

## Consumer Healthcare turnover

Year ended 31 December 2014

	Total		
	£m	CER%	AR%
<b>Turnover</b>			
Wellness	1,596	(7)	(14)
Oral health	1,797	4	(5)
Nutrition	633	10	1
Skin health	310	(11)	(18)
<b>Total</b>	<b>4,336</b>	<b>(1)</b>	<b>(9)</b>

	Total		
	£m	CER%	AR%
<b>Turnover</b>			
USA	836	(8)	(12)
Europe	1,242	(5)	(11)
ROW	2,258	4	(6)
<b>Total</b>	<b>4,336</b>	<b>(1)</b>	<b>(9)</b>

## Consumer Healthcare turnover

Three months ended 31 December 2014

	Total		
	£m	CER%	AR%
<b>Turnover</b>			
Wellness	420	(5)	(7)
Oral health	460	9	3
Nutrition	152	15	17
Skin health	84	(8)	(13)
<b>Total</b>	<b>1,116</b>	<b>2</b>	<b>(1)</b>

	Total		
	£m	CER%	AR%
<b>Turnover</b>			
USA	237	(4)	(2)
Europe	313	-	(8)
ROW	566	7	4
<b>Total</b>	<b>1,116</b>	<b>2</b>	<b>(1)</b>

