

GSK full year 2016 results



GSK Group

Sales

£27.9bn | +6%*
+5% pro-forma

Core EPS

102.4p | +12%*

Cost savings

£1.4bn

Total annual cost saving now £3 billion**

Sales growth across three global businesses

Pharma

+3%* | £16.1bn
+4% pro-forma

Driven by new HIV and Respiratory medicines



Vaccines

+14%* | £4.6bn
+12% pro-forma

Strong sales of flu and meningitis vaccines



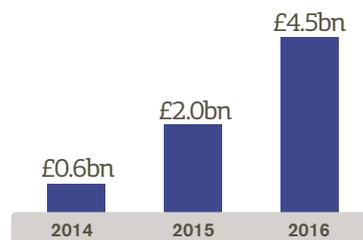
Consumer

+9%* | £7.2bn
+5% pro-forma

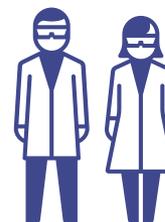
Strong performances from *Sensodyne*, *Voltaren* and *Panadol*



New Pharma and Vaccine product sales*



*11 new products defined as:
Breo, Anoro, Incruse, Arnuity, Nucala, Tanzeum, Tivicay, Triumeq, Menveo, Bexsero, Shingrix.



New Pharma product sales represented

24%

of total Pharma sales in 2016

Pharma and Vaccines R&D pipeline



4 assets filed in H2 2016



Expect key data on between 20-30 assets by end 2018

*Full-year growth rates at Constant Exchange Rates (CER)

**Includes £0.2 billion currency benefit

See [press release](http://www.gsk.com) on www.gsk.com for details on full-year 2016
Please read this cautionary statement regarding [forward-looking statements](#)