

## Year ended 31 December 2016

			Total
	£m	CER%	AR%
<b>Turnover</b>			
Wellness	3,726	15	25
Oral health	2,223	8	19
Nutrition	674	(8)	(1)
Skin health	570	4	12
Total	7,193	9	19

			Total
	£m	CER%	AR%
<b>Turnover</b>			
US	1,761	9	23
Europe	2,191	12	22
International	3,241	8	15
Total	7,193	9	19

## Consumer Healthcare turnover

### Three months ended 31 December 2016

			Total
	£m	CER%	AR%
<b>Turnover</b>			
Wellness	992	3	20
Oral health	594	10	29
Nutrition	150	(23)	(9)
Skin health	138	4	21
Total	1,874	2	20

			Total
	£m	CER%	AR%
<b>Turnover</b>			
US	467	3	23
Europe	565	4	19
International	842	-	19
Total	1,874	2	20

Pharmaceuticals turnover – year ended 31 December 2016

	Total			US			Europe			International		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
<b>Respiratory</b>	<b>6,510</b>	<b>2</b>	<b>13</b>	<b>3,306</b>	<b>7</b>	<b>20</b>	<b>1,383</b>	<b>(10)</b>	<b>(2)</b>	<b>1,821</b>	<b>3</b>	<b>16</b>
<i>Anoro Ellipta</i>	201	>100	>100	139	>100	>100	39	>100	>100	23	>100	>100
<i>Arnuity Ellipta</i>	15	>100	>100	14	>100	>100	-	-	-	1	(100)	>100
<i>Avamys/Veramyst</i>	277	8	21	25	(12)	-	74	2	12	178	15	29
<i>Flixotide/Flovent</i>	637	(8)	2	378	(11)	-	94	(8)	2	165	-	9
<i>Incruse Ellipta</i>	114	>100	>100	86	>100	>100	23	>100	>100	5	>100	>100
<i>Nucala</i>	102	>100	>100	71	>100	>100	23	>100	>100	8	-	-
<i>Relvar/Breo Ellipta</i>	620	>100	>100	344	>100	>100	140	60	75	136	67	97
<i>Seretide/Advair</i>	3,485	(15)	(5)	1,829	(13)	(2)	835	(24)	(18)	821	(7)	2
<i>Ventolin</i>	785	15	27	421	23	38	127	1	9	237	12	19
Other	274	(1)	17	(1)	(100)	34	28	(3)	5	247	(2)	19
<b>Cardiovascular, metabolic and urology (CVMU)</b>	<b>860</b>	<b>(11)</b>	<b>-</b>	<b>288</b>	<b>(18)</b>	<b>(8)</b>	<b>323</b>	<b>12</b>	<b>24</b>	<b>249</b>	<b>(23)</b>	<b>(12)</b>
<i>Avodart</i>	635	(14)	(3)	70	(63)	(58)	317	13	25	248	(8)	5
<i>Eperzan/Tanzeum</i>	121	>100	>100	118	>100	>100	3	100	>100	-	-	-
Other	104	(42)	(35)	100	(17)	(7)	3	(60)	(40)	1	(98)	(98)
<b>Immuno-inflammation</b>	<b>340</b>	<b>15</b>	<b>29</b>	<b>311</b>	<b>14</b>	<b>29</b>	<b>21</b>	<b>27</b>	<b>40</b>	<b>8</b>	<b>17</b>	<b>33</b>
<i>Benlysta</i>	306	19	33	277	18	33	21	20	40	8	33	33
Other	34	(9)	3	34	(9)	3	-	-	-	-	-	-
<b>Other pharmaceuticals</b>	<b>2,297</b>	<b>(14)</b>	<b>(6)</b>	<b>98</b>	<b>(69)</b>	<b>(65)</b>	<b>627</b>	<b>(13)</b>	<b>(4)</b>	<b>1,572</b>	<b>(4)</b>	<b>4</b>
Dermatology	393	(12)	(5)	16	(63)	(61)	146	(2)	6	231	(9)	(1)
<i>Augmentin</i>	563	-	7	-	-	-	177	(5)	4	386	2	8
Other anti-bacterials	169	(15)	(8)	4	(50)	(33)	49	(14)	(4)	116	(13)	(9)
Rare diseases	423	-	14	49	(4)	4	137	2	12	237	(1)	17
Oncology	161	(38)	(37)	(1)	(100)	>(100)	-	-	-	162	73	76
Other	588	(23)	(15)	30	(72)	(68)	118	2	13	440	(19)	(11)
<b>Established Products</b>	<b>2,541</b>	<b>(8)</b>	<b>1</b>	<b>702</b>	<b>(3)</b>	<b>9</b>	<b>513</b>	<b>(4)</b>	<b>4</b>	<b>1,326</b>	<b>(12)</b>	<b>(4)</b>
<i>Coreg</i>	131	(5)	7	131	(5)	7	-	-	-	-	-	-
<i>Hepsera</i>	58	(17)	(8)	-	-	-	-	-	-	58	(16)	(6)
<i>Imigran/Imitrex</i>	177	3	11	85	8	12	62	4	11	30	(11)	7
<i>Lamictal</i>	614	5	16	313	5	18	106	1	10	195	9	15
<i>Lovaza</i>	43	(59)	(54)	43	(59)	(54)	-	-	-	-	-	-
<i>Requip</i>	116	8	25	13	>100	>100	30	(7)	3	73	3	24
<i>Serevent</i>	96	(6)	3	49	-	14	35	(11)	(3)	12	(14)	(14)
<i>Seroxat/Paxil</i>	206	10	25	15	(100)	>(100)	40	6	14	151	(8)	6
<i>Valtrex</i>	118	(37)	(28)	16	(30)	(20)	25	(4)	4	77	(45)	(36)
<i>Zeffix</i>	111	(24)	(17)	2	-	-	7	(14)	-	102	(25)	(18)
Other	871	(10)	(4)	35	(6)	9	208	(8)	-	628	(11)	(6)
<b>HIV</b>	<b>3,556</b>	<b>37</b>	<b>53</b>	<b>2,132</b>	<b>46</b>	<b>64</b>	<b>1,017</b>	<b>29</b>	<b>42</b>	<b>407</b>	<b>21</b>	<b>34</b>
<i>Combivir</i>	23	(38)	(32)	3	(75)	(72)	6	(35)	(28)	14	(16)	(9)
<i>Epzicom/Kivexa</i>	568	(27)	(19)	195	(32)	(23)	251	(25)	(17)	122	(21)	(13)
<i>Lexiva/Telzir</i>	51	(26)	(22)	29	(33)	(24)	8	(42)	(36)	14	4	(2)
<i>Selzentry</i>	125	(9)	1	65	(2)	10	41	(22)	(14)	19	4	11
<i>Tivicay</i>	953	45	62	635	46	65	228	40	55	90	47	62
<i>Triumeq</i>	1,735	>100	>100	1,159	>100	>100	434	>100	>100	142	>100	>100
<i>Trizivir</i>	16	(42)	(38)	5	(54)	(49)	10	(35)	(28)	1	(42)	(61)
Other	85	33	49	41	(4)	8	39	>100	>100	5	(66)	(59)
<b>Pharmaceuticals</b>	<b>16,104</b>	<b>3</b>	<b>14</b>	<b>6,837</b>	<b>10</b>	<b>24</b>	<b>3,884</b>	<b>-</b>	<b>9</b>	<b>5,383</b>	<b>(3)</b>	<b>6</b>

