



# Revised forecasts

Figure 12: GSK revenue forecasts (£m); key categories/brands (Established Product detail omitted for space reasons)

GBPm	FY14A	FY15E	FY16E	FY17E	FY18E	FY19E	FY20E
Seretide/Advair	4,229	3,652	3,394	3,181	2,694	2,203	2,017
Relvar/Breo	67	248	394	552	640	736	849
Avamys/Veramyst	238	241	252	255	259	261	260
Flixotide/Flovent	702	681	667	628	592	556	522
Ventolin	665	683	704	710	690	672	655
Anoro (UVECVI)	17	87	176	280	413	569	728
Mepolizumab	0	39	171	369	655	786	995
Other Respiratory	263	270	301	338	354	374	399
Triple combo		0	0	0	0	24	86
<b>Total Respiratory</b>	<b>6,181</b>	<b>5,901</b>	<b>6,058</b>	<b>6,312</b>	<b>6,297</b>	<b>6,181</b>	<b>6,510</b>
Total Oncology	1,202	216	0	0	0	0	0
Avodart	805	759	637	548	446	434	419
Eperzan (albiglutide)	6	102	160	211	245	263	277
Other CVMU	154	151	148	144	141	138	136
Losmapimod		0	0	0	0	0	6
<b>Total CVMU</b>	<b>965</b>	<b>1,013</b>	<b>945</b>	<b>903</b>	<b>833</b>	<b>835</b>	<b>837</b>
Dermatology	481	446	434	436	447	458	470
Augmentin	573	573	566	563	563	567	560
Other anti-bacterials	215	207	197	188	178	170	161
Benlysta	173	212	296	352	407	411	415
Rare diseases	417	394	406	422	438	454	453
Sirukumab		0	0	10	34	74	132
Retosiban		0	0	0	0	6	21
Tafenoquine		0	0	0	0	12	43
'Other' other	762	750	746	734	724	717	712
<b>Total other products</b>	<b>2,621</b>	<b>2,592</b>	<b>2,662</b>	<b>2,728</b>	<b>2,831</b>	<b>2,927</b>	<b>3,023</b>
Boostrix	317	332	343	354	365	377	390
Cervarix	118	121	128	137	146	156	166
Fluarix, FluLaval	215	236	247	259	273	287	301
Hepatitis	558	576	594	610	629	648	668
Infanrix, Pediarix	828	788	820	854	890	928	967
Rotarix	376	414	449	498	547	560	573
Synflorix	398	399	402	419	436	454	356
HZ/su		0	0	15	52	111	247
Other Vaccines	382	381	382	397	415	430	442
Ex Novartis vaccines		482	638	662	694	720	738
<b>Total Vaccines</b>	<b>3,192</b>	<b>3,729</b>	<b>3,997</b>	<b>4,232</b>	<b>4,508</b>	<b>4,735</b>	<b>4,917</b>
<b>Innovative Products</b>	<b>14,161</b>	<b>13,451</b>	<b>13,662</b>	<b>14,174</b>	<b>14,469</b>	<b>14,678</b>	<b>15,288</b>
<b>Total ViiV Healthcare</b>	<b>1,498</b>	<b>2,088</b>	<b>2,316</b>	<b>2,552</b>	<b>2,803</b>	<b>2,868</b>	<b>3,032</b>
<b>Total Established</b>	<b>3,011</b>	<b>2,645</b>	<b>2,477</b>	<b>2,253</b>	<b>2,114</b>	<b>2,000</b>	<b>1,898</b>
<b>Total Pharmaceuticals</b>	<b>18,670</b>	<b>18,184</b>	<b>18,455</b>	<b>18,979</b>	<b>19,386</b>	<b>19,546</b>	<b>20,218</b>
<b>Consumer Health</b>	<b>4,336</b>	<b>6,218</b>	<b>6,858</b>	<b>7,126</b>	<b>7,412</b>	<b>7,701</b>	<b>7,999</b>
<b>Group Sales</b>	<b>23,006</b>	<b>24,402</b>	<b>25,313</b>	<b>26,105</b>	<b>26,797</b>	<b>27,247</b>	<b>28,217</b>

Source: Deutsche Bank estimates  
 Estimates, Company data