How To Drive Growth In Self Care

- A Multi-Country Study Undertaken for AESGP

Online Survey In 51 Countries Fieldwork April/May 2008



Research Objective

- The Nielsen Company has partnered with The Association Of The European Self-Medication Industry (AESGP) in a global research project with the objective of better understanding consumer attitudes towards key aspects of self-care
 - Willingness to self-medicate when feeling the onset of a minor ailment
 - Barriers to routine self-medication when feeling the onset of a minor ailment
 - Factors influencing product choice of non-prescription medicines
 - From what sources are consumers expecting to get information in the future to help them take care of their health and minor ailments
 - To what extent do consumers agree or disagree with the concept of more prescription medicines being available without doctor involvement
- Questions were devised by a sub-group of the AESGP Economic Affairs/PR Committee



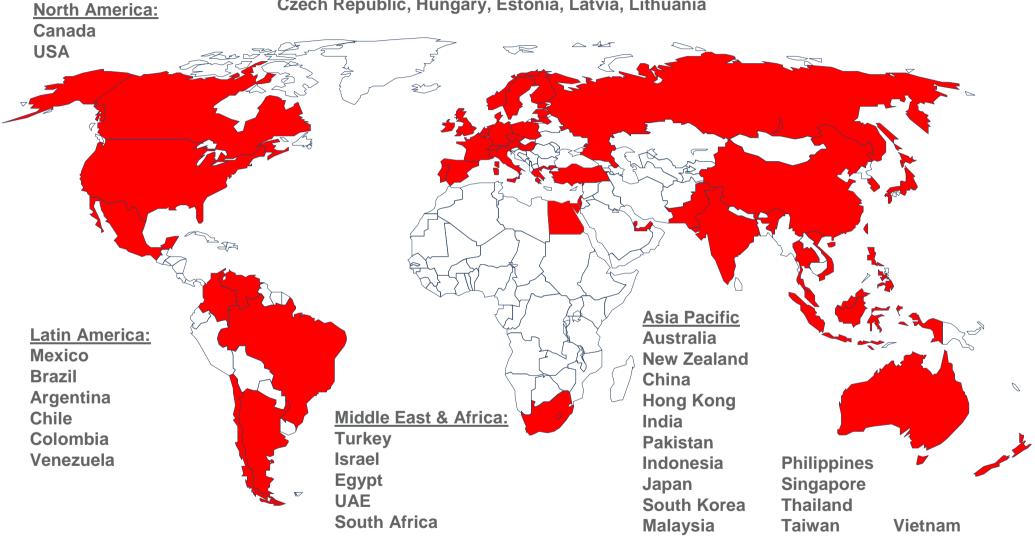
Research Scope & Method

- Online questionnaire in 51 countries
 - Reflects internet-connected population: key to bear this in mind when interpreting results from countries with relatively low internet household penetration
 - Note: definition of "internet-connected" is all those who have access to the internet at home and/or at work
 - Questionnaire put forward in local language (not English) where relevant
- Sample sizes
 - Approximately 500 for all countries except......
 - 1000 in France, Germany, UK, USA and China
 - Over 28,000 respondents globally
- Sample representation
 - Structured around gender and age (15+) of internet-connected population by country
 - At a global level for gender representation: male 55%, female 45%
 - At a global level for age representation: skewed to younger age groups (54% of respondents aged 15-34)
- Global and regional averages are "weighted" for internet population and are not "numeric" averages
 - See map for participating countries and regional groupings



Europe

Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, United Kingdom, Poland, Russia, Czech Republic, Hungary, Estonia, Latvia, Lithuania





Analysis Commentary – Issues To Consider When Interpreting Results

- All interviews were undertaken on-line, with respondents self-completing the questionnaire
 - Respondents reflect the internet-connected population by country, and samples are determined by age and gender demographics
- No prompting was given to respondents questions were answered in the way that respondents understood them
- No guidance was given to respondents about.....
 - The definition of a minor ailment (question 1)
 - The definition of a "non-prescription medicine" (question 3)
 - How many responses to give on questions 3 and 4, where multiple responses were allowed
- On the following slides, the global aggregate data is provided with interpretation to act as a framework for data users
 - Whist it is understood that data interpretation has some degree of subjectivity, it is recommended that all results are viewed as indicative of consumer sentiment and evaluated in good faith and not used as definitive proof in support of a particular issue

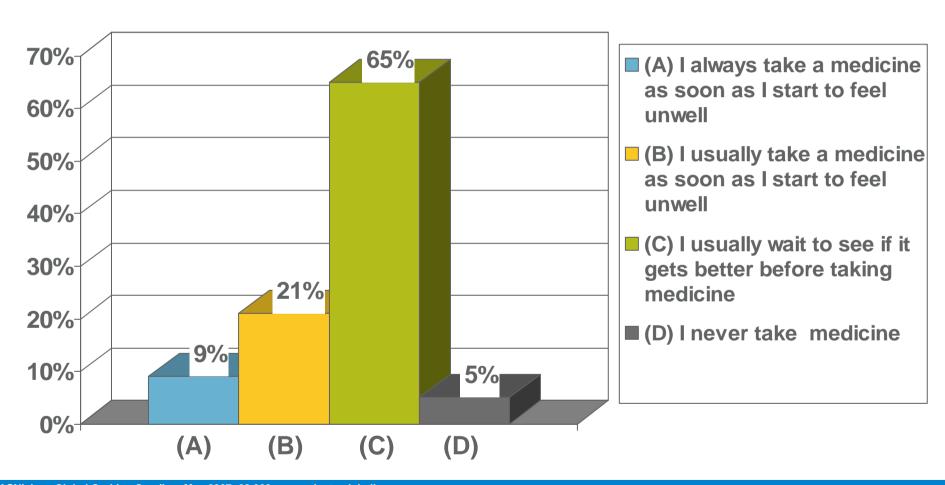


Executive Summary – Main Findings From Global Results

- When feeling the first signs of a "minor ailment", 30% of all respondents globally indicated that they would "always" or "usually" take a medicine as soon as they started to feel unwell.
- 95% of respondents are open to the concept of taking medicines to treat minor ailments.
- Of those who usually wait to see if a minor ailment gets better before taking a medicine or never take a medicine, 45% consider that taking medication can be harmful. This perception may be a barrier to self care; it also indicates, however, that there is a high level of awareness of the importance of using all medication safely and with respect for the instructions.
- Only a small number of those who usually wait to see if a minor ailment gets better before taking a
 medicine or never take a medicine, consider access, price or efficacy to be a reason for not taking a
 medicine.
- Safety and efficacy are the most important attributes consumers need for their non-prescription medicines.
- Respondents are willing to take some personal responsibility for enhancing their self-care, but there is still a high expectation on government and healthcare professionals to provide a lead in the future.
- A large segment of respondents are neutral about the prospect of more medicines becoming available without prescription.



Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you? 51 Country Global Average







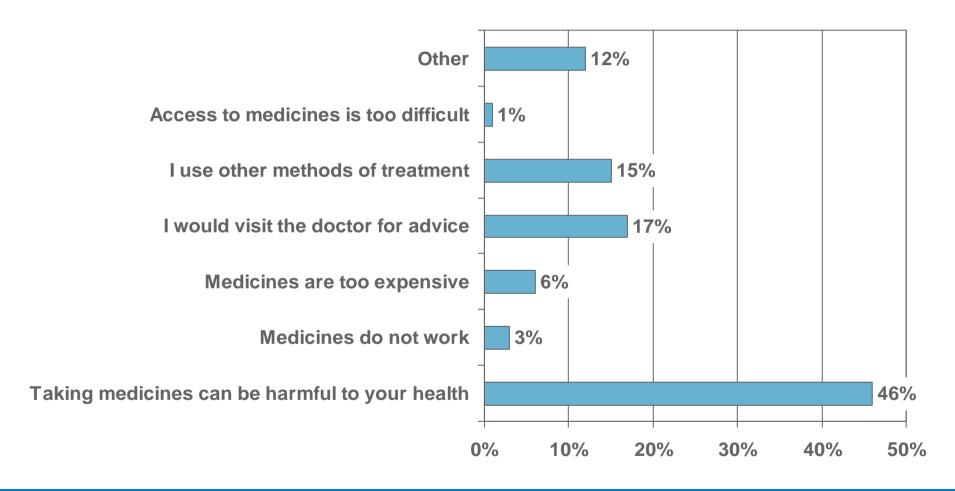
Analysis Commentary – Global Results

Question One

- When feeling the first signs of a "minor ailment", 30% of all respondents globally indicated that they would "always" or "usually" take a medicine as soon as they started to feel unwell.
- Irrespective of what the product is that respondents would take, they perceive it to be a
 "medicine" and as such the data gives a good indication as to the level of "routine" selfcare, as opposed to the converse concept of "usually wait and see if the ailment got
 better", or "never take a medicine".
- Whilst 65% of respondents indicated that they would "usually wait and see if the ailment got better before taking medicine", the data does not indicate how many of these respondents actually undertake self-care.
- With 5% of respondents globally indicating that they would "never take medicine", this indicates that 95% of respondents are open to the concept of taking medicines.



Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? 51 Country Global Average







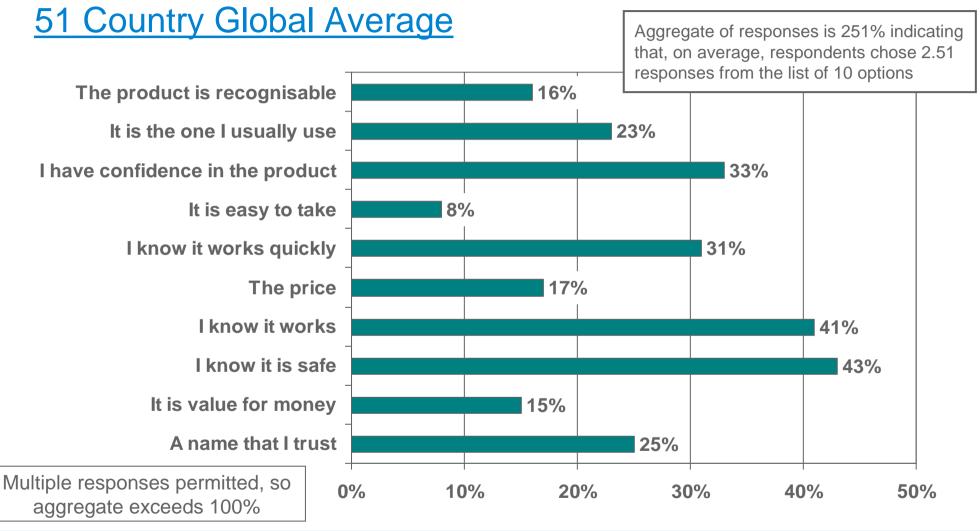
Analysis Commentary – Global Results

Question Two

- Question Two was answered only by those that had previously responded with answer (C) or (D) from Question One (i.e. those who "usually wait and see" or who "never take a medicine")
 - The intention of this process was to get an understanding of why respondents did not undertake self-care as a matter of routine
- Respondents chose the answer that most reflected their reason for not undertaking self-care as a matter of routine
 - Whilst it is possible that more than one of the options presented was relevant to the respondent, they could choose only one
- The most popular response given for question two was "taking medicines can be harmful for your health" 45% of all respondents who do not undertake self-care as a matter of routine have an awareness that medicines have the potential to be harmful. This perception may be a barrier to self-care; it also indicates, however, that there is a high level of awareness of the importance of using all medication safely and with respect for the instructions.
 - Note: Whilst it is possible that this attitude is also understood by those that do undertake self-care as a matter of routine, their primary behaviour is to undertake self-care
- Only a small number of those who usually wait to see if a minor ailment gets better before taking a medicine or never take a medicine consider access, price or efficacy to be a reason for not taking a medicine.
- The response option "other" was provided for those respondents where the listed options did not cover their own reason for not undertaking self-care as a matter of routine. No further analysis of this response base is possible.



Q3. When choosing a non-prescription medicine, what factors are important to you?



Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide



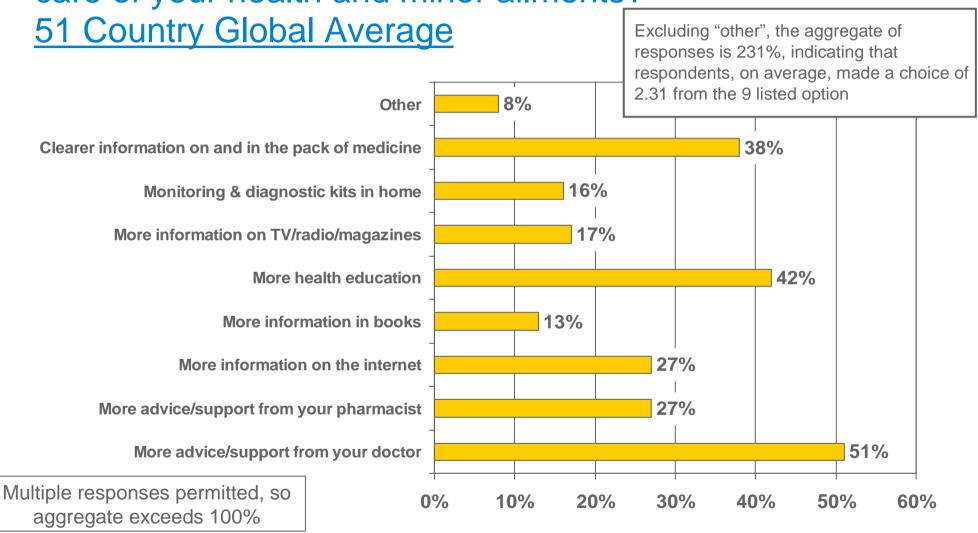
Analysis Commentary – Global Results

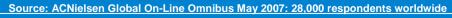
Question Three

- Respondents were able to make multiple choices from the listed answer options
 - It is not possible, though, to determine what options were most commonly linked and chosen together
- The question is designed to establish the key drivers of choice for the purchase of nonprescription medicines
 - A broad but closed range of options is provided to respondents, and there is no option for "other"
- Data indicates that, from the list provided, safety and efficacy are the most important attributes that consumers need from their non-prescription medicines
- Speed of action from the medicine and the level of confidence respondents have in the product are also highly rated options
- From the listed options, "it is easy to take" is the least popular response



Q4. In the future which of the following would help you to take care of your health and minor ailments?







Analysis Commentary – Global Results

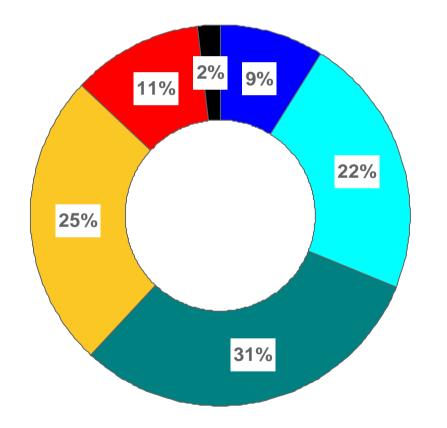
Question Four

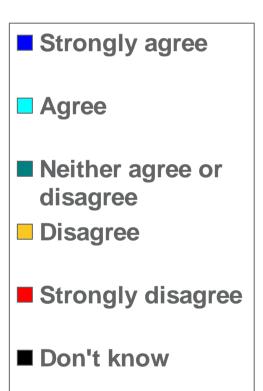
- Respondents were able to make multiple choices from the listed answer options
 - It is not possible, though, to determine what options were most commonly linked and chosen together
- Question is designed to provide an understanding of what means and methods respondents will look to in the future when it comes to helping them take care of their health and minor ailments
 - A broad range of options is provided to respondents, including the option to state "none of the above" (other)
- Data indicates that, from the list provided, "more advice/support from your doctor" is the clear preference/expectation for respondents, being chosen by over 51%
 - "More health education" and "clearer information on and in the pack of medicine" were also highly rated by respondents
- The mix of responses indicates that respondents are willing to take some personal responsibility for enhancing their self-care, but that there is still a high expectation on government and healthcare professionals to provide a lead
- The role of the doctor versus the role of the pharmacist is interesting to explore on a country level, but on a global basis, the expectation of respondents is clearly with the doctor in providing the help to enable them to take care of their health and minor ailments.



Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

51 Country Global Average





Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide



Analysis Commentary – Global Results

Question Five

- The question is designed to uncover respondent attitudes towards the deregulation of medicines from prescription-only to over-the-counter availability
- The issue of medicine deregulation is complex, and includes issues around product payment that some respondents may have built into their thinking when responding to the question
- Whilst is it easy to interpret the responses that were overtly agreeing or disagreeing with the statement, it is harder to discern the interpretation of those who were "neither agree nor disagree"
 - Because the issue is complex, there is merit in the view that those responding "neither agree nor disagree" have a sense that it depends on the specifics of how this would be achieved
 - Given that this opinion reflected over 30% of responses globally, interpretation of the data should be driven by a comparison of those agreeing versus those disagreeing



Analysis Commentary – Regional & local country data

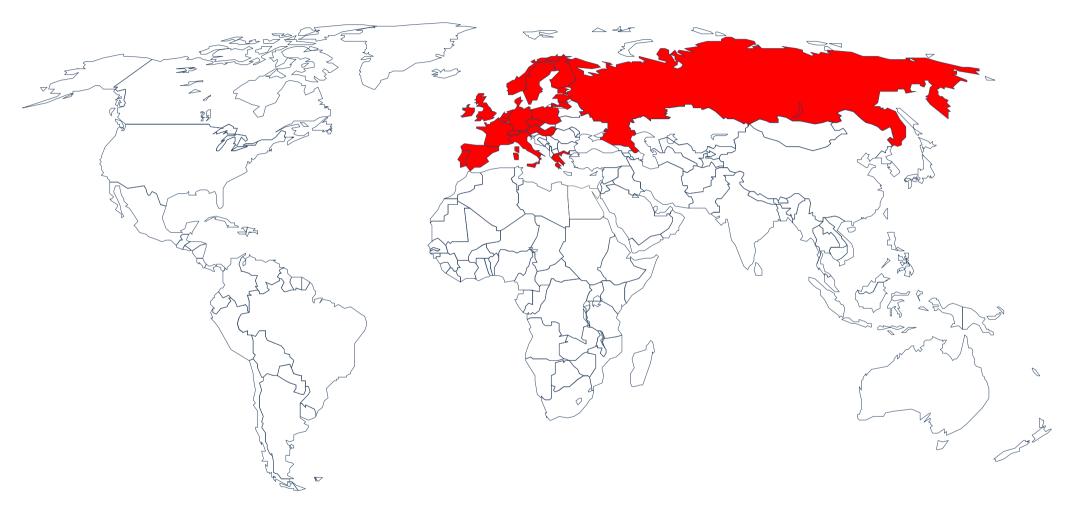
Regional and local country data

- All assessment and analysis of regional and local country results should be made within a similar framework to that laid out for the global results
- It is understood that data interpretation has some degree of subjectivity, but it is recommended that all results are viewed as indicative of consumer sentiment and evaluated in good faith and not used as definitive proof in support of a particular issue
- For questions relating to this research, please contact The Nielsen Company
 - robert.buckeldee@nielsen.com



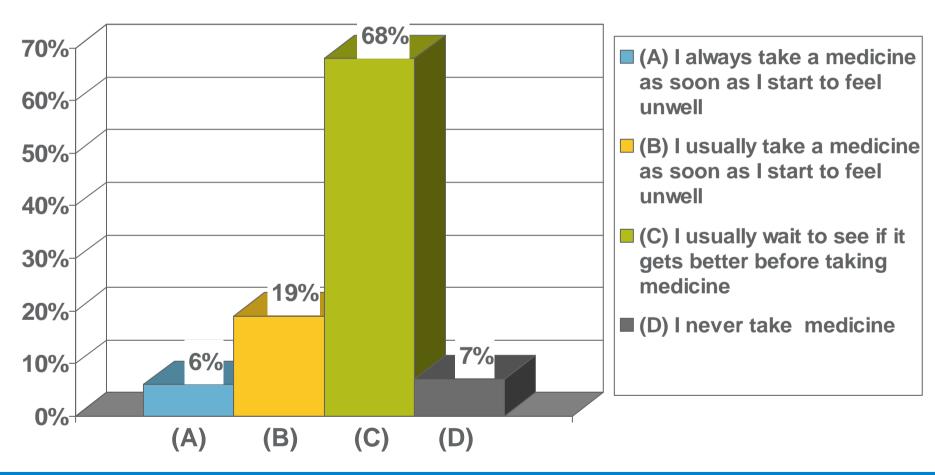
Europe

Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Netherlands, Norway, Portugal, Spain, Sweden, Switzerland, United Kingdom, Poland, Russia, Czech Republic, Hungary, Estonia, Latvia, Lithuania





Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you? 23 Country Europe Average

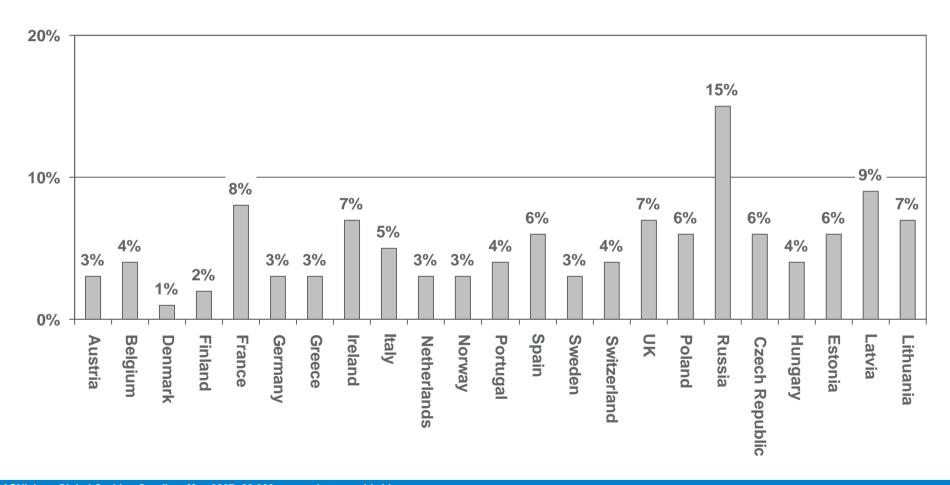






Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?

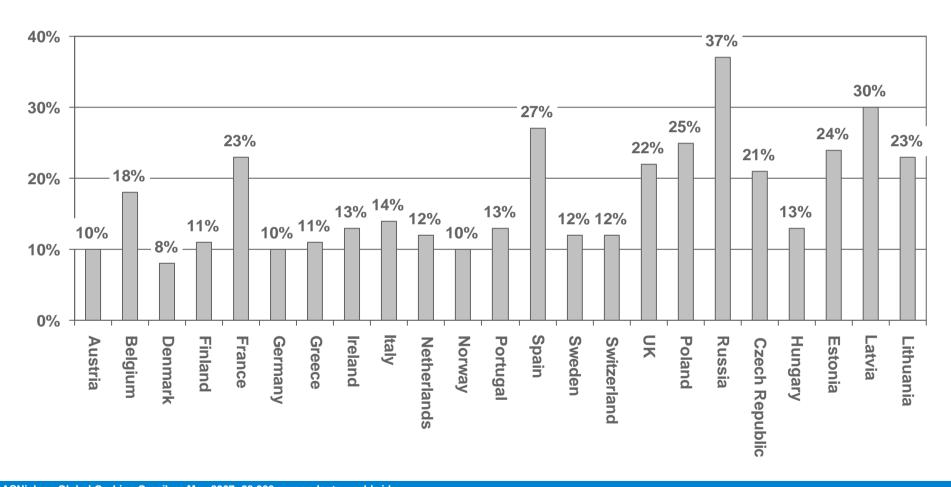
Europe - (A) I always take a medicine as soon as I start to feel unwell





Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?

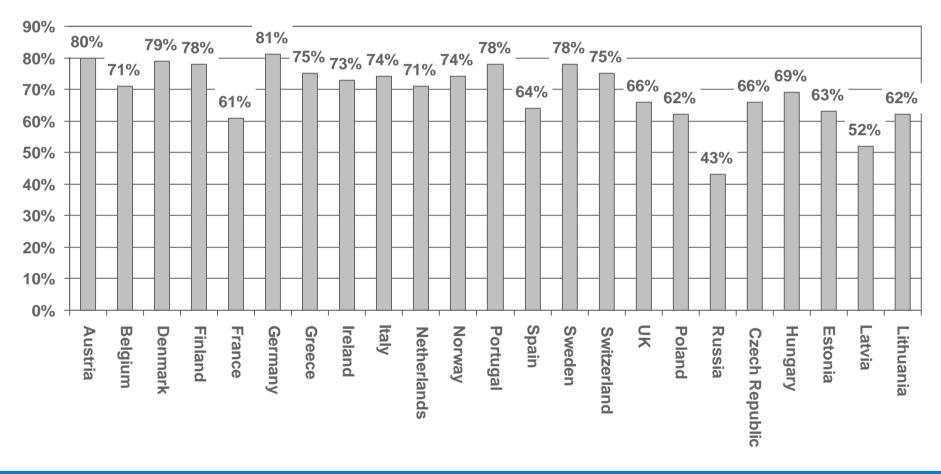
Europe - (B) I usually take a medicine as soon as I start to feel unwell





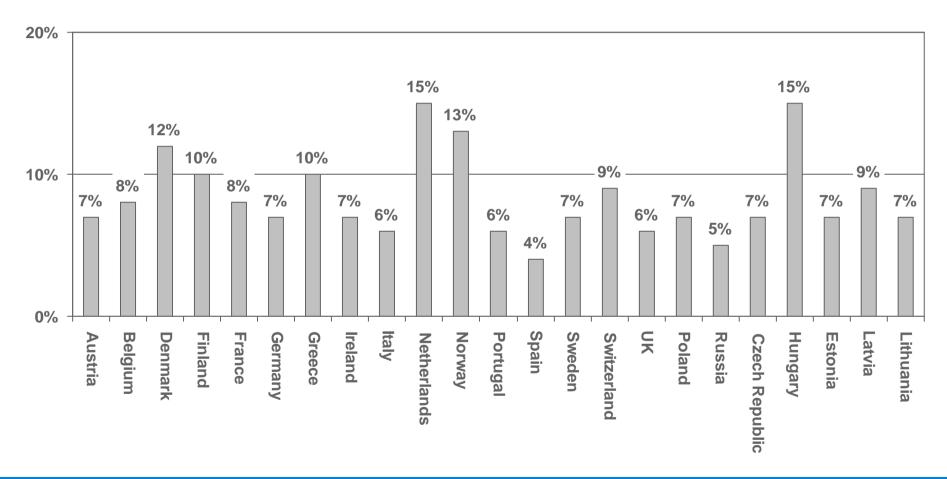
Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?

Europe - (C) I usually wait and see if it gets better before taking medicine



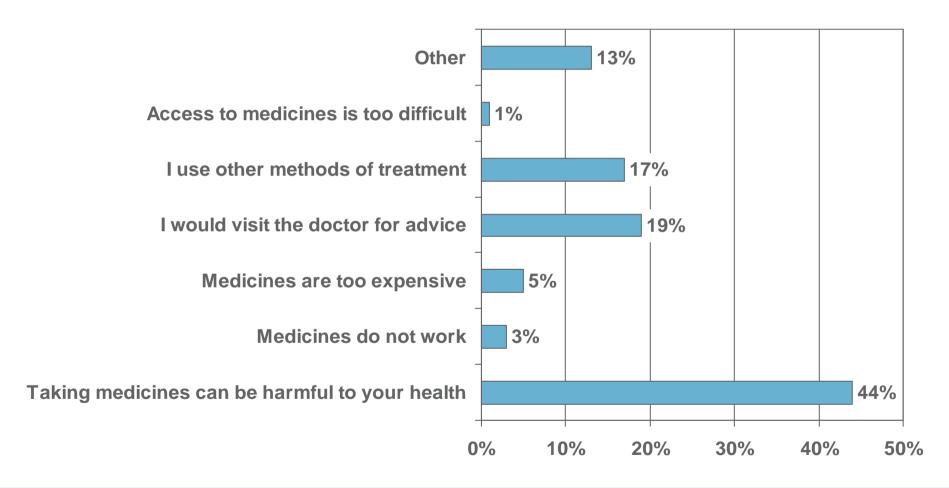


Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you? Europe - (D) I never take medicines





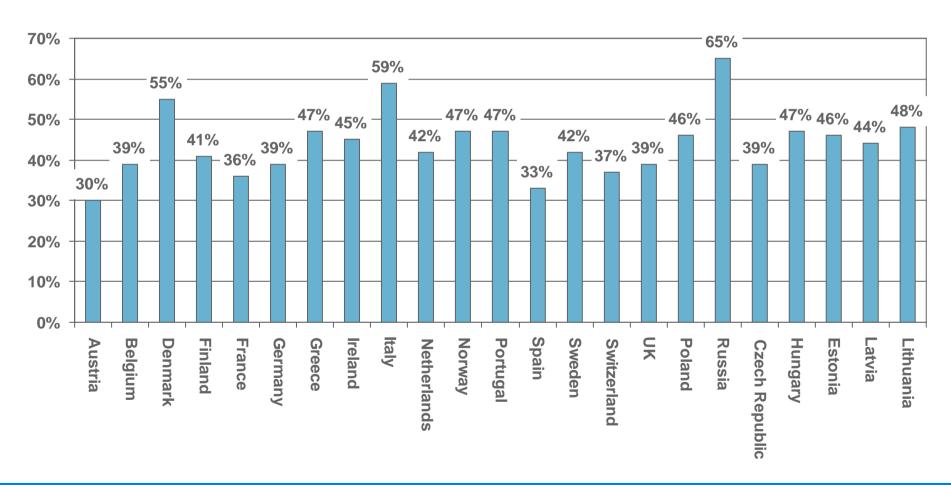
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? 23 Country Europe Average



Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



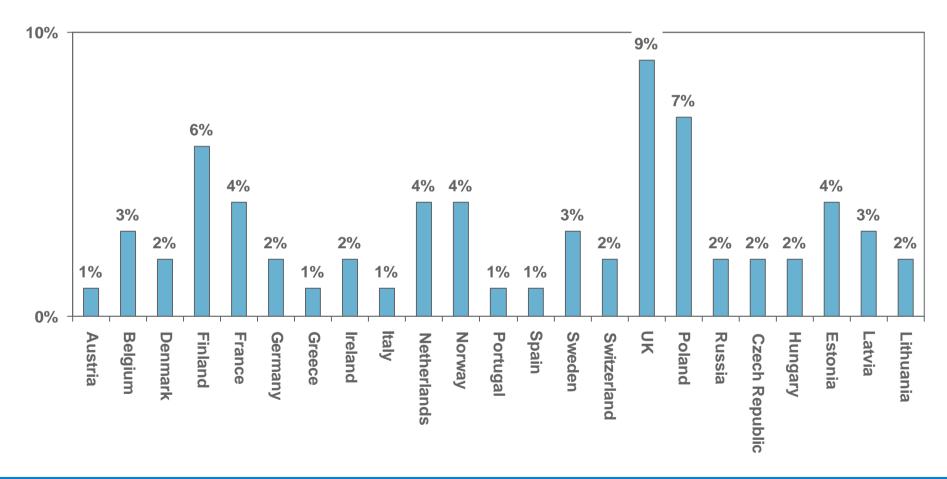
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Europe – Taking medicines can be harmful to your health







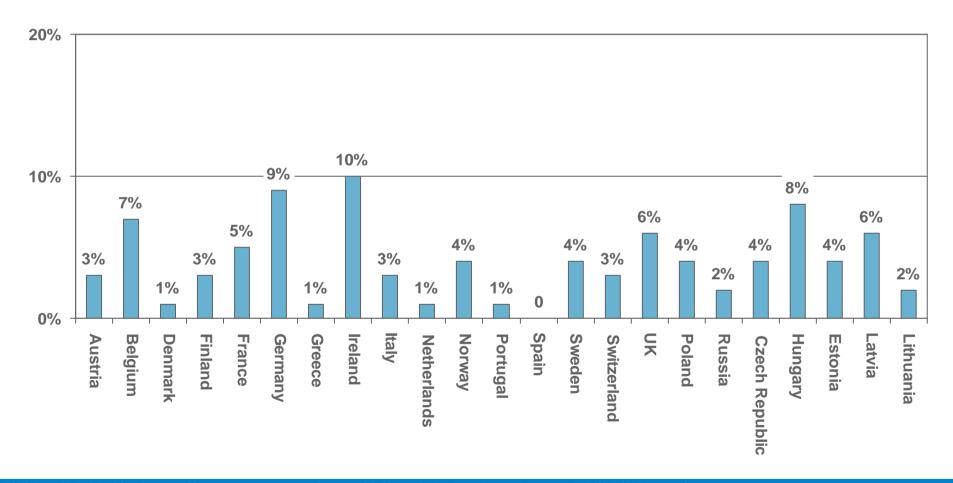
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Europe – Medicines do not work







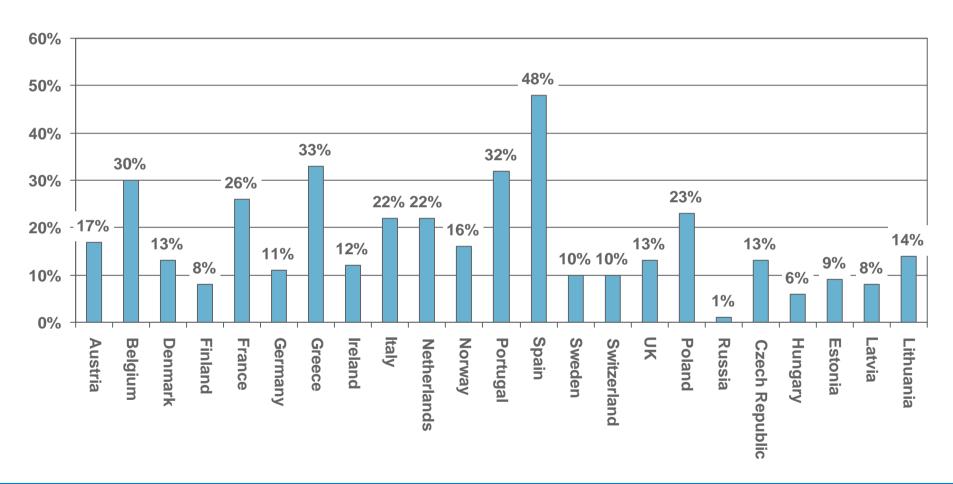
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? <u>Europe – Medicines are too expensive</u>







