

Income statement

Three months ended 30 September 2012

	Total £m	Total \$m
TURNOVER	6,527	10,313
Cost of sales	(2,081)	(3,288)
Gross profit	4,446	7,025
Selling, general and administration	(2,224)	(3,514)
Research and development	(934)	(1,476)
Royalty income	92	145
Other operating income	299	473
OPERATING PROFIT	1,679	2,653
Finance income	19	31
Finance expense	(197)	(312)
Share of after tax profits of associates and joint ventures	9	14
PROFIT BEFORE TAXATION	1,510	2,386
Taxation	(314)	(496)
PROFIT AFTER TAXATION FOR THE PERIOD	1,196	1,890
Profit attributable to non-controlling interests	74	117
Profit attributable to shareholders	1,122	1,773
	1,196	1,890
EARNINGS PER SHARE	22.9p	36.2¢
Diluted earnings per share	22.6p	35.7¢

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

Income statement

Nine months ended 30 September 2012

	Total £m	Total \$m
TURNOVER	19,629	31,014
Cost of sales	(5,883)	(9,295)
Gross profit	13,746	21,719
Selling, general and administration	(6,541)	(10,335)
Research and development	(2,827)	(4,467)
Royalty income	230	363
Other operating income	844	1,334
OPERATING PROFIT	5,452	8,614
Finance income	92	146
Finance expense	(622)	(983)
Share of after tax profits of associates and joint ventures	19	30
PROFIT BEFORE TAXATION	4,941	7,807
Taxation	(1,036)	(1,637)
PROFIT AFTER TAXATION FOR THE PERIOD	3,905	6,170
Profit attributable to non-controlling interests	204	322
Profit attributable to shareholders	3,701	5,848
	3,905	6,170
EARNINGS PER SHARE	75.0p	118.5¢
Diluted earnings per share	73.8p	116.6¢