Vaccines turnover – year ended 31 December 2016

	Total			US			Europe			International		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
<i>Rotarix</i>	469	1	12	129	(17)	(7)	75	8	17	265	10	24
<i>Synflorix</i>	504	19	32	-	-	-	68	59	74	436	15	27
<i>Fluarix, FluLaval</i>	414	38	54	315	42	60	32	26	39	67	31	40
<i>Bexsero</i>	390	>100	>100	122	>100	>100	236	>100	>100	32	>100	>100
<i>Menveo</i>	202	16	26	121	8	22	27	(31)	(25)	54	>100	>100
<i>Boostrix</i>	470	18	31	238	1	14	139	43	58	93	39	52
<i>Infanrix, Pediarix</i>	769	(5)	5	338	12	26	335	(8)	1	96	(31)	(27)
Hepatitis	602	1	11	294	(4)	8	197	17	28	111	(8)	(2)
<i>Priorix, Priorix Tetra, Varilrix</i>	300	5	15	-	-	-	152	-	12	148	9	19
<i>Cervarix</i>	81	(14)	(8)	1	(67)	(67)	33	(22)	(11)	47	(4)	(2)
Other	391	6	17	41	(27)	(21)	129	19	27	221	8	22
<b>Vaccines</b>	<b>4,592</b>	<b>14</b>	<b>26</b>	<b>1,599</b>	<b>13</b>	<b>27</b>	<b>1,423</b>	<b>18</b>	<b>30</b>	<b>1,570</b>	<b>10</b>	<b>21</b>