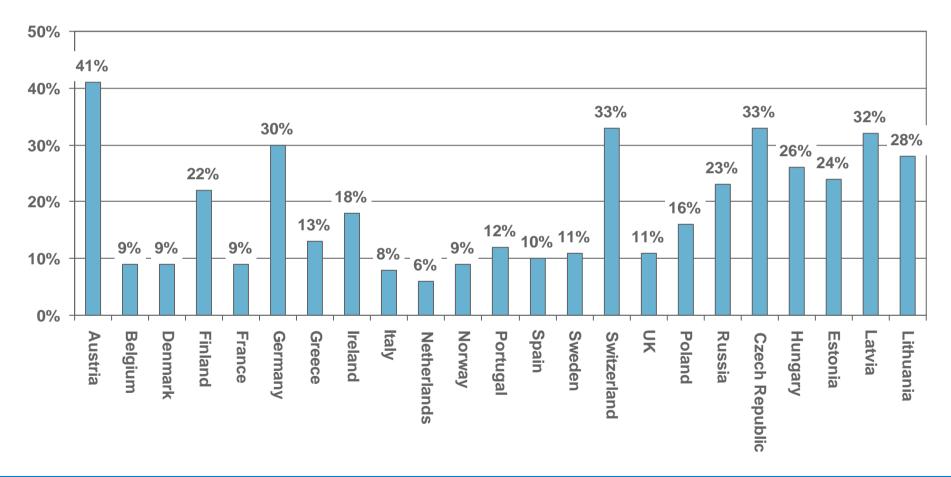
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? <u>Europe – I would visit the doctor for advice</u>



Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



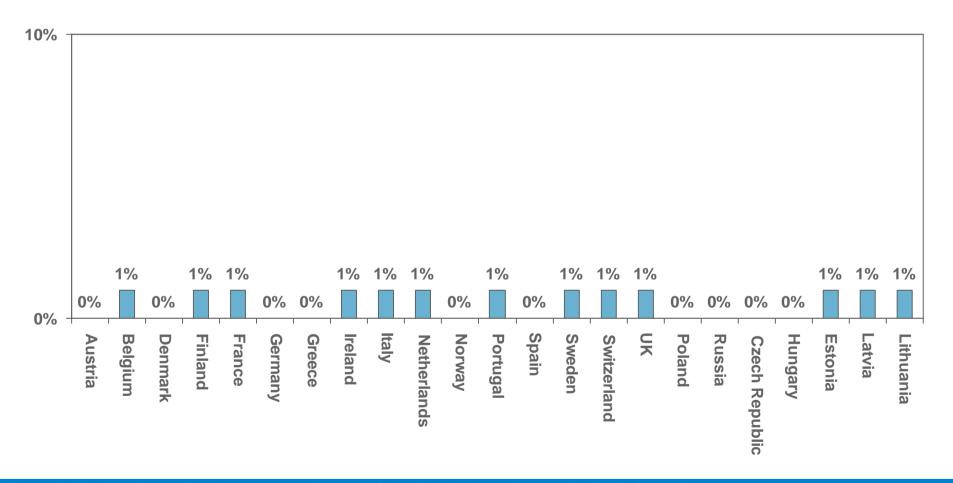
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Europe – I would use other methods of treatment







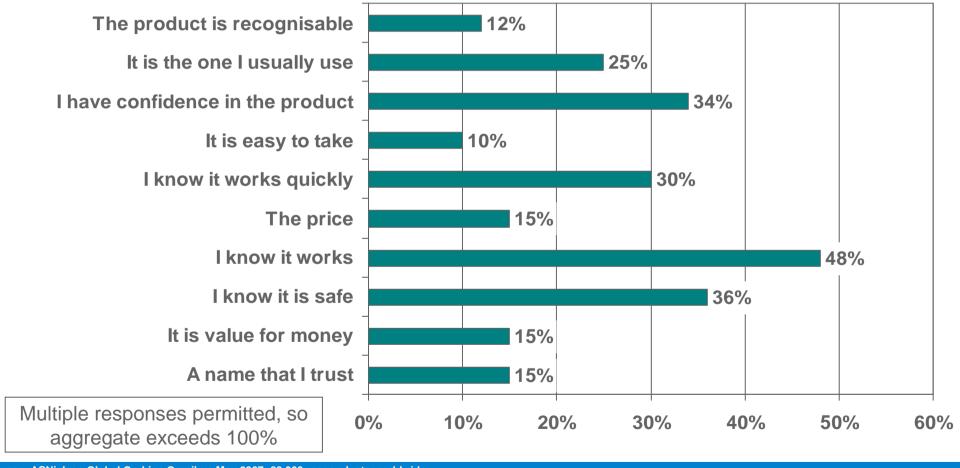
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Europe – Access to medicines is too difficult



Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1

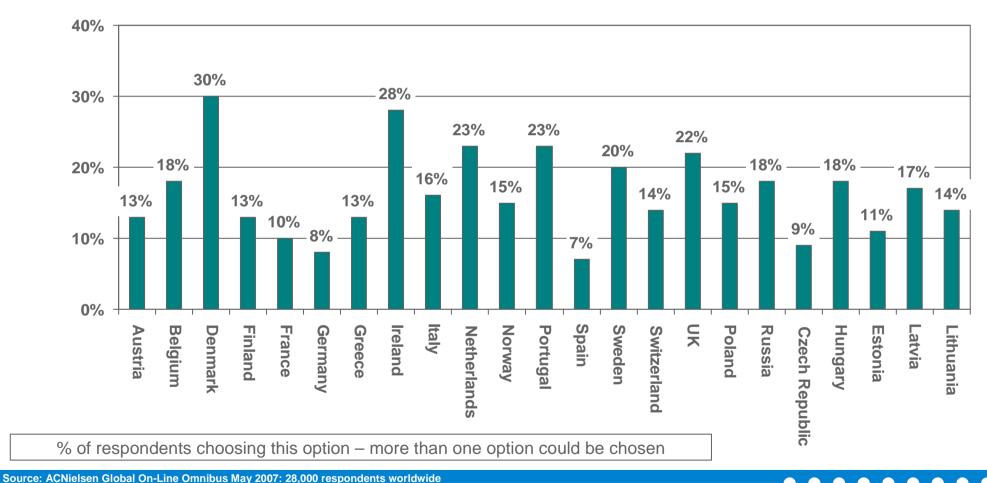


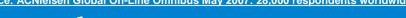
Q3. When choosing a non-prescription medicine, what factors are important to you? 23 Country Europe Average





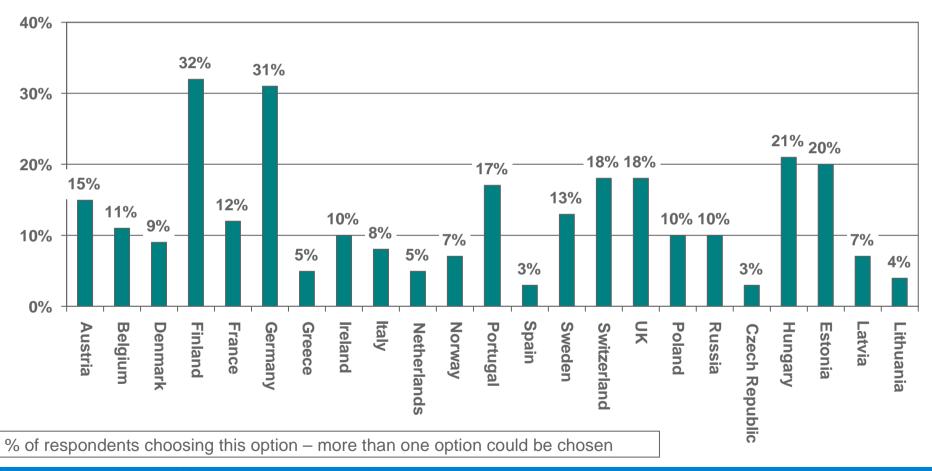
Q3. When choosing a non-prescription medicine, what factors are important to you? Europe – A name that I trust





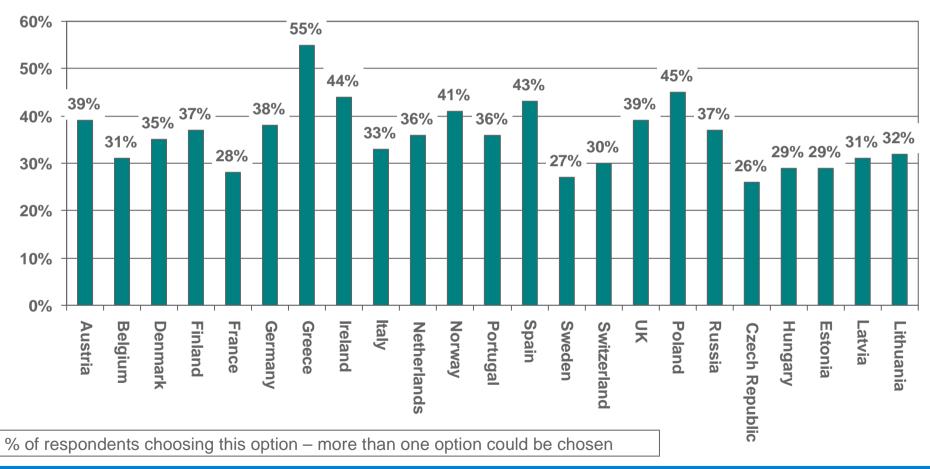


Q3. When choosing a non-prescription medicine, what factors are important to you? Europe – It is value for money





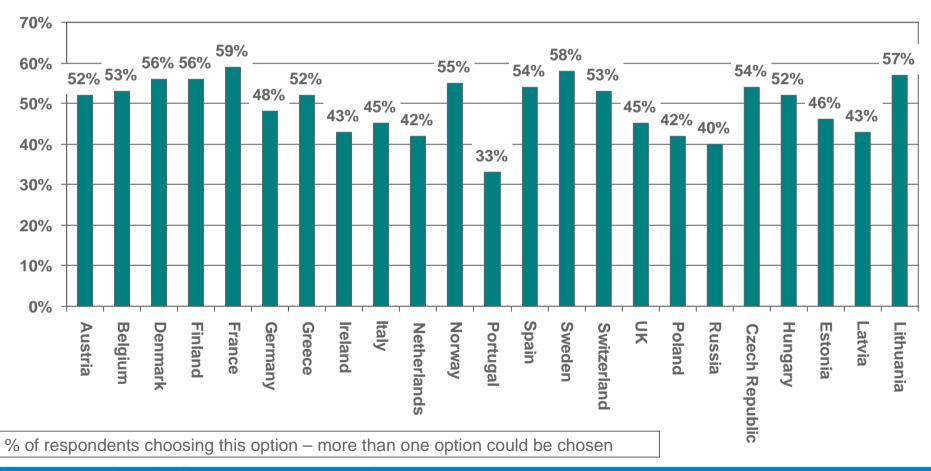
Q3. When choosing a non-prescription medicine, what factors are important to you? Europe – I know it is safe





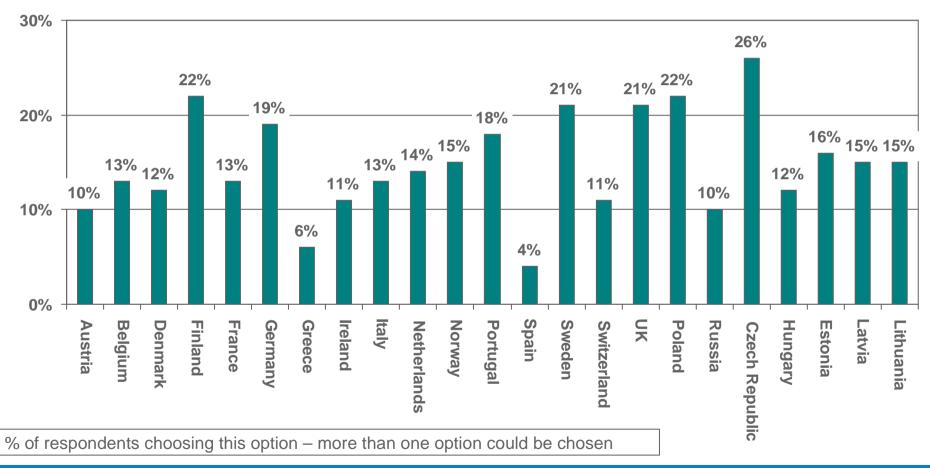


Q3. When choosing a non-prescription medicine, what factors are important to you? Europe – I know it works





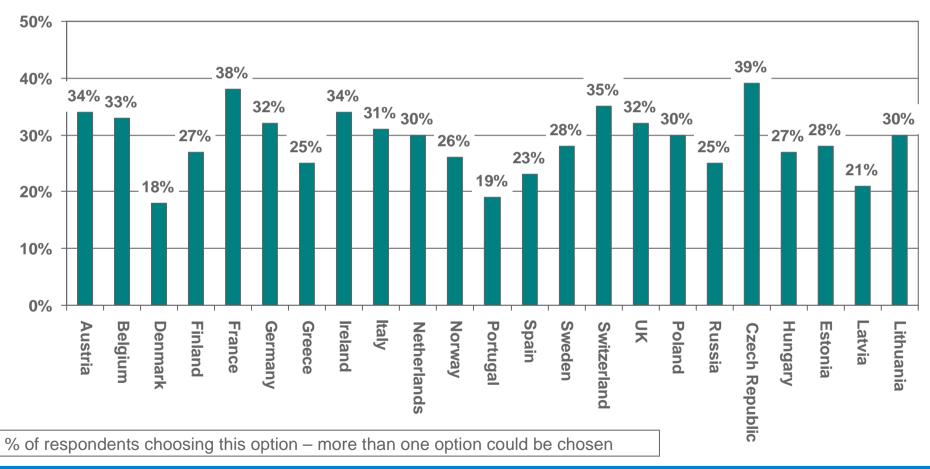
Q3. When choosing a non-prescription medicine, what factors are important to you? Europe – The price







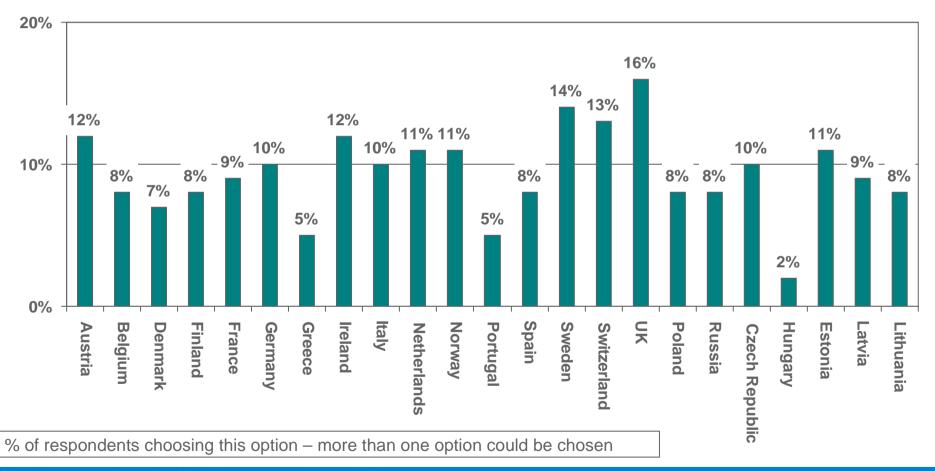
Q3. When choosing a non-prescription medicine, what factors are important to you? Europe – I know it works quickly







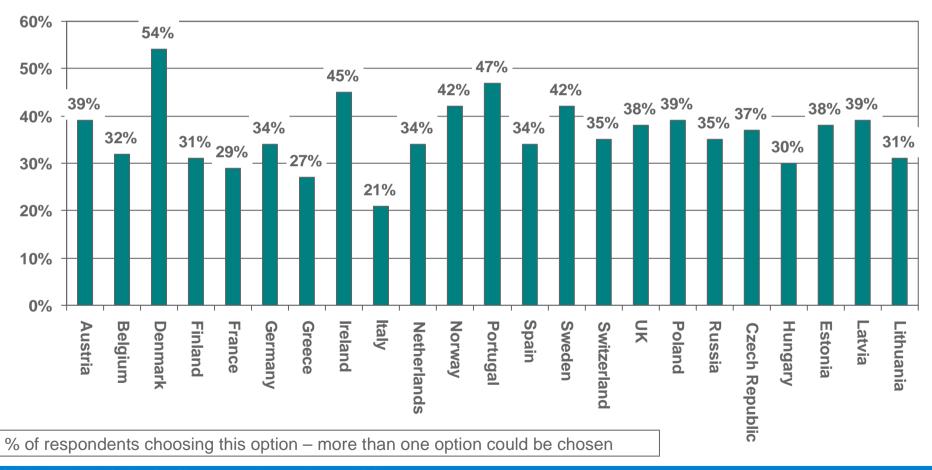
Q3. When choosing a non-prescription medicine, what factors are important to you? Europe – It is easy to take





Q3. When choosing a non-prescription medicine, what factors are important to you?

