

Consumer Healthcare turnover

Year ended 31 December 2013

	Total		
	£m	CER%	AR%
Turnover			
Total wellness	1,935	(5)	(6)
Oral care	1,884	6	4
Nutrition	1,096	7	4
Skin health	272	5	6
Total	<u>5,187</u>	<u>2</u>	<u>-</u>

	Total		
	£m	CER%	AR%
Turnover			
USA	951	1	3
Europe	1,819	(1)	1
ROW	2,417	4	(1)
Total	<u>5,187</u>	<u>2</u>	<u>-</u>

Three months ended 31 December 2013

	Total		
	£m	CER%	AR%
Turnover			
Total wellness	469	(6)	(10)
Oral care	447	4	-
Nutrition	235	6	-
Skin health	67	5	3
Total	<u>1,218</u>	<u>-</u>	<u>(4)</u>

	Total		
	£m	CER%	AR%
Turnover			
US	242	(2)	(3)
Europe	435	(4)	(2)
ROW	541	5	(6)
Total	<u>1,218</u>	<u>-</u>	<u>(4)</u>

Pharmaceuticals and Vaccines turnover – Year ended 31 December 2013

	Total			USA			Europe			EMAP			Rest of World		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
Respiratory	7,516	4	3	3,655	7	8	1,907	(3)	-	877	4	2	1,077	6	(5)
<i>Avamys/Veramyst</i>	249	5	1	42	(29)	(29)	69	8	11	71	16	13	67	23	8
<i>Flixonase/Flonase</i>	110	(14)	(17)	7	(50)	(50)	31	(6)	(3)	49	(14)	(14)	23	(7)	(23)
<i>Flixotide/Flovent</i>	796	2	2	482	6	8	117	(7)	(4)	58	7	5	139	(3)	(10)
<i>Seretide/Advair</i>	5,274	4	5	2,769	8	9	1,458	(2)	1	429	4	3	618	6	(5)
<i>Serevent</i>	129	(10)	(11)	51	(2)	-	55	(17)	(14)	4	33	33	19	(15)	(30)
<i>Ventolin</i>	642	2	2	291	4	5	127	(2)	1	171	2	-	53	(4)	(7)
<i>Xyzal</i>	137	26	6	-	-	-	-	-	-	18	6	13	119	28	5
<i>Zyrtec</i>	76	4	(6)	-	-	-	-	-	-	41	17	14	35	(7)	(22)
Other*	103	4	2	13	100	>100	50	(9)	(6)	36	-	(10)	4	>100	100
Anti-virals	667	(6)	(11)	57	(2)	-	66	(14)	(11)	293	(20)	(19)	251	14	(4)
<i>Hepsera</i>	96	(21)	(24)	-	-	-	-	-	-	70	(28)	(26)	26	-	(16)
<i>Valtrex</i>	224	(2)	(11)	45	26	29	29	(15)	(12)	40	11	8	110	(10)	(25)
<i>Zovirax</i>	81	(4)	(9)	1	(67)	(67)	19	(10)	(10)	35	3	-	26	(3)	(13)
<i>Zeffix</i>	182	(26)	(25)	13	(13)	(13)	12	(25)	(25)	140	(28)	(26)	17	(17)	(29)
Other*	84	>100	95	(2)	<(100)	<(100)	6	25	50	8	60	60	72	>100	>100
Central nervous system	1,483	(8)	(11)	440	(15)	(14)	355	(11)	(8)	341	7	4	347	(8)	(22)
<i>Imigran/Imitrex</i>	188	1	(1)	80	11	11	63	(7)	(6)	7	-	-	38	(5)	(12)
<i>Lamictal</i>	557	(7)	(9)	276	(18)	(17)	110	(4)	(2)	78	8	4	93	21	2
<i>Requip</i>	125	(18)	(24)	7	(63)	(63)	52	(33)	(32)	14	-	-	52	15	(5)
<i>Seroxat/Paxil</i>	285	(16)	(24)	-	100	100	53	(11)	(7)	79	(4)	(6)	153	(23)	(35)
<i>Wellbutrin</i>	97	14	15	16	33	33	51	11	16	30	7	7	-	-	-
Other*	231	(5)	(7)	61	(21)	(20)	26	(20)	(13)	133	14	10	11	(38)	(48)
Cardiovascular and urogenital	2,239	(8)	(8)	1,244	(16)	(15)	533	2	6	281	(2)	(4)	181	18	4
<i>Arixtra</i>	167	(15)	(14)	50	(26)	(26)	84	(12)	(8)	28	-	-	5	(13)	(38)
