Full Year Results, 2013

5 February 2014

Cautionary statement regarding forward-looking statements

Under the safe harbor provisions of the US Private Securities Litigation Reform Act of 1995, the company cautions investors that any forward-looking statements or projections made by the company, including those made in this document are subject to risks and uncertainties that may cause actual results to differ materially from those projected.

Factors that may affect the Groupôs operations are described under ôRisk Factorsôin the ôFinancial review & risk sectionôin the companyôs Annual Report 2012 included as exhibit 15.2 to the companyôs Annual Report on Form 20-F for 2012.

Nothing in this document should be construed as a profit forecast except the specific core EPS growth and turnover growth guidance given on slides 28 and 32.

Andrew Witty

Chief Executive Officer

GSK strategy is delivering

Focus on innovation and portfolio optimisation to maximise returns

Grow
a diversified global business

Deliver
more products of value

Simplify
the operating model

Changing Environment

Innovation & Portfolio Optimisation

Sales growth

+

EPS leverage

+

Strong cash generation

+

Returns to shareholders

6 new product approvals support GSK businesses

5 businesses account for ~70% of sales, +4% CER

3 businesses with global leadership

Respiratory 28%

Consumer 20%

Vaccines 13%

Fluarix Quadrivalent
Influenza Virus Vaccine

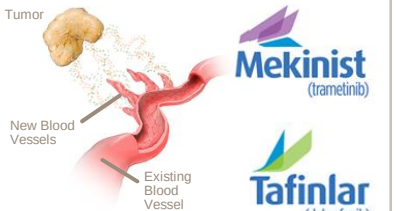
2 'challenger' businesses

HIV 5%

ViiV Healthcare

Tivicay (dolutegravir) tablets

Oncology 4%



Mekinist (trametinib)

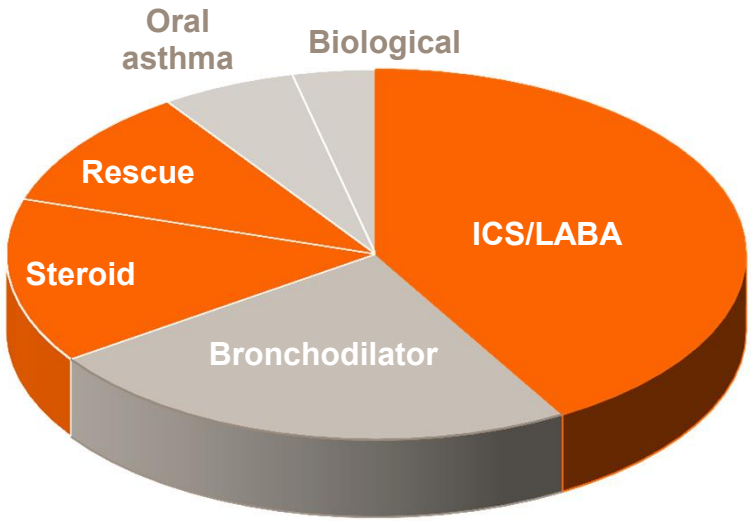
Tafinlar (dabrafenib)

+ Established Products Portfolio 16%

Approvals for *Anoro Ellipta,* Flu Q-IV, *Mekinist*, *Relvar/Breo Ellipta*, *TafinlarTivicay*.percentages are % of 2013 reported sales
Excluding *Lucozade* & *Ribena* (divested on 31 December 2013) Consumer business accounts for 18% of 2013 sales

New respiratory portfolio provides platform for maintained market leadership to 2020 and beyond

£21bn global respiratory market



34% GSK share of global market

Anoro Ellipta allows access to **£4.8bn** bronchodilator market

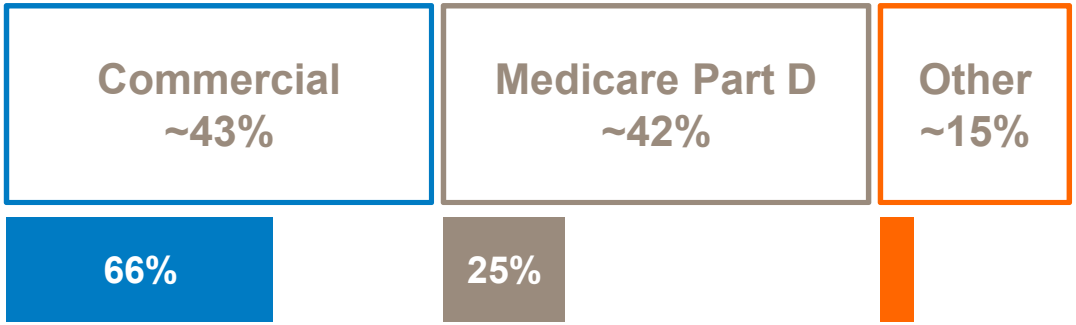
7 additional products in late stage development

UMEC monotherapy
FF monotherapy
VI monotherapy
mepolizumab
ICS/LABA/LAMA
ICS/LAMA
MABA +/- ICS

Source: GSK R3 Model based on IMS Health Data MAT Sept 2013
7 additional products all being developed in *Ellipta* device except mepolizumab, which is an injectable

Good early progress in *Breo Ellipta* launch

Significant increase in **managed care coverage** in last 2 weeks[1]



90% physicians aware of *Breo Ellipta*[2]

~1,070 TRx filled in 12th week[3]

TRx filled < TRx written; impacted by coverage gap, sampling

2% share of NBRx[4]

[1] GSK estimates of coverage as of 4 Feb based on Managed Markets Insights & Technology [2] Reckner weekly ATU data, Aided awareness amongst 77,000 physicians, [3] IMS weekly data (w/e 24 Jan), [4] Symphony Health Solutions, weekly NBRx of ICS/LABA in COPD, NBRx represents ~12% of TRx in this market

Rapid market share gains for *Mekinist* and *Tafinlar*

Exploring potential in adjuvant setting and other tumour types

Mekinist (trametinib) Tafinlar (dabrafenib)

US

- **90%** formulary coverage
- **~50%** physician coverage[1]
- **~60%** share of V600 TRx[2]
- Jan 2014 approval for **combination use**

RoW

- *Tafinlar* available in **7** markets
- *Mekinist* available in Canada
- *Mekinist* and combo use filed in EU

£800m global metastatic melanoma market[3]

50% V600[4]

Adjuvant melanoma

Ph III studies ongoing

Exploring combinations of *Mekinist* and *Tafinlar* with multiple novel oncology treatments through **partnerships**

Breakthrough designation for *Tafinlar* in **NSCLC**

[1] of 4,000 physicians, GSK 360 Field Call Activity [2] IMS weekly data (w/e 24 January) [3] EvaluatePharma, April 2012 [4] Hong DS, et al. *Clin Cancer Res. 2012;18:2326-35* ; NSCLC Non-small cell lung cancer

Rapid market share gains for *Tivicay* with significant potential opportunity with single tablet regimen

Tivicay (dolutegravir) tablets

ViiV Healthcare

US

- **98%** managed care coverage
- **90%** physician reach
- **~1,740** TRx in week 23 on market[1]
- **8%** share of dynamic market Rx[2]
- **#1** prescribed product in switch/add patients[3]

