

Income statement

Three months ended 30th September 2011

	Results before major restructuring £m	Major restructuring £m	Total £m	Results before major restructuring \$m	Major restructuring \$m	Total \$m
TURNOVER	7,104		7,104	11,304		11,304
Cost of sales	(1,978)	(20)	(1,998)	(3,150)	(32)	(3,182)
Gross profit	5,126	(20)	5,106	8,154	(32)	8,122
Selling, general and administration	(2,067)	(31)	(2,098)	(3,285)	(48)	(3,333)
Research and development	(971)	(13)	(984)	(1,545)	(20)	(1,565)
Other operating income	91		91	143		143
OPERATING PROFIT	2,179	(64)	2,115	3,467	(100)	3,367
Finance income	19		19	30		30
Finance expense	(190)	(1)	(191)	(302)	(2)	(304)
Profit on disposal of interest in associate	-		-	(6)		(6)
Share of after tax profits of associates and joint ventures	(2)		(2)	(3)		(3)
PROFIT BEFORE TAXATION	2,006	(65)	1,941	3,186	(102)	3,084
Taxation	(515)	17	(498)	(816)	27	(789)
PROFIT AFTER TAXATION FOR THE PERIOD	1,491	(48)	1,443	2,370	(75)	2,295
Profit attributable to non-controlling interests	65		65	104		104
Profit attributable to shareholders	1,426	(48)	1,378	2,266	(75)	2,191
	1,491	(48)	1,443	2,370	(75)	2,295
EARNINGS PER SHARE	28.5p		27.6p	45.3¢		43.9¢
Diluted earnings per share	28.2p		27.2p	44.8¢		43.2¢

US dollar amounts shown above are a convenience translation of the sterling amounts.

Income statement

Nine months ended 30th September 2011

	Results before major restructuring £m	Major restructuring £m	Total £m	Results before major restructuring \$m	Major restructuring \$m	Total \$m
TURNOVER	20,409		20,409	32,858		32,858
Cost of sales	(5,383)	(54)	(5,437)	(8,666)	(87)	(8,753)
Gross profit	15,026	(54)	14,972	24,192	(87)	24,105
Selling, general and administration	(6,365)	(235)	(6,600)	(10,248)	(378)	(10,626)
Research and development	(2,813)	(101)	(2,914)	(4,529)	(163)	(4,692)
Other operating income	470		470	757		757
OPERATING PROFIT	6,318	(390)	5,928	10,172	(628)	9,544
Finance income	61		61	98		98
Finance expense	(594)	(1)	(595)	(956)	(2)	(958)
Profit on disposal of interest in associate	584		584	940		940
Share of after tax profits of associates and joint ventures	19		19	31		31
PROFIT BEFORE TAXATION	6,388	(391)	5,997	10,285	(630)	9,655
Taxation	(1,891)	68	(1,823)	(3,045)	110	(2,935)
PROFIT AFTER TAXATION FOR THE PERIOD	4,497	(323)	4,174	7,240	(520)	6,720
Profit attributable to non-controlling interests	165		165	266		266
Profit attributable to shareholders	4,332	(323)	4,009	6,974	(520)	6,454
	4,497	(323)	4,174	7,240	(520)	6,720
EARNINGS PER SHARE	85.8p		79.4p	138.1¢		127.8¢
Diluted earnings per share	84.6p		78.3p	136.2¢		126.1¢

US dollar amounts shown above are a convenience translation of the sterling amounts.

