

## Consumer Healthcare turnover

Three months ended 30 September 2016

	Total		
	£m	CER%	AR%
<b>Turnover</b>			
Wellness	964	5	19
Oral health	570	8	23
Nutrition	187	(1)	9
Skin health	147	(2)	11
Total	<u>1,868</u>	<u>5</u>	<u>18</u>

	Total		
	£m	CER%	AR%
<b>Turnover</b>			
US	425	2	18
Europe	578	5	19
International	865	5	18
Total	<u>1,868</u>	<u>5</u>	<u>18</u>

Nine months ended 30 September 2016

	Total		
	£m	CER%	AR%
<b>Turnover</b>			
Wellness	2,734	20	27
Oral health	1,629	8	15
Nutrition	524	(3)	1
Skin health	432	4	9
Total	<u>5,319</u>	<u>12</u>	<u>19</u>

	Total		
	£m	CER%	AR%
<b>Turnover</b>			
US	1,294	12	23
Europe	1,626	15	23
International	2,399	10	14
Total	<u>5,319</u>	<u>12</u>	<u>19</u>

**Pharmaceuticals turnover – three months ended 30 September 2016**

	Total			US			Europe			International		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
<b>Respiratory</b>	<b>1,589</b>	<b>8</b>	<b>25</b>	<b>806</b>	<b>14</b>	<b>31</b>	<b>328</b>	<b>(9)</b>	<b>5</b>	<b>455</b>	<b>11</b>	<b>32</b>
<i>Anoro Ellipta</i>	53	>100	>100	36	>100	>100	10	100	100	7	33	>100
<i>Arnuity Ellipta</i>	3	>100	>100	3	>100	>100	-	-	-	-	-	-
<i>Avamys/Veramyst</i>	64	20	39	6	-	20	16	17	33	42	24	45
<i>Flixotide/Flovent</i>	158	(5)	10	99	(4)	9	20	(5)	5	39	(6)	15
<i>Incruse Ellipta</i>	26	>100	>100	18	>100	>100	6	>100	>100	2	>100	>100
<i>Nucala</i>	31	>100	>100	21	-	-	7	>100	>100	3	>100	>100
<i>Relvar/Breo Ellipta</i>	156	>100	>100	85	>100	>100	35	50	75	36	76	>100
<i>Seretide/Advair</i>	857	(7)	8	447	(2)	13	195	(24)	(13)	215	5	24
<i>Ventolin</i>	182	5	20	93	4	19	30	4	15	59	8	23
Other	59	(4)	27	(2)	-	-	9	(9)	41	52	3	34
<b>Cardiovascular, metabolic and urology (CVMU)</b>	<b>206</b>	<b>(22)</b>	<b>(8)</b>	<b>54</b>	<b>(47)</b>	<b>(38)</b>	<b>83</b>	<b>4</b>	<b>24</b>	<b>69</b>	<b>(17)</b>	<b>(3)</b>
<i>Avodart</i>	161	(24)	(9)	10	(84)	(80)	81	5	23	70	(7)	15
<i>Eperzan/Tanzeum</i>	29	>100	>100	28	>100	>100	1	-	-	-	-	-
Other	16	(58)	(58)	16	(54)	(43)	1	-	-	(1)	(67)	(100)
<b>Immuno-inflammation</b>	<b>85</b>	<b>4</b>	<b>18</b>	<b>77</b>	<b>2</b>	<b>17</b>	<b>5</b>	<b>25</b>	<b>25</b>	<b>3</b>	<b>50</b>	<b>50</b>
<i>Benlysta</i>	74	10	25	66	8	25	5	25	25	3	50	50
Other	11	(23)	(15)	11	(23)	(15)	-	-	-	-	-	-
<b>Other pharmaceuticals</b>	<b>564</b>	<b>(7)</b>	<b>6</b>	<b>23</b>	<b>(50)</b>	<b>(45)</b>	<b>166</b>	<b>7</b>	<b>22</b>	<b>375</b>	<b>(8)</b>	<b>5</b>
Dermatology	96	(10)	2	5	(33)	(17)	36	(3)	13	55	(11)	(2)
<i>Augmentin</i>	144	10	24	-	-	-	41	(5)	11	103	18	30
Other anti-bacterials	39	(27)	(13)	1	-	-	11	(10)	10	27	(29)	(21)
Rare diseases	108	(1)	19	12	(14)	(14)	35	7	21	61	(2)	27
Oncology	28	>100	>100	-	-	-	-	-	-	28	>100	>100
Other	149	(26)	(15)	5	(75)	(75)	43	47	58	101	(33)	(22)
<b>Established Products</b>	<b>677</b>	<b>(3)</b>	<b>10</b>	<b>186</b>	<b>3</b>	<b>16</b>	<b>129</b>	<b>(1)</b>	<b>12</b>	<b>362</b>	<b>(7)</b>	<b>7</b>
<i>Coreg</i>	32	(18)	(3)	32	(18)	(3)	-	-	-	-	-	-
<i>Hepsera</i>	18	23	38	-	-	-	-	-	-	18	23	38
<i>Imigran/Imitrex</i>	51	31	42	27	67	80	16	7	14	8	-	14
<i>Lamictal</i>	157	4	18	78	5	18	29	-	16	50	5	19
<i>Lovaza</i>	12	(42)	(37)	12	(42)	(37)	-	-	-	-	-	-
<i>Requip</i>	30	9	30	3	100	50	7	-	17	20	-	33
<i>Serevent</i>	25	5	25	13	22	44	8	-	-	4	(33)	33
<i>Seroxat/Paxil</i>	57	14	33	7	-	-	10	(11)	11	40	3	18
<i>Valtrex</i>	30	(42)	(30)	3	(60)	(40)	7	40	40	20	(52)	(39)
<i>Zeffix</i>	32	(12)	(3)	-	-	-	2	-	-	30	(10)	-
Other	233	(6)	7	11	-	10	50	(7)	9	172	(6)	6
<b>HIV</b>	<b>940</b>	<b>32</b>	<b>51</b>	<b>562</b>	<b>37</b>	<b>57</b>	<b>273</b>	<b>28</b>	<b>48</b>	<b>105</b>	<b>11</b>	<b>32</b>
<i>Combivir</i>	7	(14)	-	1	(50)	(45)	2	(34)	(22)	4	37	62
<i>Epzicom/Kivexa</i>	143	(30)	(18)	49	(40)	(31)	64	(22)	(9)	30	(24)	(12)
<i>Lexiva/Telzir</i>	12	(39)	(33)	7	(41)	(32)	2	(43)	(33)	3	(31)	(36)
<i>Selzentry</i>	32	(15)	(3)	17	-	15	10	(26)	(13)	5	(31)	(25)
<i>Tivicay</i>	250	39	59	165	36	55	61	40	63	24	58	82
<i>Triumeq</i>	468	94	>100	311	93	>100	118	89	>100	39	>100	>100
<i>Trizivir</i>	4	(33)	(33)	2	(60)	(54)	3	(27)	(14)	(1)	-	-
Other	24	24	59	10	(2)	12	13	>100	>100	1	-	-
<b>Pharmaceuticals</b>	<b>4,061</b>	<b>6</b>	<b>22</b>	<b>1,708</b>	<b>13</b>	<b>29</b>	<b>984</b>	<b>5</b>	<b>20</b>	<b>1,369</b>	<b>(1)</b>	<b>15</b>