£12.3bn total HIV market[4]
+8%

STR (dolutegravir-Trii)
filed in Oct 2013

Long-acting integrase
Phase III start planned 2014/15

RoW

EU approval in Jan 2014

GSK portfolio currently in ñ3rd agentò(including *Tivicay* and *Selzentry*) and NRTI (including *Epzicom*); STR single tablet regimen
[1] IMS weekly data (w/e January 24th) [2] IPSOS HIV Scope; combined naïve and add/switch segment (~14% of market) for 3rd agent & single tablet regimen;
[3] Symphony Healthcare Solutions [4] Source: GSK R3 Model based on IMS Health Data MAT Sept 2013

Pipeline opportunity is significant for GSK

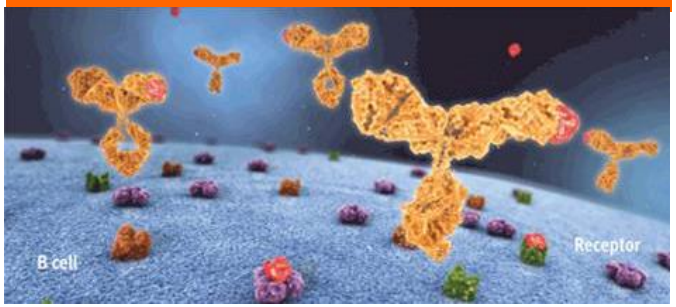
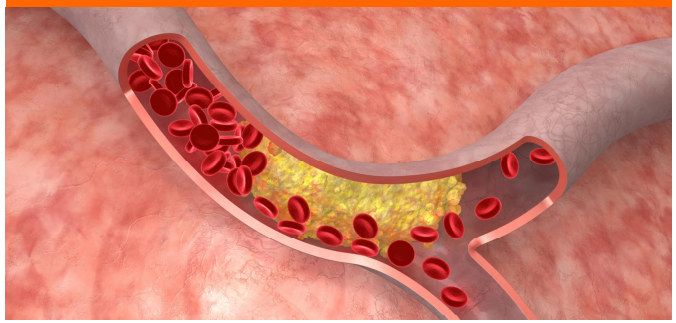
6 Major approvals in 2013 + **5** Additional regulatory filings + **4** Breakthrough Designations

~40 NMEs in Phase II/III development → **6** Potential NME Phase III readouts in 2014/15 + **~10** Potential NME Phase III starts in 2014/2015

13% Estimated rate of return

Detailed IRR calculation methodology on slide 34

Emerging portfolios in Immuno-inflammation and Cardiovascular & Metabolic

	Immuno-inflammation	Cardiovascular & Metabolic
		
Marketed	*Benlysta*	
Filed		*Eperzan* (albiglutide)
Phase III	sirukumab	darapladib
Phase IIB		losmapimod (p38) PHI
Early stage	Pattern recognition receptors (RIP-1) Epinova (BET-inhibitor) Cytokine Chemokine & Complement (anti-GM-CSF mAb) Kiinib (JAK-1)	LpPLA2 inhibition p38 pathway PHI

DPUs are working on multiple mechanisms, examples provided here
PHI prolyl hydroxylase inhibitor

£4.7bn Consumer business growing across all categories and all regions

Wellness 42%

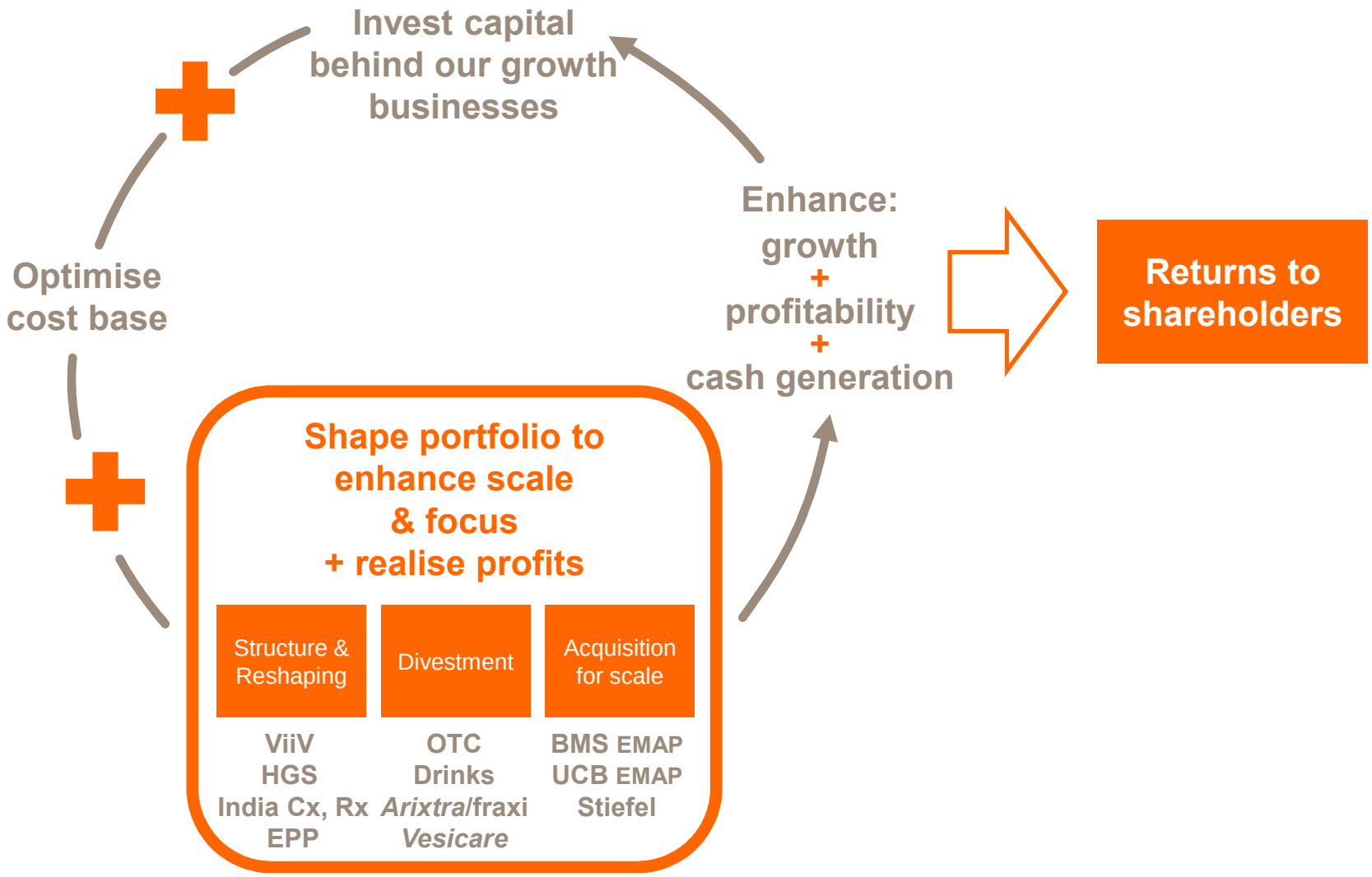
Oral care 40%

Nutrition 12%

Skin health 6%

2013 sales excluding *Lucozade* and *Ribena* divested in December 2013

Portfolio Optimisation to enhance growth, profitability and cash generation



ViiV Healthcare acquired exclusive global rights to HIV integrase portfolio; acquisition of HGS; increased stake in GSK India Cx; ongoing process to increase stake in GSK India Rx; Established Products Portfolio formed; OTC brands divested to Omega (EU), Prestige (US/Canada) and Aspen (international markets); *Lucozade* and *Ribena* divested to Suntory; *Arixtra* and fraxiparine divested to Aspen; *Vesicare* rights returned to Astellas; brands purchased in EMAP region from BMS and UCB; acquisition of Stiefel dermatology business