**Pharmaceuticals and Vaccines turnover – Year ended 31 December 2014**

	Total			USA			Europe			Emerging Markets			Japan		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
<b>Respiratory</b>	<b>6,181</b>	<b>(10)</b>	<b>(15)</b>	<b>2,810</b>	<b>(18)</b>	<b>(22)</b>	<b>1,675</b>	<b>(3)</b>	<b>(7)</b>	<b>777</b>	<b>3</b>	<b>(7)</b>	<b>475</b>	<b>(2)</b>	<b>(14)</b>
<i>Avamys/Veramyst</i>	238	5	(4)	31	(21)	(26)	69	4	-	73	15	3	48	10	(2)
<i>Flixotide/Flovent</i>	702	(6)	(12)	432	(6)	(10)	102	(9)	(13)	55	9	(5)	28	(24)	(33)
<i>Relvar/Breo</i>	67	>100	>100	29	>100	>100	18	-	-	2	-	-	17	>100	>100
<i>Seretide/Advair</i>	4,229	(15)	(20)	1,972	(25)	(29)	1,330	(5)	(9)	400	3	(7)	228	(6)	(18)
<i>Ventolin</i>	665	11	4	328	18	13	124	2	(2)	165	8	(4)	7	(11)	(22)
Other	280	(3)	(13)	18	>100	>100	32	10	3	82	(18)	(24)	147	(3)	(16)
<b>Oncology</b>	<b>1,202</b>	<b>33</b>	<b>24</b>	<b>509</b>	<b>41</b>	<b>34</b>	<b>417</b>	<b>29</b>	<b>23</b>	<b>169</b>	<b>30</b>	<b>13</b>	<b>65</b>	<b>17</b>	<b>3</b>
<i>Arzerra</i>	54	(24)	(28)	28	(35)	(39)	23	(11)	(15)	1	-	-	3	>100	>100
<i>Mekinist</i>	68	>100	>100	67	>100	>100	-	-	-	-	-	-	-	-	-
<i>Promacta</i>	231	34	24	91	32	25	71	36	29	29	50	32	33	27	10
<i>Tafinlar</i>	135	>100	>100	58	>100	>100	67	>100	>100	-	-	-	-	-	-
<i>Tyverb/Tykerb</i>	171	(11)	(17)	45	(15)	(18)	67	(15)	(18)	47	13	-	8	(41)	(53)
<i>Votrient</i>	410	33	24	181	32	26	153	23	18	46	49	24	17	>100	89
Other	133	(1)	(8)	39	-	(5)	36	(10)	(12)	46	19	7	4	(33)	(33)
<b>Cardiovascular, metabolic and urology (CVMU)</b>	<b>965</b>	<b>(3)</b>	<b>(10)</b>	<b>364</b>	<b>(16)</b>	<b>(20)</b>	<b>293</b>	<b>-</b>	<b>(5)</b>	<b>145</b>	<b>20</b>	<b>7</b>	<b>114</b>	<b>14</b>	<b>-</b>
<i>Avodart</i>	805	1	(6)	258	(13)	(17)	280	8	3	113	20	9	114	14	-
Other	160	(21)	(26)	106	(23)	(26)	13	(63)	(63)	32	19	3	-	-	-
<b>Immuno-inflammation</b>	<b>214</b>	<b>40</b>	<b>33</b>	<b>196</b>	<b>39</b>	<b>32</b>	<b>12</b>	<b>63</b>	<b>50</b>	<b>3</b>	<b>&gt;100</b>	<b>&gt;100</b>	<b>-</b>	<b>-</b>	<b>-</b>
<i>Benlysta</i>	173	25	18	155	22	16	12	63	50	3	>100	>100	-	-	-
Other	41	>100	>100	41	>100	>100	-	-	-	-	-	-	-	-	-
<b>Other pharmaceuticals</b>	<b>2,407</b>	<b>(2)</b>	<b>(10)</b>	<b>171</b>	<b>(31)</b>	<b>(34)</b>	<b>660</b>	<b>(4)</b>	<b>(8)</b>	<b>1,053</b>	<b>5</b>	<b>(6)</b>	<b>256</b>	<b>1</b>	<b>(12)</b>
Dermatology	481	(18)	(24)	49	(56)	(57)	150	(8)	(12)	240	(9)	(17)	22	(7)	(21)
<i>Augmentin</i>	573	(2)	(9)	1	-	-	189	(2)	(7)	356	(1)	(9)	11	-	(15)
Other anti-bacterials	215	3	(4)	6	(14)	(14)	61	(3)	(8)	145	6	(2)	2	(33)	(33)
Rare diseases	417	(8)	(16)	67	(38)	(41)	134	9	4	40	(6)	(17)	157	(3)	(15)
Other	721	15	4	48	>100	92	126	(12)	(17)	272	30	11	64	16	2
<b>Innovative Pharmaceuticals</b>	<b>10,969</b>	<b>(3)</b>	<b>(10)</b>	<b>4,050</b>	<b>(12)</b>	<b>(16)</b>	<b>3,057</b>	<b>-</b>	<b>(4)</b>	<b>2,147</b>	<b>7</b>	<b>(4)</b>	<b>910</b>	<b>2</b>	<b>(11)</b>
