

## Income statement

Three months ended 31 March 2014

	Total £m	Total \$m
<b>TURNOVER</b>	<b>5,613</b>	<b>9,318</b>
Cost of sales	(1,743)	(2,894)
Gross profit	3,870	6,424
Selling, general and administration	(1,971)	(3,271)
Research and development	(859)	(1,426)
Royalty income	70	116
Other operating expense	(44)	(73)
<b>OPERATING PROFIT</b>	<b>1,066</b>	<b>1,770</b>
Finance income	18	30
Finance expense	(182)	(303)
Share of after tax profits of associates and joint ventures	1	2
<b>PROFIT BEFORE TAXATION</b>	<b>903</b>	<b>1,499</b>
Taxation	(184)	(305)
<b>PROFIT AFTER TAXATION FOR THE PERIOD</b>	<b>719</b>	<b>1,194</b>
Profit attributable to non-controlling interests	51	85
Profit attributable to shareholders	668	1,109
	719	1,194
<b>EARNINGS PER SHARE</b>	<b>13.9p</b>	<b>23.1¢</b>
Diluted earnings per share	13.7p	22.7¢

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

## Turnover

### Pharmaceuticals – Three months ended 31 March 2014

	Total £m	USA £m	Europe £m	Emerging Markets £m	Japan £m	Total \$m	USA \$m	Europe \$m	Emerging Markets \$m	Japan \$m
<b>Respiratory</b>	<b>1,554</b>	<b>679</b>	<b>442</b>	<b>186</b>	<b>148</b>	<b>2,580</b>	<b>1,127</b>	<b>734</b>	<b>309</b>	<b>246</b>
<i>Avamys/Veramyst</i>	70	8	18	17	23	116	13	30	28	38
<i>Flixotide/Flovent</i>	193	123	30	12	7	321	204	50	20	12
<i>Relvar/Breo</i>	3	1	2	-	1	5	2	3	-	2
<i>Seretide/Advair</i>	1,039	455	352	97	67	1,725	755	585	161	111
<i>Ventolin</i>	173	92	32	38	2	287	153	53	63	3
Other	76	-	8	22	48	126	-	13	37	80
<b>Oncology</b>	<b>261</b>	<b>108</b>	<b>95</b>	<b>36</b>	<b>14</b>	<b>433</b>	<b>179</b>	<b>158</b>	<b>60</b>	<b>23</b>
<i>Arzerra</i>	16	10	5	-	1	27	17	8	-	2
<i>Mekinist</i>	13	13	-	-	-	22	22	-	-	-
<i>Promacta</i>	48	18	16	5	8	80	30	27	8	13
<i>Tafinlar</i>	22	11	10	-	-	37	18	17	-	-
<i>Tyverb/Tykerb</i>	42	10	18	10	3	70	17	30	17	5
<i>Votrient</i>	87	37	37	9	2	143	60	61	16	3
Other	33	9	9	12	-	54	15	15	19	-
<b>Cardiovascular, metabolic and urology (CVMU)</b>	<b>241</b>	<b>83</b>	<b>81</b>	<b>33</b>	<b>31</b>	<b>400</b>	<b>138</b>	<b>134</b>	<b>55</b>	<b>51</b>
<i>Avodart</i>	199	59	71	26	31	330	98	118	43	51
Other	42	24	10	7	-	70	40	16	12	-
<b>Immuno-inflammation</b>	<b>46</b>	<b>42</b>	<b>3</b>	<b>1</b>	<b>-</b>	<b>76</b>	<b>69</b>	<b>5</b>	<b>2</b>	<b>-</b>
<i>Benlysta</i>	38	34	3	1	-	63	56	5	2	-
Other	8	8	-	-	-	13	13	-	-	-
<b>Other pharmaceuticals</b>	<b>601</b>	<b>46</b>	<b>163</b>	<b>245</b>	<b>87</b>	<b>998</b>	<b>77</b>	<b>271</b>	<b>406</b>	<b>144</b>
Dermatology	127	13	42	61	6	211	22	70	101	10
<i>Augmentin</i>	152	1	58	86	3	253	2	96	143	5
Other anti-bacterials	58	1	21	34	1	96	1	35	56	2
Rare diseases	106	24	33	8	37	176	40	55	13	61
Other	158	7	9	56	40	262	12	15	93	66
<b>Innovative Pharmaceuticals</b>	<b>2,703</b>	<b>958</b>	<b>784</b>	<b>501</b>	<b>280</b>	<b>4,487</b>	<b>1,590</b>	<b>1,302</b>	<b>832</b>	<b>464</b>
<b>Vaccines</b>	<b>658</b>	<b>172</b>	<b>240</b>	<b>190</b>	<b>5</b>	<b>1,092</b>	<b>286</b>	<b>398</b>	<b>315</b>	<b>8</b>
<i>Boostrix</i>	60	30	15	10	-	100	50	25	17	-
<i>Cervarix</i>	34	1	15	19	-	56	2	25	31	-
<i>Fluarix, FluLaval</i>	9	-	-	6	-	15	-	-	10	-
Hepatitis	120	44	46	19	-	199	73	76	32	-
<i>Infanrix, Pediarix</i>	202	71	92	23	-	335	118	152	38	-
<i>Rotarix</i>	86	26	18	34	5	143	43	30	56	8
<i>Synflorix</i>	62	-	12	49	-	103	-	20	81	-
Other	85	-	42	30	-	141	-	70	50	-
<b>Innovative Pharmaceuticals and Vaccines</b>	<b>3,361</b>	<b>1,130</b>	<b>1,024</b>	<b>691</b>	<b>285</b>	<b>5,579</b>	<b>1,876</b>	<b>1,700</b>	<b>1,147</b>	<b>472</b>
<b>ViiV Healthcare (HIV)</b>	<b>311</b>	<b>122</b>	<b>125</b>	<b>30</b>	<b>13</b>	<b>517</b>	<b>202</b>	<b>208</b>	<b>50</b>	<b>22</b>
<i>Combivir</i>	16	3	6	5	1	27	5	10	8	2
<i>Epzicom/Kivexa</i>	177	59	82	15	9	294	98	136	25	15
<i>Lexiva/Agenerase</i>	22	11	6	4	1	37	18	10	7	2
<i>Selzentry</i>	33	12	15	1	1	55	20	25	2	1
<i>Tivicay</i>	31	26	4	-	-	51	43	7	-	-
<i>Trizivir</i>	11	3	6	-	-	18	5	10	-	-
Other	21	8	6	5	1	35	13	10	8	2
<b>Established products</b>	<b>814</b>	<b>256</b>	<b>167</b>	<b>264</b>	<b>116</b>	<b>1,351</b>	<b>425</b>	<b>277</b>	<b>438</b>	<b>193</b>
<i>Coreg</i>	32	32	-	-	-	53	53	-	-	-
<i>Hepsera</i>	23	-	-	17	6	38	-	-	28	10
<i>Imigran/Imitrex</i>	46	24	15	2	4	76	39	25	3	7
<i>Lamictal</i>	126	56	28	18	22	209	93	46	30	37
<i>Lovaza</i>	105	104	-	-	-	175	173	-	-	-
<i>Requip</i>	28	2	11	3	11	46	3	18	5	18
<i>Serevent</i>	27	9	13	1	3	45	15	22	2	5
<i>Seroxat/Paxil</i>	55	-	12	17	25	92	-	20	28	42
<i>Valtrex</i>	37	6	7	9	14	61	10	12	15	23
<i>Zeffix</i>	45	1	2	38	3	75	2	3	63	5
Other	290	22	79	159	28	481	37	131	264	46
	<b>4,486</b>					<b>7,447</b>				