2014 Priorities

Grow
a diversified global business

Deliver
more products of value

Simplify
the operating model

Changing Environment

- New product performance
- Emerging Markets performance
- Consumer innovation
- Sustained vaccines leadership (MAGE-A3 results)
- R&D returns ï pipeline and cost base
- Simplification ó harvestô
- Cashflow generation
- Modernise commercial ï pricing and customer relationships
- Technology Roadmap ï R&D and manufacturing

Innovation + Access + Returns to shareholders

Simon Dingemans

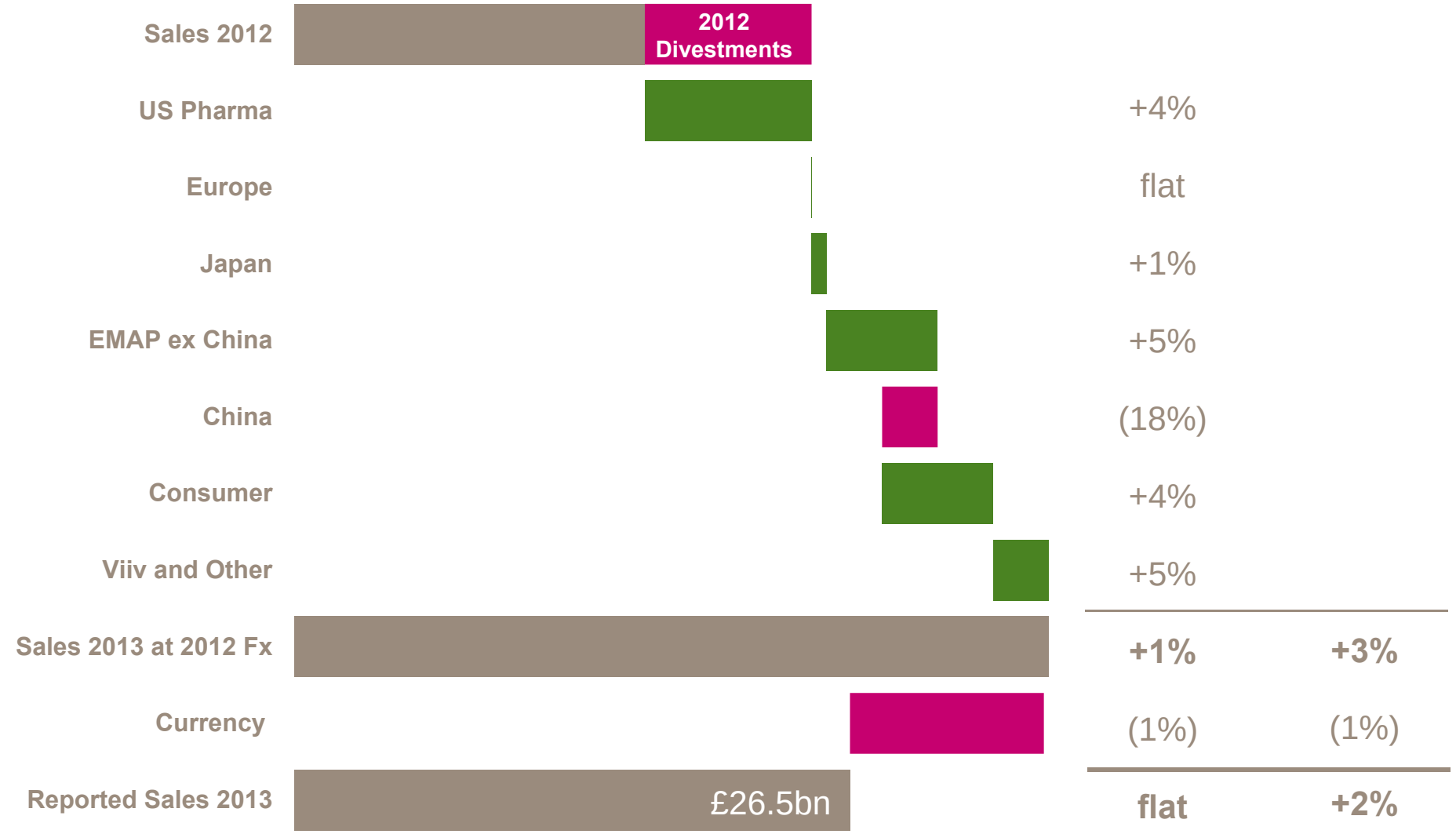
Chief Financial Officer

Headline results

£m	2013	Growth % CER	Growth % £
Turnover	26,505	1	-
Core operating profit	8,015	-	(3)
Core EPS	112.2p	4	1
Adjusted net cash inflow from operations*	7,337		5
Adjusted FCF*	4,772		2