<i>Avodart</i>	857	10	8	312	(3)	(2)	273	15	20	104	27	24	168	20	4
<i>Coreg</i>	131	(2)	(2)	130	(2)	(2)	-	-	-	-	-	-	1	-	-
<i>Fraxiparine</i>	221	(7)	(5)	-	-	-	138	(8)	(5)	83	(6)	(5)	-	(100)	(100)
<i>Lovaza</i>	584	(5)	(4)	581	(5)	(4)	-	-	-	-	-	-	3	-	-
Other*	279	(42)	(41)	171	(51)	(50)	38	(8)	(5)	66	(26)	(29)	4	-	-
Metabolic	174	10	3	4	>100	>100	42	41	45	68	9	5	60	(20)	(31)
Other*	174	10	3	4	>100	>100	42	41	45	68	9	5	60	(20)	(31)
Anti-bacterials	1,239	-	(1)	27	30	35	393	(6)	(2)	750	5	2	69	(15)	(22)
<i>Augmentin</i>	630	5	4	1	-	-	203	(3)	-	393	11	7	33	(5)	(13)
Other*	609	(4)	(5)	26	32	37	190	(9)	(5)	357	(1)	(3)	36	(22)	(29)
Oncology and emesis	969	22	21	380	17	18	339	28	32	149	18	14	101	27	12
<i>Arzerra</i>	75	23	25	46	18	21	27	29	29	-	-	-	2	100	100
<i>Promacta</i>	186	46	43	73	33	35	55	47	53	22	92	83	36	50	29
<i>Tyverb/Tykerb</i>	207	(13)	(13)	55	(21)	(19)	82	(9)	(6)	47	(9)	(13)	23	(10)	(23)
<i>Votrient</i>	331	80	81	144	56	58	130	91	97	37	77	68	20	>100	>100
Other*	170	(9)	(9)	62	(10)	(11)	45	(9)	(2)	43	2	-	20	(26)	(26)
Dermatology	770	(8)	(9)	140	(40)	(39)	170	5	8	397	6	2	63	(9)	(19)
<i>Bactroban</i>	98	(19)	(21)	29	(45)	(43)	24	(12)	(8)	38	5	(3)	7	-	(13)
<i>Duac</i>	72	(17)	(17)	15	(61)	(61)	29	17	21	16	38	23	12	(8)	-
Other*	600	(4)	(6)	96	(32)	(31)	117	7	9	343	5	2	44	(11)	(23)
Rare diseases	495	7	-	113	(4)	(3)	129	1	5	48	2	-	205	17	(1)
<i>Volibris</i>	147	21	16	-	-	-	82	10	12	11	22	22	54	40	20
<i>FloLAN</i>	103	(16)	(24)	25	(24)	(24)	18	(26)	(22)	-	-	-	60	(9)	(24)
Other*	245	12	5	88	4	5	29	-	7	37	(3)	(5)	91	30	10
Immuno-inflammation	161	>100	>100	148	>100	>100	8	100	100	1	-	-	4	>100	>100
<i>Benlysta</i>	146	>100	>100	134	>100	>100	8	100	100	1	-	-	3	100	>100
Other*	15	-	-	14	-	-	-	-	-	-	-	-	1	-	-
Other pharmaceuticals	799	6	1	6	(74)	(68)	175	(7)	(2)	369	(3)	(10)	249	48	37
Vaccines	3,420	2	3	978	17	18	1,049	3	7	1,124	1	2	269	(31)	(35)
<i>Boostrix</i>	288	19	21	183	23	24	65	19	23	20	25	25	20	(9)	(9)
<i>Cervarix</i>	172	(37)	(36)	6	-	-	61	11	15	92	23	23	13	(90)	(90)
<i>Fluarix, FluLaval</i>	251	25	26	146	65	66	35	(21)	(19)	43	(2)	(2)	27	8	8
Hepatitis	629	(4)	(3)	263	(3)	(1)	198	(3)	1	123	(2)	(4)	45	(15)	(18)
<i>Infanrix, Pediarix</i>	862	9	11	271	23	24	398	2	6	132	11	10	61	3	-
<i>Rotarix</i>	375	5	4	108	7	8	59	49	51	164	3	3	44	(21)	(29)
<i>Synflorix</i>	405	2	5	-	-	-	48	2	7	350	1	5	7	17	17
Other*	438	(4)	(3)	1	(100)	-	185	2	6	200	(14)	(13)	52	27	16
	19,932	1	-	7,192	1	3	5,166	-	3	4,698	1	-	2,876	3	(9)
ViiV Healthcare (HIV)	1,386	-	1												
	21,318	1	-												

