

REPORTING PERFORMANCE – FINANCIAL

SALES \$M				
2007	15,344 (+11%)	3,230 (-19%)	10,985 (+13%)	29,559
2006	13,318 (+23%)	3,837 (-8%)	9,320 (+5%)	26,475
2005	10,849 (+27%)	4,193 (-6%)	8,908 (+1%)	23,950
2004	8,426 (+36%)	4,363 (-18%)	8,637 (+4%)	21,426
2003	5,986 (+53%)	5,041 (-36%)	7,822 (+8%)	18,849

■ KEY PRODUCTS (ARIMIDEX, CRESTOR, NEXIUM, SEROQUEL AND SYMBICORT)
■ EXPIRY PRODUCTS (LOSEC, NOLVADEX, PLENDIL, SELOKEN/TOPROL-XL AND ZESTRIL)
■ BASE PRODUCTS

GROSS MARGIN \$M		
		% OF SALES
07 ¹	23,083	80.0%
07	23,140	78.3%
06	20,916	79.0%
05	18,594	77.6%

OPERATING PROFIT MARGIN \$M		
		% OF SALES
07 ¹	9,238	32.0%
07	8,094	27.4%
06	8,216	31.0%
05	6,502	27.2%

R&D INVESTMENT \$M		
		% OF SALES
07 ¹	4,834	16.8%
07	5,162	17.5%
06	3,902	14.7%
05	3,379	14.1%

SG&A COSTS \$M		
		% OF SALES
07 ¹	9,326	32.3%
07	10,364	35.0%
06	9,096	34.4%
05	8,695	36.3%

¹ Excluding MedImmune and restructuring and synergy costs.

The performance data shown in the therapy area reviews on pages 50, 53, 56, 59, 63 and 66 and the geographic sales performance in the Geographical Review on page 69 are shown in both reported and underlying performance. Reported performance takes into account all the factors (including those which we cannot influence, principally currency exchange rates) that have affected the results of our business. Underlying performance shows sales growth at constant exchange rates (CER) to reflect the volume and price changes of the geographic and therapy areas and individual products by excluding the effects of exchange rate movements. Underlying CER growth is calculated by retranslating the current year performance at the previous year's exchange rates and adjusting for other exchange effects, including hedging.