

# Q3 2021 results

27 October 2021

## Cautionary statement regarding forward-looking statements



This presentation may contain forward-looking statements. Forward-looking statements give the Group's current expectations or forecasts of future events. An investor can identify these statements by the fact that they do not relate strictly to historical or current facts. They use words such as 'anticipate', 'estimate', 'expect', 'intend', 'will', 'project', 'plan', 'believe', 'target' and other words and terms of similar meaning in connection with any discussion of future operating or financial performance. In particular, these include statements relating to future actions, prospective products or product approvals, future performance or results of current and anticipated products, sales efforts, expenses, the outcome of contingencies such as legal proceedings, dividend payments and financial results.

Other than in accordance with its legal or regulatory obligations (including under the Market Abuse Regulations, UK Listing Rules and the Disclosure Guidance and Transparency Rules of the Financial Conduct Authority), the Group undertakes no obligation to update any forward-looking statements, whether as a result of new information, future events or otherwise. Investors should, however, consult any additional disclosures that the Group may make in any documents which it publishes and/or files with the US Securities and Exchange Commission (SEC). All investors, wherever located, should take note of these disclosures. Accordingly, no assurance can be given that any particular expectation will be met and investors are cautioned not to place undue reliance on the forward-looking statements.

Forward-looking statements are subject to assumptions, inherent risks and uncertainties, many of which relate to factors that are beyond the Group's control or precise estimate. The Group cautions investors that a number of important factors, including those in this presentation, could cause actual results to differ materially from those expressed or implied in any forward-looking statement. Such factors include, but are not limited to, those discussed under Item 3.D 'Risk factors' in the Group's Annual Report on Form 20-F for FY 2020 and any impacts of the COVID-19 pandemic. Any forward-looking statements made by or on behalf of the Group speak only as of the date they are made and are based upon the knowledge and information available to the Directors on the date of this presentation.

A number of adjusted measures are used to report the performance of our business, which are non-IFRS measures. These measures are defined and reconciliations to the nearest IFRS measure are available in our third quarter 2021 earnings release and Annual Report on Form 20-F for FY 2020.

All expectations and targets regarding future performance and the dividend should be read together with the section "Outlook, assumptions and cautionary statements" on pages 60 and 62 of our third quarter 2021 earnings release.





## Q3 2021 progress

## **Growth drivers**

## Q3 2021 financial results

Q&A

Emma Walmsley

Luke Miels Deborah Waterhouse Brian McNamara

Iain Mackay

Dr Hal Barron Roger Connor David Redfern



# Q3 2021 progress

Emma Walmsley

Q3 2021: Continued business momentum; accelerating execution of strategic priorities

Strong Q3 2021: sales +10%, Adjusted EPS +10%

Pharmaceuticals (+10%), Vaccines (+13%) and Consumer Healthcare (+8%) New and Specialty medicines +24%

Cost discipline supported the performance

Full year 2021 Adjusted EPS guidance improved to -2% to -4% at CER COVID-19 solutions<sup>1</sup> expected to add between 7% to 9% to Adjusted EPS

Targeted investment in R&D underpins pipeline strength and progress

Consumer demerger on track, new HQ announced

Confidence in meaningful improvement in revenues and margins in 2022

## Continued progress across all three strategic priorities



Innovation	Cabotegravir: US FDA Priority Review	HIV: collaboration on ultra long-acting 3rd gen integrase inhibitor	<i>Jemperli</i> <sup>1</sup> : US FDA accelerated approval		
	<i>Nucala</i> : EMA positive CHMP for HES <sup>2</sup> , EGPA <sup>3</sup> , CRSwNP <sup>4</sup>	<i>Xevudy</i> : agreements for >640k doses⁵	Daprodustat: Phase III data at ASN Kidney Week 2021		
Performance	New and Specialty Pharma products +24% Q3, +18% YTD	Positioning <i>Shingrix</i> for recovery and record sales in 2022	CH sales growth +10% in Q3 <sup>6</sup>		
Trust	Renewable energy and low carbon inhaler investments	Principal Partner COP26	WHO recommends broad roll-out of RTS,S malaria vaccine		

#### – Culture –

1. Tesaro asset 2. Hypereosinophilic syndrome 3. Eosinophilic granulomatosis with polyangiitis 4. Chronic rhinosinusitis with nasal polyposis 5. Binding agreements signed to date for the sale of more than 420,000 doses and more than an additional 220,000 doses reserved through other agreements 6. Excluding divestments/brands under review.