Pharmaceuticals and Vaccines turnover – Three months ended 31 December 2013

	Total			USA			Europe			EMAP			Rest of World		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
Respiratory	1,982	7	4	975	14	13	483	(4)	(2)	238	5	-	286	8	(7)
<i>Avamys/Veramyst</i>	54	(5)	(10)	6	(56)	(63)	16	23	23	18	6	-	14	15	8
<i>Flixonase/Flonase</i>	25	(19)	(22)	4	33	33	7	(25)	(13)	10	(31)	(38)	4	-	(20)
<i>Flixotide/Flovent</i>	209	4	1	124	8	7	30	(9)	(6)	17	13	6	38	-	(10)
<i>Seretide/Advair</i>	1,398	9	7	741	17	17	368	(4)	(2)	119	6	1	170	8	(7)
<i>Serevent</i>	31	(9)	(11)	13	(8)	-	14	(13)	(7)	1	-	-	3	-	(50)
<i>Ventolin</i>	175	1	(1)	80	3	1	33	(6)	(6)	47	6	-	15	(6)	(6)
<i>Xyzal</i>	36	22	-	-	-	-	-	-	-	5	67	67	31	18	(6)
<i>Zyrtec</i>	20	-	(9)	-	-	-	-	-	-	11	-	-	9	-	(18)
Other*	34	42	31	7	>100	>100	15	(7)	-	10	22	11	2	>100	100
Anti-virals	202	10	-	17	(45)	(45)	16	14	14	71	(23)	(25)	98	86	56
<i>Hepsera</i>	23	(27)	(30)	-	-	-	-	-	-	15	(36)	(40)	8	-	-
<i>Valtrex</i>	59	(7)	(17)	15	(30)	(25)	7	17	17	10	22	11	27	(6)	(25)
<i>Zovirax</i>	20	-	(9)	-	-	-	4	25	-	10	-	-	6	(13)	(25)
<i>Zeffix</i>	43	(30)	(33)	3	(40)	(40)	3	-	-	33	(31)	(33)	4	(29)	(43)
Other*	57	>100	>100	(1)	(100)	<(100)	2	-	100	3	-	50	53	>100	>100
Central nervous system	384	(3)	(9)	116	(9)	(9)	86	(10)	(8)	90	4	(2)	92	2	(16)
<i>Imigran/Imitrex</i>	46	-	-	18	6	-	15	(6)	(6)	2	-	-	11	-	10
<i>Lamictal</i>	152	(3)	(7)	77	(15)	(15)	28	-	4	20	16	5	27	22	-
<i>Requip</i>	29	(3)	(17)	1	-	-	11	(29)	(35)	3	-	-	14	29	-
<i>Seroxat/Paxil</i>	69	(14)	(24)	-	100	100	12	(27)	(20)	19	(9)	(17)	38	(15)	(30)
<i>Wellbutrin</i>	26	23	18	6	100	100	14	18	27	8	14	14	(2)	(100)	<(100)
Other*	62	-	(3)	14	(13)	(13)	6	(14)	(14)	38	5	-	4	33	33
Cardiovascular and urogenital	548	(2)	(4)	296	(7)	(7)	135	3	7	67	(6)	(13)	50	20	2
<i>Arixtra</i>	33	(36)	(38)	7	(63)	(63)	20	(14)	(9)	6	(33)	(33)	-	(33)	(100)
<i>Avodart</i>	226	13	9	80	1	1	72	13	18	27	43	29	47	19	-
<i>Coreg</i>	29	(3)	(6)	29	-	(3)	-	-	-	-	-	-	-	(100)	(100)
<i>Fraxiparine</i>	55	(5)	(7)	-	-	-	34	-	-	21	(16)	(16)	-	-	-
<i>Lovaza</i>	140	(5)	(5)	139	(5)	(5)	-	-	-	-	-	-	1	-	-
Other*	65	(13)	(10)	41	(7)	(7)	9	(11)	-	13	(32)	(41)	2	67	>100
