### Income statement

**Year ended 31 December 2017**

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<tr>
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<th>Total £m</th>
<th>Total $m</th>
</tr>
</thead>
<tbody>
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<td><strong>TURNOVER</strong></td>
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</tr>
<tr>
<td>Cost of sales</td>
<td>(10,342)</td>
<td>(13,445)</td>
</tr>
<tr>
<td>Gross profit</td>
<td>19,844</td>
<td>25,797</td>
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<tr>
<td>Selling, general and administration</td>
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<td>(12,574)</td>
</tr>
<tr>
<td>Research and development</td>
<td>(4,476)</td>
<td>(5,819)</td>
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<tr>
<td>Royalty income</td>
<td>356</td>
<td>463</td>
</tr>
<tr>
<td>Other operating income/(expense)</td>
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<td>(2,554)</td>
</tr>
<tr>
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<td>5,313</td>
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<tr>
<td>Finance expense</td>
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<td>(954)</td>
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<tr>
<td>Profit on disposal of interest in associates</td>
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<td>122</td>
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<tr>
<td>Share of after tax profits of joint ventures and associates</td>
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<td>17</td>
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<tr>
<td><strong>PROFIT BEFORE TAXATION</strong></td>
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<tr>
<td>Taxation</td>
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<td>(1,763)</td>
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<tr>
<td>Profit attributable to shareholders</td>
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<td><strong>EARNINGS PER SHARE</strong></td>
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<tr>
<td>Diluted earnings per share</td>
<td>31.0p</td>
<td>40.3¢</td>
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US dollar amounts shown above are a convenience translation of the sterling amounts. US dollar results for the year ended 31 December 2017 are calculated using average rates for the year. US dollar results for the three months ended 31 December 2017 are calculated as the difference between these full year results translated into US dollars and US dollar results previously published for the nine months ended 30 September 2017.
### Income statement

**Three months ended 31 December 2017**

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<tr>
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<tr>
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<td>Research and development</td>
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<td>(1,637)</td>
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<td>Royalty income</td>
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<td>(211)</td>
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<tr>
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<tr>
<td>Share of after tax profits of joint ventures and associates</td>
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<tr>
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<tr>
<td></td>
<td>(363)</td>
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<tr>
<td>Diluted loss per share</td>
<td>(11.2)p</td>
<td>(15.2)¢</td>
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US dollar amounts shown above are a convenience translation of the sterling amounts. US dollar results for the year ended 31 December 2017 are calculated using average rates for the year. US dollar results for the three months ended 31 December 2017 are calculated as the difference between these full year results translated into US dollars and US dollar results previously published for the nine months ended 30 September 2017.
Pharmaceuticals turnover - year ended 31 December 2017

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Pharmaceuticals turnover – three months ended 31 December 2017

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<td>1,472</td>
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### Vaccines turnover - year ended 31 December 2017

<table>
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<tr>
<th></th>
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<th>Europe $m</th>
<th>International $m</th>
<th>Total $m</th>
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### Vaccines turnover - three months ended 31 December 2017

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<th>Europe $m</th>
<th>International $m</th>
<th>Total $m</th>
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<tr>
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### Consumer Healthcare turnover - year ended 31 December 2017

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<th>Total $m</th>
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<td>4,001</td>
<td>5,201</td>
</tr>
<tr>
<td>Oral health</td>
<td>2,466</td>
<td>3,206</td>
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<tr>
<td>Nutrition</td>
<td>680</td>
<td>884</td>
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<tr>
<td>Skin health</td>
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<td>784</td>
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<tr>
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<td><strong>7,750</strong></td>
<td><strong>10,075</strong></td>
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### Consumer Healthcare turnover - three months ended 31 December 2017

<table>
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<th>Total $m</th>
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<tr>
<td>Wellness</td>
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<tr>
<td>Oral health</td>
<td>602</td>
<td>820</td>
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<tr>
<td>Nutrition</td>
<td>163</td>
<td>222</td>
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<tr>
<td>Skin health</td>
<td>134</td>
<td>184</td>
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<tr>
<td></td>
<td><strong>1,891</strong></td>
<td><strong>2,576</strong></td>
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</table>

<table>
<thead>
<tr>
<th></th>
<th>Total £m</th>
<th>Total $m</th>
</tr>
</thead>
<tbody>
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<tr>
<td>Europe</td>
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<tr>
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## Balance sheet

### ASSETS

#### Non-current assets

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<tr>
<th>Item</th>
<th>£m 2017</th>
<th>£m 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Property, plant and equipment</td>
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<td>Goodwill</td>
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<td>Other intangible assets</td>
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<td>23,709</td>
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<td>Investments in associates and joint ventures</td>
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<td>Other investments</td>
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<td>Deferred tax assets</td>
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<td>Other non-current assets</td>
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**Total non-current assets**

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#### Current assets

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<td>Current tax recoverable</td>
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<td>Trade and other receivables</td>
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<tr>
<td>Derivative financial instruments</td>
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<td>92</td>
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<td>Liquid investments</td>
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<td>Cash and cash equivalents</td>
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**Total current assets**

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<th>£m 2017</th>
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**TOTAL ASSETS**

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### LIABILITIES

#### Current liabilities

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<tr>
<td>Short-term borrowings</td>
<td>(2,825)</td>
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<tr>
<td>Contingent consideration liabilities</td>
<td>(1,076)</td>
<td>(1,453)</td>
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<tr>
<td>Trade and other payables</td>
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<tr>
<td>Derivative financial instruments</td>
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<tr>
<td>Current tax payable</td>
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<td>Short-term provisions</td>
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**Total current liabilities**

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<tr>
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<td>(26,569)</td>
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#### Non-current liabilities

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<td>(19,256)</td>
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<td>Corporation tax payable</td>
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<td>(1,885)</td>
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<td>(4,778)</td>
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<td>Other provisions</td>
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<tr>
<td>Contingent consideration liabilities</td>
<td>(5,096)</td>
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<tr>
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<td>(1,324)</td>
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**Total non-current liabilities**

<table>
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<th>£m 2017</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>(26,323)</td>
<td>(35,536)</td>
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**TOTAL LIABILITIES**

<table>
<thead>
<tr>
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<th>£m 2017</th>
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<tbody>
<tr>
<td></td>
<td>(52,892)</td>
<td>(71,404)</td>
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**NET ASSETS**

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### EQUITY

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<td>Shareholders' equity</td>
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**Non-controlling interests**

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**TOTAL EQUITY**

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<th>£m 2017</th>
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<tbody>
<tr>
<td></td>
<td>3,489</td>
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</table>

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