*Adjusted net cash inflow from operations and Adjusted FCF exclude legal

2013 Sales growth



2012 Divestments primarily *Vesicare* & OTC

Further strengthening of business mix

2013 Sales growth (ex 2012 divestments): +3%* (CER)

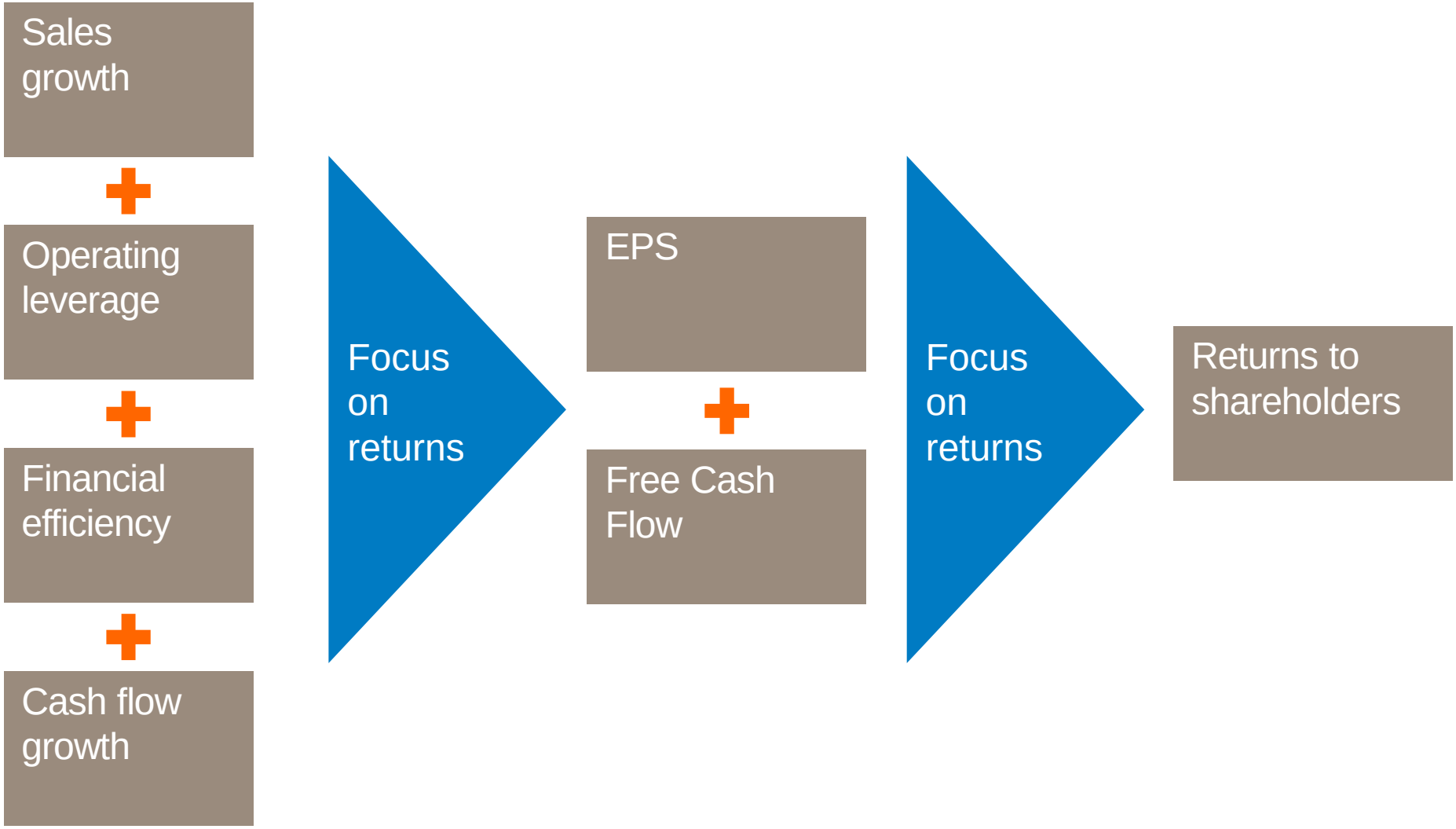
Vaccines	Pharmaceuticals	Consumer
13% 2013 sales	**67%** 2013 sales	**20%** 2013 sales
+2%	**+2%***	**+4%***

Respiratory	HIV	Oncology
28% 2013 sales	**5%** 2013 sales	**4%** 2013 sales
+4%	**flat**	**+22%**

EPP
16% 2013 sales

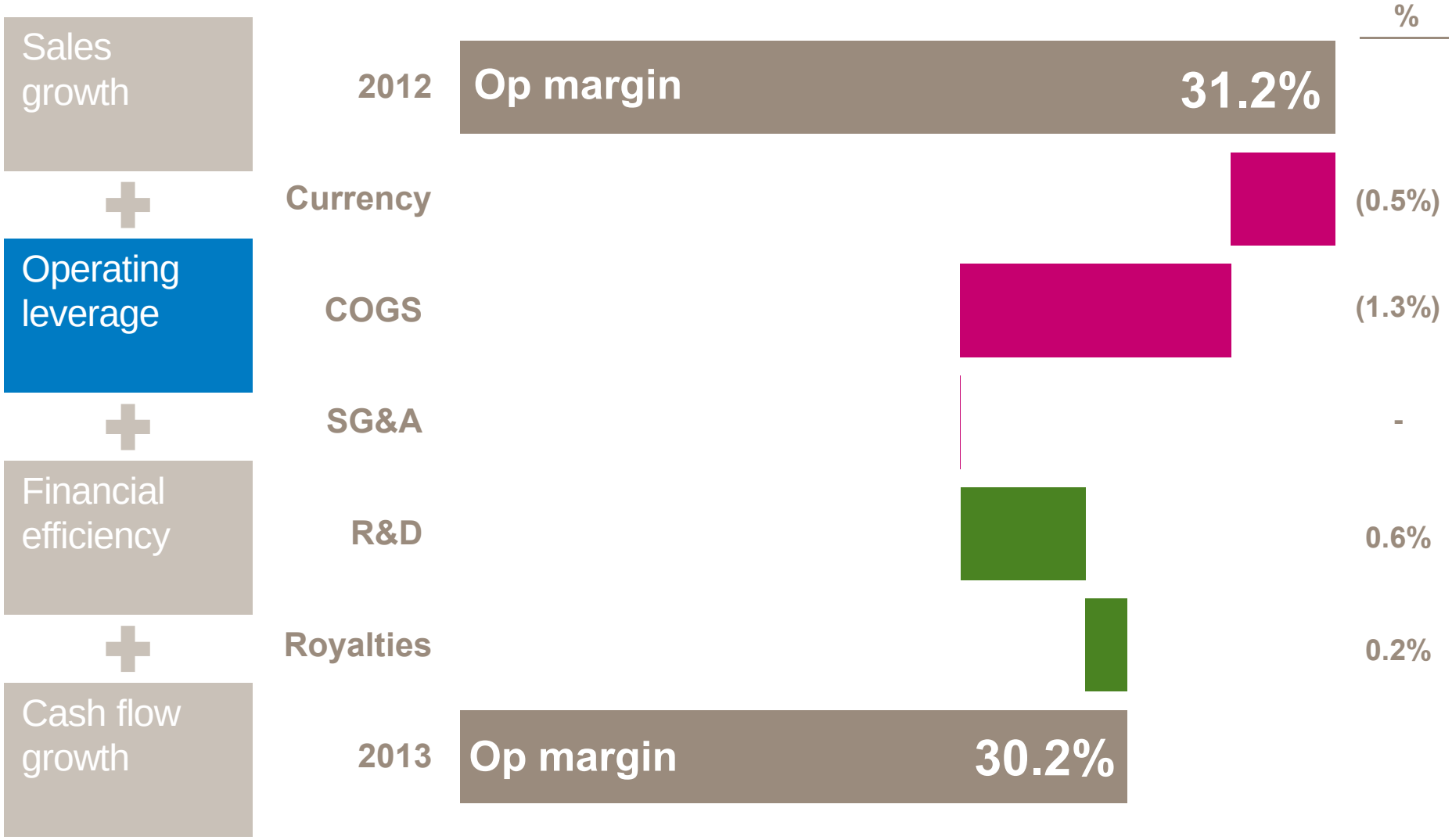
*CER growth rates excluding 2012 divestments (primarily *Vesicare* and OTC divestments)
Vaccines, Respiratory, HIV, Oncology and Consumer represent ~70% of 2013 sales

