

Income statement

Year ended 31 December 2013

	Total £m	Total \$m
TURNOVER	26,505	41,613
Cost of sales	(8,585)	(13,479)
Gross profit	17,920	28,134
Selling, general and administration	(8,480)	(13,314)
Research and development	(3,923)	(6,159)
Royalty income	387	608
Other operating income	1,124	1,765
OPERATING PROFIT	7,028	11,034
Finance income	61	96
Finance expense	(767)	(1,204)
Profit on disposal of interest in associates and joint ventures	282	443
Share of after tax profits of associates and joint ventures	43	67
PROFIT BEFORE TAXATION	6,647	10,436
Taxation	(1,019)	(1,600)
PROFIT AFTER TAXATION FOR THE YEAR	5,628	8,836
Profit attributable to non-controlling interests	192	301
Profit attributable to shareholders	5,436	8,535
	5,628	8,836
EARNINGS PER SHARE	112.5p	176.6¢
Diluted earnings per share	110.5p	173.5¢

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

Income statement

Three months ended 31 December 2013

	Total £m	Total \$m
TURNOVER	6,906	11,235
Cost of sales	(2,526)	(4,088)
Gross profit	4,380	7,147
Selling, general and administration	(2,200)	(3,580)
Research and development	(1,070)	(1,737)
Royalty income	98	160
Other operating income	1,233	1,934
OPERATING PROFIT	2,441	3,924
Finance income	17	28
Finance expense	(176)	(288)
Profit on disposal of interest in associates and joint ventures	253	398
Share of after tax profits of associates and joint ventures	11	17
PROFIT BEFORE TAXATION	2,546	4,079
Taxation	(41)	(84)
PROFIT AFTER TAXATION FOR THE PERIOD	2,505	3,995
Profit attributable to non-controlling interests	44	71
Profit attributable to shareholders	2,461	3,924
	2,505	3,995
EARNINGS PER SHARE	51.3p	83.6¢
Diluted earnings per share	50.4p	82.2¢

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

Turnover

Pharmaceuticals – Year ended 31 December 2013

	Total £m	USA £m	Europe £m	EMAP £m	ROW £m	Total \$m	USA \$m	Europe \$m	EMAP \$m	ROW \$m
Respiratory	7,516	3,655	1,907	877	1,077	11,800	5,738	2,994	1,377	1,691
<i>Avamys/Veramyst</i>	249	42	69	71	67	391	66	108	112	105
<i>Flixonase/Flonase</i>	110	7	31	49	23	173	11	49	77	36
<i>Flixotide/Flovent</i>	796	482	117	58	139	1,250	757	184	91	218
<i>Seretide/Advair</i>	5,274	2,769	1,458	429	618	8,280	4,347	2,289	674	970
<i>Serevent</i>	129	51	55	4	19	203	80	87	6	30
<i>Ventolin</i>	642	291	127	171	53	1,008	457	199	269	83
<i>Xyzal</i>	137	-	-	18	119	215	-	-	28	187
<i>Zyrtec</i>	76	-	-	41	35	119	-	-	64	55
Anti-virals	667	57	66	293	251	1,047	89	104	460	394
<i>Hepsera</i>	96	-	-	70	26	151	-	-	110	41
<i>Valtrex</i>	224	45	29	40	110	352	71	45	63	173
<i>Zovirax</i>	81	1	19	35	26	127	2	30	55	40
<i>Zeffix</i>	182	13	12	140	17	286	20	19	220	27
Central nervous system	1,483	440	355	341	347	2,328	691	557	535	545
<i>Imigran/Imitrex</i>	188	80	63	7	38	295	125	99	11	60
<i>Lamictal</i>	557	276	110	78	93	874	433	173	122	146
<i>Requip</i>	125	7	52	14	52	196	11	82	22	81
<i>Seroxat/Paxil</i>	285	-	53	79	153	447	-	83	124	240
<i>Wellbutrin</i>	97	16	51	30	-	152	25	80	47	-
Cardiovascular and urogenital	2,239	1,244	533	281	181	3,515	1,953	837	441	284
<i>Arixtra</i>	167	50	84	28	5	262	78	132	44	8
<i>Avodart</i>	857	312	273	104	168	1,345	490	428	163	264
<i>Coreg</i>	131	130	-	-	1	206	204	-	-	2
<i>Fraxiparine</i>	221	-	138	83	-	347	-	217	130	-
<i>Lovaza</i>	584	581	-	-	3	917	912	-	-	5
Metabolic	174	4	42	68	60	273	6	66	107	94
Anti-bacterials	1,239	27	393	750	69	1,945	42	617	1,178	108
<i>Augmentin</i>	630	1	203	393	33	989	2	318	617	52
Oncology and emesis	969	380	339	149	101	1,522	597	532	234	159
<i>Arzerra</i>	75	46	27	-	2	118	72	43	-	3
<i>Promacta</i>	186	73	55	22	36	292	115	86	34	57
<i>Tyverb/Tykerb</i>	207	55	82	47	23	325	86	129	74	36
<i>Votrient</i>	331	144	130	37	20	520	226	204	58	32
Dermatology	770	140	170	397	63	1,209	220	267	623	99
<i>Bactroban</i>	98	29	24	38	7	154	45	38	60	11
<i>Duac</i>	72	15	29	16	12	113	24	45	25	19
Rare diseases	495	113	129	48	205	777	177	203	75	322
<i>Volibris</i>	147	-	82	11	54	231	-	129	17	85
<i>Flolan</i>	103	25	18	-	60	162	39	29	-	94
Immuno-inflammation	161	148	8	1	4	253	232	13	2	6
<i>Benlysta</i>	146	134	8	1	3	229	210	12	2	5
Other pharmaceuticals	799	6	175	369	249	1,255	10	275	579	391
Vaccines	3,420	978	1,049	1,124	269	5,369	1,535	1,647	1,765	422
<i>Boostrix</i>	288	183	65	20	20	452	287	102	31	32
<i>Cervarix</i>	172	6	61	92	13	270	9	96	145	20
<i>Fluarix, FluLaval</i>	251	146	35	43	27	394	229	55	68	42
<i>Hepatitis</i>	629	263	198	123	45	988	413	311	193	71
<i>Infanrix, Pediarix</i>	862	271	398	132	61	1,353	425	625	207	96
<i>Rotarix</i>	375	108	59	164	44	589	170	93	257	69
<i>Synflorix</i>	405	-	48	350	7	636	-	75	550	11
	19,932	7,192	5,166	4,698	2,876	31,293	11,290	8,112	7,376	4,515
ViiV Healthcare (HIV)	1,386	552	526	171	137	2,176	867	826	268	215
<i>Combivir</i>	116	35	39	35	7	182	55	61	55	11
<i>Epivir</i>	43	10	16	11	6	68	16	25	17	10
<i>Epzicom/Kivexa</i>	763	269	328	78	88	1,198	422	515	123	138
<i>Selzentry</i>	143	58	63	6	16	225	91	99	10	25
<i>Trizivir</i>	97	58	32	4	3	152	91	50	6	5
	21,318					33,469				