<b>Vaccines</b>	<b>3,192</b>	<b>(1)</b>	<b>(7)</b>	<b>930</b>	<b>-</b>	<b>(5)</b>	<b>978</b>	<b>(2)</b>	<b>(7)</b>	<b>1,056</b>	<b>1</b>	<b>(6)</b>	<b>27</b>	<b>(14)</b>	<b>(25)</b>
<i>Boostrix</i>	317	16	10	163	(7)	(11)	78	26	20	55	>100	>100	-	-	-
<i>Cervarix</i>	118	(26)	(31)	5	(17)	(17)	48	(16)	(21)	63	(24)	(32)	-	(100)	(100)
<i>Fluarix, FluLaval</i>	215	(9)	(14)	142	2	(3)	22	(34)	(37)	30	(23)	(30)	-	-	-
Hepatitis	558	(6)	(11)	234	(6)	(11)	186	(2)	(6)	97	(15)	(21)	-	-	-
<i>Infanrix, Pediarix</i>	828	2	(4)	297	15	10	369	(3)	(7)	104	(12)	(21)	-	-	-
<i>Rotarix</i>	376	7	-	86	(16)	(20)	67	19	14	179	18	9	28	28	12
<i>Synflorix</i>	398	4	(2)	-	-	-	40	(13)	(17)	355	7	1	-	-	-
Other	382	(6)	(13)	3	>100	>100	168	(5)	(9)	173	(6)	(14)	(1)	<(100)	<(100)
<b>Innovative Pharmaceuticals and Vaccines</b>	<b>14,161</b>	<b>(3)</b>	<b>(9)</b>	<b>4,980</b>	<b>(10)</b>	<b>(14)</b>	<b>4,035</b>	<b>-</b>	<b>(5)</b>	<b>3,203</b>	<b>5</b>	<b>(5)</b>	<b>937</b>	<b>1</b>	<b>(11)</b>
<b>ViiV Healthcare (HIV)</b>	<b>1,498</b>	<b>15</b>	<b>8</b>	<b>670</b>	<b>28</b>	<b>21</b>	<b>534</b>	<b>6</b>	<b>2</b>	<b>142</b>	<b>(4)</b>	<b>(17)</b>	<b>63</b>	<b>35</b>	<b>18</b>
<i>Combivir</i>	59	(46)	(49)	11	(67)	(68)	18	(52)	(54)	25	(20)	(27)	2	(15)	(26)
<i>Epzicom/Kivexa</i>	768	8	1	274	7	2	335	7	2	71	7	(9)	36	14	-
<i>Lexiva/Agenerase</i>	87	(17)	(23)	45	(24)	(27)	20	(25)	(28)	18	22	1	2	(27)	(36)
<i>Selzentry</i>	136	-	(5)	53	(4)	(9)	58	(3)	(7)	7	37	16	2	(16)	(26)
<i>Tivicay</i>	282	>100	>100	200	>100	>100	56	>100	>100	1	-	-	14	-	-
<i>Trizivir</i>	36	(61)	(63)	10	(81)	(82)	22	(28)	(31)	1	(53)	(61)	-	-	-
Other	130	5	(4)	77	55	51	25	(30)	(32)	19	(33)	(37)	7	(22)	(22)
<b>Established products</b>	<b>3,011</b>	<b>(16)</b>	<b>(22)</b>	<b>854</b>	<b>(31)</b>	<b>(34)</b>	<b>601</b>	<b>(13)</b>	<b>(16)</b>	<b>1,050</b>	<b>(1)</b>	<b>(9)</b>	<b>444</b>	<b>(15)</b>	<b>(25)</b>
<i>Coreg</i>	124	(1)	(5)	123	(1)	(5)	-	-	-	-	-	-	-	-	-
<i>Hepsera</i>	85	(5)	(11)	-	-	-	-	-	-	64	(3)	(9)	20	(8)	(20)
<i>Imigran/Imitrex</i>	172	(4)	(9)	83	5	4	61	2	(3)	6	-	(14)	17	(21)	(29)
<i>Lamictal</i>	531	3	(5)	253	(4)	(8)	106	1	(4)	78	10	-	89	22	7
<i>Lovaza</i>	240	(57)	(59)	238	(57)	(59)	-	-	-	-	-	-	-	-	-
<i>Requip</i>	109	(4)	(13)	7	-	-	39	(19)	(25)	14	14	-	48	6	(6)
<i>Serevent</i>	108	(12)	(16)	43	(12)	(16)	48	(9)	(13)	3	(25)	(25)	9	(23)	(31)
<i>Seroxat/Paxil</i>	210	(19)	(26)	-	-	-	43	(15)	(19)	62	(13)	(22)	98	(19)	(29)
<i>Valtrex</i>	154	(24)	(31)	26	(40)	(42)	27	(3)	(7)	33	(3)	(18)	50	(45)	(53)
<i>Zeffix</i>	166	(3)	(9)	3	(77)	(77)	8	(25)	(33)	141	7	1	13	(13)	(19)
Other	1,112	(12)	(19)	78	(28)	(33)	269	(19)	(22)	649	(3)	(10)	100	(17)	(28)
	<b>18,670</b>	<b>(4)</b>	<b>(10)</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.