**Vaccines turnover – three months ended 30 September 2016**

	Total			US			Europe			International		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
<i>Rotarix</i>	146	5	22	37	(35)	(24)	18	-	12	91	42	65
<i>Synflorix</i>	154	23	43	-	-	-	13	(15)	-	141	28	48
<i>Fluarix, FluLaval</i>	325	55	71	282	56	73	18	31	38	25	57	79
<i>Bexsero</i>	133	>100	>100	53	>100	>100	69	>100	>100	11	>100	>100
<i>Menveo</i>	63	(31)	(22)	46	(20)	(10)	4	(79)	(71)	13	(25)	(19)
<i>Boostrix</i>	159	34	51	87	16	30	39	22	44	33	>100	>100
<i>Infanrix, Pediarix</i>	222	(1)	14	100	10	23	99	2	18	23	(40)	(23)
Hepatitis	179	11	26	100	6	20	51	25	42	28	9	22
<i>Priorix, Priorix Tetra, Varilrix</i>	75	(2)	15	-	-	-	38	(10)	6	37	9	26
<i>Cervarix</i>	24	(12)	(4)	-	-	-	8	(13)	-	16	(6)	-
Other	133	8	22	20	(14)	(9)	32	(13)	(3)	81	31	51
<b>Vaccines</b>	<b>1,613</b>	<b>20</b>	<b>37</b>	<b>725</b>	<b>23</b>	<b>38</b>	<b>389</b>	<b>10</b>	<b>26</b>	<b>499</b>	<b>25</b>	<b>44</b>