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

Turnover

Pharmaceuticals – Three months ended 31 December 2013

	Total £m	USA £m	Europe £m	EMAP £m	ROW £m	Total \$m	USA \$m	Europe \$m	EMAP \$m	ROW \$m
Respiratory	1,982	975	483	238	286	3,223	1,584	787	387	465
<i>Avamys/Veramyst</i>	54	6	16	18	14	89	10	26	30	23
<i>Flixonase/Flonase</i>	25	4	7	10	4	41	6	12	16	7
<i>Flixotide/Flovent</i>	209	124	30	17	38	340	202	49	28	61
<i>Seretide/Advair</i>	1,398	741	368	119	170	2,272	1,204	599	193	276
<i>Serevent</i>	31	13	14	1	3	51	21	24	1	5
<i>Ventolin</i>	175	80	33	47	15	284	130	53	77	24
<i>Xyzal</i>	36	-	-	5	31	58	-	-	8	50
<i>Zyrtec</i>	20	-	-	11	9	32	-	-	17	15
Anti-virals	202	17	16	71	98	326	27	26	116	157
<i>Hepsera</i>	23	-	-	15	8	38	-	-	25	13
<i>Valtrex</i>	59	15	7	10	27	96	25	11	16	44
<i>Zovirax</i>	20	-	4	10	6	32	-	7	16	9
<i>Zeffix</i>	43	3	3	33	4	71	5	5	54	7
Central nervous system	384	116	86	90	92	625	189	140	146	150
<i>Imigran/Imitrex</i>	46	18	15	2	11	75	29	25	3	18
<i>Lamictal</i>	152	77	28	20	27	246	124	46	32	44
<i>Requip</i>	29	1	11	3	14	47	2	18	5	22
<i>Seroxat/Paxil</i>	69	-	12	19	38	112	-	19	31	62
<i>Wellbutrin</i>	26	6	14	8	(2)	42	9	23	13	(3)
Cardiovascular and urogenital	548	296	135	67	50	894	484	220	109	81
<i>Arixtra</i>	33	7	20	6	-	54	11	33	10	-
<i>Avodart</i>	226	80	72	27	47	367	130	117	44	76
<i>Coreg</i>	29	29	-	-	-	48	48	-	-	-
<i>Fraxiparine</i>	55	-	34	21	-	90	-	56	34	-
<i>Lovaza</i>	140	139	-	-	1	229	227	-	-	2
Metabolic	43	2	12	16	13	70	3	20	26	21
Anti-bacterials	309	6	102	184	17	503	9	166	301	27
<i>Augmentin</i>	165	1	53	101	10	268	2	86	164	16
Oncology and emesis	266	102	89	46	29	432	166	145	74	47
<i>Arzerra</i>	19	13	5	-	1	31	21	9	-	1
<i>Promacta</i>	52	19	16	6	11	84	31	26	9	18
<i>Tyverb/Tykerb</i>	49	11	19	14	5	80	18	31	23	8
<i>Votrient</i>	90	39	35	11	5	146	63	57	17	9
Dermatology	171	21	42	93	15	281	35	69	152	25
<i>Bactroban</i>	23	7	6	7	3	38	11	10	12	5
<i>Duac</i>	19	4	8	4	3	31	7	13	6	5
Rare diseases	130	27	34	14	55	211	44	56	22	89
<i>Volibris</i>	40	-	21	3	16	65	-	34	5	26
<i>Flolan</i>	23	6	4	-	13	38	10	7	-	21
Immuno-inflammation	46	41	2	-	3	75	67	4	-	4
<i>Benlysta</i>	37	33	2	-	2	60	54	3	-	3
Other pharmaceuticals	255	4	54	98	99	412	7	87	159	159
Vaccines	967	243	275	389	60	1,567	396	447	626	98
<i>Boostrix</i>	91	65	15	7	4	147	104	25	11	7
<i>Cervarix</i>	45	1	19	25	-	73	1	31	41	-
<i>Fluarix, FluLaval</i>	87	36	21	22	8	140	59	33	35	13
Hepatitis	152	55	52	34	11	249	91	85	55	18
<i>Infanrix, Pediarix</i>	208	61	101	32	14	339	99	165	52	23
<i>Rotarix</i>	100	24	15	46	15	163	40	25	74	24
<i>Synflorix</i>	161	-	12	147	2	258	-	19	236	3
	5,303	1,850	1,330	1,306	817	8,619	3,011	2,167	2,118	1,323
ViiV Healthcare (HIV)	385	171	135	41	38	624	276	220	66	62
<i>Combivir</i>	31	11	7	11	2	50	18	11	18	3
<i>Epivir</i>	9	3	4	2	-	15	5	6	3	1
<i>Epzicom/Kivexa</i>	211	80	88	18	25	342	129	143	30	40
<i>Selzentry</i>	37	14	17	1	5	61	23	28	2	8
<i>Trizivir</i>	26	16	7	1	2	42	26	11	1	4
	5,688					9,243				

