

Corporate and Operating Measures

Sales – underlying and constant exchange rate movement

Sales movement for total operations (including the Data Management business) excluding the impact of acquisitions and disposals and movements in exchange rates.

All figures in £ millions	2007
Underlying increase	249
Portfolio changes	146
Exchange differences	(228)
Total sales increase	167
Underlying increase	6%
Constant exchange rate increase	10%

Adjusted income statement

Reconciliation of the Consolidated Income Statement to the adjusted numbers presented as non-GAAP measures in the financial statements.

All figures in £ millions	2007							
	Statutory Income Statement	Re-analyse discontinued operations	Other net gains and losses	Amortisation of acquired intangibles	Other net finance costs/income	Tax amortisation benefit	Recognition of tax losses	Adjusted Income Statement
Sales	4,162	56	–	–	–	–	–	4,218
Gross profit	2,252	72	–	–	–	–	–	2,324
Operating expenses	(1,701)	(57)	–	45	–	–	–	(1,713)
Share of results of joint ventures and associates	23	–	–	–	–	–	–	23
Operating profit	574	15	–	45	–	–	–	634
Net finance costs	(106)	–	–	–	21	–	–	(85)
Profit before tax	468	15	–	45	21	–	–	549
Income tax	(131)	(5)	(9)	(19)	(6)	25	–	(145)
Profit for the year from continuing operations	337	10	(9)	26	15	25	–	404
Profit for the year from discontinued operations	(27)	(10)	37	–	–	–	–	–
Profit for the year	310	–	28	26	15	25	–	404
Minority interest	(26)	–	–	(4)	–	(2)	–	(32)
Earnings	284	–	28	22	15	23	–	372

All figures in £ millions	2006							
	Statutory Income Statement	Re-analyse discontinued operations	Other net gains and losses	Amortisation of acquired intangibles	Other net finance costs/income	Tax amortisation benefit	Recognition of tax losses	Adjusted Income Statement
Sales	3,990	61	–	–	–	–	–	4,051
Gross profit	2,149	130	–	–	–	–	–	2,279
Operating expenses	(1,651)	(90)	–	35	–	–	–	(1,706)
Share of results of joint ventures and associates	24	–	(4)	–	(1)	–	–	19
Operating profit	522	40	(4)	35	(1)	–	–	592
Net finance costs	(74)	–	–	–	(16)	–	–	(90)
Profit before tax	448	40	(4)	35	(17)	–	–	502
Income tax	(4)	(15)	(4)	(10)	5	25	(127)	(130)
Profit for the year from continuing operations	444	25	(8)	25	(12)	25	(127)	372
Profit for the year from discontinued operations	25	(25)	–	–	–	–	–	–
Profit for the year	469	–	(8)	25	(12)	25	(127)	372
Minority interest	(23)	–	–	(3)	–	(2)	–	(28)
Earnings	446	–	(8)	22	(12)	23	(127)	344

Amortisation of acquired intangibles includes a £7m adjustment to goodwill on recognition of pre-acquisition deferred tax.

Adjusted sales include sales from discontinued operations held throughout the current and previous years.

Corporate and Operating Measures *continued*

Adjusted operating profit – underlying and constant exchange rate movement

Operating profit movement excluding the impact of acquisitions and disposals and movements in exchange rates.

All figures in £ millions	2007	2006
Underlying increase	81	
Portfolio changes	(2)	
Exchange differences	(37)	
Total adjusted operating profit increase	42	
Underlying increase	14%	
Constant exchange rate increase	13%	

Free cash flow per share

Operating cash flow for continuing and discontinued operations before tax, finance charges and integration costs paid, divided by the weighted average number of shares in issue.

All figures in £ millions	2007	2006
Adjusted operating profit	634	592
Cash conversion	108%	97%
Operating cash flow	684	575
Operating tax paid	(61)	(59)
Net operating finance costs paid	(90)	(82)
Operating free cash flow	533	434
Non operating tax paid	(26)	–
Special pension contribution	(100)	–
Integration costs paid	–	(1)
Total free cash flow	407	433
Weighted average number of shares in issue (millions)	796.8	798.4
Operating free cash flow per share	66.9p	54.4p
Total free cash flow per share	51.1p	54.2p

Return on invested capital

Adjusted operating profit less cash tax expressed as a percentage of gross invested capital.

All figures in £ millions	2007	2006
Adjusted operating profit	634	592
Cash tax (15%)	(95)	(89)
Return	539	503
Gross goodwill	5,592	5,477
Net operating assets	1,000	803
Invested capital	6,592	6,280
Return on invested capital	8.2%	8.0%