**Pharmaceuticals turnover – nine months ended 30 September 2016**

	Total			US			Europe			International		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
<b>Respiratory</b>	<b>4,592</b>	<b>2</b>	<b>11</b>	<b>2,253</b>	<b>8</b>	<b>18</b>	<b>1,023</b>	<b>(11)</b>	<b>(5)</b>	<b>1,316</b>	<b>4</b>	<b>12</b>
<i>Anoro Ellipta</i>	132	>100	>100	90	>100	>100	26	>100	>100	16	>100	>100
<i>Arnuity Ellipta</i>	9	>100	>100	9	>100	>100	-	-	-	-	-	-
<i>Avamys/Veramyst</i>	207	9	18	18	(11)	-	56	2	10	133	16	24
<i>Flixotide/Flovent</i>	447	(10)	(2)	263	(13)	(4)	67	(9)	(1)	117	(3)	3
<i>Incruse Ellipta</i>	76	>100	>100	58	>100	>100	15	>100	>100	3	>100	>100
<i>Nucala</i>	58	>100	>100	41	-	-	14	>100	>100	3	-	-
<i>Relvar/Breo Ellipta</i>	413	>100	>100	222	>100	>100	98	64	78	93	91	>100
<i>Seretide/Advair</i>	2,510	(13)	(5)	1,273	(9)	-	634	(24)	(19)	603	(6)	1
<i>Ventolin</i>	540	7	14	280	8	18	91	-	6	169	9	13
Other	200	(2)	14	(1)	(100)	>100	22	2	7	179	(2)	15
<b>Cardiovascular, metabolic and urology (CVMU)</b>	<b>626</b>	<b>(16)</b>	<b>(9)</b>	<b>214</b>	<b>(28)</b>	<b>(21)</b>	<b>239</b>	<b>9</b>	<b>19</b>	<b>173</b>	<b>(25)</b>	<b>(18)</b>
<i>Avodart</i>	471	(21)	(14)	63	(67)	(63)	235	9	19	173	(11)	(3)
<i>Eperzan/Tanzeum</i>	83	>100	>100	81	>100	>100	2	<(100)	<(100)	-	-	-
Other	72	(42)	(37)	70	(18)	(10)	2	(33)	(33)	-	-	-
<b>Immuno-inflammation</b>	<b>228</b>	<b>11</b>	<b>21</b>	<b>207</b>	<b>9</b>	<b>20</b>	<b>15</b>	<b>27</b>	<b>36</b>	<b>6</b>	<b>20</b>	<b>20</b>
<i>Benlysta</i>	217	19	31	196	19	31	15	27	36	6	20	20
Other	11	(55)	(50)	11	(55)	(50)	-	-	-	-	-	-
<b>Other pharmaceuticals</b>	<b>1,661</b>	<b>(14)</b>	<b>(9)</b>	<b>67</b>	<b>(73)</b>	<b>(72)</b>	<b>458</b>	<b>(13)</b>	<b>(6)</b>	<b>1,136</b>	<b>(2)</b>	<b>3</b>
Dermatology	280	(14)	(9)	12	(61)	(57)	107	(3)	4	161	(13)	(9)
<i>Augmentin</i>	417	(1)	5	-	-	-	128	(6)	2	289	2	5
Other anti-bacterials	130	(8)	(3)	3	(50)	(25)	37	(11)	(3)	90	(5)	(2)
Rare diseases	306	(1)	11	35	(11)	(5)	101	3	11	170	(1)	15
Oncology	123	(51)	(50)	-	-	-	-	-	-	123	42	45
Other	405	(17)	(13)	17	(77)	(77)	85	30	39	303	(12)	(8)
<b>Established Products</b>	<b>1,888</b>	<b>(9)</b>	<b>(2)</b>	<b>518</b>	<b>(3)</b>	<b>5</b>	<b>377</b>	<b>(4)</b>	<b>2</b>	<b>993</b>	<b>(13)</b>	<b>(6)</b>
<i>Coreg</i>	94	(4)	6	94	(4)	6	-	-	-	-	-	-
<i>Hepsera</i>	49	(15)	(8)	-	-	-	-	-	-	49	(15)	(8)
<i>Imigran/Imitrex</i>	128	1	7	62	(2)	3	46	7	15	20	(5)	-
<i>Lamictal</i>	447	5	14	226	5	15	79	3	11	142	6	14
<i>Lovaza</i>	35	(55)	(51)	35	(55)	(51)	-	-	-	-	-	-
<i>Requip</i>	85	12	25	11	>100	>100	22	-	10	52	2	16
<i>Serevent</i>	69	(6)	3	33	-	10	26	(7)	(4)	10	(20)	-
<i>Seroxat/Paxil</i>	153	8	19	14	(100)	(100)	30	4	15	109	(10)	(1)
<i>Valtrex</i>	87	(40)	(34)	12	(31)	(25)	19	-	6	56	(49)	(42)
<i>Zeffix</i>	91	(18)	(13)	1	(50)	(50)	5	-	-	85	(18)	(13)
Other	650	(11)	(6)	30	(13)	(3)	150	(12)	(7)	470	(11)	(6)
<b>HIV</b>	<b>2,534</b>	<b>43</b>	<b>56</b>	<b>1,498</b>	<b>52</b>	<b>67</b>	<b>750</b>	<b>35</b>	<b>47</b>	<b>286</b>	<b>21</b>	<b>30</b>
<i>Combivir</i>	17	(38)	(35)	2	(78)	(76)	5	(37)	(31)	10	(9)	(5)
<i>Epzicom/Kivexa</i>	454	(22)	(15)	160	(26)	(18)	203	(19)	(13)	91	(21)	(16)
<i>Lexiva/Telzir</i>	40	(27)	(23)	22	(32)	(26)	6	(41)	(36)	12	(3)	(8)
<i>Selzentry</i>	92	(10)	(2)	47	(1)	9	33	(18)	(12)	12	(14)	(11)
<i>Tivicay</i>	663	46	60	437	46	61	165	47	60	61	45	57
<i>Triumeq</i>	1,205	>100	>100	797	>100	>100	312	>100	>100	96	>100	>100
<i>Trizivir</i>	13	(40)	(35)	4	(54)	(49)	8	(33)	(27)	1	(21)	(19)
Other	50	5	14	29	(2)	8	18	>100	>100	3	(72)	(72)
<b>Pharmaceuticals</b>	<b>11,529</b>	<b>2</b>	<b>11</b>	<b>4,757</b>	<b>9</b>	<b>20</b>	<b>2,862</b>	<b>-</b>	<b>8</b>	<b>3,910</b>	<b>(3)</b>	<b>4</b>

