

# Q3 2016 performance



## GSK Group

Sales

+8%\*

Core operating profit

+13%\*

Core EPS

+12%\*



Cost savings

~£200 million

## Sales growth across three global businesses

Pharma

+6%\*

Driven by new HIV and Respiratory medicines



Vaccines

+20%\*

Strong sales of flu vaccines and Bexsero



Consumer

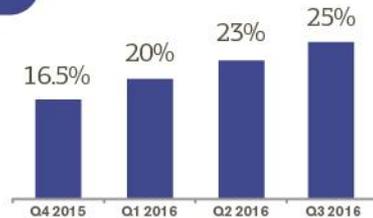
+5%\*

Strong performances from Sensodyne, Voltaren and Otrivin



## New Pharma products

Sales now represent  
**25%**  
of total pharma sales



## Pharma and Vaccines R&D pipeline

**3 of 4**

filings targeted for H2 2016 completed

**4 Phase III**

trial starts expected in Q4

## Innovation continues in core therapeutic areas



Respiratory



HIV



Vaccines



Oncology



Immuno-inflammation



Rare Diseases

Key data expected on **20-30** potential assets by end 2018

\*Q3 growth rates at Constant Exchange Rates (CER)

See [press release](#) on [gsk.com](#) for details on Q3 2016  
Please read this cautionary statement regarding [forward-looking statements](#)