GSK Financial Architecture ensuring focus on returns



Operating profit margin breakdown

Operating margin down 0.5%, excluding currency



COGS

Sales growth

+

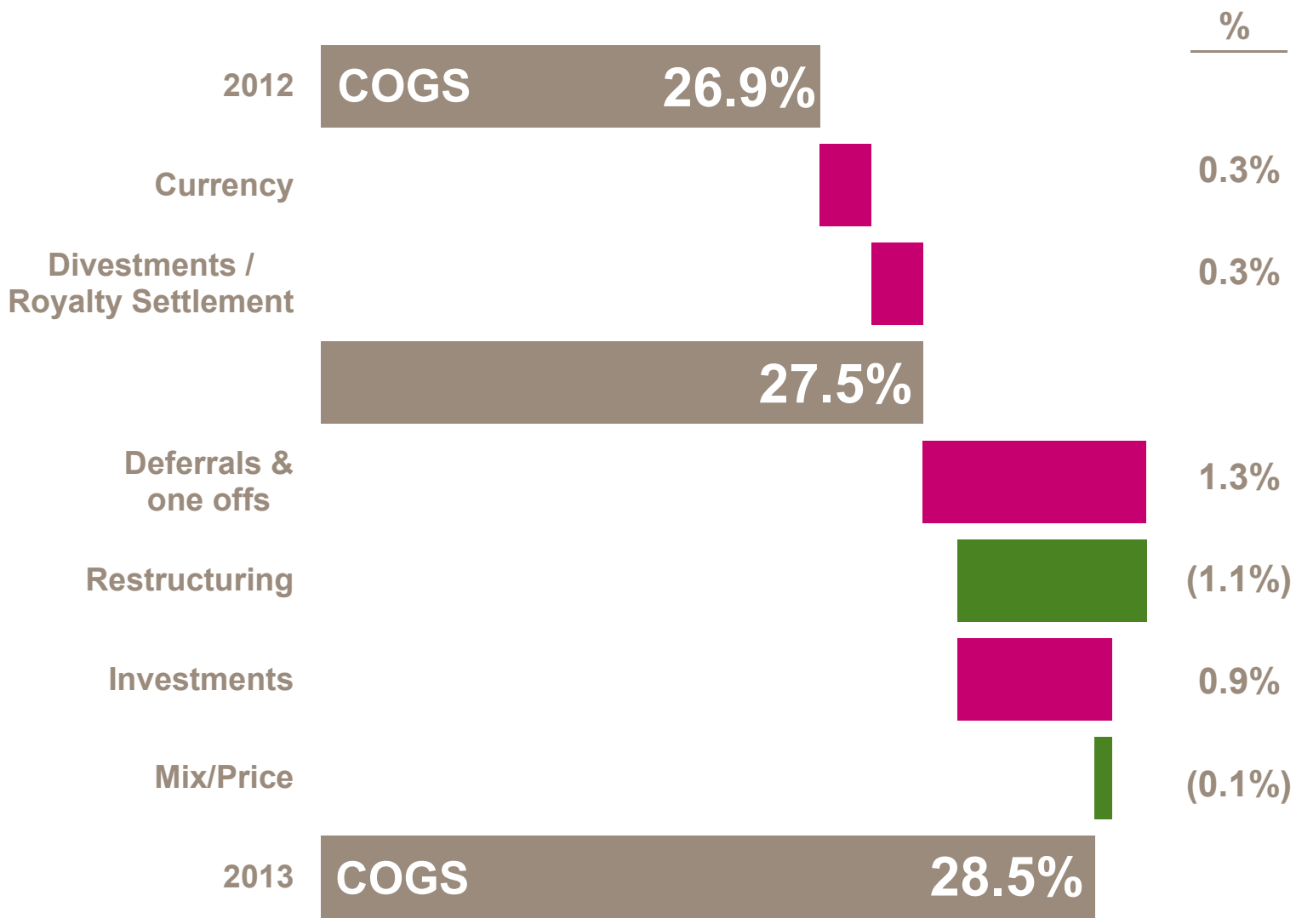
Operating leverage

+

Financial efficiency

+

Cash flow growth



SG&A

Sales growth

+

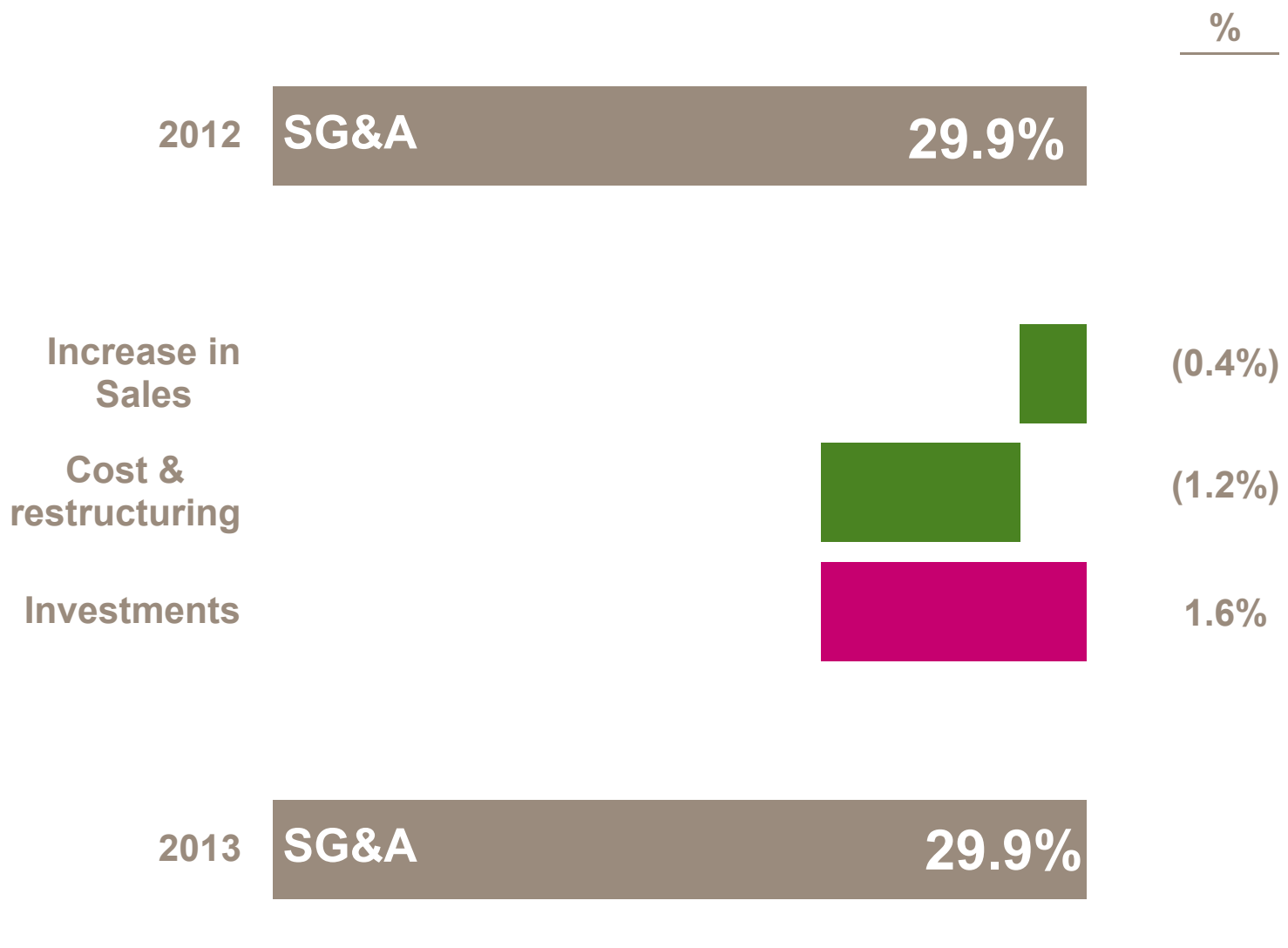
Operating leverage

+

Financial efficiency

+

Cash flow growth



Continued delivery of restructuring benefits

Sales growth

+

Operating leverage

+

Financial efficiency

+

Cash flow growth

~£400m incremental savings delivered in 2013

- Manufacturing efficiencies
  - Supply chain simplification and alignment
  - New technologies
- Operational simplification
  - Centralisation of support functions
  - Improved capabilities: Finance, Procurement, IT
- Focus on R&D returns
  - Common platforms and technologies
  - Trial design & clinical capabilities

Releasing investment for launches & other growth opportunities

