>    | <b>(31)</b>    |
| Research and development                                    | <b>(1,930)</b>         | (2,356)                | <b>(16)</b>    | <b>(18)</b>    |
| Other operating income                                      | <b>379</b>             | 280                    |                |                |
| <b>OPERATING PROFIT</b>                                     | <b>3,813</b>           | 2,145                  | <b>82</b>      | <b>78</b>      |
| Finance income  | <b>42</b>              | 36                     |                |                |
| Finance expense   | <b>(404)</b>           | (394)                  |                |                |
| Profit on disposal of interest in associate                 | <b>584</b>             |                        |                |                |
| Share of after tax profits of associates and joint ventures | <b>21</b>              | 47                     |                |                |
| <b>PROFIT BEFORE TAXATION</b>                               | <b>4,056</b>           | 1,834                  | <b>&gt;100</b> | <b>&gt;100</b> |
| Taxation  | <b>(1,325)</b>         | (691)                  |                |                |
| <i>Tax rate %</i>   | <b>32.7%</b>           | 37.7%                  |                |                |
| <b>PROFIT AFTER TAXATION FOR THE PERIOD</b>                 | <b>2,731</b>           | 1,143                  | <b>&gt;100</b> | <b>&gt;100</b> |
| Profit attributable to non-controlling interests            | <b>100</b>             | 107                    |                |                |
| Profit attributable to shareholders                         | <b>2,631</b>           | 1,036                  |                |                |
|   | <b>2,731</b>           | 1,143                  |                |                |
| <b>EARNINGS PER SHARE</b>                                   | <b>51.8p</b>           | 20.4p                  | <b>&gt;100</b> | <b>&gt;100</b> |
| Diluted earnings per share                                  | <b>51.2p</b>           | 20.2p                  |                |                |

## Consumer Healthcare turnover

### Three months ended 30th June 2011

|                            | Total        |          |          |
|----------------------------|--------------|----------|----------|
|                            | £m           | CER%     | AR%      |
| Over-the-counter medicines | 581          | -        | (2)      |
| Oral healthcare            | 425          | 5        | 4        |
| Nutritional healthcare     | 271          | 12       | 8        |
|                            | <u>1,277</u> | <u>4</u> | <u>2</u> |

|               | Total        |          |          |
|---------------|--------------|----------|----------|
|               | £m           | CER%     | AR%      |
| USA           | 236          | (2)      | (10)     |
| Europe        | 490          | (3)      | (1)      |
| Rest of World | 551          | 15       | 12       |
|               | <u>1,277</u> | <u>4</u> | <u>2</u> |

### Six months ended 30th June 2011

|                            | Total        |          |          |
|----------------------------|--------------|----------|----------|
|                            | £m           | CER%     | AR%      |
| Over-the-counter medicines | 1,222        | 2        | 1        |
| Oral healthcare            | 851          | 8        | 8        |
| Nutritional healthcare     | 525          | 11       | 9        |
|                            | <u>2,598</u> | <u>6</u> | <u>5</u> |

|               | Total        |          |          |
|---------------|--------------|----------|----------|
|               | £m           | CER%     | AR%      |
| USA           | 477          | (1)      | (6)      |
| Europe        | 965          | (1)      | -        |
| Rest of World | 1,156        | 15       | 15       |
|               | <u>2,598</u> | <u>6</u> | <u>5</u> |