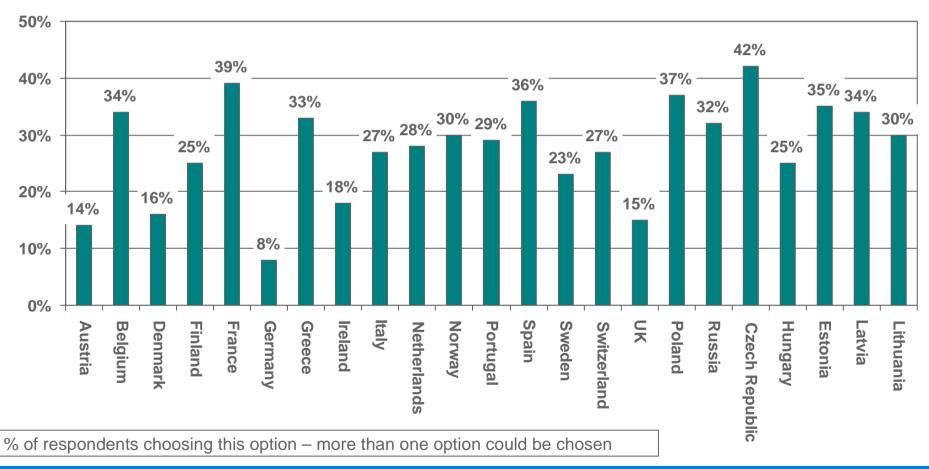
Europe – I have confidence in the product







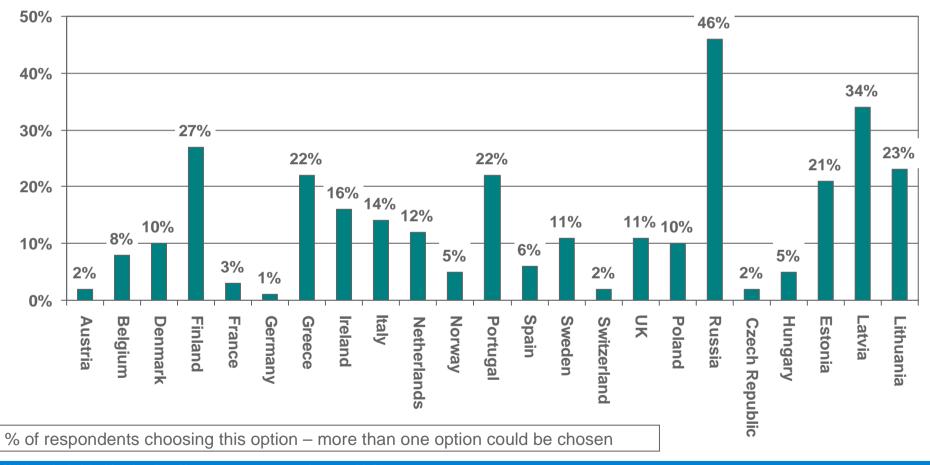
Q3. When choosing a non-prescription medicine, what factors are important to you? Europe – It is the one I usually use





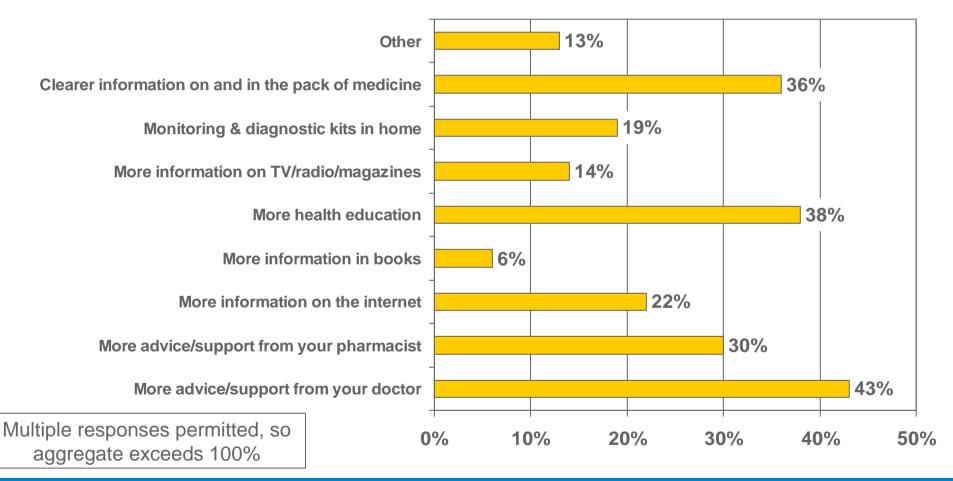


Q3. When choosing a non-prescription medicine, what factors are important to you? Europe – The product is recognisable





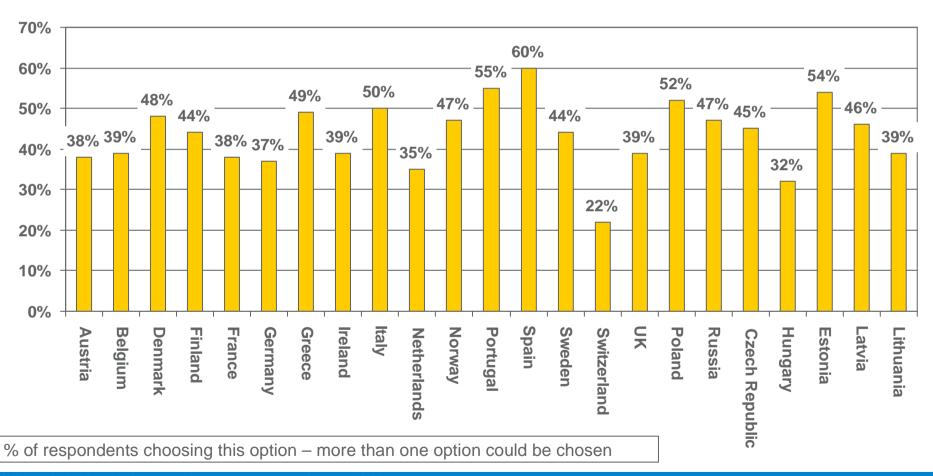
Q4. In the future which of the following would help you to take care of your health and minor ailments? 23 Country Europe Average







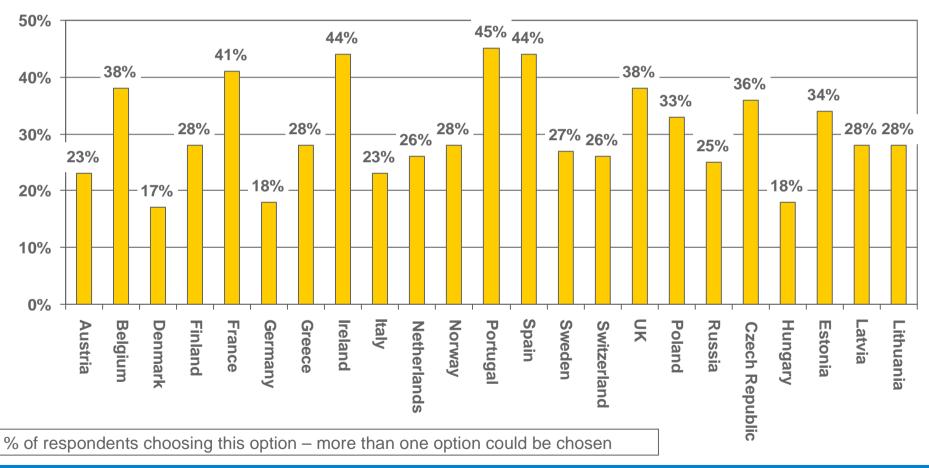
Q4. In the future which of the following would help you to take care of your health and minor ailments? <u>Europe – More support/advice from the doctor</u>







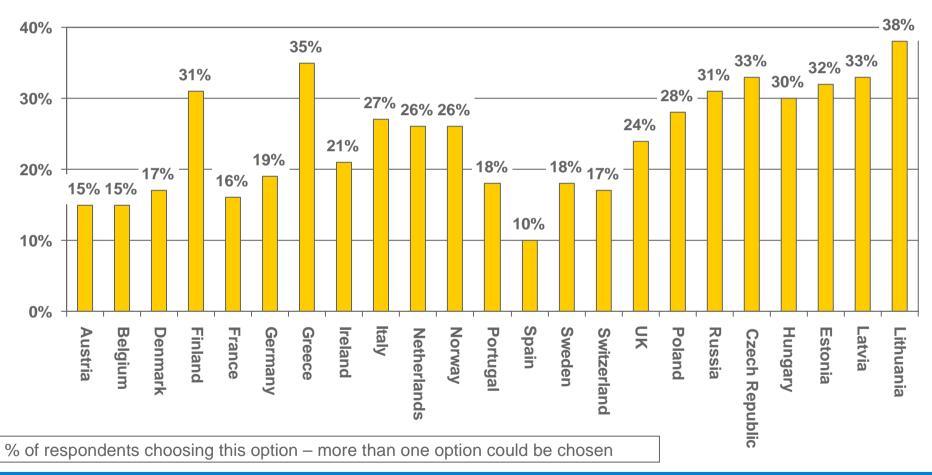
Q4. In the future which of the following would help you to take care of your health and minor ailments? <u>Europe – More support/advice from the pharmacist</u>







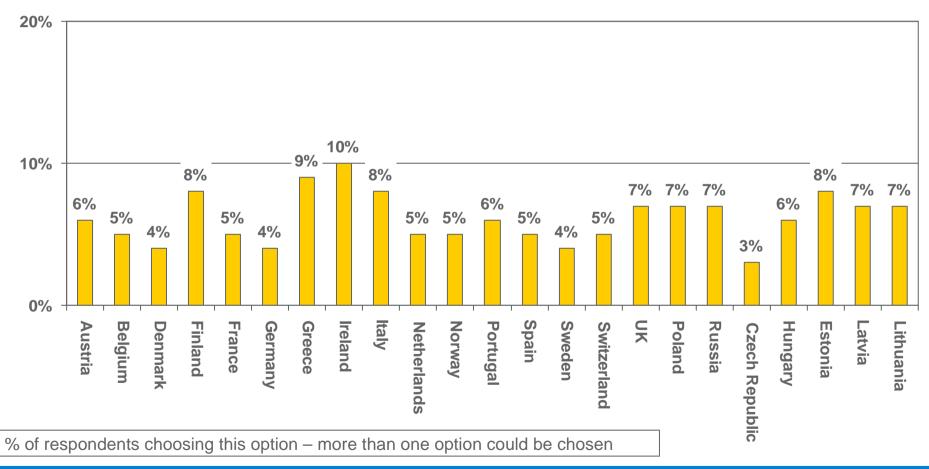
Q4. In the future which of the following would help you to take care of your health and minor ailments? <u>Europe – More information on the internet</u>







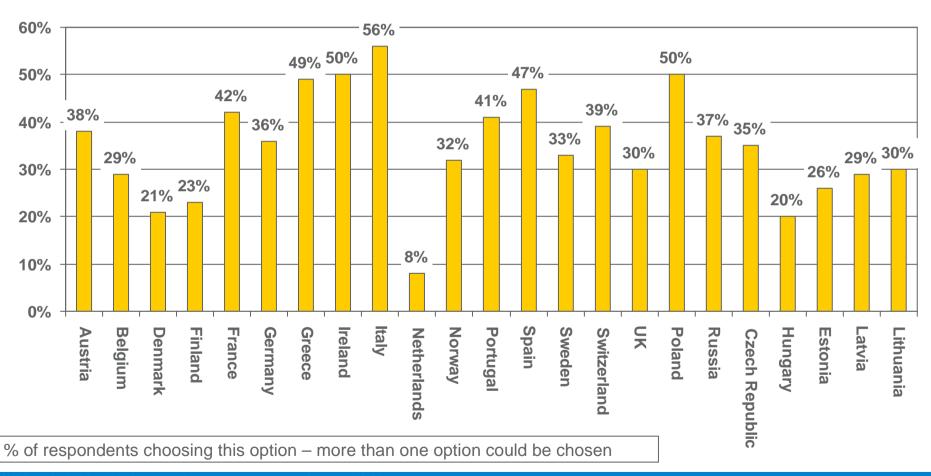
Q4. In the future which of the following would help you to take care of your health and minor ailments? <u>Europe – More information in books</u>





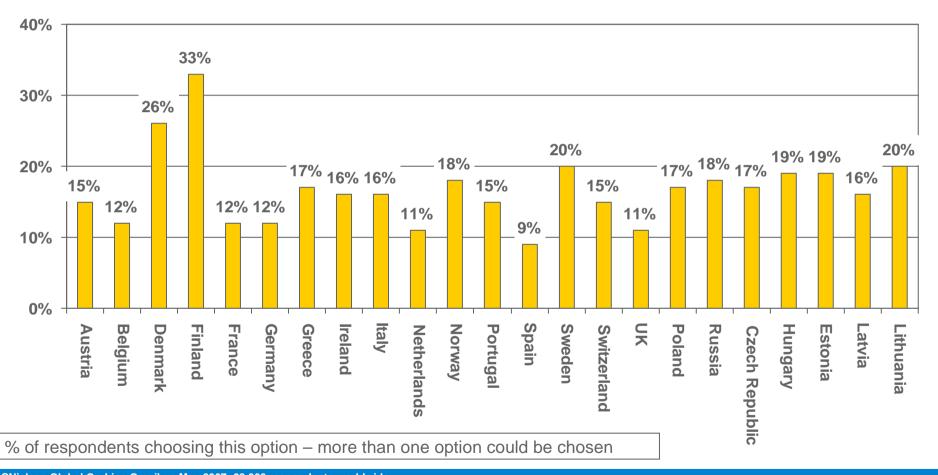


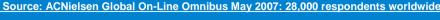
Q4. In the future which of the following would help you to take care of your health and minor ailments? <u>Europe – More health education</u>





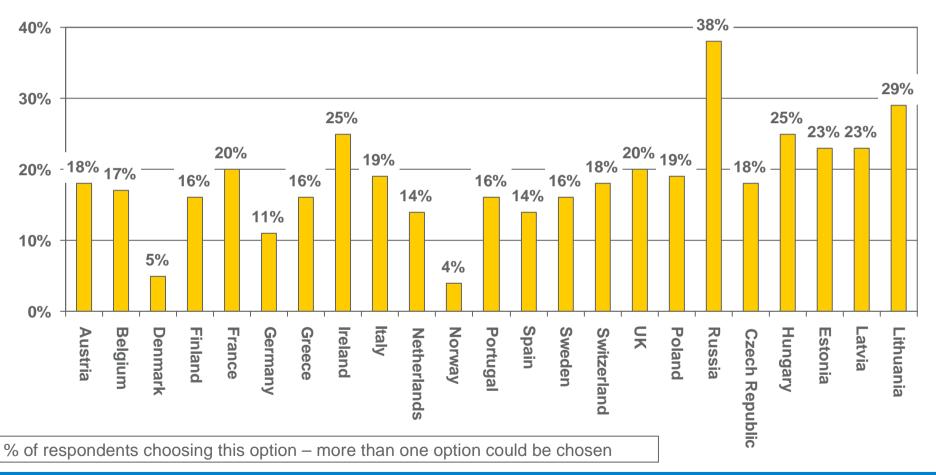
Q4. In the future which of the following would help you to take care of your health and minor ailments? <u>Europe – More information on TV/radio/magazines</u>







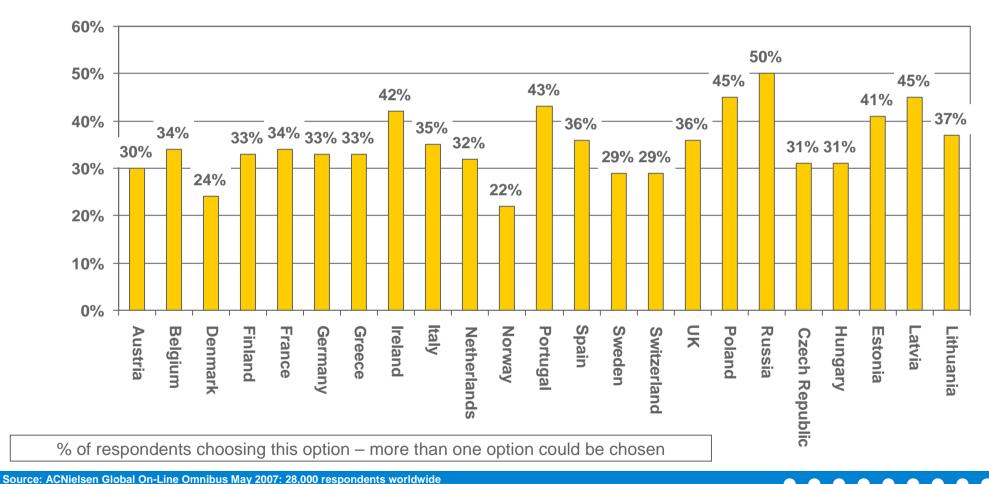
Q4. In the future which of the following would help you to take care of your health and minor ailments? <u>Europe – Monitoring & diagnostic kits in home</u>







Q4. In the future which of the following would help you to take care of your health and minor ailments? <u>Europe – Clearer information on and in the pack of medicine</u>