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

Turnover

Pharmaceuticals – Three months ended 30 September 2012

	Total £m	USA £m	Europe £m	EMAP £m	ROW £m	Total \$m	USA \$m	Europe \$m	EMAP \$m	ROW \$m
Respiratory	1,733	839	430	208	256	2,738	1,326	679	329	404
<i>Avamys/Veramyst</i>	53	14	12	16	11	84	22	19	25	18
<i>Flixonase/Flonase</i>	28	2	7	15	4	45	3	11	24	7
<i>Flixotide/Flovent</i>	185	112	25	12	36	292	177	39	19	57
<i>Seretide/Advair</i>	1,216	627	334	101	154	1,921	991	527	159	244
<i>Serevent</i>	34	12	16	1	5	54	19	26	1	8
<i>Ventolin</i>	152	72	28	39	13	240	114	44	62	20
<i>Xyzal</i>	25	-	-	5	20	40	-	-	9	31
<i>Zyrtec</i>	17	-	-	8	9	27	-	-	12	15
Anti-virals	169	2	18	93	56	267	3	29	147	88
<i>Hepsera</i>	32	-	-	24	8	51	-	-	39	12
<i>Zovirax</i>	21	1	5	8	7	33	2	8	12	11
<i>Valtrex</i>	52	-	7	11	34	82	-	12	17	53
<i>Zeffix</i>	61	4	4	48	5	97	7	6	76	8
Central nervous system	399	122	92	82	103	630	193	145	129	163
<i>Imigran/Imitrex</i>	47	17	16	2	12	74	26	26	3	19
<i>Lamictal</i>	151	81	27	20	23	239	128	43	32	36
<i>Requip</i>	40	3	19	4	14	63	5	30	6	22
<i>Seroxat/Paxil</i>	80	-	13	19	48	126	-	20	30	76
<i>Treximet</i>	13	13	-	-	-	20	20	-	-	-
<i>Wellbutrin</i>	22	5	11	8	(2)	35	8	17	13	(3)
Cardiovascular and urogenital	560	323	118	75	44	885	510	186	119	70
<i>Arixtra</i>	47	18	21	6	2	74	28	33	10	3
<i>Avodart</i>	199	81	54	23	41	315	128	85	37	65
<i>Coreg</i>	32	32	-	-	-	50	50	-	-	-
<i>Fraxiparine</i>	54	-	31	22	1	85	-	48	35	2
<i>Lovaza</i>	151	150	-	-	1	238	237	-	-	1
<i>Vesicare</i>	-	-	-	-	-	-	-	-	-	-
Metabolic	45	(1)	7	17	22	71	-	11	26	34
<i>Avandia products</i>	4	1	-	3	-	6	1	-	5	-
Anti-bacterials	289	5	82	180	22	457	8	129	285	35
<i>Augmentin</i>	139	1	38	92	8	220	1	60	146	13
Oncology and emesis	204	84	65	31	24	322	133	103	49	37
<i>Arzerra</i>	19	10	8	-	1	30	15	13	-	2
<i>Promacta</i>	35	15	9	3	8	55	24	14	5	12
<i>Tyverb/Tykerb</i>	57	17	21	12	7	90	27	33	19	11
<i>Votrient</i>	49	26	17	5	1	77	41	26	9	1
Dermatology	201	49	40	93	19	318	78	63	147	30
<i>Bactroban</i>	32	13	7	10	2	50	20	11	16	3
<i>Duac</i>	15	5	7	3	-	23	8	11	4	-
Rare diseases	137	39	29	14	55	217	62	46	22	87
<i>Flolan</i>	31	8	4	-	19	49	12	7	-	30
<i>Volibris</i>	33	-	19	3	11	52	-	30	5	17
Immuno-inflammation	20	19	1	-	-	32	30	1	1	-
<i>Benlysta</i>	20	19	1	-	-	32	30	1	-	1
Other pharmaceuticals	206	11	28	109	58	326	17	45	172	92
Vaccines	940	296	249	301	94	1,485	468	393	476	148
<i>Boostrix</i>	78	56	14	3	5	123	88	23	4	8
<i>Cervarix</i>	45	3	11	19	12	71	5	17	30	19
<i>Fluarix, FluLaval</i>	138	79	19	26	14	218	124	30	42	22
Hepatitis	168	75	47	34	12	266	119	74	54	19
<i>Infanrix, Pediarix</i>	200	58	91	35	16	316	91	144	55	26
<i>Nimenrix</i>	1	-	1	-	-	2	-	2	-	-
<i>Rotarix</i>	103	26	9	48	20	163	41	14	76	32
<i>Synflorix</i>	106	-	12	93	1	167	-	19	147	1
	4,903	1,788	1,159	1,203	753	7,748	2,828	1,830	1,902	1,188
ViiV Healthcare (HIV)	356	129	126	69	32	563	204	200	109	50
<i>Combivir</i>	53	6	15	30	2	84	10	24	47	3
<i>Epivir</i>	12	2	5	2	3	19	4	8	3	4
<i>Epzicom/Kivexa</i>	174	65	70	21	18	274	103	111	32	28
<i>Lexiva</i>	31	16	8	7	-	49	26	13	10	-
<i>Selzentry</i>	30	13	13	2	2	47	20	21	3	3
<i>Trizivir</i>	25	15	9	2	(1)	40	24	15	3	(2)
	5,259					8,311				