Offsetting mix pressures and building leverage

Further financial efficiency gains

Sales growth

+

Operating leverage

+

Financial efficiency

+

Cash flow growth

Operating profit

- Net funding rate reduced by 3% (vs 2010)
- Target debt rating maintained: A1/P1
- Effective core tax rate 23.0% in 2013
  - Core tax rate around 22% expected in 2014
  - Patent box and other benefits to come
- Long-term share buyback programme continued
  - £1.5bn purchased in 2013
  - £1bn - £2bn expected in 2014

EPS

Continued strong cash generation

£4.7bn Free cash flow

Sales growth

+

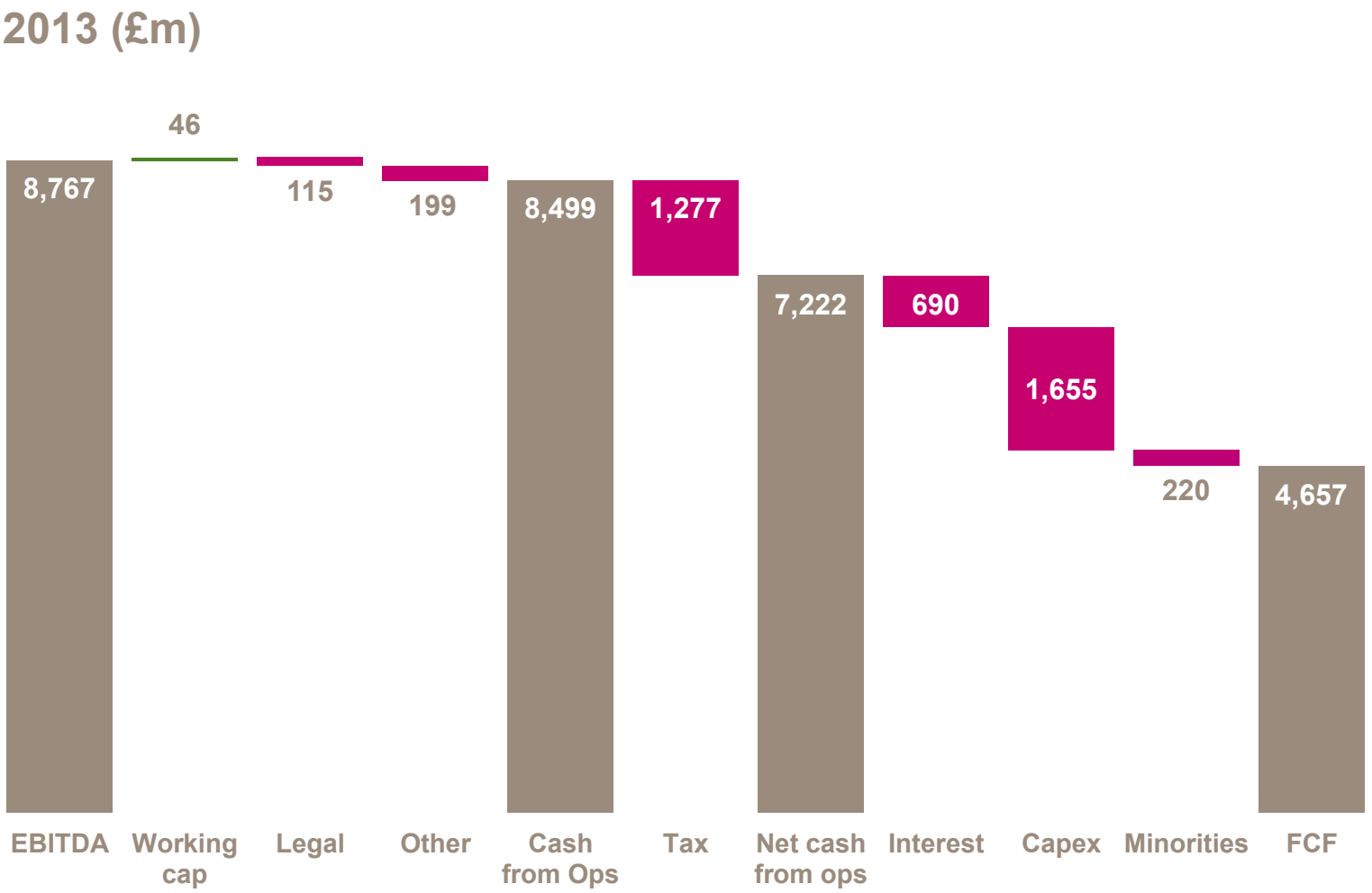
Operating leverage

+

Financial efficiency

+

Cash flow growth



EBITDA as reported (includes major restructuring). Capex includes expenditure on intangibles, net of proceeds from sale of PPE.
Net cash from operations excluding legal was £7,337m +5%; FCF excluding legal was £4,772m +2%

