

Income statement

Year ended 31 December 2012

	Total £m	Total \$m
TURNOVER	26,431	42,025
Cost of sales	(7,894)	(12,551)
Gross profit	18,537	29,474
Selling, general and administration	(8,739)	(13,895)
Research and development	(3,968)	(6,309)
Royalty income	306	486
Other operating income	1,256	1,997
OPERATING PROFIT	7,392	11,753
Finance income	79	126
Finance expense	(808)	(1,285)
Share of after tax profits of associates and joint ventures	29	46
PROFIT BEFORE TAXATION	6,692	10,640
Taxation	(1,948)	(3,097)
PROFIT AFTER TAXATION FOR THE YEAR	4,744	7,543
Profit attributable to non-controlling interests	179	285
Profit attributable to shareholders	4,565	7,258
	4,744	7,543
EARNINGS PER SHARE	92.9p	147.7¢
Diluted earnings per share	91.5p	145.5¢

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

Income statement

Three months ended 31 December 2012

	Total £m	Total \$m
TURNOVER	6,802	11,011
Cost of sales	(2,011)	(3,256)
Gross profit	4,791	7,755
Selling, general and administration	(2,198)	(3,560)
Research and development	(1,141)	(1,842)
Royalty income	76	123
Other operating income	412	663
OPERATING PROFIT	1,940	3,139
Finance income	25	40
Finance expense	(224)	(362)
Share of after tax profits of associates and joint ventures	10	16
PROFIT BEFORE TAXATION	1,751	2,833
Taxation	(912)	(1,460)
PROFIT AFTER TAXATION FOR THE PERIOD	839	1,373
Profit attributable to non-controlling interests	(25)	(37)
Profit attributable to shareholders	864	1,410
	839	1,373
EARNINGS PER SHARE	17.8p	28.8¢
Diluted earnings per share	17.6p	28.5¢