**Vaccines turnover – nine months ended 30 September 2016**

	Total			US			Europe			International		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
<i>Rotarix</i>	363	4	14	97	(21)	(13)	53	4	10	213	21	33
<i>Synflorix</i>	382	43	56	-	-	-	35	7	17	347	48	61
<i>Fluarix, FluLaval</i>	351	60	75	282	57	74	18	31	38	51	88	96
<i>Bexsero</i>	292	>100	>100	100	>100	>100	170	>100	>100	22	>100	>100
<i>Menveo</i>	152	6	13	102	12	23	22	(9)	-	28	-	(7)
<i>Boostrix</i>	343	18	28	178	4	14	106	29	41	59	56	64
<i>Infanrix, Pediarix</i>	550	(11)	(3)	231	(2)	8	254	(3)	5	65	(46)	(42)
Hepatitis	445	1	10	218	(3)	6	149	22	31	78	(14)	(10)
<i>Priorix, Priorix Tetra, Varilrix</i>	217	12	21	-	-	-	116	8	18	101	18	25
<i>Cervarix</i>	58	(21)	(18)	1	(67)	(67)	23	(22)	(15)	34	(17)	(17)
Other	302	24	34	36	(13)	(5)	107	30	36	159	34	47
<b>Vaccines</b>	<b>3,455</b>	<b>18</b>	<b>28</b>	<b>1,245</b>	<b>15</b>	<b>27</b>	<b>1,053</b>	<b>21</b>	<b>31</b>	<b>1,157</b>	<b>19</b>	<b>28</b>