**Pharmaceuticals and Vaccines turnover – Three months ended 31 December 2014**

	Total			USA			Europe			Emerging Markets			Japan		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
<b>Respiratory</b>	<b>1,664</b>	<b>(11)</b>	<b>(13)</b>	<b>782</b>	<b>(20)</b>	<b>(18)</b>	<b>409</b>	<b>(5)</b>	<b>(10)</b>	<b>217</b>	<b>1</b>	<b>(4)</b>	<b>135</b>	<b>(2)</b>	<b>(11)</b>
<i>Avamys/Veramyst</i>	58	15	7	8	33	33	15	(6)	(6)	20	17	11	11	22	22
<i>Flixotide/Flovent</i>	189	(8)	(10)	113	(10)	(9)	27	(3)	(10)	16	6	(6)	7	(33)	(42)
<i>Relvar/Breo</i>	38	>100	>100	15	>100	>100	9	-	-	1	-	-	12	>100	>100
<i>Seretide/Advair</i>	1,119	(18)	(20)	548	(27)	(26)	316	(9)	(14)	111	(2)	(7)	62	(16)	(24)
<i>Ventolin</i>	181	5	3	87	5	9	34	9	3	47	6	-	2	(33)	(33)
Other	79	8	-	11	>100	>100	8	43	14	22	(15)	(15)	41	5	(5)
<b>Oncology</b>	<b>335</b>	<b>30</b>	<b>26</b>	<b>150</b>	<b>45</b>	<b>47</b>	<b>106</b>	<b>28</b>	<b>19</b>	<b>47</b>	<b>9</b>	<b>2</b>	<b>19</b>	<b>31</b>	<b>19</b>
<i>Arzerra</i>	12	(37)	(37)	6	(54)	(54)	6	20	20	1	-	-	1	-	-
<i>Mekinist</i>	21	>100	>100	21	>100	>100	-	-	-	-	-	-	-	-	-
<i>Promacta</i>	66	33	27	27	42	42	18	25	13	9	67	50	9	25	13
<i>Tafinlar</i>	43	>100	>100	18	>100	>100	21	>100	>100	-	-	-	-	-	-
<i>Tyverb/Tykerb</i>	42	(8)	(14)	12	9	9	14	(21)	26	13	-	(7)	2	(25)	(50)
<i>Votrient</i>	115	32	28	54	36	38	39	17	11	13	36	18	6	>100	>100
Other	36	(5)	(5)	12	71	71	8	(10)	(20)	11	(33)	(27)	1	(50)	(50)
<b>Cardiovascular, metabolic and urology (CVMU)</b>	<b>260</b>	<b>(5)</b>	<b>(8)</b>	<b>108</b>	<b>(8)</b>	<b>(7)</b>	<b>70</b>	<b>(7)</b>	<b>(14)</b>	<b>42</b>	<b>25</b>	<b>17</b>	<b>33</b>	<b>9</b>	<b>-</b>
<i>Avodart</i>	212	(3)	(6)	74	(8)	(8)	69	3	(4)	33	26	22	33	9	-
Other	48	(12)	(16)	34	(8)	(6)	1	(89)	(89)	9	22	-	-	-	-
<b>Immuno-inflammation</b>	<b>61</b>	<b>30</b>	<b>33</b>	<b>56</b>	<b>34</b>	<b>37</b>	<b>3</b>	<b>100</b>	<b>50</b>	<b>1</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<i>Benlysta</i>	49	32	32	44	30	33	3	100	50	1	-	-	-	-	-
Other	12	22	33	12	50	50	-	-	-	-	-	-	-	-	-
<b>Other pharmaceuticals</b>	<b>665</b>	<b>(8)</b>	<b>(12)</b>	<b>61</b>	<b>17</b>	<b>13</b>	<b>192</b>	<b>2</b>	<b>(4)</b>	<b>275</b>	<b>2</b>	<b>(4)</b>	<b>74</b>	<b>(24)</b>	<b>(31)</b>
Dermatology	123	(6)	(9)	13	8	8	36	(10)	(14)	63	(4)	(6)	5	(14)	(29)
<i>Augmentin</i>	137	(13)	(17)	-	-	-	46	(8)	(13)	85	(14)	(16)	3	-	(25)
Other anti-bacterials	59	7	4	2	-	-	16	(6)	(11)	41	17	14	1	(100)	-
Rare diseases	109	(11)	(16)	19	(30)	(30)	33	3	(3)	9	(29)	(36)	43	(4)	(12)
Other	237	(6)	(12)	27	>100	>100	61	21	17	77	30	15	22	(48)	(52)
<b>Innovative Pharmaceuticals</b>	<b>2,985</b>	<b>(6)</b>	<b>(9)</b>	<b>1,157</b>	<b>(10)</b>	<b>(9)</b>	<b>780</b>	<b>-</b>	<b>(5)</b>	<b>582</b>	<b>4</b>	<b>(2)</b>	<b>261</b>	<b>(7)</b>	<b>(15)</b>