Turnover

Pharmaceuticals - Three months ended 30th September 2011

	Total £m	USA £m	Europe £m	Emerging Markets £m	ROW £m	Total \$m	USA \$m	Europe \$m	Emerging Markets \$m	ROW \$m
Respiratory	1,714	783	502	153	276	2,723	1,244	798	243	438
<i>Avamys/Veramyst</i>	50	17	13	11	9	79	27	21	17	14
<i>Flixonase/Flonase</i>	28	2	9	12	5	44	2	15	19	8
<i>Flixotide/Flovent</i>	183	100	35	11	37	290	159	55	17	59
<i>Seretide/Advair</i>	1,217	593	384	75	165	1,934	943	610	119	262
<i>Serevent</i>	43	15	21	1	6	68	24	34	1	9
<i>Ventolin</i>	136	54	32	27	23	216	86	51	43	36
<i>Xyzal</i>	12	-	-	2	10	19	-	-	3	16
<i>Zyrtec</i>	21	-	-	5	16	33	-	-	8	25
Anti-virals	202	40	20	65	77	321	63	32	103	123
<i>Hepsera</i>	32	-	-	16	16	51	-	-	26	25
<i>Relenza</i>	2	-	-	-	2	3	-	-	-	3
<i>Valtrex</i>	87	22	11	8	46	138	35	18	12	73
<i>Zeffix</i>	63	1	7	41	14	100	2	11	65	22
Central nervous system	458	140	123	65	130	730	224	195	104	207
<i>Imigran/Imitrex</i>	54	21	20	2	11	86	33	32	3	18
<i>Keppra</i>	13	-	-	9	4	21	-	-	15	6
<i>Lamictal</i>	153	88	33	14	18	244	140	53	22	29
<i>Requip</i>	56	11	29	1	15	89	18	45	2	24
<i>Seroxat/Paxil</i>	109	-	16	21	72	174	-	26	33	115
<i>Treximet</i>	14	14	-	-	-	23	23	-	-	-
<i>Wellbutrin</i>	23	5	12	6	-	37	8	19	10	-
Cardiovascular and urogenital	700	404	165	45	86	1,114	643	262	72	137
<i>Arixtra</i>	71	39	23	4	5	113	63	36	6	8
<i>Avodart</i>	188	79	58	12	39	300	126	93	19	62
<i>Coreg</i>	38	39	-	-	(1)	61	63	-	-	(2)
<i>Fraxiparine</i>	60	-	42	17	1	95	-	67	27	1
<i>Lovaza</i>	139	139	-	-	-	221	221	-	-	-
<i>Vesicare</i>	33	32	-	-	1	52	50	-	-	2
<i>Volibris</i>	25	-	18	1	6	40	-	29	2	9
Metabolic	83	14	18	16	35	132	22	29	25	56
<i>Avandia products</i>	22	14	(1)	4	5	35	22	(2)	7	8
<i>Bonviva/Boniva</i>	17	-	12	1	4	27	-	19	1	7
Anti-bacterials	323	13	112	155	43	513	20	178	246	69
<i>Augmentin</i>	139	(1)	54	66	20	220	(1)	86	104	31
Oncology and emesis	196	84	66	20	26	313	134	105	32	42
<i>Arzerra</i>	12	9	3	-	-	20	15	5	-	-
<i>Hycamtin</i>	18	4	11	1	2	28	6	18	1	3
<i>Promacta</i>	22	10	6	1	5	35	16	10	1	8
<i>Tyverb/Tykerb</i>	61	19	24	9	9	97	31	38	14	14
<i>Votrient</i>	30	16	12	2	-	48	26	19	3	-
Vaccines	1,142	323	285	238	296	1,823	517	454	379	473
<i>Boostrix</i>	62	43	13	2	4	99	69	21	3	6
<i>Cervarix</i>	232	4	12	18	198	372	6	19	29	318
<i>Fluarix, FluLaval</i>	159	109	24	9	17	255	175	38	14	28
<i>Flu Pandemic</i>	1	-	2	-	(1)	1	-	3	-	(2)
<i>Hepatitis</i>	178	82	55	23	18	283	131	87	37	28
<i>Infanrix, Pediarix</i>	192	60	97	12	23	305	96	154	19	36
<i>Rotarix</i>	75	25	11	29	10	119	40	18	46	15
<i>Synflorix</i>	107	-	11	91	5	171	-	17	146	8
Dermatologicals	283	80	62	93	48	450	127	99	148	76
<i>Bactroban</i>	36	16	8	8	4	57	25	12	13	7
<i>Dermovate</i>	22	-	6	8	8	35	-	10	12	13
<i>Duac</i>	30	17	6	3	4	48	27	9	5	7
<i>Soriatane</i>	19	19	-	-	-	30	30	-	-	-
<i>Zovirax</i>	25	1	7	8	9	40	2	11	13	14
Other	239	11	57	99	72	379	18	90	157	114
	5,340	1,892	1,410	949	1,089	8,498	3,012	2,242	1,509	1,735
ViiV Healthcare (HIV)	435	177	145	79	34	693	282	230	127	54
<i>Combivir</i>	112	37	22	47	6	179	59	35	76	9
<i>Epivir</i>	28	10	8	8	2	45	17	12	13	3
<i>Epzicom/Kivexa</i>	160	61	69	13	17	255	97	110	20	28
<i>Lexiva</i>	35	19	11	2	3	55	30	17	3	5
<i>Selzentry</i>	28	12	14	1	1	45	20	23	1	1
<i>Trizivir</i>	33	17	13	2	1	52	27	20	3	2
	5,775					9,191				

Pharmaceutical turnover includes co-promotion income. US dollar amounts shown above are a convenience translation of the sterling amounts.