Net debt reduced to £12.6bn

£2.5bn proceeds from divestments

Sales growth

+

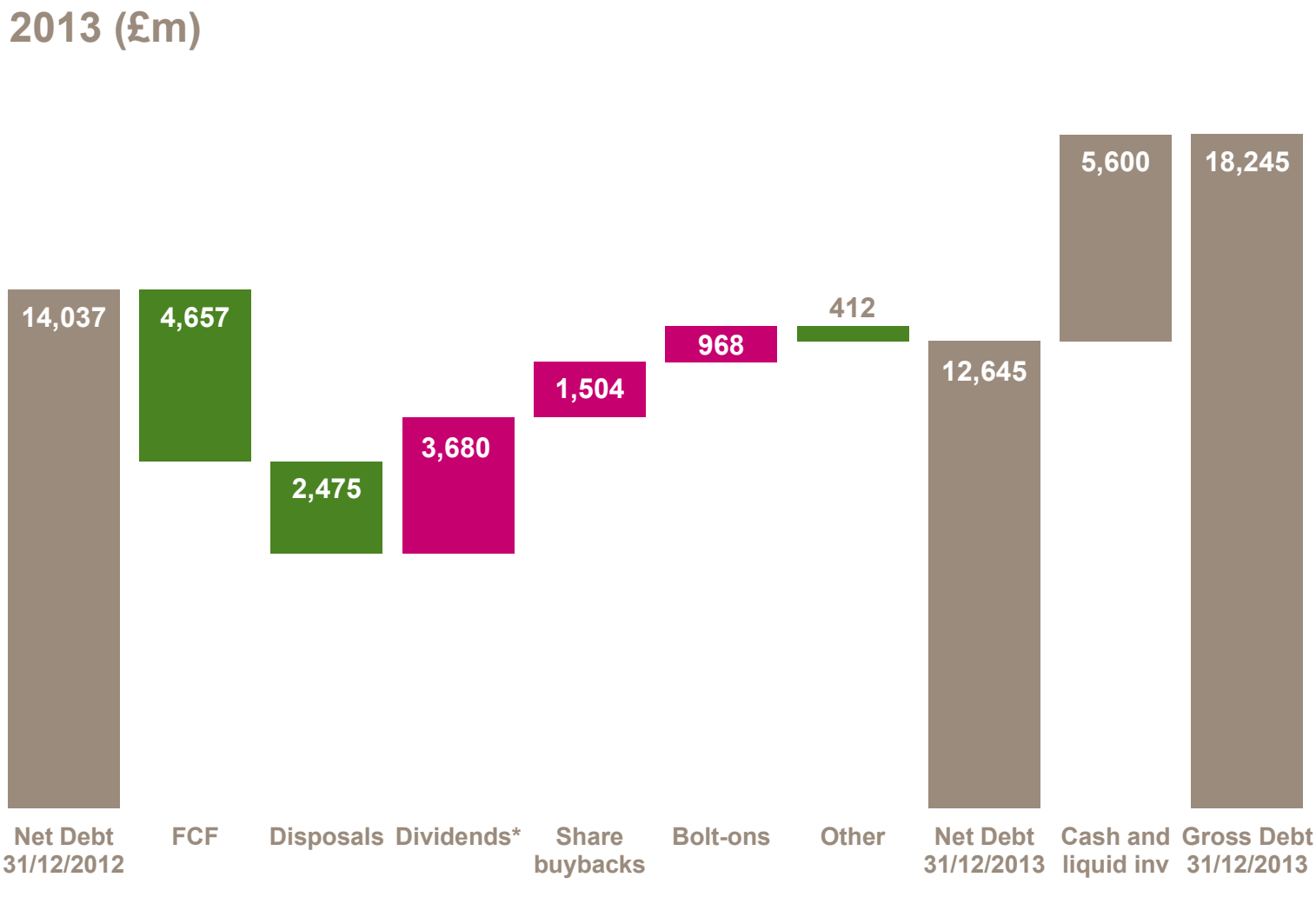
Operating leverage

+

Financial efficiency

+

Cash flow growth



*Dividends paid during the year

Returns to shareholders

£5.2bn

Cash returned to shareholders 2013

£3.7bn

Dividends

2013: 78p (+5%)

£1.5bn

Buybacks

Guidance for 2014

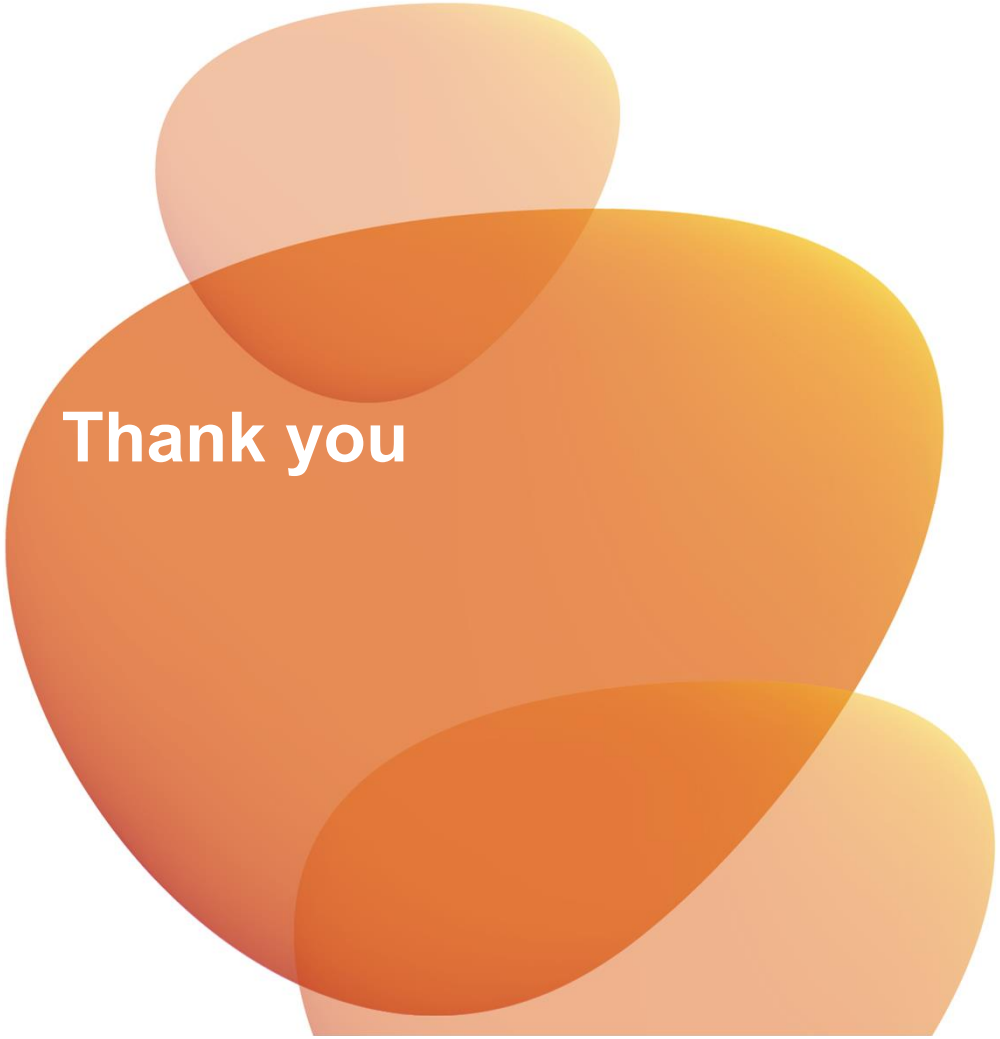
- Multiple drivers of sales growth in place
- Contribution from new product launches
- Continued restructuring of operating costs
- Further financial efficiency gains
- Strong cash generation and returns to shareholders

Core EPS growth 4% to 8% CER (ex divestments)

on

Turnover growth around 2% CER (ex divestments)

All forward looking statements are based on 2013 numbers adjusted for divestments made in 2013 (EPS base 108.4p and turnover base £25.6bn), at CER and barring unforeseen circumstances. See our ôCautionary statement regarding forward-looking statementsô