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

Turnover

Pharmaceuticals – Year ended 31 December 2012

	Total £m	USA £m	Europe £m	EMAP £m	ROW £m	Total \$m	USA \$m	Europe \$m	EMAP \$m	ROW \$m
Respiratory	7,291	3,388	1,906	858	1,139	11,593	5,387	3,031	1,364	1,811
<i>Avamys/Veramyst</i>	246	59	62	63	62	391	94	99	100	98
<i>Flixonase/Flonase</i>	133	14	32	57	30	211	22	51	90	48
<i>Flixotide/Flovent</i>	779	448	122	55	154	1,239	712	194	88	245
<i>Seretide/Advair</i>	5,046	2,533	1,447	417	649	8,023	4,027	2,301	663	1,032
<i>Serevent</i>	145	51	64	3	27	231	81	102	5	43
<i>Ventolin</i>	631	277	126	171	57	1,003	440	200	272	91
<i>Xyzal</i>	129	-	-	16	113	205	-	-	25	180
<i>Zyrtec</i>	81	-	-	36	45	129	-	-	57	72
Anti-virals	753	57	74	360	262	1,197	91	118	572	416
<i>Hepsera</i>	126	-	-	95	31	200	-	-	151	49
<i>Zovirax</i>	89	3	21	35	30	142	5	33	56	48
<i>Valtrex</i>	252	35	33	37	147	401	56	52	59	234
<i>Zeffix</i>	243	15	16	188	24	386	24	25	299	38
Central nervous system	1,670	510	386	329	445	2,655	811	614	523	707
<i>Imigran/Imitrex</i>	190	72	67	7	44	302	114	107	11	70
<i>Lamictal</i>	610	332	112	75	91	970	528	178	119	145
<i>Requip</i>	164	19	76	14	55	261	30	121	22	88
<i>Seroxat/Paxil</i>	374	(1)	57	84	234	595	(2)	91	134	372
<i>Treximet</i>	49	49	-	-	-	78	78	-	-	-
<i>Wellbutrin</i>	84	12	44	28	-	134	19	70	45	-
Cardiovascular and urogenital	2,431	1,461	504	292	174	3,865	2,323	801	464	277
<i>Arixtra</i>	195	68	91	28	8	310	108	145	44	13
<i>Avodart</i>	790	317	228	84	161	1,256	504	362	134	256
<i>Coreg</i>	133	132	-	-	1	211	210	-	-	1
<i>Fraxiparine</i>	233	-	145	87	1	370	-	230	138	2
<i>Lovaza</i>	607	604	-	-	3	965	960	-	-	5
<i>Vesicare</i>	175	174	-	1	-	278	277	-	1	-
Metabolic	171	(12)	29	65	89	272	(19)	46	103	142
<i>Avandia products</i>	6	(12)	-	12	6	10	(19)	-	19	10
Anti-bacterials	1,247	20	403	735	89	1,983	32	641	1,169	141
<i>Augmentin</i>	608	1	202	367	38	967	2	321	584	60
Oncology and emesis	798	321	256	131	90	1,269	511	407	208	143
<i>Arzerra</i>	60	38	21	-	1	95	60	33	-	2
<i>Promacta</i>	130	54	36	12	28	207	86	57	19	45
<i>Tyverb/Tykerb</i>	239	68	87	54	30	380	108	138	86	48
<i>Votrient</i>	183	91	66	22	4	291	145	105	35	6
Dermatology	850	228	156	388	78	1,352	363	248	617	124
<i>Bactroban</i>	124	51	26	39	8	197	81	41	62	13
<i>Duac</i>	87	38	24	13	12	138	60	38	21	19
Rare diseases	495	117	123	48	207	787	186	196	76	329
<i>Flolan</i>	135	33	23	-	79	215	52	37	-	126
<i>Volibris</i>	127	-	73	9	45	202	-	116	14	72
Immuno-inflammation	70	65	4	-	1	111	103	6	-	2
<i>Benlysta</i>	70	65	4	-	1	111	103	6	-	2
Other pharmaceuticals	846	19	180	423	224	1,345	30	286	673	356
Vaccines	3,325	826	980	1,107	412	5,287	1,314	1,558	1,760	655
<i>Boostrix</i>	238	147	53	16	22	378	234	84	25	35
<i>Cervarix</i>	270	6	53	75	136	429	10	84	119	216
<i>Fluarix, FluLaval</i>	200	88	43	44	25	318	140	68	70	40
<i>Hepatitis</i>	646	266	197	128	55	1,027	423	313	204	87
<i>Infanrix, Pediarix</i>	775	218	376	120	61	1,232	346	598	191	97
<i>Nimenrix</i>	1	-	1	-	-	2	-	2	-	-
<i>Rotarix</i>	360	100	39	159	62	572	159	62	253	98
<i>Synflorix</i>	385	-	45	334	6	612	-	72	531	9
	19,947	7,000	5,001	4,736	3,210	31,716	11,132	7,952	7,529	5,103
ViiV Healthcare (HIV)	1,374	520	523	198	133	2,184	827	831	315	211
<i>Combivir</i>	179	24	64	79	12	285	38	102	126	19
<i>Epivir</i>	49	8	21	12	8	78	13	33	19	13
<i>Epzicom/Kivexa</i>	665	243	285	57	80	1,057	386	453	91	127
<i>Lexiva</i>	127	68	33	19	7	202	108	53	30	11
<i>Selzentry</i>	128	57	56	4	11	204	91	89	6	18
<i>Trizivir</i>	107	61	37	5	4	170	97	59	8	6
	21,321					33,900				

Pharmaceutical turnover includes co-promotion income. US dollar amounts shown above are a convenience translation of the sterling amounts.

