

Income statement

Year ended 31 December 2011

	Total 2011 £m	Total 2010 £m	Growth	
			CER%	£%
TURNOVER	27,387	28,392	(3)	(4)
Cost of sales	(7,332)	(7,592)	(3)	(3)
Gross profit	20,055	20,800	(3)	(4)
Selling, general and administration	(8,826)	(13,053)	(32)	(32)
Research and development	(4,009)	(4,457)	(9)	(10)
Other operating income	587	493		
OPERATING PROFIT	7,807	3,783	>100	>100
Finance income	90	116		
Finance expense	(799)	(831)		
Profit on disposal of interest in associates	585	8		
Share of after tax profits of associates and joint ventures	15	81		
PROFIT BEFORE TAXATION	7,698	3,157	>100	>100
Taxation	(2,240)	(1,304)		
<i>Tax rate %</i>	29.1%	41.3%		
PROFIT AFTER TAXATION FOR THE PERIOD	5,458	1,853	>100	>100
Profit attributable to non-controlling interests	197	219		
Profit attributable to shareholders	5,261	1,634		
	5,458	1,853		
EARNINGS PER SHARE	104.6p	32.1p	>100	>100
Diluted earnings per share	103.2p	31.9p		

Income statement

Three months ended 31 December 2011

	Total Q4 2011 £m	Total Q4 2010 £m	Growth	
			CER%	£%
TURNOVER	6,978	7,197	(2)	(3)
Cost of sales	(1,895)	(2,077)	(7)	(9)
Gross profit	5,083	5,120	-	(1)
Selling, general and administration	(2,226)	(4,461)	(48)	(50)
Research and development	(1,095)	(1,097)	-	-
Other operating income	117	118		
OPERATING PROFIT	1,879	(320)	>100	>100
Finance income	29	58		
Finance expense	(204)	(240)		
Profit on disposal of interest in associate	1	8		
Share of after tax profits of associates and joint ventures	(4)	18		
PROFIT BEFORE TAXATION	1,701	(476)	>100	>100
Taxation	(417)	(157)		
<i>Tax rate %</i>	<i>24.5%</i>	<i>33.0%</i>		
PROFIT AFTER TAXATION FOR THE PERIOD	1,284	(633)	>100	>100
Profit attributable to non-controlling interests	32	57		
Profit attributable to shareholders	1,252	(690)		
	1,284	(633)		
EARNINGS PER SHARE	25.2p	(13.6)p	>100	>100
Diluted earnings per share	24.9p	(13.4)p		

Consumer Healthcare turnover

Year ended 31 December 2011

	Total		
	£m	CER%	AR%
Over-the-counter (OTC) medicines	2,453	-	-
Oral healthcare	1,717	8	8
Nutritional healthcare	1,025	10	8
	<u>5,195</u>	<u>5</u>	<u>4</u>

	Total		
	£m	CER%	AR%
USA	992	(1)	(4)
Europe	1,930	(2)	(2)
Rest of World	2,273	14	13
	<u>5,195</u>	<u>5</u>	<u>4</u>

Three months ended 31 December 2011

	Total		
	£m	CER%	AR%
Over-the-counter medicines	625	(2)	(3)
Oral healthcare	420	4	2
Nutritional healthcare	223	12	6
	<u>1,268</u>	<u>3</u>	<u>-</u>

	Total		
	£m	CER%	AR%
USA	259	(6)	(7)
Europe	475	(4)	(6)
Rest of World	534	14	10
	<u>1,268</u>	<u>3</u>	<u>-</u>