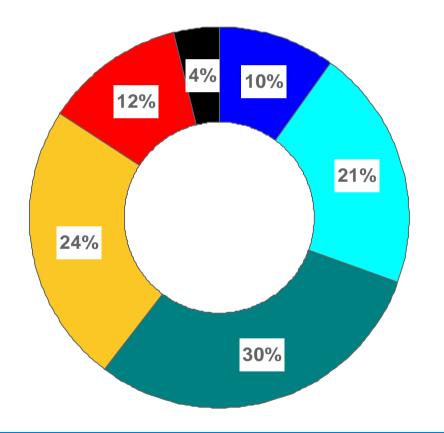


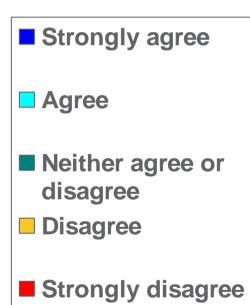




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

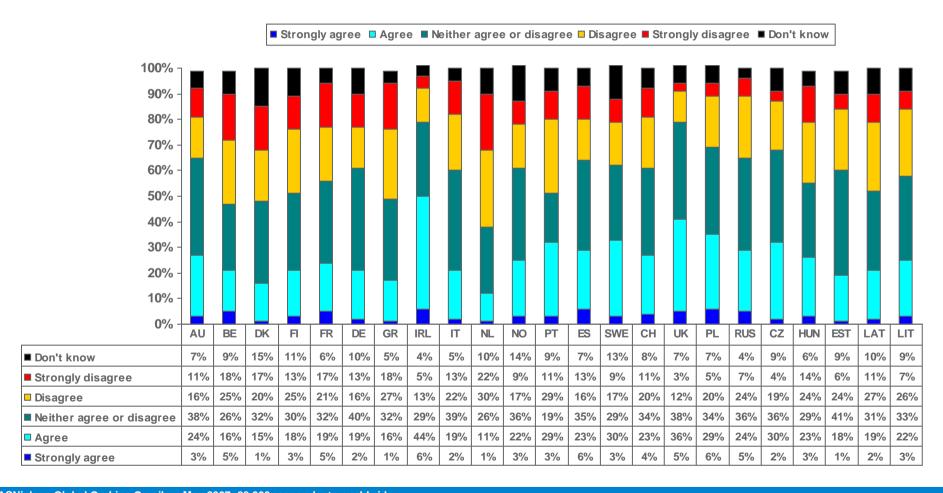
23 Country Europe Average







Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"? - Europe

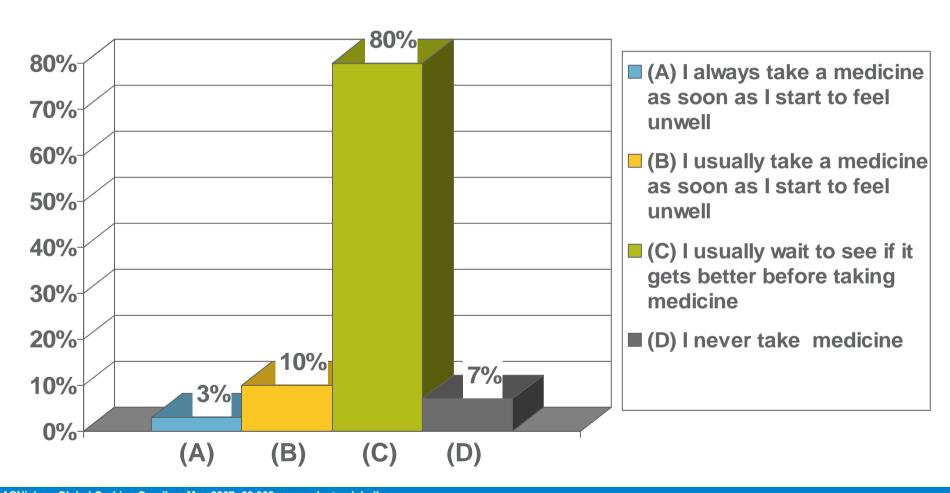






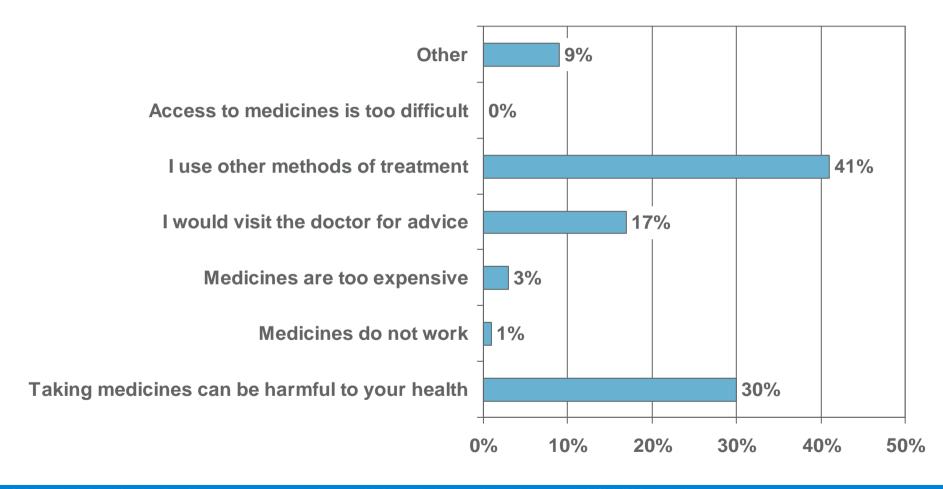
Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?







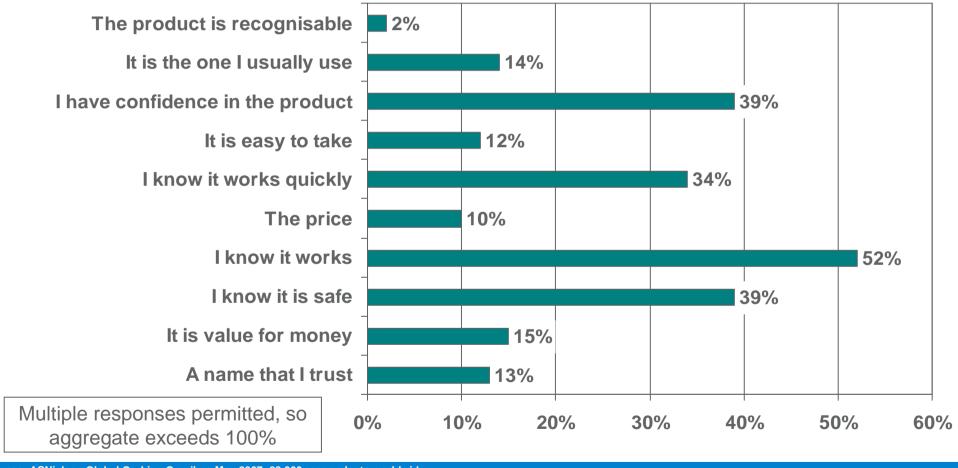
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Austria





Q3. When choosing a non-prescription medicine, what factors are important to you?

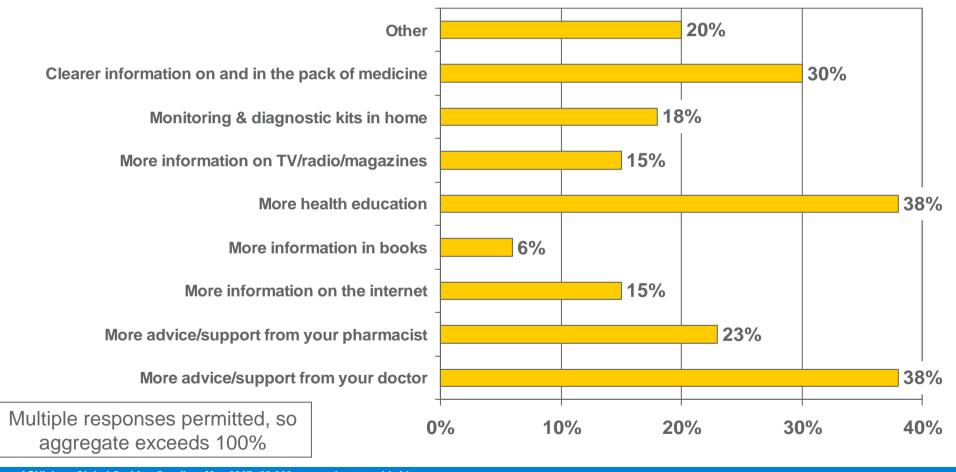






Q4. In the future which of the following would help you to take care of your health and minor ailments?

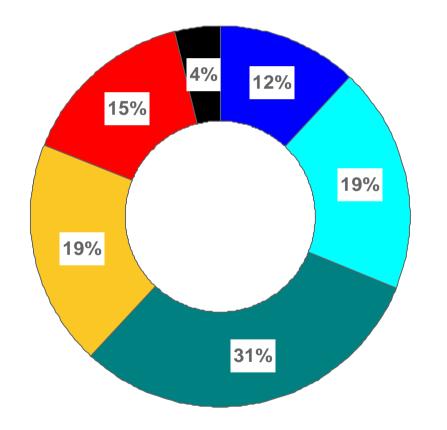


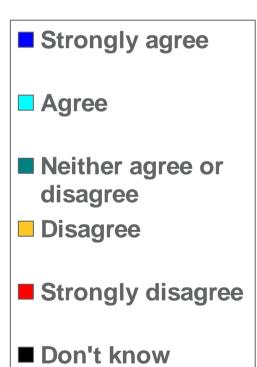




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

Austria

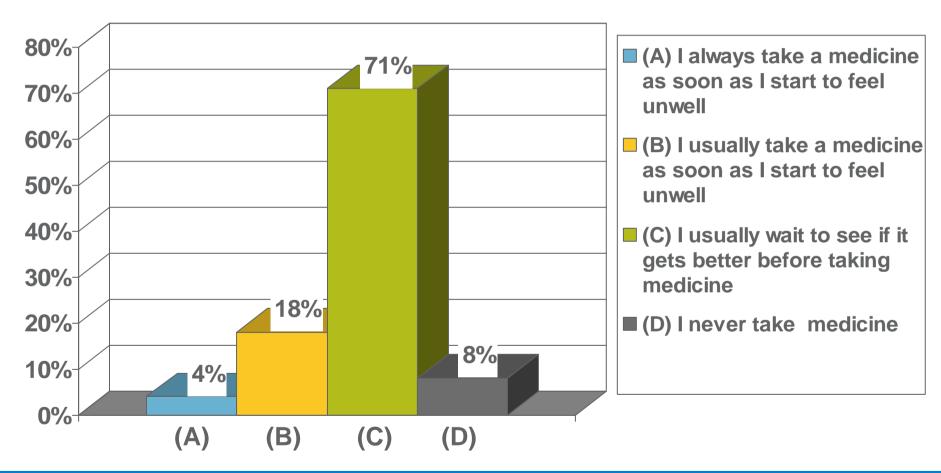






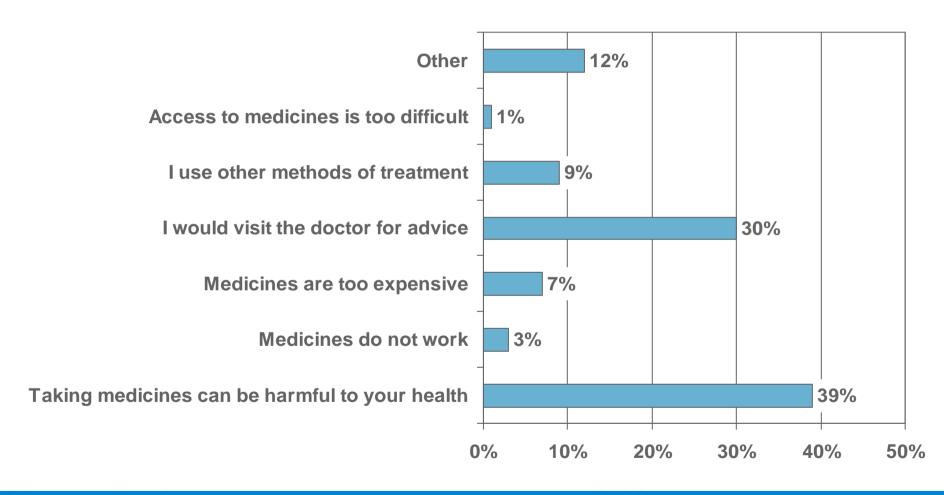
Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?

<u>Belgium</u>





Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Belgium





Q3. When choosing a non-prescription medicine, what factors are important to you?

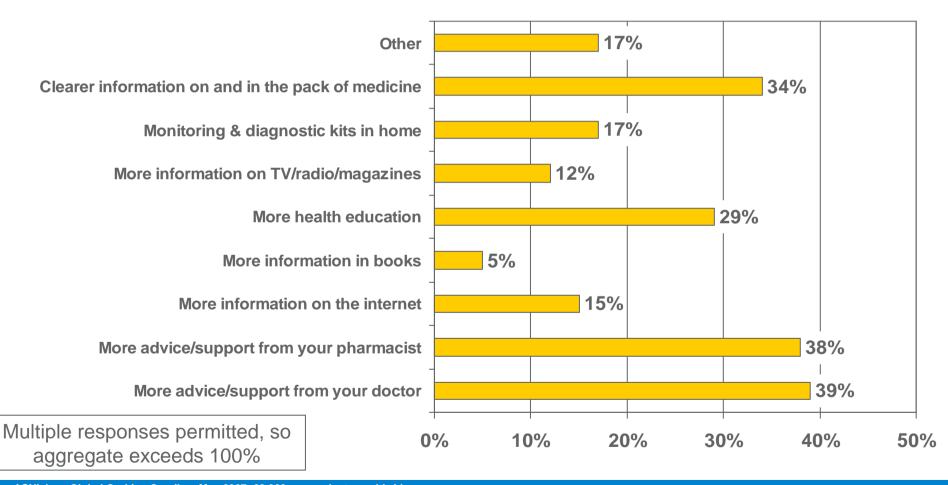
Belgium





Q4. In the future which of the following would help you to take care of your health and minor ailments?

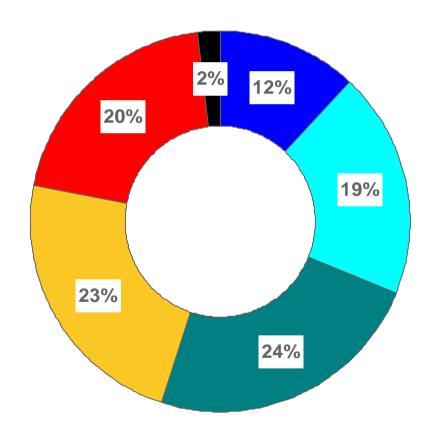


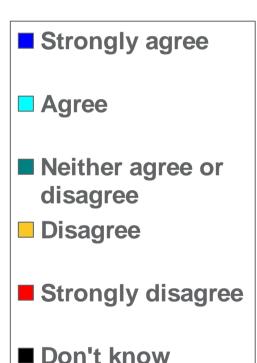




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

Belgium

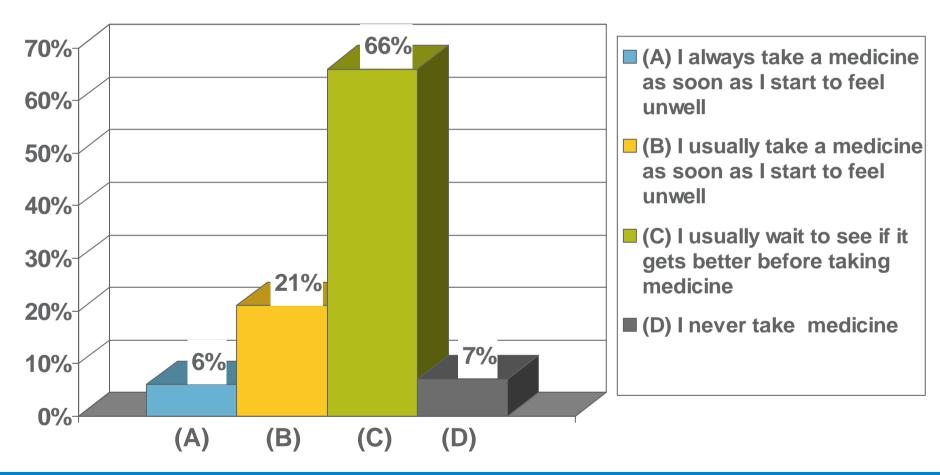






Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?

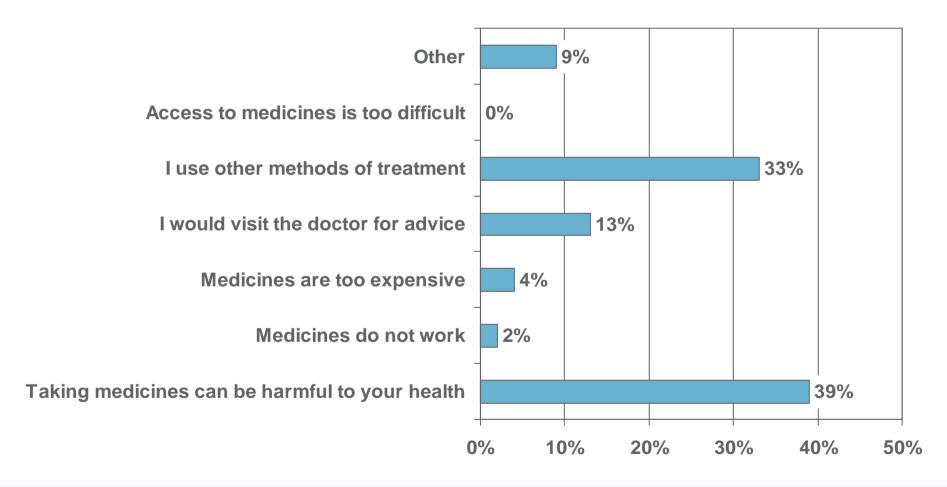






Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?





Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



Q3. When choosing a non-prescription medicine, what factors are important to you?

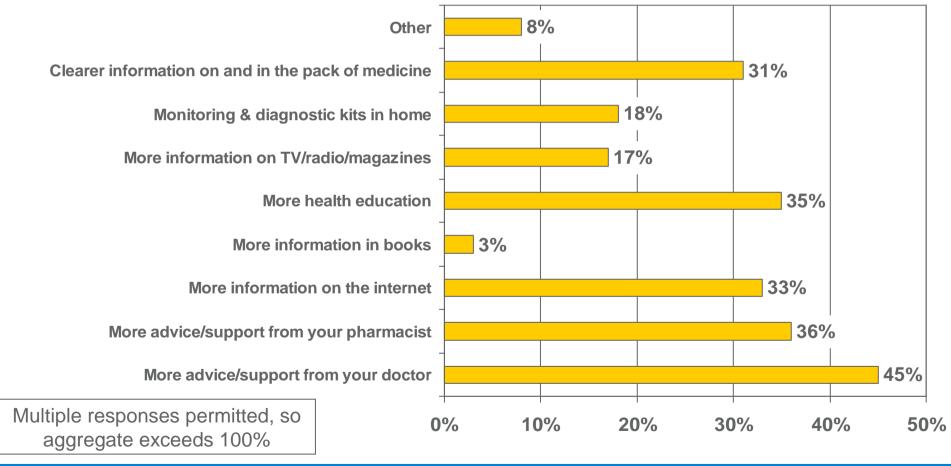






Q4. In the future which of the following would help you to take care of your health and minor ailments?



