

FINANCIAL HIGHLIGHTS

Growth rates represent underlying performance, which shows growth at constant exchange rates (CER) by excluding the effects of exchange rate movements. Underlying CER growth is calculated by retranslating the current year's performance at the previous year's exchange rates and adjusting for other exchange effects, including hedging.

| SALES \$M | | |
|-----------|--------|--------|
| | | GROWTH |
| 07 | 29,559 | +7% |
| 06 | 26,475 | +11% |
| 05 | 23,950 | +10% |

| OPERATING PROFIT \$M | | |
|----------------------|-------|--------|
| | | GROWTH |
| 07 ¹ | 9,060 | +8% |
| 07 | 8,094 | -4% |
| 06 | 8,216 | +28% |
| 05 | 6,502 | +39% |

| PROFIT BEFORE TAX \$M | | |
|-----------------------|-------|--------|
| | | GROWTH |
| 07 ¹ | 8,949 | +2% |
| 07 | 7,983 | -9% |
| 06 | 8,543 | +29% |
| 05 | 6,667 | +41% |

| EARNINGS PER ORDINARY SHARE \$ | | |
|--------------------------------|------|--------|
| | | GROWTH |
| 07 ¹ | 4.20 | +7% |
| 07 | 3.74 | -5% |
| 06 | 3.86 | +34% |
| 05 | 2.91 | +41% |

| R&D INVESTMENT \$M | | |
|--------------------|-------|--------|
| | | GROWTH |
| 07 ¹ | 5,089 | +22% |
| 07 | 5,162 | +24% |
| 06 | 3,902 | +16% |
| 05 | 3,379 | -4% |

| SG&A COSTS \$M | | |
|-----------------|--------|--------|
| | | GROWTH |
| 07 ¹ | 9,886 | +4% |
| 07 | 10,364 | +9% |
| 06 | 9,096 | +5% |
| 05 | 8,695 | +4% |

| RETURNS TO SHAREHOLDERS – DIVIDENDS AND SHARE RE-PURCHASES \$M | | |
|---|-------|--|
| 07 | 6,811 | |
| 06 | 6,367 | |
| 05 | 4,718 | |

¹ Excluding restructuring and synergy costs.