The table above includes the sales by product reported in Other trading and unallocated pharmaceuticals segment (which includes Canada, Puerto Rico, Australasia, central vaccines tender sales and contract manufacturing sales) in the total column only. US dollar amounts shown above are a convenience translation of the sterling amounts.

## Turnover

### Consumer Healthcare – Three months ended 31 March 2014

	Total £m	Total \$m
Total wellness	416	691
Oral health	457	759
Nutrition	170	282
Skin health	84	139
	<hr/> 1,127	<hr/> 1,871

	Total £m	Total \$m
USA	202	335
Europe	328	545
Rest of World	597	991
	<hr/> 1,127	<hr/> 1,871

## Balance sheet

	31 March 2014 £m	31 March 2014 \$m
<b>ASSETS</b>		
<b>Non-current assets</b>		
Property, plant and equipment	8,803	14,701
Goodwill	4,169	6,962
Other intangible assets	9,050	15,114
Investments in associates and joint ventures	331	553
Other investments	1,182	1,974
Deferred tax assets	2,111	3,525
Derivative financial instruments	1	2
Other non-current assets	815	1,361
<b>Total non-current assets</b>	<b>26,462</b>	<b>44,192</b>
<b>Current assets</b>		
Inventories	4,093	6,835
Current tax recoverable	106	177
Trade and other receivables	5,321	8,886
Derivative financial instruments	88	147
Liquid investments	65	109
Cash and cash equivalents	3,514	5,868
Assets held for sale	58	97
<b>Total current assets</b>	<b>13,245</b>	<b>22,119</b>
<b>TOTAL ASSETS</b>	<b>39,707</b>	<b>66,311</b>
<b>LIABILITIES</b>		
<b>Current liabilities</b>		
Short-term borrowings	(1,857)	(3,101)
Trade and other payables	(7,300)	(12,192)
Derivative financial instruments	(96)	(160)
Current tax payable	(1,369)	(2,286)
Short-term provisions	(1,045)	(1,745)
<b>Total current liabilities</b>	<b>(11,667)</b>	<b>(19,484)</b>
<b>Non-current liabilities</b>		
Long-term borrowings	(15,382)	(25,688)
Deferred tax liabilities	(685)	(1,144)
Pensions and other post-employment benefits	(2,299)	(3,839)
Other provisions	(503)	(840)
Derivative financial instruments	(2)	(3)
Other non-current liabilities	(1,738)	(2,903)
<b>Total non-current liabilities</b>	<b>(20,609)</b>	<b>(34,417)</b>
<b>TOTAL LIABILITIES</b>	<b>(32,276)</b>	<b>(53,901)</b>
<b>NET ASSETS</b>	<b>7,431</b>	<b>12,410</b>
<b>EQUITY</b>		
Share capital	1,337	2,233
Share premium account	2,675	4,467
Retained earnings	478	798
Other reserves	2,126	3,551
<b>Shareholders' equity</b>	<b>6,616</b>	<b>11,049</b>
Non-controlling interests	815	1,361
<b>TOTAL EQUITY</b>	<b>7,431</b>	<b>12,410</b>

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