Turnover

Pharmaceuticals – Three months ended 31 December 2012

	Total £m	USA £m	Europe £m	EMAP £m	ROW £m	Total \$m	USA \$m	Europe \$m	EMAP \$m	ROW \$m
Respiratory	1,903	863	492	239	309	3,080	1,397	797	386	500
<i>Avamys/Veramyst</i>	60	16	13	18	13	97	26	22	29	20
<i>Flixonase/Flonase</i>	32	3	8	16	5	51	5	13	25	8
<i>Flixotide/Flovent</i>	206	116	32	16	42	334	188	52	26	68
<i>Seretide/Advair</i>	1,309	635	374	118	182	2,119	1,028	606	191	294
<i>Serevent</i>	35	13	15	1	6	57	21	24	2	10
<i>Ventolin</i>	177	79	35	47	16	286	127	56	76	27
<i>Xyzal</i>	36	-	-	3	33	58	-	-	4	54
<i>Zyrtec</i>	22	-	-	11	11	36	-	-	18	18
Anti-virals	203	31	14	95	63	328	50	23	153	102
<i>Hepsera</i>	33	-	-	25	8	53	-	-	40	13
<i>Zovirax</i>	22	-	4	10	8	36	-	6	17	13
<i>Valtrex</i>	71	20	6	9	36	115	32	9	15	59
<i>Zeffix</i>	64	5	3	49	7	103	8	5	79	11
Central nervous system	423	128	93	92	110	685	207	151	149	178
<i>Imigran/Imitrex</i>	47	18	16	2	11	76	29	26	3	18
<i>Lamictal</i>	164	91	27	19	27	265	147	44	30	44
<i>Requip</i>	35	1	17	3	14	57	1	28	5	23
<i>Seroxat/Paxil</i>	91	(1)	15	23	54	148	(2)	25	38	87
<i>Treximet</i>	11	11	-	-	-	18	18	-	-	-
<i>Wellbutrin</i>	22	3	11	7	1	36	5	18	12	1
Cardiovascular and urogenital	571	319	126	77	49	926	519	204	124	79
<i>Arixtra</i>	53	19	22	9	3	86	31	36	14	5
<i>Avodart</i>	208	79	61	21	47	336	128	98	34	76
<i>Coreg</i>	31	30	-	-	1	50	49	-	-	1
<i>Fraxiparine</i>	59	-	34	25	-	95	-	55	40	-
<i>Lovaza</i>	148	147	-	-	1	240	238	-	-	2
<i>Vesicare</i>	1	-	-	1	-	3	2	-	1	-
Metabolic	48	2	9	16	21	78	3	14	26	35
<i>Avandia products</i>	7	1	-	4	2	12	2	-	6	4
Anti-bacterials	337	5	106	201	25	545	8	172	325	40
<i>Augmentin</i>	167	-	54	102	11	270	1	87	165	17
Oncology and emesis	219	86	68	41	24	354	139	110	66	39
<i>Arzerra</i>	14	10	4	-	-	22	16	6	-	-
<i>Promacta</i>	38	15	11	4	8	62	24	18	6	14
<i>Tyverb/Tykerb</i>	62	17	21	15	9	100	27	34	24	15
<i>Votrient</i>	62	29	22	9	2	100	47	36	14	3
Dermatology	226	61	42	104	19	366	99	68	168	31
<i>Bactroban</i>	32	14	6	10	2	52	23	9	16	4
<i>Duac</i>	21	6	6	4	5	34	9	10	7	8
Rare diseases	142	37	31	15	59	229	59	51	24	95
<i>Flolan</i>	34	9	5	-	20	55	14	8	-	33
<i>Volibris</i>	35	-	18	2	15	57	-	29	3	25
Immuno-inflammation	29	27	2	-	-	46	43	3	-	-
<i>Benlysta</i>	29	27	2	-	-	46	43	3	-	-
Other pharmaceuticals	250	8	62	113	67	403	13	99	183	108
Vaccines	864	199	266	319	80	1,399	323	430	515	131
<i>Boostrix</i>	55	33	14	5	3	89	54	22	8	5
<i>Cervarix</i>	44	1	13	22	8	72	2	21	35	14
<i>Fluarix, FluLaval</i>	50	8	26	10	6	81	14	41	16	10
<i>Hepatitis</i>	160	60	50	33	17	259	97	81	54	27
<i>Infanrix, Pediarix</i>	235	69	102	49	15	379	111	165	79	24
<i>Nimenrix</i>	-	-	-	-	-	-	-	-	-	-
<i>Rotarix</i>	88	26	10	36	16	142	42	16	59	25
<i>Synflorix</i>	105	-	13	90	2	170	-	21	146	3
	5,215	1,766	1,311	1,312	826	8,439	2,860	2,122	2,119	1,338
ViiV Healthcare (HIV)	338	132	129	41	36	547	214	208	67	58
<i>Combivir</i>	43	9	14	16	4	70	14	23	27	6
<i>Epivir</i>	10	2	4	3	1	16	3	6	5	2
<i>Epzicom/Kivexa</i>	166	59	73	11	23	269	95	118	19	37
<i>Lexiva</i>	32	17	7	6	2	52	27	12	10	3
<i>Selzentry</i>	38	17	15	1	5	62	28	24	1	9
<i>Trizivir</i>	26	16	8	-	2	42	26	13	-	3
	5,553					8,986				