## **R&D pipeline** Upcoming select late-stage milestones



	H2 2021	2022
Regulatory decisions	<b>Shingrix</b> - immuno-compromised <b>Jemperli^</b> - dMMR/MSI-H solid tumours <b>Nucala</b> - nasal polyposis	cabotegravir - HIV PrEP: H1 2022 MMR - vaccine (US): mid 2022 Menveo liquid: H2 2022
Regulatory submissions	<i>Menveo</i> liquid	Rotarix (liquid US): H1 2022 daprodustat - ASCEND (anaemia in chronic kidney disease): H1 2022 Blenrep - DREAMM-3 (3L+ multiple myeloma): H2 2022
Late-stage readouts <sup>1</sup>	Phase III daprodustat - ASCEND (anaemia in chronic kidney disease) COVID-19 (Medicago) - vaccine COVID-19 (Sanofi) - vaccine Xevudy - COMET-TAIL, (COVID-19, IM <sup>2</sup> ) Phase II Xevudy (sotrovimab) - COMET-PEAK, (COVID-19, IM <sup>2</sup> )	Phase IIICOVID-19 (SK Bioscience) - vaccine: H1 2022RSV older adults - vaccine: H1 2022RSV maternal - vaccine: H2 2022MenABCWY - vaccine: H2 2022gepotidacin - EAGLE³ (uUTI4): H1 2022Jemperli^ - RUBY³ (1L endometrial cancer): mid 2022Blenrep - DREAMM-3 (3L+ MM <sup>5</sup> ): H2 2022Blenrep - DREAMM-8 (2L+ MM <sup>5</sup> ): H2 2022otilimab - contRAst (rheumatoid arthritis): H2 2022Phase IIbepirovirsen - HBV ASO, BE-CLEAR <sup>6</sup> (HBV <sup>7</sup> ): H1 2022Malaria (fractional dose) vaccine <sup>8</sup> : H1 2022

1. Late-stage defined as Phase 2b onwards 2. Intramuscular 3. Interim analysis 4. Uncomplicated urinary tract infection 5. Multiple myeloma. 6. Phase 2b data 7. Hepatitis B virus 8. Interim analysis M33. ^Tesaro asset.

## Progressing towards demerger at pace





<sup>1.</sup> All outlook and ambition statements are given on a constant currency basis and use 2021 forecast exchange rates as a base, assuming a continuation of Q1 2021 closing rates. 2021-26 CAGR is for the 5 years to 2026, using 2021 as the base year 2. Sales including Brands divested / under review, £9.5bn Continuing sales 3. CER Proforma excluding brands divested/under review 4. Consumer Healthcare operating margin (at 2017 CER) 5. Therapeutic Oral Health, Pain Relief, Respiratory, Vitamins, Minerals, and Supplements and Digestive Health. All expectations and targets regarding future performance should be read together with the "Outlook, assumptions and cautionary statements" sections of the Third Quarter 2021 Results Announcement and the cautionary statements lide included with this presentation

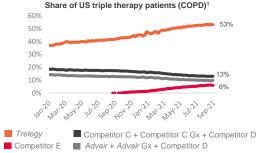


# **Growth drivers**

Luke Miels Deborah Waterhouse Brian McNamara

## New and Specialty: strong double-digit growth (+24% CER) in Q3 2021

## *Trelegy*: £326m +77% CER



- 73% global share
- Dual indication driving higher demand in US; 10 markets approved for asthma
- Total prescription share growth 2x above closedtriple competitor
- Strong patient access in US confirmed for 2022

### Nucala: £285m +20% CER





- Leading biologic for eosinophilic-driven diseases across key markets
- New indications represent incremental growth opportunities
  - US: CRSwNP launch July 2021
  - EU: positive CHMP opinion for EGPA, HES and CRSwNP