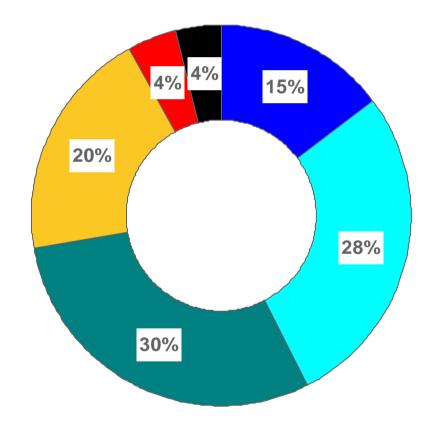




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?



Czech Republic





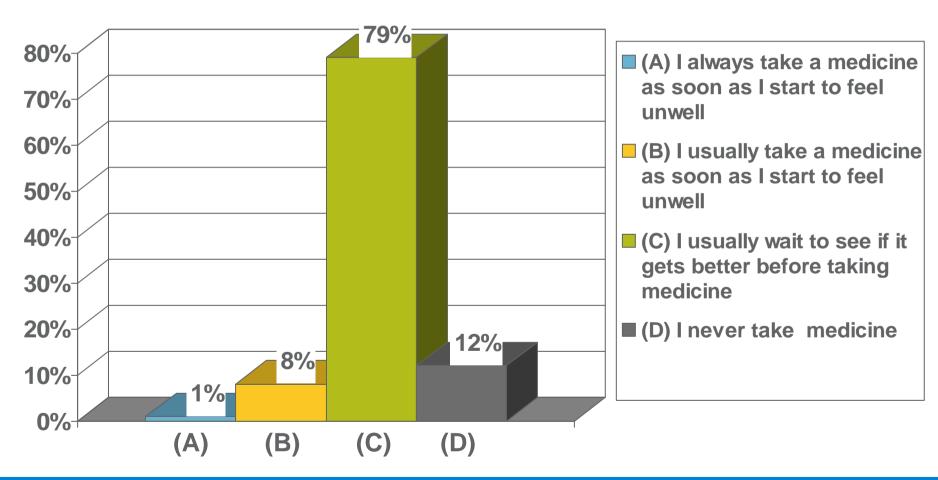
Strongly disagree

■ Don't know



Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?

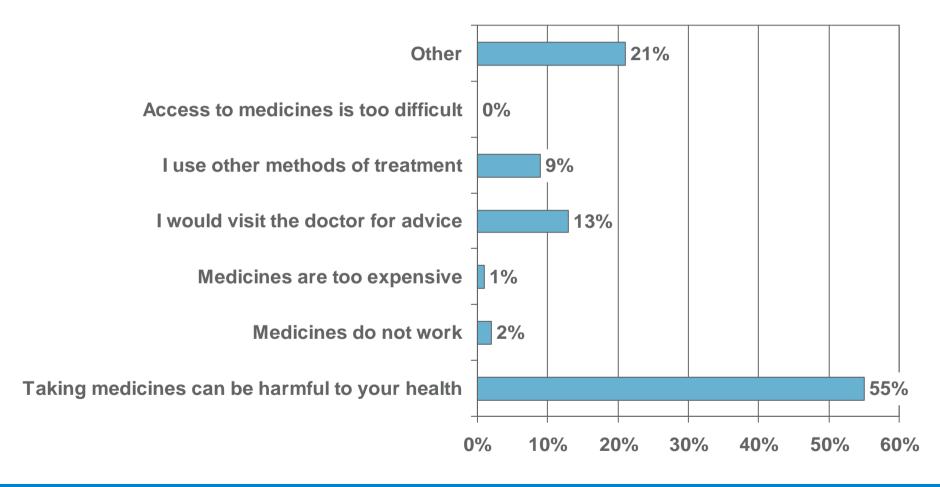
Denmark







Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Denmark

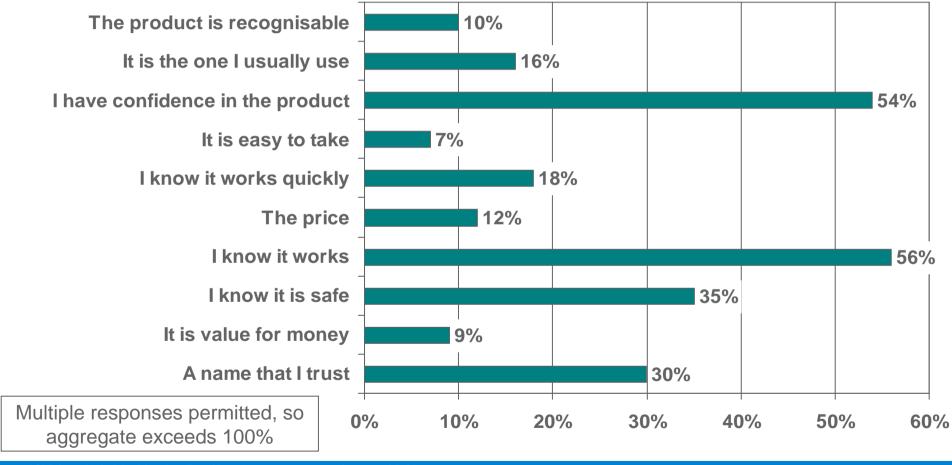






Q3. When choosing a non-prescription medicine, what factors are important to you?



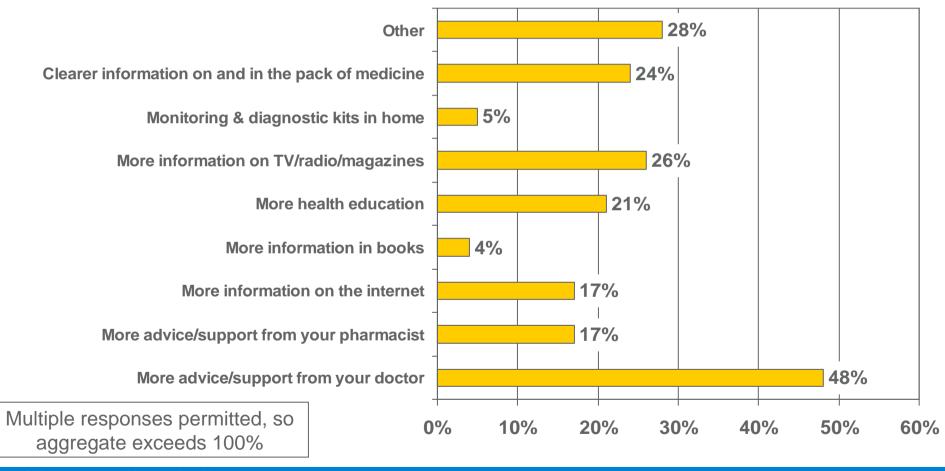






Q4. In the future which of the following would help you to take care of your health and minor ailments?

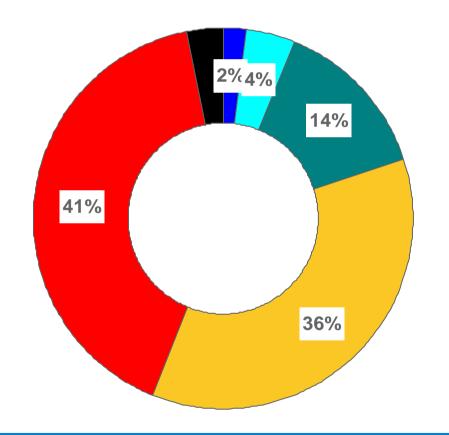


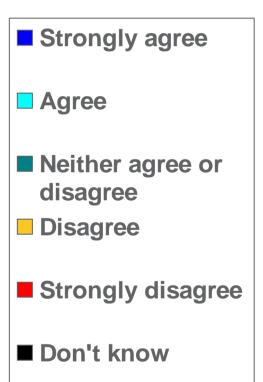




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

Denmark

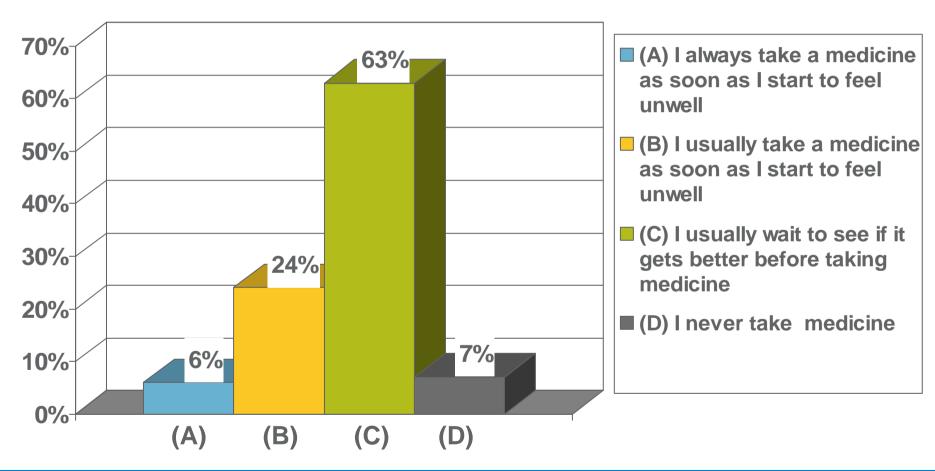






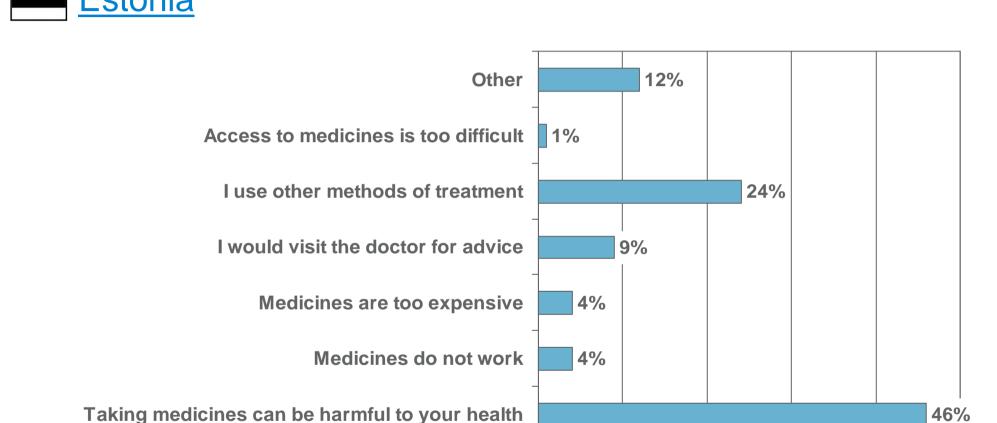
Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you? Estonia







Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Estonia



0%

10%

20%

30%

Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



50%

40%

Q3. When choosing a non-prescription medicine, what factors are important to you?

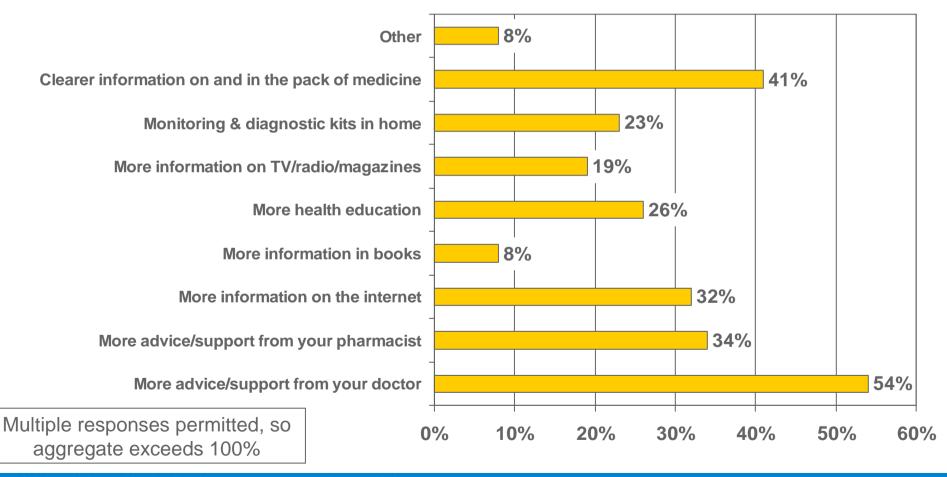






Q4. In the future which of the following would help you to take care of your health and minor ailments?

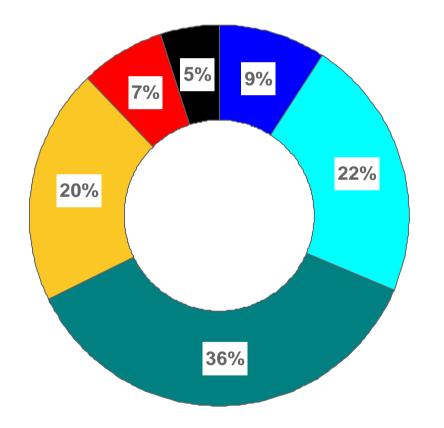


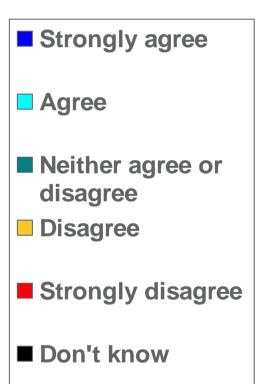




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

Estonia

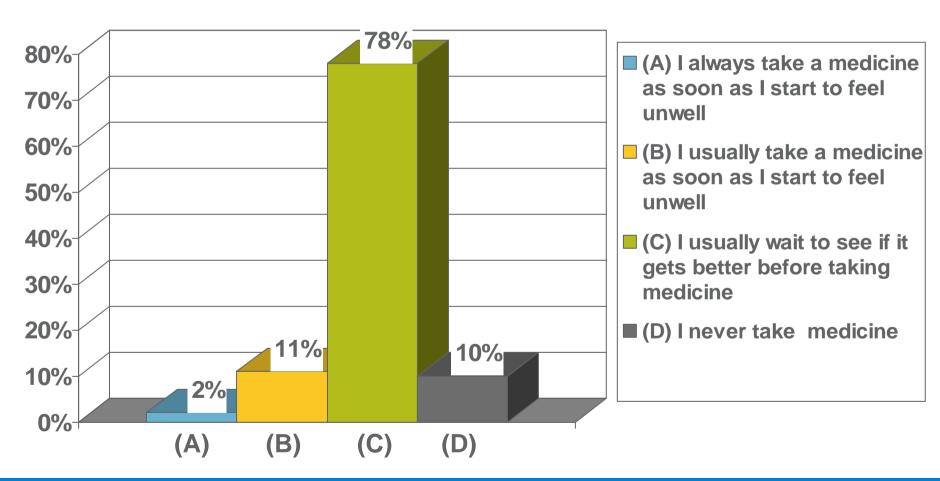






Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?

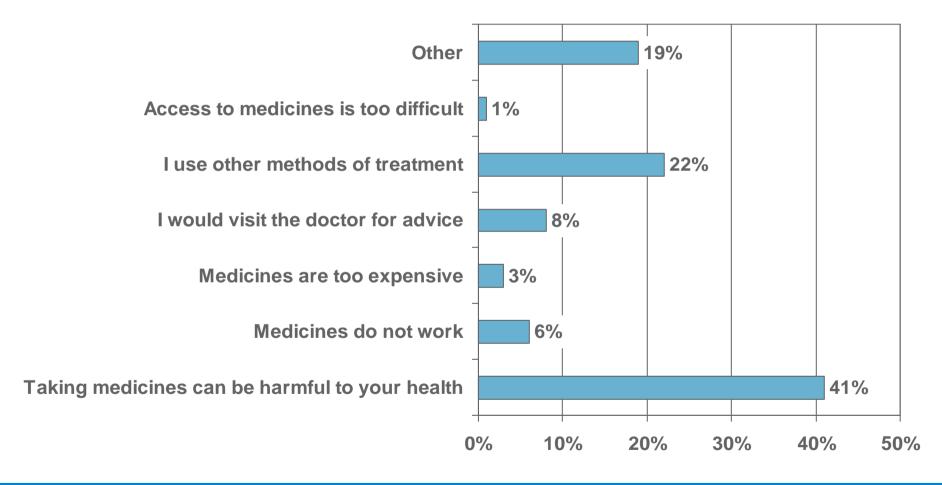
Finland





Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?