Metabolic	43	2	(9)	2	-	-	12	33	33	16	13	-	13	(20)	(35)
Other*	43	2	(9)	2	-	-	12	33	33	16	13	-	13	(20)	(35)
Anti-bacterials	309	(5)	(8)	6	-	20	102	(8)	(4)	184	(2)	(8)	17	(16)	(32)
<i>Augmentin</i>	165	3	(1)	1	-	-	53	(4)	(2)	101	6	(1)	10	-	(9)
Other*	144	(12)	(15)	5	(20)	-	49	(12)	(6)	83	(10)	(16)	7	(29)	(50)
Oncology and emesis	266	24	21	102	21	19	89	26	31	46	22	12	29	29	21
<i>Arzerra</i>	19	36	36	13	30	30	5	25	25	-	-	-	1	-	-
<i>Promacta</i>	52	42	37	19	27	27	16	45	45	6	75	50	11	50	38
<i>Tyverb/Tykerb</i>	49	(18)	(21)	11	(35)	(35)	19	(10)	(10)	14	-	(7)	5	(33)	(44)
<i>Votrient</i>	90	48	45	39	34	34	35	55	59	11	33	22	5	>100	>100
Other*	56	28	30	20	47	33	14	20	40	15	23	15	7	-	40
Dermatology	171	(19)	(24)	21	(66)	(66)	42	(4)	(1)	93	(1)	(10)	15	(5)	(18)
<i>Bactroban</i>	23	(25)	(28)	7	(50)	(50)	6	-	-	7	(10)	(30)	3	-	50
<i>Duac</i>	19	(10)	(10)	4	(33)	(33)	8	17	33	4	25	-	3	(40)	(40)
Other*	129	(20)	(25)	10	(76)	(76)	28	(10)	(10)	82	(2)	(9)	9	18	(18)
Rare diseases	130	(1)	(8)	27	(24)	(27)	34	3	10	14	(7)	(7)	55	14	(7)
<i>Volibris</i>	40	23	14	-	-	-	21	17	17	3	50	50	16	27	7
<i>FloLAN</i>	23	(21)	(32)	6	(33)	(33)	4	(40)	(20)	-	-	-	13	(10)	(35)
Other*	67	(3)	(8)	21	(21)	(25)	9	-	13	11	(15)	(15)	26	25	8
Immuno-inflammation	46	59	59	41	57	53	2	50	-	-	-	-	3	-	-
<i>Benlysta</i>	37	28	28	33	26	22	2	50	-	-	-	-	2	-	-
Other*	9	-	-	8	-	-	-	-	-	-	-	-	1	-	-
Other pharmaceuticals	255	17	9	4	(75)	(50)	54	(16)	(11)	98	(2)	(10)	99	>100	81
Vaccines	967	12	12	243	23	22	275	-	3	389	22	22	60	(16)	(25)
<i>Boostrix</i>	91	65	65	65	97	97	15	7	7	7	40	40	4	33	33
<i>Cervarix</i>	45	2	2	1	-	-	19	38	46	25	18	14	-	(100)	(100)
<i>Fluarix, FluLaval</i>	87	76	74	36	>100	>100	21	(23)	(19)	22	>100	>100	8	50	33
Hepatitis	152	(4)	(5)	55	(7)	(8)	52	2	4	34	12	3	11	(41)	(35)
<i>Infanrix, Pediarix</i>	208	(11)	(11)	61	(10)	(12)	101	(4)	(1)	32	(33)	(35)	14	-	(7)
<i>Rotarix</i>	100	17	14	24	(4)	(8)	15	50	50	46	31	28	15	-	(6)
<i>Synflorix</i>	161	49	53	-	-	-	12	(8)	(8)	147	58	63	2	-	-
Other*	123	(3)	(3)	1	<(100)	(50)	40	-	5	76	1	3	6	(15)	(54)
	5,303	5	2	1,850	5	5	1,330	(2)	1	1,306	5	-	817	18	1
ViiV Healthcare	385	15	14												
	5,688	6	3												