#### Benlysta: £238m +35% CER

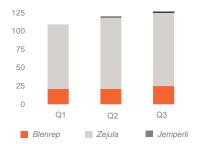


#### 2021 quarterly sales growth outpacing previous years

- Subcutaneous option and lupus nephritis launch continue to drive new patient growth
- 1 in 3 new starts are lupus nephritis patients
- Strong launch progress in China; NRDL<sup>5</sup> driving continued inflection

### Oncology: £128m +34% CER

2021 Quarterly oncology sales (£m)<sup>4</sup>



- Blenrep: preferred treatment after four prior lines of treatment; outpacing recent R/R MM<sup>6</sup> launches. Launched in nine markets
- Zejula: sales +15% despite ongoing impact of COVID-19
- Jemperli<sup>A</sup>: pan-tumour dMMR+<sup>7</sup> approval in US (Aug 2021) supports future development

1. IQVIA. 2. Moving Quarterly Total 3. US (IQVIA DDD+ & NPA), Japan/Italy/UK (IQVIA), Germany (PADDS-Pharmascope & PADDS-DKM), Japan (IQVIA), Spain (Atrys Health), France (IQVIA & GERS) 4. GSK Quarterly Reports 5. National Reimbursement Drug List 6. Relapsed/refractory multiple myeloma. 7. Deficient MisMatch Repair. A Tesaro asset.

## Vaccines: performance<sup>1</sup> in Q3 2021 driven by Shingrix



### Q3 2021: *Shingrix* sales £502m +41% at CER

- US: growth from inventory comparisons and non-retail channel
  - Retail recovery underway but delayed by surge in delta variant; TRx now at highest level since early 2021
  - Supporting strong underlying demand with multi-channel DTC<sup>2</sup>
  - Consumers aged 50+ and fully vaccinated for COVID-19 rank interest in shingles vaccination #2 among recommended adult vaccines<sup>3</sup>
- **Ex-US:** growth led by recovery in Germany, new launches; availability in 17 countries by end 2021 with unconstrained supply

#### **Anticipated outlook**

- FY 2021 sales performance broadly similar to YTD 2021 (-11% CER)
- 2022 strong double-digit growth; potential for record sales
- Remain confident in ambition to double sales in next 5 years<sup>4</sup>

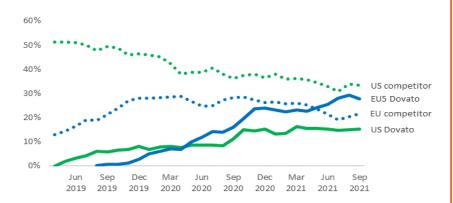
### US Shingrix total prescription trends improving



US weekly TRx 2021 vs. 2020

Source: TRx, IQVIA Weekly through week ending 15 October 2021.

## HIV: delivering sustainable mid-single digit growth



#### Dovato switch share expansion in EU and US

#### HIV sales growth +8% Q3 2021

- Strong commercial execution, favourable customer purchasing patterns and international tenders
- YTD sales growth +4% across HIV portfolio
- Innovation sales now 29% of total portfolio

### Key growth drivers

#### Dovato

- *Dovato* leading share of switch in EU
- On track to reach >£1bn in 2022 with further potential beyond

#### Cabenuva

- >80% market access in the US
- >2,000 PLHIV taking Cabenuva
- Potential US approval of 2-monthly dosing; launch early 2022

#### Pipeline

- FDA Priority Review granted for cabotegravir LA for PrEP PDUFA action date of 23 January 2022
- Agreement with Shionogi for 3rd gen integrase strand transfer inhibitor (INSTI); potential for ultra long dose intervals (3 months+)

## **Consumer Healthcare: Q3 2021 sales +10%**<sup>1</sup> Good category performance reflecting strong execution

#### Performance

- Continuing sales<sup>1</sup> Q3 +10% (+3% Q3 2020<sup>2</sup>)
  - Strong performance across all categories
  - 2% benefit from impact of cutover in US last year
  - 1% benefit from sales ahead of pricing increase
  - Increased VMS<sup>3</sup> stocking
- E-commerce<sup>4</sup> sales c.7% of total, up mid 20s per cent
- 7 of the 9 power brands gained or held share<sup>4</sup>
- Strong performance in emerging markets
- FY21 sales outlook unchanged