Finland

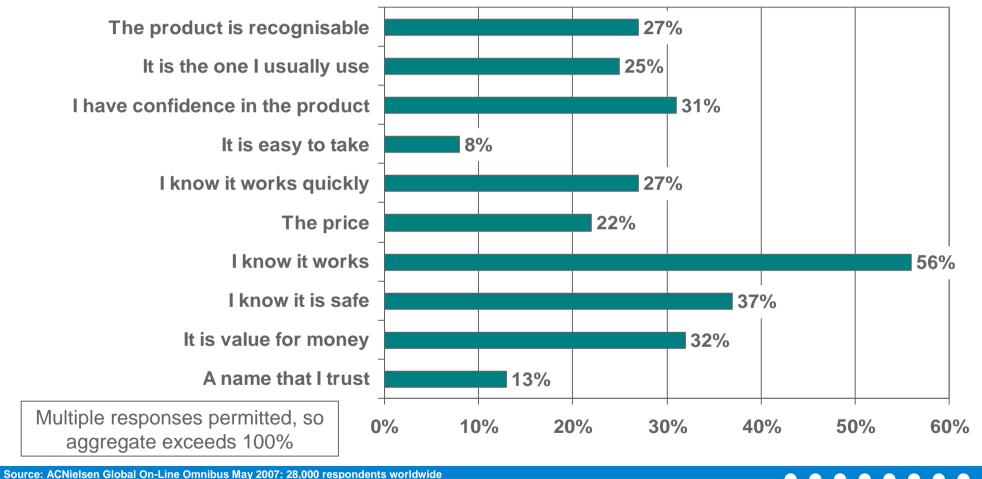


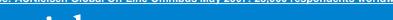
Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



Q3. When choosing a non-prescription medicine, what factors are important to you?

Finland

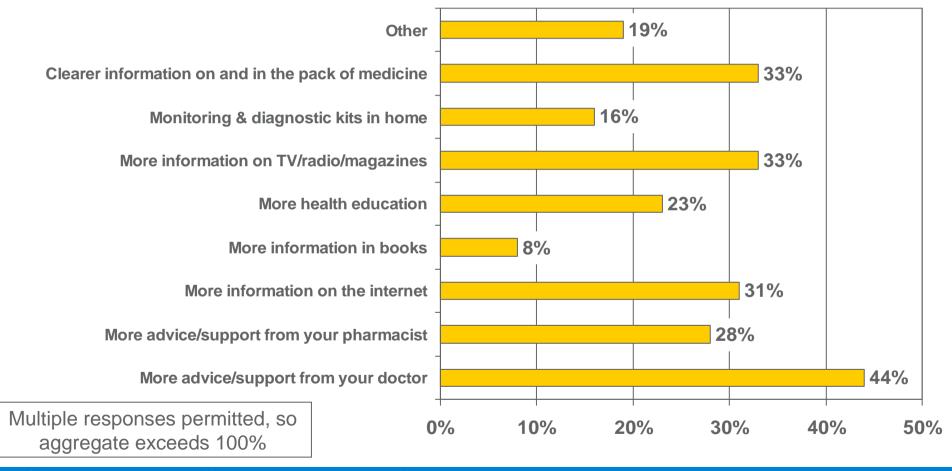






Q4. In the future which of the following would help you to take care of your health and minor ailments?

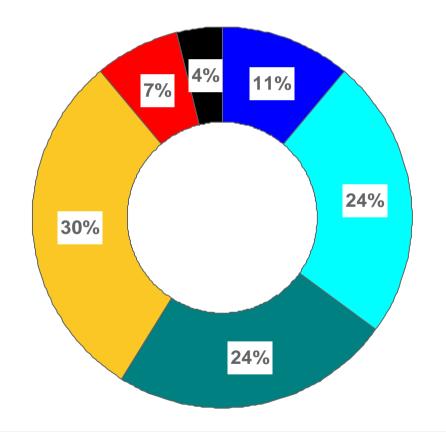


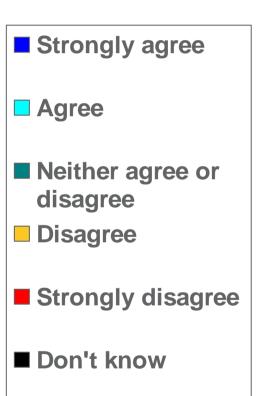




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

Finland



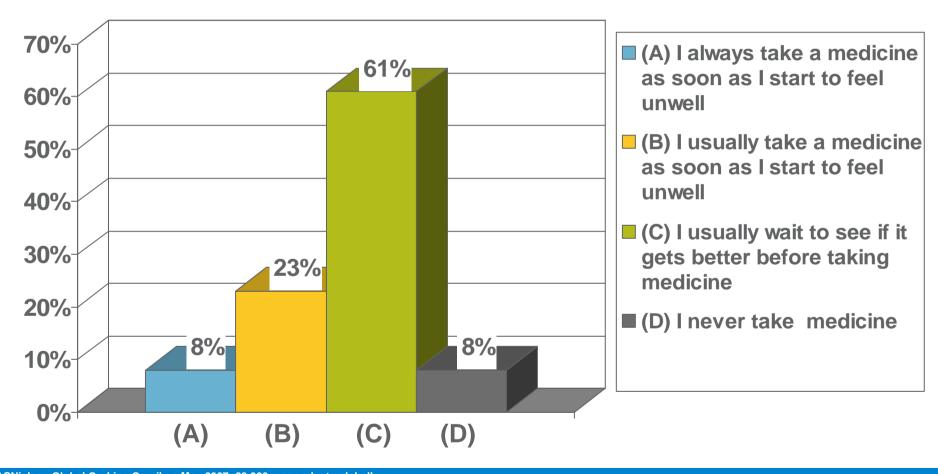






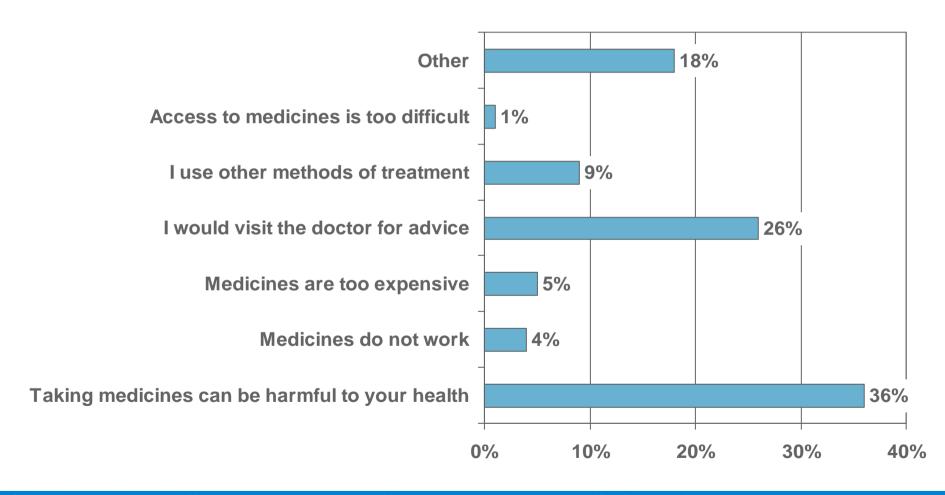
Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?

France





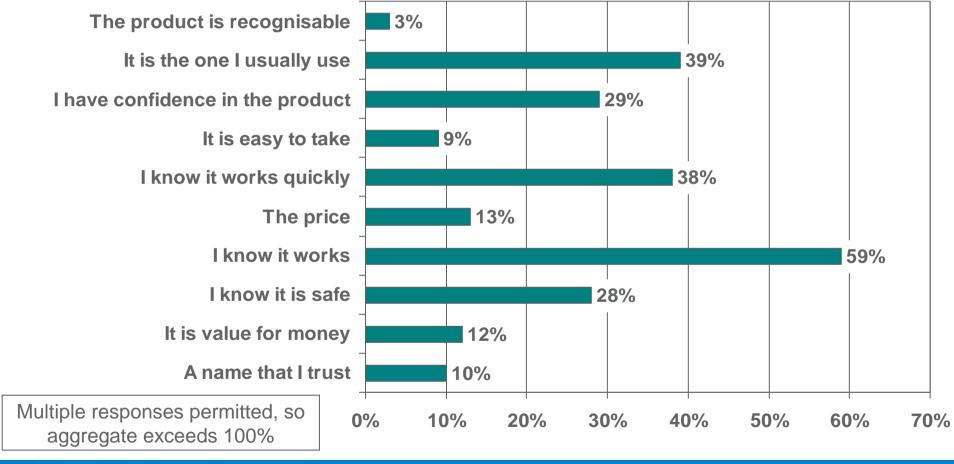
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? France





Q3. When choosing a non-prescription medicine, what factors are important to you?

France

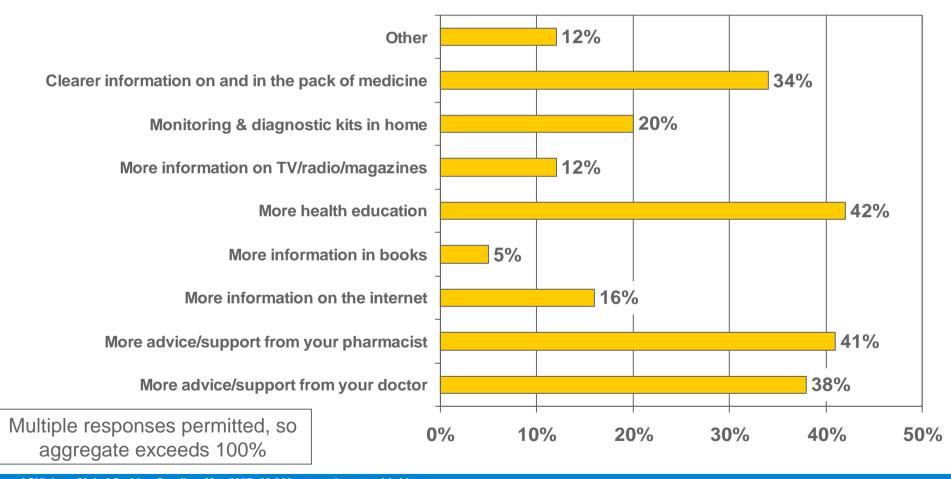






Q4. In the future which of the following would help you to take care of your health and minor ailments?

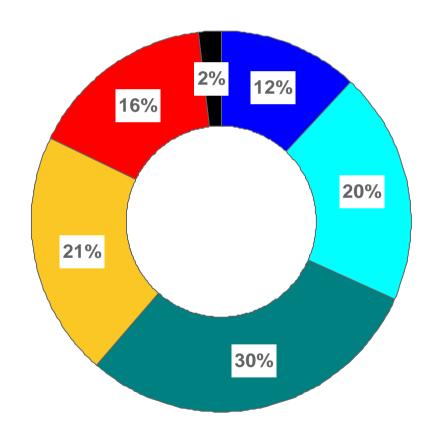
France

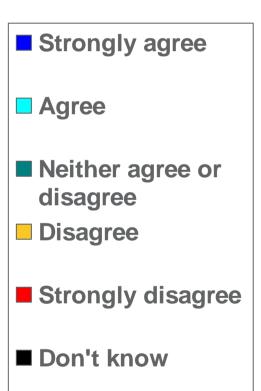




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

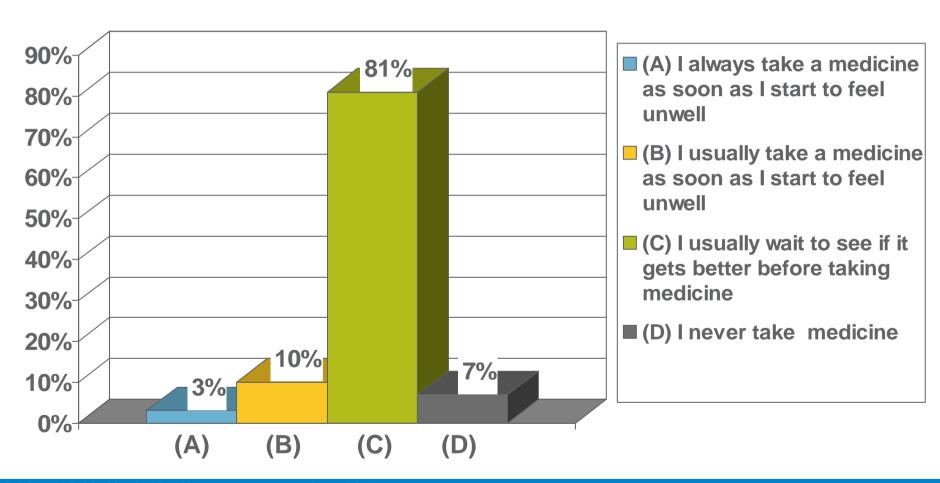
France







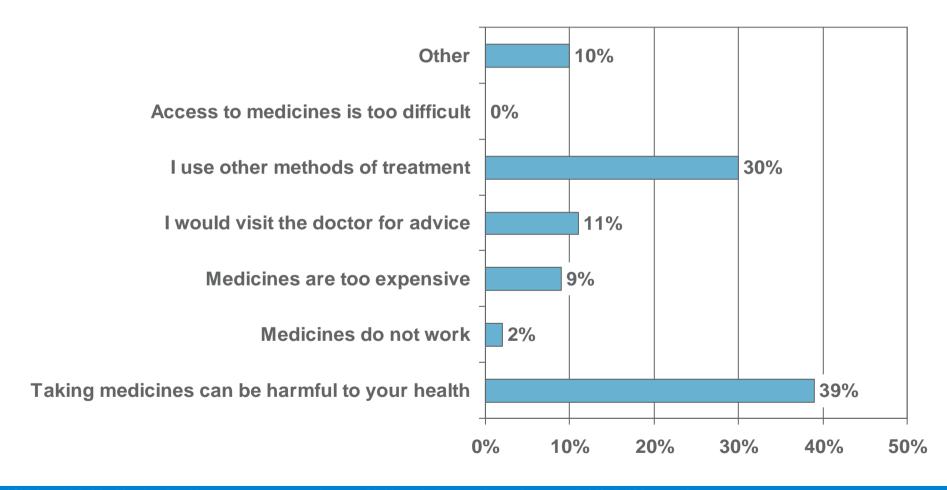
Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you? Germany







Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Germany





Q3. When choosing a non-prescription medicine, what factors are important to you?

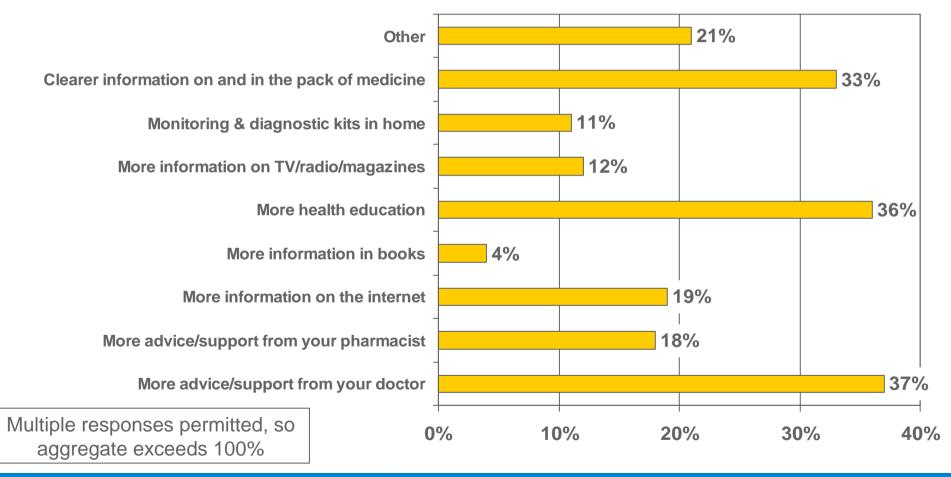






Q4. In the future which of the following would help you to take care of your health and minor ailments?

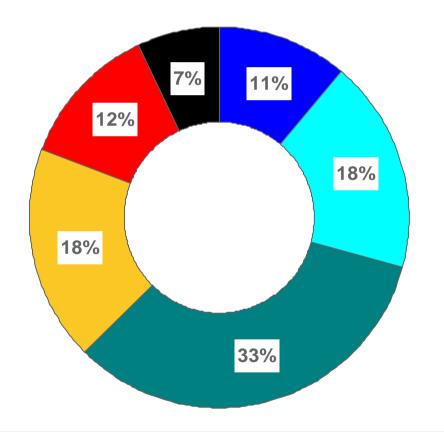


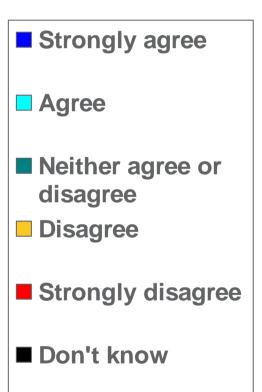




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

Germany

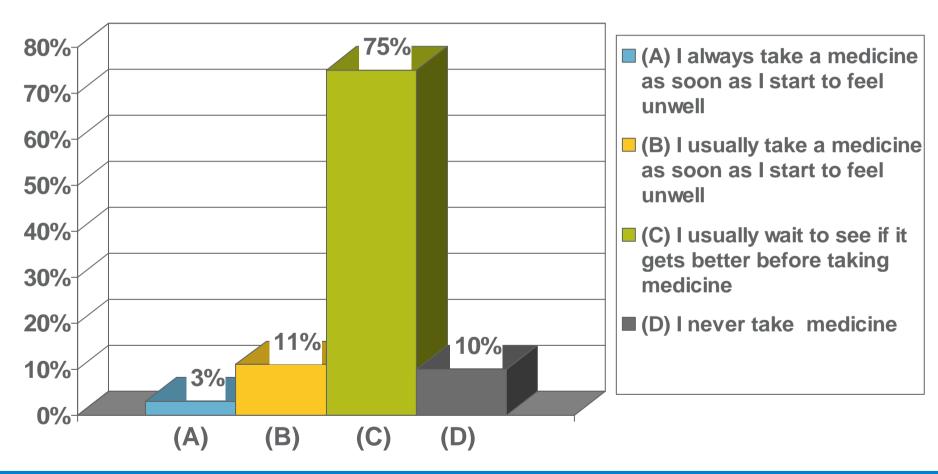






Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?