Turnover

Pharmaceuticals - Nine months ended 30th September 2011

	Total £m	USA £m	Europe £m	Emerging Markets £m	ROW £m	Total \$m	USA \$m	Europe \$m	Emerging Markets \$m	ROW \$m
Respiratory	5,341	2,382	1,591	468	900	8,599	3,835	2,562	753	1,449
<i>Avamys/Veramyst</i>	186	49	51	32	54	299	79	82	51	87
<i>Flixonase/Flonase</i>	107	6	29	33	39	172	9	47	53	63
<i>Flixotide/Flovent</i>	581	313	114	35	119	935	504	183	56	192
<i>Seretide/Advair</i>	3,710	1,793	1,190	232	495	5,973	2,887	1,916	373	797
<i>Serevent</i>	138	48	65	2	23	222	77	105	3	37
<i>Ventolin</i>	431	167	103	87	74	694	269	166	140	119
<i>Xyzal</i>	42	-	-	6	36	68	-	-	10	58
<i>Zyrtec</i>	72	-	-	14	58	116	-	-	23	93
Anti-virals	612	120	62	178	252	985	193	100	286	406
<i>Hepsera</i>	90	-	-	42	48	145	-	-	68	77
<i>Relenza</i>	23	-	-	-	23	37	-	-	-	37
<i>Valtrex</i>	263	66	36	22	139	423	106	58	35	224
<i>Zeffix</i>	181	8	19	114	40	291	13	31	183	64
Central nervous system	1,275	353	366	182	374	2,053	569	589	293	602
<i>Imigran/Imitrex</i>	156	62	56	4	34	251	100	90	6	55
<i>Keppra</i>	36	-	1	23	12	58	-	2	37	19
<i>Lamictal</i>	395	207	99	41	48	636	333	160	66	77
<i>Requip</i>	166	31	91	3	41	267	50	146	5	66
<i>Seroxat/Paxil</i>	319	(3)	49	59	214	514	(5)	79	95	345
<i>Treximet</i>	42	42	-	-	-	68	68	-	-	-
<i>Wellbutrin</i>	65	13	34	14	4	105	21	55	23	6
Cardiovascular and urogenital	2,021	1,158	495	123	245	3,254	1,864	797	198	395
<i>Arixtra</i>	220	124	73	10	13	354	200	117	16	21
<i>Avodart</i>	542	242	163	30	107	873	390	263	48	172
<i>Coreg</i>	114	114	-	-	-	184	184	-	-	-
<i>Fraxiparine</i>	174	-	123	49	2	280	-	198	79	3
<i>Lovaza</i>	411	409	-	-	2	662	659	-	-	3
<i>Vesicare</i>	94	93	-	-	1	151	149	-	-	2
<i>Volibris</i>	69	-	52	3	14	111	-	84	5	22
Metabolic	259	60	51	48	100	417	97	82	77	161
<i>Avandia products</i>	84	60	(3)	11	16	135	96	(5)	18	26
<i>Bonviva/Boniva</i>	51	-	38	2	11	82	-	61	3	18
Anti-bacterials	1,035	48	390	468	129	1,666	77	628	753	208
<i>Augmentin</i>	468	1	185	222	60	753	2	298	357	96
Oncology and emesis	511	200	187	52	72	823	322	301	84	116
<i>Arzerra</i>	32	23	9	-	-	52	37	15	-	-
<i>Hycamtin</i>	45	4	32	4	5	72	6	52	6	8
<i>Promacta</i>	51	24	15	2	10	82	39	24	3	16
<i>Tyverb/Tykerb</i>	172	47	75	25	25	277	76	121	40	40
<i>Votrient</i>	69	40	25	3	1	111	64	40	5	2
Vaccines	2,687	656	801	610	620	4,326	1,056	1,290	982	998
<i>Boostrix</i>	147	85	34	6	22	237	137	55	10	35
<i>Cervarix</i>	406	7	41	34	324	654	11	66	55	522
<i>Fluarix, FluLaval</i>	176	115	22	15	24	283	185	35	24	39
<i>Flu Pandemic</i>	10	-	11	-	(1)	16	-	18	-	(2)
<i>Hepatitis</i>	527	234	173	59	61	848	377	278	95	98
<i>Infanrix, Pediarix</i>	509	131	288	32	58	819	211	464	51	93
<i>Rotarix</i>	227	85	31	87	24	365	137	50	140	38
<i>Synflorix</i>	283	-	36	232	15	456	-	58	374	24
Dermatologicals	821	219	190	265	147	1,322	352	306	427	237
<i>Bactroban</i>	94	38	22	23	11	151	61	35	37	18
<i>Dermovate</i>	63	-	18	24	21	101	-	29	38	34
<i>Duac</i>	83	46	18	8	11	134	74	29	13	18
<i>Soriatane</i>	53	53	-	-	-	85	85	-	-	-
<i>Zovirax</i>	83	11	20	21	31	134	18	32	34	50
Other	753	23	189	313	228	1,212	37	304	504	367
	15,315	5,219	4,322	2,707	3,067	24,657	8,402	6,959	4,357	4,939
ViiV Healthcare (HIV)	1,167	484	436	149	98	1,879	779	702	240	158
<i>Combivir</i>	254	97	74	68	15	409	156	119	110	24
<i>Epivir</i>	83	30	25	20	8	134	49	40	32	13
<i>Epzicom/Kivexa</i>	447	165	202	30	50	720	266	325	48	81
<i>Lexiva</i>	104	54	35	9	6	167	87	56	14	10
<i>Selzentry</i>	77	32	39	2	4	124	52	63	3	6
<i>Trizivir</i>	94	49	39	3	3	151	79	62	5	5
	16,482					26,536				