Demerger: all operational work on track

#### Continuing business growth in Q3 2021 and YTD 2021

	Growth	CER (%)
	Q3 <sup>1</sup> 2021	YTD <sup>1</sup> 2021
Oral health	5	5
Pain relief	13	6
Vitamins, Minerals and supplements	19	3
Respiratory health	16	(13)
Digestive health & others	3	2
Continuing sales	10	2





# Q3 2021 results

Iain Mackay

## Headline results



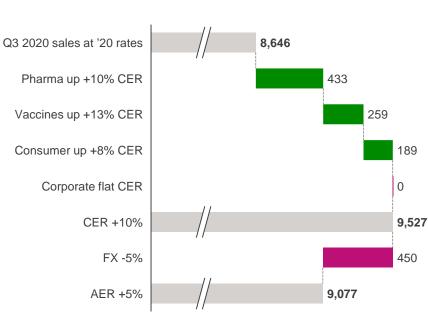
	Q3 2021	Reported %		YTD 2021	Reported %	
	£m	AER	CER	£m	AER	CER
Turnover	9,077	5	10	24,587	(3)	3
Total operating profit	1,938	4	15	5,306	(21)	(11)
Total EPS	23.3p	(7)	3	72.7p	(29)	(19)
Adjusted operating profit	2,874	8	16	6,913	(2)	8
Adjusted EPS	36.6p	3	10	87.7p	(5)	5
Free cash flow	1,223	>100	n/a	1,536	(33)	n/a

## Results reconciliation Q3 2021



	Total results	Intangible amortisation	Intangible impairment	Major restructuring	Transaction related	Disposals, significant legal and other	Separation costs	Adjusted results
Turnover (£bn)	9.1							9.1
Operating profit (£bn)	1.9	0.2	0.3	0.1	0.3	<(0.1)	0.1	2.9
EPS (pence)	23.3	3.4	4.1	2.1	3.1	(0.6)	1.2	36.6
Q3 20 EPS (pence)	25.0	3.1	1.0	5.0	4.3	(3.2)	0.4	35.6

#### Charts may not sum due to rounding.



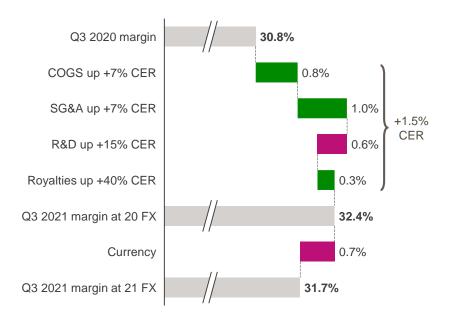
## Sales



## Group sales and adjusted operating margins Q3 2021



### Adjusted operating margin



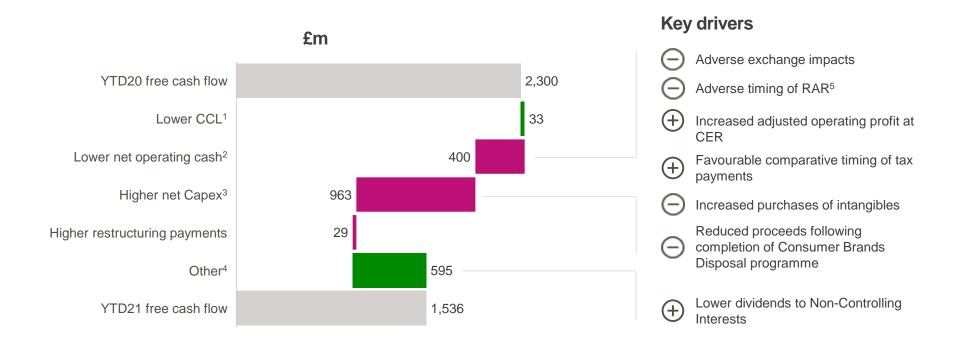
## Adjusted operating profit to net income



	Q3 2020	Q3 2021
	£m	£m
Operating profit	2,665	2,874
Net finance expense	(197)	(192)
Share of associates	11	3
Тах	(417)	(554)
Tax rate	16.8%	20.6%
Non-controlling interests	(287)	(296)
Net income	1,775	1,835