Thank you

do more
feel better
live longer

New product launches underway across respiratory, HIV, oncology and vaccines

			Mekinist (trametinib)	Tafinlar (dabrafenib)	Tivicay (dolutegravir) tablets	FluLaval Quadrivalent Influenza Virus Vaccine Fluarix Quadrivalent Influenza Virus Vaccine
Market definition	Respiratory Controller: ICS/LABA	Respiratory Controller: Bronchodilator	Metastatic Melanoma V600		HIV total	Seasonal Flu Vaccines
Current global market size	£8.5 bn	£4.8 bn	£0.4 bn		£12.3 bn	£2.0 bn
Current US market share	*Advair:* ~63% *Breo Ellipta:* ~0.2%	Not launched	~60% combined TRx share of V600		8% of naive/add/switch for 3rd agent/STR	~70% of 3y+ QIV injection market
Access % US pts Tier 2/3 unrest.	~66% Commercial ~25% Part D	Not launched	~90%		~98%	>95%
US Physician coverage	90% aware	Not launched	~50%		>90%	Nearly 100%
Key US market share data	NBRx: ~2%	Not launched	~70% combined NRx share of V600		Naive: 5% Switch: 12%	<25% of US estimated QIV in 2013/14 season
Markets with price/ reimbursement	4 European markets, Japan and Canada	None	Available in Canada	Available in 5 EU countries, Australia, Canada	Approved in EU and Australia (Jan 2014)	UK, Germany, Taiwan and Hong Kong

Sources for Respiratory, Melanoma and HIV, refer to footnotes to slides 6-9. For Flu, GSK estimates and CDC data.

Ongoing innovation in R&D delivering new products to patients across key disease areas

	Recently approved	Filed	Expected Ph III data 2014/15	Potential Ph III starts 2014/15
Respiratory	***Relvar/Breo Ellipta*** (US, EU, J) ***Anoro Ellipta*** (US)	***Anoro Ellipta*** (EU, J) **UMEC mono** (US, EU) **FF mono** (US)	**mepolizumab** asthma ***Anoro* vs *Advair/Seretide*** ***Anoro Ellipta* vs tio** ***Relvar Ellipta*** Salford COPD	**mepolizumab** COPD **ICS/LABA/LAMA** COPD **ICS/LAMA** asthma
Oncology	***Tafinlar*** (US, EU, J) ***Mekinist*** (US) ***Taf/Mek* combo use** (US) ***Tykerb* dual inhib** (EU)	***Votrient* ovarian** (EU) ***Arzerra*** CLL 1st line (US, EU) ***Taf/Mek* combo use** (EU) ***Mekinist*** (EU)	***Tykerb*** ALTTO ***Arzerra*** CLL, DLBCL ***Taf/Mek* combo use** melanoma	***Tafinlar*** NSCLC ***Mekinist*** NSCLC ***Taf/Mek*** colorectal ***Votrient*** bladder, pancreatic, nasopharyngeal **AKT inhibitor** multiple myeloma
HIV	***Tivicay*** (US, EU)	**dolutegravir/Trii** (US, EU)		**'744** long-acting integrase inhibitor
Vaccines	**Flu QiV** (US, EU)		**MAGE-A3** **Zoster vaccine**	**PRAME** Oncology indications
II			**sirukumab** RA ***Benlysta* s/c** SLE	
CV&M		***Eperzan*** (EU & US)	**darapladib** atherosclerosis	**losmapimod** (ACS)
Other	***Revolade*** HCVaT (EU)			**retosiban** (PTL), **'728** antisense, **tafenoquine** (malaria), **'944** (antibacterial) **'275** Gene Therapy

ACS acute coronary syndrome; PTL pre-term labour; HCVaT Hep C virus associated thrombocytopenia

Assumptions for 2014 Core results ex divestments

Guidance

Core EPS growth (ex divestments)	4% to 8% CER (from adjusted EPS ex divestments of 108.4p)
Turnover growth (ex divestments)	Around 2% CER (from adjusted turnover ex divestments of £25.6bn)

Assumptions

Net finance expense	Broadly in line with 2013 (£692m)
Tax rate	Around 22%
Share buy-backs	£1 bn - £2 bn

All forward looking statements are based on 2013 numbers adjusted for divestments made in 2013, at CER and barring unforeseen circumstances.
See our ôCautionary statement regarding forward-looking statementsô

Currency

2013 currency sales exposure

US $	33 %
Euro €	19 %
Japanese ¥	7 %
Other*	41 %

* The other currencies that each represent more than 1% of Group sales are: Australian Dollar, Brazilian Real, Canadian Dollar, Chinese Yuan, Indian Rupee and Russian Rouble. In total they accounted for 14% of Group revenues in 2013.

Core EPS ready reckoner

US $

10 cents movement in average exchange rate for full year impacts EPS by approx. +/- 3.5%

Euro €

10 cents movement in average exchange rate for full year impacts EPS by approx. +/- 2%

Japanese ¥

10 Yen movement in average exchange rate for full year impacts EPS by approx. +/- 1%

Average rates for January were £1/$1.65, £1/ú1.21 and £1/Yen 171

If exchange rates were to hold at these rates for the rest of 2014, the estimated adverse impact on 2014 sterling turnover would be around 5%, and if there were no further exchange gains or losses, the estimated adverse impact on 2014 sterling core EPS would be around 6%.

Reference Slide: Methodology to estimate the IRR of GSK R&D's late-stage pipeline

Estimated Sales

- Late-stage pipeline includes pharma NCEs, additional indications, and vaccines launched from 2011 onwards plus current phase IIb & III pipeline (Sales taken from 2011 in order to match the R&D costs from 2005 onwards).
- Actual sales 2011-13 for products launched since 2011.
- Estimated future sales for all products through 2034.
- Future sales estimates include risk-adjustment which is inline with current industry attrition rates.

Key Financial Assumptions

- Forecast operating profit margins after deduction of COGS, selling and marketing and direct administration costs. Estimates are similar to current margin ratios.
- Includes estimates of capital investments and working capital requirements.
- Includes the UK Patent box tax structure (tax impact reported separately).

R&D Costs

- R&D costs associated with the development of our current late-stage pipeline projects are included (including the costs of failed assets as well as infrastructure costs).
- For pharma, the following approach was used:
  - Total R&D costs split proportionately into early-stage (pre-CS), mid-stage (CS-C2MD) and late-stage (C2MD to launch).
  - In order to allocate all costs for this set of projects (e.g. late-stage pipeline) as accurately as possible, costs were included as follows:
    - 2005-07: All early-stage and 50% mid-stage costs.
    - 2008-11: All mid-stage and all late-stage costs excluding PLE and market support.
    - 2012 and beyond: All late-stage cost estimates for the assets which are included in the sales projections, and estimates for increasing regulatory support.
  - Actual upfront and milestone payments for in-licensed assets, as well as estimates for future milestone payments, were also included.
- For vaccines, a similar approach was used.

CS = Candidate Selection; C2MD = Commit to Medicines Development

The methodology above was applied to estimate the annual net cash flows used to derive the estimated IRR%