

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.