## Free cash flow of £1.5bn

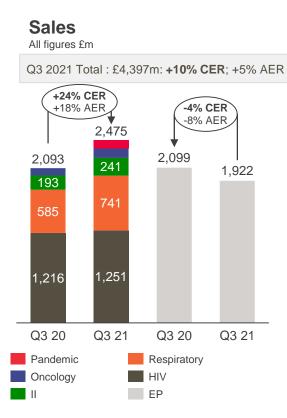




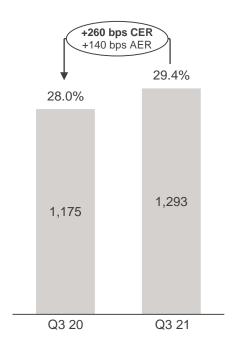
1. Contingent consideration liability 2. Net operating cash is net cash inflow from operating activities including changes in working capital, excluding restructuring, operating CCL, and significant legal payments 3. Net Capex includes purchases less disposals of property, plant and equipment and intangibles 4. Other includes significant legal payments, net interest paid, income from associates and JVs and Non-Controlling Interests 5. Returns and rebates.

## Pharmaceuticals Q3 2021





#### Operating profit and margin



#### **Sales factors**



Favourable US return and rebate
 adjustments



#### **Operating profit factors**

Operating leverage from higher sales



(+)

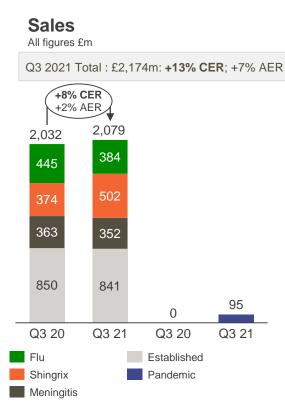
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Continued cost control

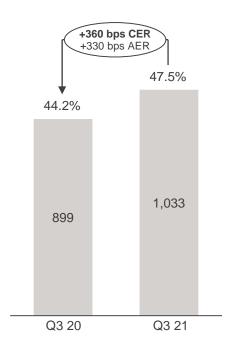
R&D investment







#### **Operating profit and margin**



#### **Sales factors**



Operating leverage from higher sales



(-)

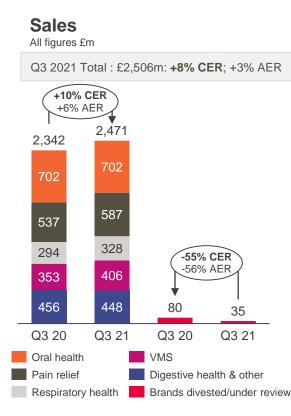
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Positive mix, including pandemic adjuvant

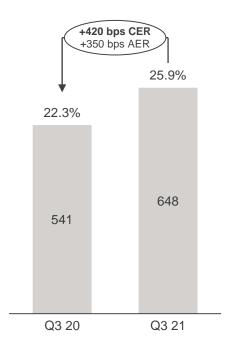
R&D investment behind RSV, Meningitis, and mRNA programmes

## **Consumer Healthcare** Q3 2021





#### **Operating profit and margin**



#### **Sales factors**

Good underlying performance across (+)portfolio 2% points benefit from adverse (+)systems cutover impact Q3 2020 1% point benefit from advanced US (+)purchasing ahead of price increases Benefit of extra VMS capacity and (+)more normal retail stock levels **Operating profit factors** (+)Operating leverage from higher sales Synergy delivery and cost control (+) (+)Pricing and mix benefit Commodity and freight cost pressure \_

## **2021 outlook** Improving adjusted EPS guidance to -2% to -4%



**Pharma sales:** trends anticipated to continue **Vaccines sales:** trend in adult vaccination rate stable; strong Shingrix Q4 2020 sales comparator **Consumer sales:** uncertain cough and cold season dynamics

**Cost lines:** high R&D comparator; commercial investment timing; pending tax authority settlements

#### 2021: updated expectations

Pharma sales: low-single digit increase, excl. Xevudy
Vaccines sales: mid-single digit decrease, excl.
pandemic adjuvant
Consumer sales: low to mid-single digit increase, excl.
brands divested/under review

**R&D spend:** to increase high-single digits **Effective tax rate:** around 18%

FY 2021 guidance: adjusted EPS to be between -2% to -4% at CER (excl. COVID-19 solutions)

COVID-19 solutions expected to contribute an additional 7% to 9% of adjusted EPS growth at CER

All expectations and targets regarding future performance should be read together with the "Outlook, assumptions and cautionary statements" sections of the Third Quarter 2021 Results Announcement and the cautionary statement slide included with this presentation; all figures at constant exchange rates (CER).