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

Turnover

Pharmaceuticals – Nine months ended 30 September 2012

	Total £m	USA £m	Europe £m	EMAP £m	ROW £m	Total \$m	USA \$m	Europe \$m	EMAP \$m	ROW \$m
Respiratory	5,388	2,525	1,414	619	830	8,513	3,990	2,234	978	1,311
<i>Avamys/Veramyst</i>	186	43	49	45	49	294	68	77	71	78
<i>Flixonase/Flonase</i>	101	11	24	41	25	160	17	38	65	40
<i>Flixotide/Flovent</i>	573	332	90	39	112	905	524	142	62	177
<i>Seretide/Advair</i>	3,737	1,898	1,073	299	467	5,904	2,999	1,695	472	738
<i>Serevent</i>	110	38	49	2	21	174	60	78	3	33
<i>Ventolin</i>	454	198	91	124	41	717	313	144	196	64
<i>Xyzal</i>	93	-	-	13	80	147	-	-	21	126
<i>Zyrtec</i>	59	-	-	25	34	93	-	-	39	54
Anti-virals	550	26	60	265	199	869	41	95	419	314
<i>Hepsera</i>	93	-	-	70	23	147	-	-	111	36
<i>Zovirax</i>	67	3	17	25	22	106	5	27	39	35
<i>Valtrex</i>	181	15	27	28	111	286	24	43	44	175
<i>Zeffix</i>	179	10	13	139	17	283	16	20	220	27
Central nervous system	1,247	382	293	237	335	1,970	604	463	374	529
<i>Imigran/Imitrex</i>	143	54	51	5	33	226	85	81	8	52
<i>Lamictal</i>	446	241	85	56	64	705	381	134	89	101
<i>Requip</i>	129	18	59	11	41	204	29	93	17	65
<i>Seroxat/Paxil</i>	283	-	42	61	180	447	-	66	96	285
<i>Treximet</i>	38	38	-	-	-	60	60	-	-	-
<i>Wellbutrin</i>	62	9	33	21	(1)	98	14	52	33	(1)
Cardiovascular and urogenital	1,860	1,142	378	215	125	2,939	1,804	597	340	198
<i>Arixtra</i>	142	49	69	19	5	224	77	109	30	8
<i>Avodart</i>	582	238	167	63	114	920	376	264	100	180
<i>Coreg</i>	102	102	-	-	-	161	161	-	-	-
<i>Fraxiparine</i>	174	-	111	62	1	275	-	175	98	2
<i>Lovaza</i>	459	457	-	-	2	725	722	-	-	3
<i>Vesicare</i>	174	174	-	-	-	275	275	-	-	-
Metabolic	123	(14)	20	49	68	194	(22)	32	77	107
<i>Avandia products</i>	(1)	(13)	-	8	4	(2)	(21)	-	13	6
Anti-bacterials	910	15	297	534	64	1,438	24	469	844	101
<i>Augmentin</i>	441	1	148	265	27	697	1	234	419	43
Oncology and emesis	579	235	188	90	66	915	372	297	142	104
<i>Arzerra</i>	46	28	17	-	1	73	44	27	-	2
<i>Promacta</i>	92	39	25	8	20	145	62	39	13	31
<i>Tyverb/Tykerb</i>	177	51	66	39	21	280	81	104	62	33
<i>Votrient</i>	121	62	44	13	2	191	98	69	21	3
Dermatology	624	167	114	284	59	986	264	180	449	93
<i>Bactroban</i>	92	37	20	29	6	145	58	32	46	9
<i>Duac</i>	66	32	18	9	7	104	51	28	14	11
Rare diseases	353	80	92	33	148	558	127	145	52	234
<i>Flolan</i>	101	24	18	-	59	160	38	29	-	93
<i>Volibris</i>	92	-	55	7	30	145	-	87	11	47
Immuno-inflammation	41	38	2	-	1	65	60	3	-	2
<i>Benlysta</i>	41	38	2	-	1	65	60	3	-	2
Other pharmaceuticals	596	11	118	310	157	942	17	187	490	248
Vaccines	2,461	627	714	788	332	3,888	991	1,128	1,245	524
<i>Boostrix</i>	183	114	39	11	19	289	180	62	17	30
<i>Cervarix</i>	226	5	40	53	128	357	8	63	84	202
<i>Fluarix, FluLaval</i>	150	80	17	34	19	237	126	27	54	30
<i>Hepatitis</i>	486	206	147	95	38	768	326	232	150	60
<i>Infanrix, Pediarix</i>	540	149	274	71	46	853	235	433	112	73
<i>Nimenrix</i>	1	-	1	-	-	2	-	2	-	-
<i>Rotarix</i>	272	74	29	123	46	430	117	46	194	73
<i>Synflorix</i>	280	-	32	244	4	442	-	51	385	6
	14,732	5,234	3,690	3,424	2,384	23,277	8,272	5,830	5,410	3,765
ViiV Healthcare (HIV)	1,036	388	394	157	97	1,637	613	623	248	153
<i>Combivir</i>	136	15	50	63	8	215	24	79	99	13
<i>Epivir</i>	39	6	17	9	7	62	10	27	14	11
<i>Epzicom/Kivexa</i>	499	184	212	46	57	788	291	335	72	90
<i>Lexiva</i>	95	51	26	13	5	150	81	41	20	8
<i>Selzentry</i>	90	40	41	3	6	142	63	65	5	9
<i>Trizivir</i>	81	45	29	5	2	128	71	46	8	3
	15,768					24,914				