<b>Vaccines</b>	<b>846</b>	<b>(9)</b>	<b>(13)</b>	<b>229</b>	<b>(9)</b>	<b>(6)</b>	<b>240</b>	<b>(7)</b>	<b>(13)</b>	<b>309</b>	<b>(16)</b>	<b>(21)</b>	<b>6</b>	<b>(25)</b>	<b>(25)</b>
<i>Boostrix</i>	57	(38)	(37)	29	(58)	(55)	14	7	(7)	9	29	29	-	-	-
<i>Cervarix</i>	31	(29)	(31)	1	-	-	12	(32)	(37)	17	(32)	(32)	-	100	100
<i>Fluarix, FluLaval</i>	78	(8)	(10)	46	28	28	7	(67)	(67)	8	(64)	(64)	-	-	-
Hepatitis	148	-	(3)	67	18	22	47	(8)	(10)	24	(29)	(29)	-	-	-
<i>Infanrix, Pediarix</i>	212	5	2	76	21	25	97	2	(4)	23	(22)	(28)	-	-	-
<i>Rotarix</i>	85	(14)	(15)	9	(67)	(63)	17	20	13	47	4	2	7	(13)	(13)
<i>Synflorix</i>	130	(14)	(19)	-	-	-	6	(50)	(50)	124	(10)	(16)	-	-	-
Other	105	(7)	(15)	1	-	-	40	13	-	57	(17)	(25)	(1)	<(100)	<(100)
<b>Innovative Pharmaceuticals and Vaccines</b>	<b>3,831</b>	<b>(7)</b>	<b>(10)</b>	<b>1,386</b>	<b>(10)</b>	<b>(8)</b>	<b>1,020</b>	<b>(1)</b>	<b>(7)</b>	<b>891</b>	<b>(4)</b>	<b>(9)</b>	<b>267</b>	<b>(7)</b>	<b>(16)</b>
<b>ViiV Healthcare (HIV)</b>	<b>462</b>	<b>25</b>	<b>20</b>	<b>231</b>	<b>35</b>	<b>35</b>	<b>148</b>	<b>17</b>	<b>10</b>	<b>40</b>	<b>12</b>	<b>(3)</b>	<b>20</b>	<b>53</b>	<b>38</b>
<i>Combivir</i>	15	(52)	(52)	3	(75)	(75)	3	(49)	(53)	7	(27)	(30)	-	(32)	(37)
<i>Epzicom/Kivexa</i>	205	1	(3)	77	(5)	(3)	86	5	(2)	18	15	(1)	10	15	5
<i>Lexiva/Agenerase</i>	23	(14)	(18)	12	(34)	(32)	4	(25)	(31)	6	>100	76	1	(48)	(51)
<i>Selzentry</i>	35	(3)	(5)	15	3	5	13	(12)	(18)	2	>100	>100	-	(25)	(31)
<i>Tivicay</i>	109	>100	>100	73	>100	>100	24	>100	>100	1	-	-	6	-	-
<i>Trizivir</i>	9	(65)	(65)	3	(79)	(79)	4	(36)	(40)	-	-	-	-	-	-
Other	66	92	78	48	>100	>100	14	21	35	6	(25)	(25)	3	(50)	(50)
<b>Established products</b>	<b>777</b>	<b>(16)</b>	<b>(18)</b>	<b>228</b>	<b>(30)</b>	<b>(29)</b>	<b>144</b>	<b>(13)</b>	<b>(18)</b>	<b>270</b>	<b>1</b>	<b>(2)</b>	<b>115</b>	<b>(17)</b>	<b>(23)</b>
<i>Coreg</i>	36	21	24	35	21	21	-	-	-	-	-	-	-	-	-
<i>Hepsera</i>	22	(4)	(4)	-	-	-	-	-	-	17	13	13	5	(17)	(17)
<i>Imigran/Imitrex</i>	44	-	(4)	22	17	22	15	7	-	1	-	(50)	5	(17)	(17)
<i>Lamictal</i>	149	2	(2)	73	(5)	(5)	27	-	(4)	23	20	15	27	26	17
<i>Lovaza</i>	55	(62)	(14)	54	(63)	(61)	-	-	-	-	-	-	-	-	-
<i>Requip</i>	28	7	(3)	2	-	100	7	(18)	(36)	4	67	33	14	7	-
<i>Serevent</i>	28	(10)	(10)	13	-	-	11	(21)	(21)	1	-	-	2	(33)	(33)
<i>Seroxat/Paxil</i>	55	(17)	(20)	-	-	-	12	8	-	15	(16)	(21)	25	(20)	(29)
<i>Valtrex</i>	44	(19)	(25)	7	(60)	(53)	6	-	(14)	8	-	(20)	12	(46)	(54)
<i>Zeffix</i>	39	(12)	(9)	1	(100)	(67)	2	(33)	(33)	33	-	-	4	(25)	-
Other	277	(12)	(15)	21	(12)	(19)	64	(21)	(26)	168	(2)	(2)	21	(27)	(36)
	<b>5,070</b>	<b>(6)</b>	<b>(9)</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.