# Appendix

## **Our R&D pipeline** 63 potential vaccines and medicines

#### Phase I

C. difficile* vaccine
Klebsiella pneumoniae* vaccine
SAM (COVID-19 model) vaccine
SAM (rabies model) vaccine
CMV vaccine
BVL-GSK098* (ethionamide booster) tuberculosis
VIR-2482* (neutralizing monoclonal antibody) influenza
2556286* (Mtb inhibitor) tuberculosis
3186899*2 (CRK-12 inhibitor) visceral leishmaniasis
3494245* (proteasome inh) visceral leishmaniasis
3882347* (FimH antagonist) uUTI
3923868 (PI4kß inhibitor) viral COPD exacerbations
4182137* (VIR-7832) COVID-191
3739937 (maturation inhibitor) HIV
feladilimab* (3359609, ICOS agonist) multiple myeloma
3326595* (PRMT5 inhibitor) cancer
3368715* (Type 1 PRMT inhibitor) cancer
3745417 (STING agonist) cancer
3845097* (NY-ESO-1/TGFbR2 TCR T) cancer
3901961* (NY-ESO-1/CD8a TCR T) cancer
4074386* (TSR-033, LAG3 antagonist) cancer
4362676* (Mat2A inhibitor) cancer
4428859* (EOS-448, TIGIT antagonist) cancer
6097608* (CD96 antagonist) cancer
AL101* (anti-sortilin) neurodegenerative diseases
2982772 (RIP1-k) psoriasis
3858279* (CCL17 inhibitor) osteoarthritis pain
3915393* (TG2 inhibitor) celiac disease
1070806 (IL18 neutralizing antibody) atopic dermatitis4
2798745* (TRPV4 blocker) diabetic macular edema

#### Phase II

3036656* (leucyl t-RNA inhibitor) tuberculosis 3640254 (maturation inhibitor) HIV	Mal	aria (fractional dose)* vaccine
Therapeutic HBV*1 vaccine MenABCWY 1 (2 <sup>nd</sup> gen) vaccine bepirovirsen* (HBV ASO) HBV 3036656* (leucyl t-RNA inhibitor) tuberculosis 3840254 (maturation inhibitor) HIV	S. a	ureus*1 vaccine
MenABCWY 1 (2 <sup>nd</sup> gen) vaccine bepirovirsen* (HBV ASO) HBV 3036656* (leucyl t-RNA inhibitor) tuberculosis 3840254 (maturation inhibitor) HIV	Shi	gella* vaccine
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3036656° (leucyl t-RNA inhibitor) tuberculosis 3640254 (maturation inhibitor) HIV 3810109° (broadly neutralizing antibody) HIV	bep	irovirsen* (HBV ASO) HBV
	303	6656* (leucyl t-RNA inhibitor) tuberculosis
3810109* (broadly neutralizing antibody) HIV	364	0254 (maturation inhibitor) HIV
	381	0109* (broadly neutralizing antibody) HIV

#### Phase III/Registration

Bexsero infants (US) vaccine
COVID-19 (Medicago)* <sup>1</sup> vaccine
COVID-19 (Sanofi)*I vaccine
COVID-19 (SK Bioscience) <sup>*I</sup> vaccine
MenABCWY (1 <sup>st</sup> gen) vaccine
Menveo liquid vaccine
MMR (US) vaccine
Rotarix liquid (US) vaccine
RSV maternal* vaccine
RSV older adults* vaccine
gepotidacin* (BTI inhibitor) uUTI and GC
Kevudy* (sotrovimab/VIR-7831) COVID-19
cabotegravir LA HIV PrEP
Blenrep* (anti-BCMA ADC) multiple myeloma
Jemperli* (PD-1 antagonist) 1L endometrial cancer**
etetresgene-autoleucel*3 (NY-ESO-1 TCR) SS/MRCLS**
Zejula* (PARP inhibitor) ovarian, lung & breast cancer
AL001* (anti-sortilin) frontotemporal dementia**5
depemokimab* (LA anti-IL5 antagonist) asthma
Nucala COPD
otilimab* (aGM-CSF inhibitor) rheumatoid arthritis
daprodustat (HIF-PHI) anaemia in chronic kidney disease
inerixibat (IBATi) cholestatic pruritus in primary biliary cholangitis <sup>4</sup>