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

Consumer Healthcare
Year ended 31 December 2013

	Total £m	Total \$m
Total wellness	1,935	3,038
Oral care	1,884	2,958
Nutrition	1,096	1,721
Skin health	272	427
	<u>5,187</u>	<u>8,144</u>

	Total £m	Total \$m
USA	951	1,493
Europe	1,819	2,856
Rest of World	2,417	3,795
	<u>5,187</u>	<u>8,144</u>

Consumer Healthcare
Three months ended 31 December 2013

	Total £m	Total \$m
Total wellness	469	766
Oral care	447	731
Nutrition	235	386
Skin health	67	109
	<u>1,218</u>	<u>1,992</u>

	Total £m	Total \$m
USA	242	394
Europe	435	711
Rest of World	541	887
	<u>1,218</u>	<u>1,992</u>

Balance sheet

	31 December 2013 £m	31 December 2013 \$m
ASSETS		
Non-current assets		
Property, plant and equipment	8,872	14,728
Goodwill	4,205	6,980
Other intangible assets	9,283	15,410
Investments in associates and joint ventures	323	536
Other investments	1,202	1,995
Deferred tax assets	2,084	3,459
Derivative financial instruments	1	2
Other non-current assets	889	1,476
Total non-current assets	26,859	44,586
Current assets		
Inventories	3,900	6,474
Current tax recoverable	129	214
Trade and other receivables	5,442	9,034
Derivative financial instruments	155	257
Liquid investments	66	110
Cash and cash equivalents	5,534	9,186
Assets held for sale	1	2
Total current assets	15,227	25,277
TOTAL ASSETS	42,086	69,863
LIABILITIES		
Current liabilities		
Short-term borrowings	(2,789)	(4,630)
Trade and other payables	(8,317)	(13,806)
Derivative financial instruments	(127)	(211)
Current tax payable	(1,452)	(2,410)
Short-term provisions	(992)	(1,647)
Total current liabilities	(13,677)	(22,704)
Non-current liabilities		
Long-term borrowings	(15,456)	(25,657)
Deferred tax liabilities	(693)	(1,150)
Pensions and other post-employment benefits	(2,189)	(3,634)
Other provisions	(552)	(916)
Derivative financial instruments	(3)	(5)
Other non-current liabilities	(1,704)	(2,829)
Total non-current liabilities	(20,597)	(34,191)
TOTAL LIABILITIES	(34,274)	(56,895)
NET ASSETS	7,812	12,968
EQUITY		
Share capital	1,336	2,218
Share premium account	2,595	4,308
Retained earnings	913	1,515
Other reserves	2,153	3,574
Shareholders' equity	6,997	11,615
Non-controlling interests	815	1,353
TOTAL EQUITY	7,812	12,968

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