**Pharmaceuticals turnover – three months ended 31 December 2016**

	Total			US			Europe			International		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
<b>Respiratory</b>	<b>1,918</b>	<b>2</b>	<b>20</b>	<b>1,053</b>	<b>5</b>	<b>24</b>	<b>360</b>	<b>(7)</b>	<b>6</b>	<b>505</b>	<b>2</b>	<b>25</b>
<i>Anoro Ellipta</i>	69	100	>100	49	95	>100	13	83	>100	7	>100	>100
<i>Arnuity Ellipta</i>	6	>100	>100	5	>100	>100	-	-	-	1	>(100)	>100
<i>Avamys/Veramyst</i>	70	6	32	7	(14)	-	18	-	20	45	13	45
<i>Flixotide/Flovent</i>	190	(4)	14	115	(8)	10	27	(4)	12	48	8	26
<i>Incruse Ellipta</i>	38	>100	>100	28	>100	>100	8	>100	>100	2	>100	>100
<i>Nucala</i>	44	>100	>100	30	>100	>100	9	>100	>100	5	-	-
<i>Relvar/Breo Ellipta</i>	207	77	>100	122	>100	>100	42	52	68	43	27	65
<i>Seretide/Advair</i>	975	(20)	(5)	556	(21)	(6)	201	(24)	(13)	218	(11)	6
<i>Ventolin</i>	245	43	67	141	78	>100	36	3	16	68	20	39
Other	74	-	28	-	-	-	6	(3)	(3)	68	(5)	29
<b>Cardiovascular, metabolic and urology (CVMU)</b>	<b>234</b>	<b>12</b>	<b>35</b>	<b>74</b>	<b>48</b>	<b>76</b>	<b>84</b>	<b>20</b>	<b>42</b>	<b>76</b>	<b>(15)</b>	<b>6</b>
<i>Avodart</i>	164	23	49	7	>(100)	>(100)	82	27	46	75	-	27
<i>Eperzan/Tanzeum</i>	38	88	>100	37	82	>100	1	>(100)	-	-	-	-
Other	32	(41)	(30)	30	(13)	-	1	(100)	(50)	1	(93)	(93)
<b>Immuno-inflammation</b>	<b>112</b>	<b>27</b>	<b>49</b>	<b>104</b>	<b>27</b>	<b>49</b>	<b>6</b>	<b>25</b>	<b>50</b>	<b>2</b>	<b>-</b>	<b>100</b>
<i>Benlysta</i>	89	17	39	81	17	37	6	-	50	2	>100	>100
Other	23	82	>100	23	82	>100	-	-	-	-	-	-
<b>Other pharmaceuticals</b>	<b>636</b>	<b>(12)</b>	<b>3</b>	<b>31</b>	<b>(43)</b>	<b>(30)</b>	<b>169</b>	<b>(13)</b>	<b>1</b>	<b>436</b>	<b>(8)</b>	<b>8</b>
Dermatology	113	(6)	9	4	(69)	(69)	39	-	11	70	5	25
<i>Augmentin</i>	146	-	13	-	-	-	49	(4)	9	97	2	15
Other anti-bacterials	39	(32)	(22)	1	(50)	(50)	12	(23)	(8)	26	(34)	(26)
Rare diseases	117	1	23	14	20	40	36	-	16	67	(2)	24
Oncology	38	>100	>100	(1)	>100	>100	-	-	-	39	>100	>100
Other	183	(36)	(20)	13	(53)	(32)	33	(37)	(23)	137	(34)	(18)
<b>Established Products</b>	<b>653</b>	<b>(6)</b>	<b>7</b>	<b>184</b>	<b>-</b>	<b>18</b>	<b>136</b>	<b>(4)</b>	<b>9</b>	<b>333</b>	<b>(9)</b>	<b>2</b>
<i>Coreg</i>	37	(6)	9	37	(6)	9	-	-	-	-	-	-
<i>Hepsera</i>	9	(30)	(10)	-	-	-	-	-	-	9	(22)	-
<i>Imigran/Imitrex</i>	49	10	23	23	44	44	16	(6)	-	10	(25)	25
<i>Lamictal</i>	167	7	20	87	4	24	27	(4)	8	53	18	20
<i>Lovaza</i>	8	(73)	(64)	8	(73)	(64)	-	-	-	-	-	-
<i>Requip</i>	31	(4)	24	2	-	-	8	(22)	(11)	21	7	50
<i>Serevent</i>	27	(8)	4	16	-	23	9	(22)	-	2	-	(50)
<i>Seroxat/Paxil</i>	53	19	47	1	(100)	>(100)	10	11	11	42	-	27
<i>Valtrex</i>	31	(24)	(9)	4	(25)	-	6	(17)	-	21	(25)	(13)
<i>Zeffix</i>	20	(45)	(31)	1	>100	>100	2	(50)	-	17	(48)	(37)
Other	221	(6)	3	5	>100	>100	58	6	21	158	(10)	(4)
<b>HIV</b>	<b>1,022</b>	<b>25</b>	<b>47</b>	<b>634</b>	<b>32</b>	<b>56</b>	<b>267</b>	<b>13</b>	<b>30</b>	<b>121</b>	<b>21</b>	<b>44</b>
<i>Combivir</i>	6	(37)	(25)	1	(60)	(52)	1	(29)	(17)	4	(33)	(18)
<i>Epzicom/Kivexa</i>	114	(42)	(30)	35	(52)	(40)	48	(42)	(33)	31	(23)	(5)
<i>Lexiva/Telzir</i>	11	(23)	(15)	7	(34)	(20)	2	(46)	(36)	2	58	33
<i>Selzentry</i>	33	(7)	10	18	(6)	12	8	(32)	(22)	7	78	>100
<i>Tivicay</i>	290	42	67	198	47	74	63	25	45	29	51	74
<i>Triumeq</i>	530	56	83	362	57	86	122	46	68	46	76	>100
<i>Trizivir</i>	3	(50)	(50)	1	(57)	(47)	2	(41)	(30)	-	-	-
Other	35	>100	>100	12	(7)	11	21	>100	>100	2	(41)	(10)
<b>Pharmaceuticals</b>	<b>4,575</b>	<b>4</b>	<b>22</b>	<b>2,080</b>	<b>12</b>	<b>33</b>	<b>1,022</b>	<b>(1)</b>	<b>13</b>	<b>1,473</b>	<b>(4)</b>	<b>14</b>