## Infectious Diseases HIV (ViiV) Oncology Immunology/Respiratory Opportunity Driven

Note: Only the most advanced indications are shown for each asset

\*In-license or other alliance relationship with third party; \*\*Additional indications also under investigation; + GSK contributing pandemic adjuvant

1. In Phase 1/2 study 2. Transition activities underway to enable further progression by partner 3. In potentially registrational Ph2 trial 4. study start expected in Nov 2021 5. Ph3 trial in patients with progranulin gene mutation NSCLC: non-small cell lung cancer; uUTI: uncomplicated urinary tract infection; GC: gonorrhea; SS: synovial sarcoma; MRCLS: myxoid/round cell liposarcoma; PrEP: pre-exposure prophylaxis

## **R&D pipeline** Upcoming select late-stage milestones



	H2 2021	2022
Regulatory decisions	<i>Shingrix</i> - immuno-compromised <i>Jemperli</i> ^ - dMMR/MSI-H solid tumours <i>Nucala</i> - nasal polyposis	cabotegravir - HIV PrEP: H1 2022 MMR - vaccine (US): mid 2022 Menveo liquid: H2 2022
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1. Late-stage defined as Phase 2b onwards 2. Intramuscular 3. Interim analysis 4. Uncomplicated urinary tract infection 5. Multiple myeloma. 6. Phase 2b data 7. Hepatitis B virus 8. Interim analysis M33. <sup>A</sup>Tesaro asset.

## **Our R&D pipeline** Changes in the portfolio since Q2 2021



New to Phase I	New to Phase II	New to Phase III	New to Registration
GSK1070806 (IL18 neutralizing antibody) atopic dermatitis <sup>1</sup> CMV vaccine	MenABCWY (2nd gen) vaccine	<b>COVID-19 (SK Bioscience)</b> vaccine <b>linerixibat</b> (IBAT inhibitor) - cholestatic pruritus in primary biliary cholangitis	cabotegravir – HIV PrEP Menveo Liquid
Removed from Phase I	Removed from Phase II	Removed from Phase III	Removed from Registration
	bintrafusp alfa - biliary tract cancer	Benlysta + Rituxan - systemic lupus erythematosus	<b>Nucala</b> - nasal polyposis (approved in US)





#### Adjusted EPS/Dividend

#### Adjusted EPS guidance:

-2% to -4% at CER, excl. COVID-19 solutions COVID-19 solutions expected to contribute approximately 7% to 9% to growth at CER **Dividend:** 

Expect 80p for 2021

#### Pharmaceuticals

#### Turnover:

Low-single digit increase for total Pharma, excluding divestments and *Xevudy* High-single digit decline for Established Pharma

#### Adjusted operating costs

#### Adjusted SG&A and R&D:

Tight cost control, with targeted investments, and restructuring benefits R&D investment to grow high-single digits in 2021

#### Vaccines

#### **Turnover:**

Mid-single digit decrease, excluding pandemic adjuvant sales

*Shingrix* performance to be broadly similar to YTD (-11% CER)

Flu broadly similar to slightly lower than 2020 Meningitis broadly flat, with pandemic impact Established Vaccines expected to decline

#### **Other Adjusted financials**

#### Royalties:

Between £300-350m Net finance expense: Between £800-850m Effective Tax rate: Around 18%, excluding possible US tax reform

#### **Consumer Healthcare**

#### **Turnover:**

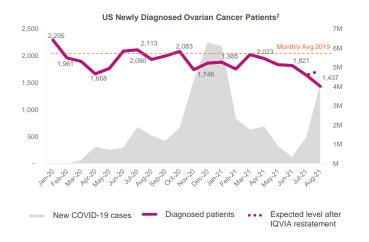
Low to mid-single digit growth for Consumer excluding brands divested/under review; above market growth Sales of brands divested/under review to be around £150m

Across the Group, our turnover comments assume no significant deterioration in healthcare systems or consumer trends in Q4 2021; all turnover and growth comments at CER. All expectations and targets regarding future performance should be read together with the "Outlook, assumptions and cautionary statements" sections of the Third Quarter 2021 Results Announcement and the cautionary statement slide included with this presentation.