ViiV Healthcare turnover
Year ended 31 December 2013

	Total			USA			Europe			EMAP			Rest of World		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
<i>Combivir</i>	116	(36)	(35)	35	46	48	39	(41)	(39)	35	(56)	(56)	7	(36)	(42)
<i>Epivir</i>	43	(10)	(12)	10	25	27	16	(29)	(26)	11	(5)	(5)	6	(2)	(22)
<i>Epzicom/Kivexa</i>	763	14	15	269	9	10	328	11	15	78	38	37	88	22	12
<i>Selzentry</i>	143	10	12	58	1	2	63	8	13	6	67	60	16	47	40
<i>Trizivir</i>	97	(10)	(9)	58	(6)	(4)	32	(17)	(14)	4	(26)	(30)	3	1	(18)
<i>Other*</i>	224	(10)	(9)	122	(5)	(4)	48	(22)	(19)	37	(7)	(8)	17	(9)	(10)
	1,386	-	1	552	5	6	526	(3)	-	171	(12)	(14)	137	12	3

Three months ended 31 December 2013

	Total			USA			Europe			EMAP			Rest of World		
	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%	£m	CER%	£%
<i>Combivir</i>	31	(26)	(28)	11	27	27	7	(52)	(50)	11	(32)	(28)	2	(28)	(53)
<i>Epivir</i>	9	-	(10)	3	46	>100	4	(27)	(2)	2	2	(3)	-	22	<(100)
<i>Epzicom/Kivexa</i>	211	28	27	80	35	34	88	15	19	18	70	58	25	31	20
<i>Selzentry</i>	37	(3)	(3)	14	(16)	(16)	17	11	15	1	(4)	(15)	5	4	(3)
<i>Trizivir</i>	26	-	-	16	2	1	7	(11)	(8)	1	>100	>100	2	(11)	(21)
<i>Other*</i>	71	29	29	47	67	77	12	(12)	(22)	8	(8)	(16)	4	2	7
	385	15	14	171	30	30	135	1	4	41	7	1	38	16	4

* All "Other" Pharmaceuticals and Vaccines product sales totalled £3,971 million and decreased 4% CER and 6% AR in the year and totalled £1,115 million and increased 7% CER and 2% AR in Q4 2013. Other Pharmaceuticals turnover includes milestone income received from Theravance of £78 million in 2013 and £52 million in Q4 2013.