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

Turnover

Consumer Healthcare Three months ended 30 September 2012

	Total £m	Total \$m
Total wellness	479	756
Oral care	450	711
Nutrition	275	435
Skin health	64	101
	<u>1,268</u>	<u>2,003</u>

	Total £m	Total \$m
US	227	359
Europe	432	682
Rest of World	609	962
	<u>1,268</u>	<u>2,003</u>

Consumer Healthcare Nine months ended 30 September 2012

	Total £m	Total \$m
Total wellness	1,504	2,376
Oral care	1,352	2,136
Nutrition	815	1,288
Skin health	190	300
	<u>3,861</u>	<u>6,100</u>

	Total £m	Total \$m
US	676	1,068
Europe	1,356	2,142
Rest of World	1,829	2,890
	<u>3,861</u>	<u>6,100</u>

Balance sheet

	30 September 2012 £m	30 September 2012 \$m
ASSETS		
Non-current assets		
Property, plant and equipment	8,585	13,822
Goodwill	4,405	7,092
Other intangible assets	8,777	14,131
Investments in associates and joint ventures	666	1,072
Other investments	823	1,325
Deferred tax assets	2,982	4,801
Derivative financial instruments	74	119
Other non-current assets	648	1,043
Total non-current assets	26,960	43,405
Current assets		
Inventories	4,036	6,498
Current tax recoverable	85	137
Trade and other receivables	5,613	9,037
Derivative financial instruments	75	121
Liquid investments	226	364
Cash and cash equivalents	3,391	5,459
Assets held for sale	67	108
Total current assets	13,493	21,724
TOTAL ASSETS	40,453	65,129
LIABILITIES		
Current liabilities		
Short-term borrowings	(4,155)	(6,690)
Trade and other payables	(7,683)	(12,370)
Derivative financial instruments	(76)	(122)
Current tax payable	(1,187)	(1,911)
Short-term provisions	(863)	(1,389)
Total current liabilities	(13,964)	(22,482)
Non-current liabilities		
Long-term borrowings	(13,330)	(21,461)
Deferred tax liabilities	(837)	(1,348)
Pensions and other post-employment benefits	(3,944)	(6,350)
Other provisions	(541)	(871)
Derivative financial instruments	(2)	(3)
Other non-current liabilities	(807)	(1,299)
Total non-current liabilities	(19,461)	(31,332)
TOTAL LIABILITIES	(33,425)	(53,814)
NET ASSETS	7,028	11,315
EQUITY		
Share capital	1,361	2,191
Share premium account	1,955	3,148
Retained earnings	1,067	1,718
Other reserves	1,840	2,962
Shareholders' equity	6,223	10,019
Non-controlling interests	805	1,296
TOTAL EQUITY	7,028	11,315

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