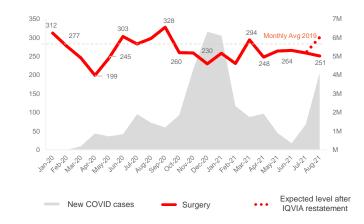
Zejula: COVID-19 continues to impact ovarian cancer diagnosis and treatment



## Ovarian cancer diagnoses down c.16% below 2019 monthly averages<sup>1</sup>



## Debulking surgeries down c.4% below 2019 monthly averages<sup>1</sup>



1. Jun/Jul/Aug average vs. 2019 average 2.IQVIA longitudinal patient-centric claims data

## Consumer Healthcare: strong quarterly growth, building momentum after pandemic related volatility

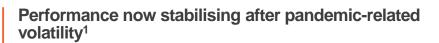


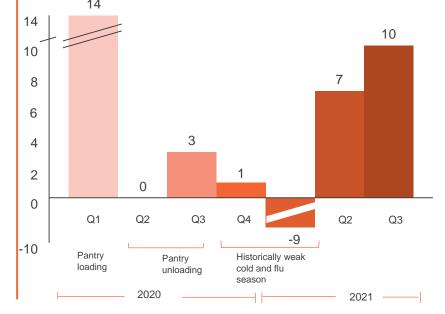
#### Q3 2021

- Strong growth in *Sensodyne* and Gum health, Denture care flat
- Good growth in Pain; particularly *Panadol*, *Advil* and *Excedrin*; *Voltaren* down due to expected private label entry in US
- VMS helped by strong execution and continued focus on health and wellness; very strong performance of *Emergen-C* and increased capacity in the US helped *Centrum*
- Respiratory strong due to good cold and flu and allergy
- Continued momentum in Digestive Health and other

#### YTD 2021

- Continuing sales +2%, impacted by historically low cold and flu season in Q1 2021 (c.2% adverse impact on overall performance)
- VMS impacted by tough 2020 comparatives, with YTD 20 +19%





## Expected costs and savings under Major Restructuring Programmes & Consumer Separation



	Date	£bn	Cumulative Actuals to	Q3 2021	YTD 2021	2021	2022	2023	2024	
	Announced	zon	2020	Actuals	Actuals		Proje	cted <sup>1</sup>		Total Lifetime
2018		Savings <sup>2</sup>	0.3	-	0.4	0.5				0.5
Restructuring Programme	Q2'18	Total charges	1.5	-	-	0.1				1.6
(Incl. Tesaro)		Cash payments	0.3	-	0.1	0.1	0.1			0.5
		Synergies <sup>2</sup>	0.3	-	0.4	0.4	0.5			0.5
Consumer JV	Dec-18	Total charges	0.6	0.1	0.1	0.2	-			0.8
		Cash payments	0.5	-	0.1	0.2	-			0.7
Concretion		Savings <sup>2</sup>	0.1	0.1	0.3	0.4	0.8	1.0	1.0	1.0
Separation Preparation Programme	Feb-20	Total charges	0.8	0.1	0.3	0.8	0.6	0.2	-	2.4
		Cash payments	0.2	0.1	0.3	0.6	0.6	0.2	-	1.6
	, 3	Total charges	0.1	0.1	0.2	0.3	0.2	-	-	0.6
Separation Co	osts	Cash payments	0.1	0.1	0.2	0.3	0.2	-	-	0.6

1. All expectations and targets regarding future performance should be read together with the "Outlook assumptions and cautionary statement" sections of the Third Quarter 2021 Results Announcement and the cautionary statement slide included with this presentation 2. Savings and synergies shown are cumulative for the programme to date throughout the table 3. Excludes Capex.