Pharmaceutical turnover includes co-promotion income. US dollar amounts shown above are a convenience translation of the sterling amounts.

Turnover

Consumer Healthcare Three months ended 30th September 2011

	Total £m	Total \$m
Over-the-counter medicines	606	963
Oral healthcare	446	709
Nutritional healthcare	277	441
	<u>1,329</u>	<u>2,113</u>

	Total £m	Total \$m
USA	256	407
Europe	490	779
Rest of World	583	927
	<u>1,329</u>	<u>2,113</u>

Consumer Healthcare Nine months ended 30th September 2011

	Total £m	Total \$m
Over-the-counter medicines	1,828	2,943
Oral healthcare	1,297	2,088
Nutritional healthcare	802	1,291
	<u>3,927</u>	<u>6,322</u>

	Total £m	Total \$m
USA	733	1,180
Europe	1,455	2,342
Rest of World	1,739	2,800
	<u>3,927</u>	<u>6,322</u>

Balance sheet

	30th September 2011 £m	30th September 2011 \$m
ASSETS		
Non-current assets		
Property, plant and equipment	8,747	13,645
Goodwill	3,745	5,842
Other intangible assets	7,847	12,241
Investments in associates and joint ventures	599	934
Other investments	551	860
Deferred tax assets	2,919	4,554
Derivative financial instruments	106	165
Other non-current assets	503	785
Total non-current assets	25,017	39,026
Current assets		
Inventories	4,035	6,295
Current tax recoverable	72	112
Trade and other receivables	5,892	9,192
Derivative financial instruments	106	165
Liquid investments	170	265
Cash and cash equivalents	5,414	8,446
Assets held for sale	704	1,098
Total current assets	16,393	25,573
TOTAL ASSETS	41,410	64,599
LIABILITIES		
Current liabilities		
Short-term borrowings	(872)	(1,360)
Trade and other payables	(7,174)	(11,192)
Derivative financial instruments	(181)	(282)
Current tax payable	(1,634)	(2,549)
Short-term provisions	(3,245)	(5,062)
Total current liabilities	(13,106)	(20,445)
Non-current liabilities		
Long-term borrowings	(14,209)	(22,166)
Deferred tax liabilities	(790)	(1,232)
Pensions and other post-employment benefits	(3,829)	(5,973)
Other provisions	(662)	(1,033)
Derivative financial instruments	(1)	(2)
Other non-current liabilities	(582)	(908)
Total non-current liabilities	(20,073)	(31,314)
TOTAL LIABILITIES	(33,179)	(51,759)
NET ASSETS	8,231	12,840
EQUITY		
Share capital	1,392	2,172
Share premium account	1,552	2,421
Retained earnings	3,147	4,909
Other reserves	1,352	2,109
Shareholders' equity	7,443	11,611
Non-controlling interests	788	1,229
TOTAL EQUITY	8,231	12,840

US dollar amounts shown above are a convenience transaction of the sterling amounts using the period end rate of £1/\$1.56.