Pharmaceutical turnover includes co-promotion income. US dollar amounts shown above are a convenience translation of the sterling amounts.

Consumer Healthcare
Year ended 31 December 2012

	Total £m	Total \$m
Total wellness	2,008	3,193
Oral care	1,797	2,857
Nutrition	1,050	1,670
Skin health	255	405
	<u>5,110</u>	<u>8,125</u>

	Total £m	Total \$m
US	926	1,472
Europe	1,796	2,856
Rest of World	2,388	3,797
	<u>5,110</u>	<u>8,125</u>

Turnover

Consumer Healthcare
Three months ended 31 December 2012

	Total £m	Total \$m
Total wellness	504	817
Oral care	445	721
Nutrition	235	382
Skin health	65	105
	<u>1,249</u>	<u>2,025</u>

	Total £m	Total \$m
US	250	404
Europe	440	714
Rest of World	559	907
	<u>1,249</u>	<u>2,025</u>

Balance sheet

	31 December 2012 £m	31 December 2012 \$m
ASSETS		
Non-current assets		
Property, plant and equipment	8,776	14,305
Goodwill	4,359	7,105
Other intangible assets	10,161	16,562
Investments in associates and joint ventures	579	944
Other investments	787	1,283
Deferred tax assets	2,385	3,887
Derivative financial instruments	54	88
Other non-current assets	682	1,112
Total non-current assets	27,783	45,286
Current assets		
Inventories	3,969	6,470
Current tax recoverable	103	168
Trade and other receivables	5,242	8,544
Derivative financial instruments	49	80
Liquid investments	81	132
Cash and cash equivalents	4,184	6,820
Assets held for sale	64	104
Total current assets	13,692	22,318
TOTAL ASSETS	41,475	67,604
LIABILITIES		
Current liabilities		
Short-term borrowings	(3,631)	(5,918)
Trade and other payables	(8,054)	(13,128)
Derivative financial instruments	(63)	(103)
Current tax payable	(1,374)	(2,240)
Short-term provisions	(693)	(1,129)
Total current liabilities	(13,815)	(22,518)
Non-current liabilities		
Long-term borrowings	(14,671)	(23,914)
Deferred tax liabilities	(1,004)	(1,637)
Pensions and other post-employment benefits	(3,105)	(5,061)
Other provisions	(699)	(1,139)
Derivative financial instruments	(2)	(3)
Other non-current liabilities	(1,432)	(2,334)
Total non-current liabilities	(20,913)	(34,088)
TOTAL LIABILITIES	(34,728)	(56,606)
NET ASSETS	6,747	10,998
EQUITY		
Share capital	1,349	2,199
Share premium account	2,022	3,296
Retained earnings	652	1,063
Other reserves	1,787	2,913
Shareholders' equity	5,810	9,471
Non-controlling interests	937	1,527
TOTAL EQUITY	6,747	10,998

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