**Vaccines turnover – three months ended 31 December 2016**

	Total			US			Europe			International		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
<i>Rotarix</i>	106	(10)	8	32	(4)	14	22	19	38	52	(22)	(4)
<i>Synflorix</i>	122	(24)	(10)	-	-	-	33	>100	>100	89	(42)	(30)
<i>Fluarix, FluLaval</i>	63	(25)	(6)	33	(31)	(6)	14	20	40	16	(36)	(27)
<i>Bexsero</i>	98	>100	>100	22	>100	>100	66	>100	>100	10	>100	>100
<i>Menveo</i>	50	72	>100	19	(13)	19	5	(64)	(64)	26	>100	>(100)
<i>Boostrix</i>	127	19	40	60	(6)	13	33	>100	>100	34	16	36
<i>Infanrix, Pediarix</i>	219	15	33	107	64	95	81	(22)	(10)	31	50	55
Hepatitis	157	(1)	17	76	(7)	12	48	3	20	33	12	27
<i>Priorix, Priorix Tetra, Varilrix</i>	83	(12)	2	-	-	-	36	(19)	(4)	47	(7)	8
<i>Cervarix</i>	23	18	35	-	-	-	10	(20)	-	13	71	86
Other	89	(33)	(20)	5	(64)	(64)	22	(17)	(6)	62	(31)	(16)
<b>Vaccines</b>	<b>1,137</b>	<b>-</b>	<b>18</b>	<b>354</b>	<b>5</b>	<b>29</b>	<b>370</b>	<b>11</b>	<b>27</b>	<b>413</b>	<b>(11)</b>	<b>4</b>