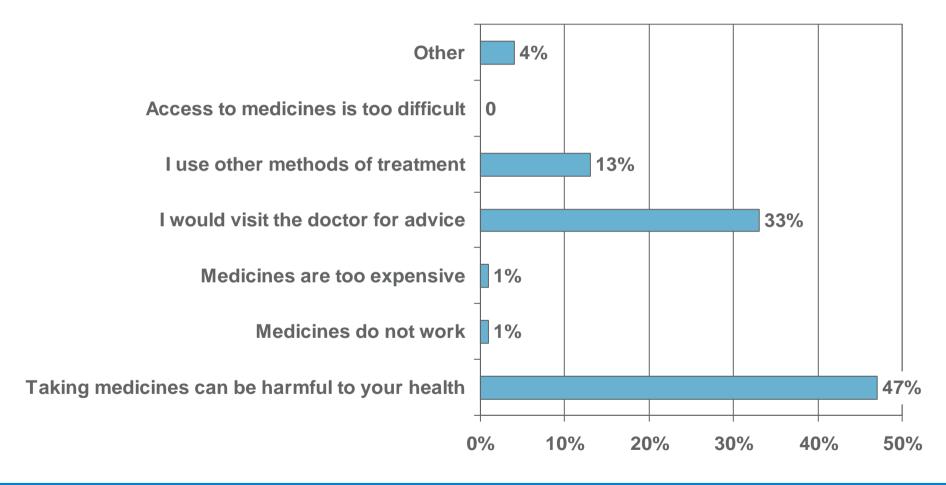






Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?



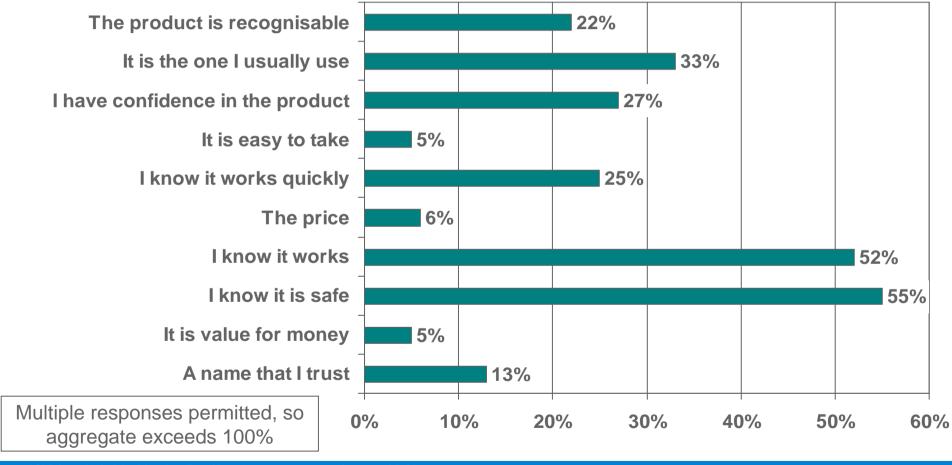


Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



Q3. When choosing a non-prescription medicine, what factors are important to you?

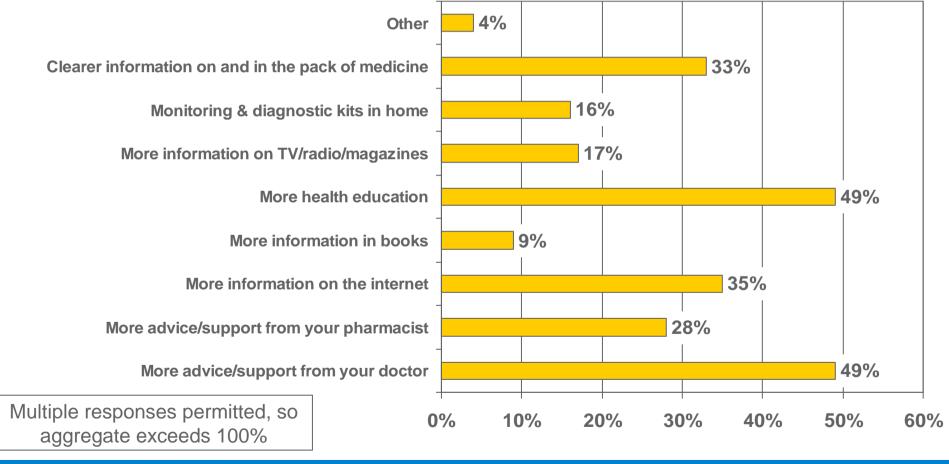
Greece





Q4. In the future which of the following would help you to take care of your health and minor ailments?

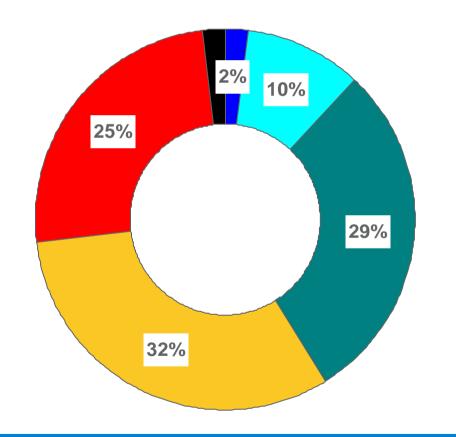






Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?



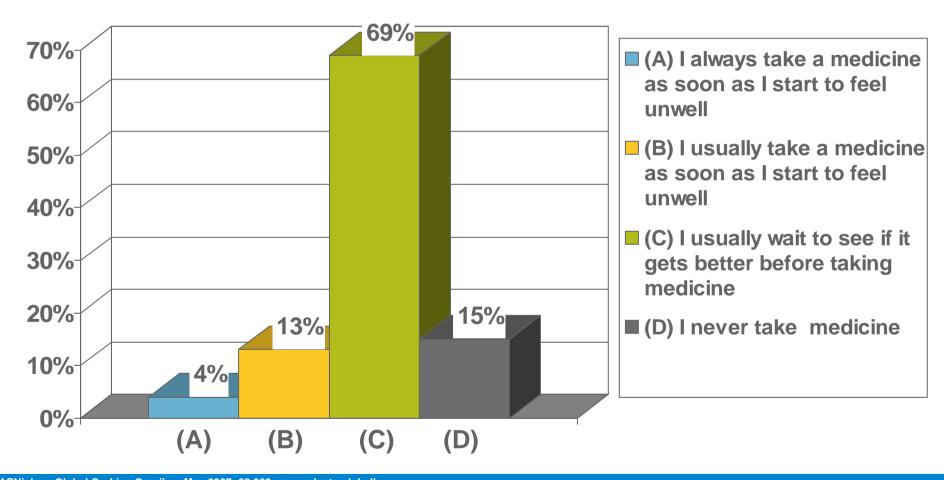






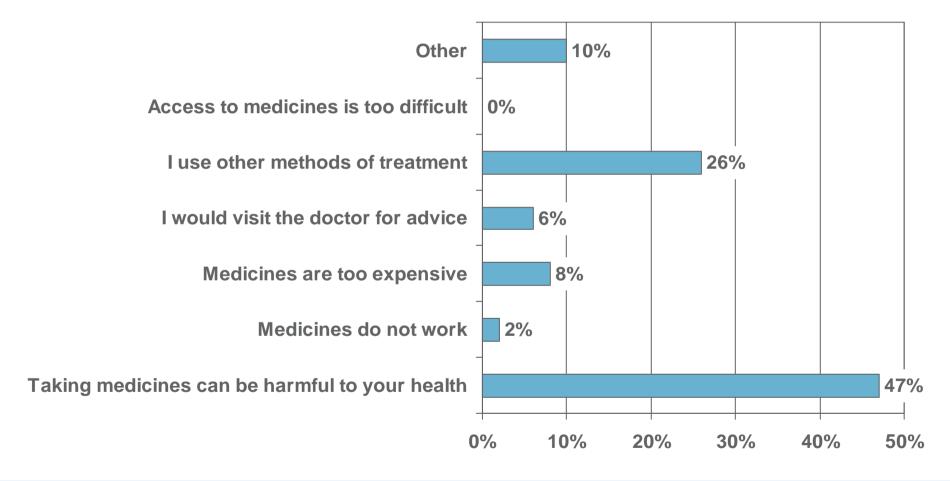
Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?







Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Hungary







Q3. When choosing a non-prescription medicine, what factors are important to you?

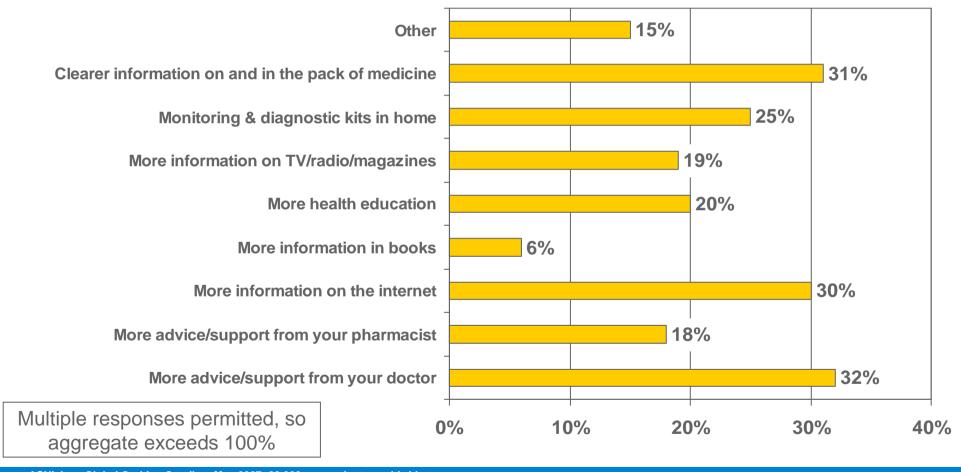
Hungary





Q4. In the future which of the following would help you to take care of your health and minor ailments?

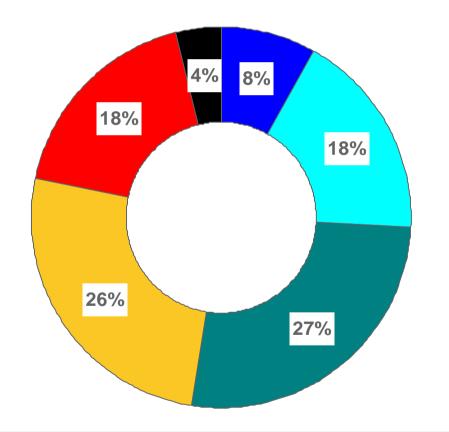


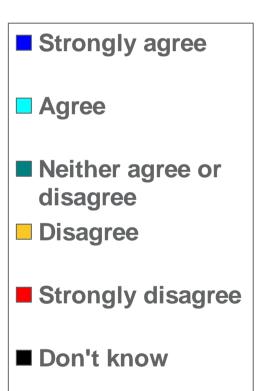




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

Hungary



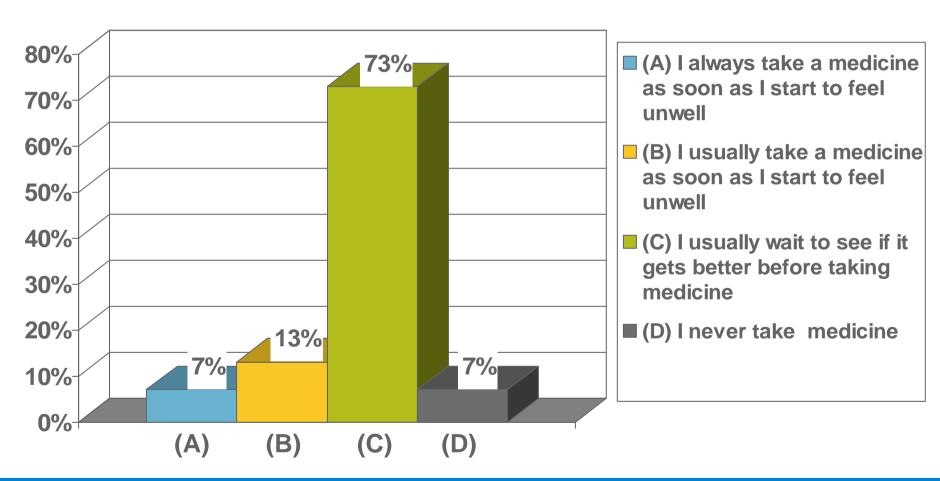






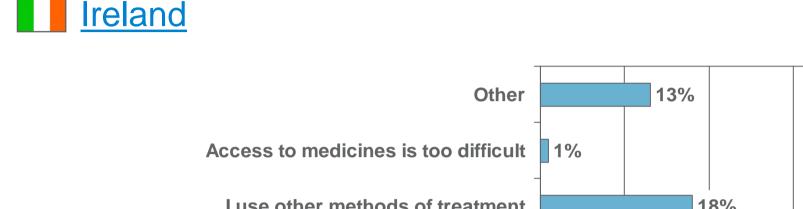
Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?

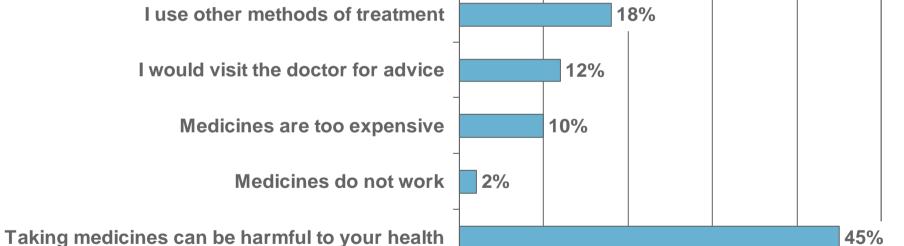






Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?





10%

20%

30%

0%

Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



50%

40%

Q3. When choosing a non-prescription medicine, what factors are important to you?

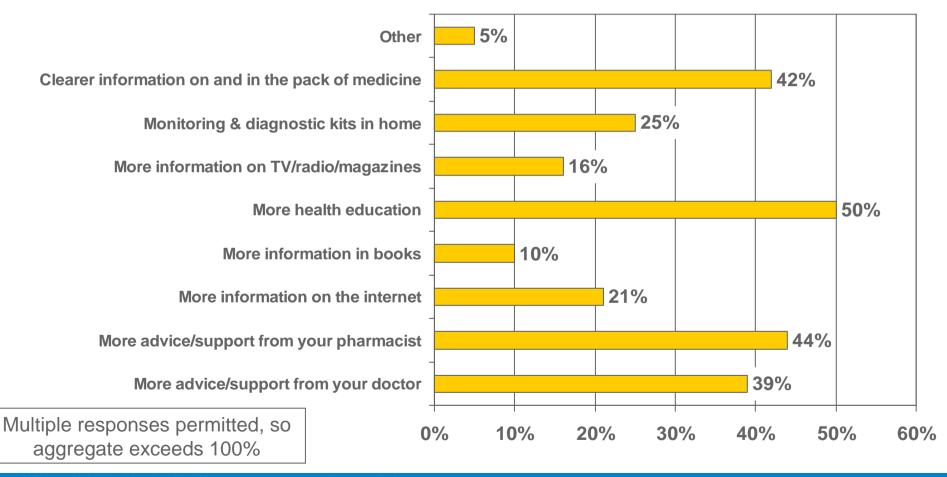






Q4. In the future which of the following would help you to take care of your health and minor ailments?

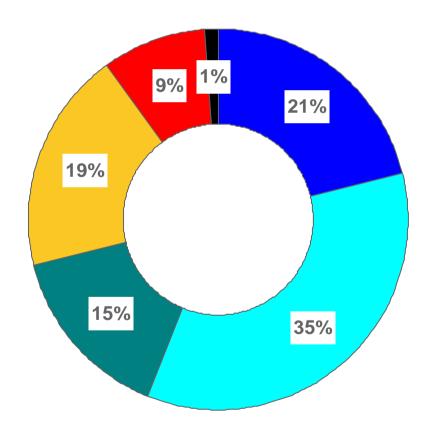






Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

<u>Ireland</u>

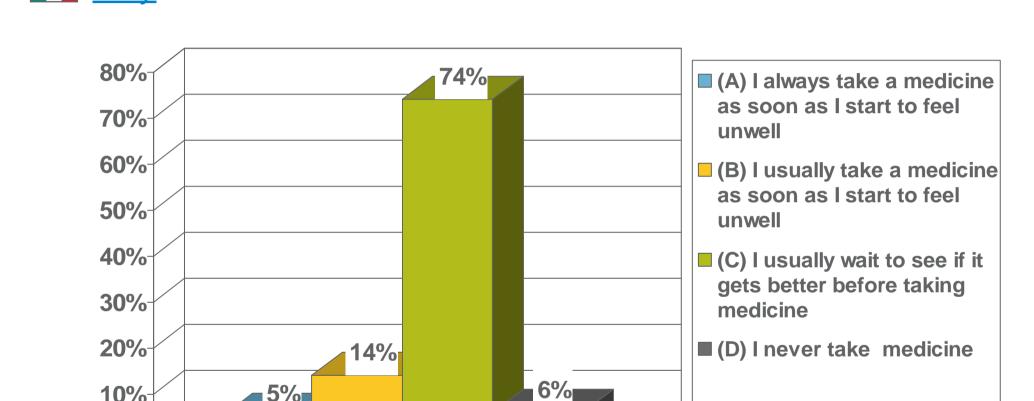




- Neither agree or disagree
- Disagree
- Strongly disagree
- Don't know



Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you? Italy



(D)

(C)

Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents globally

5%

(B)

(A)

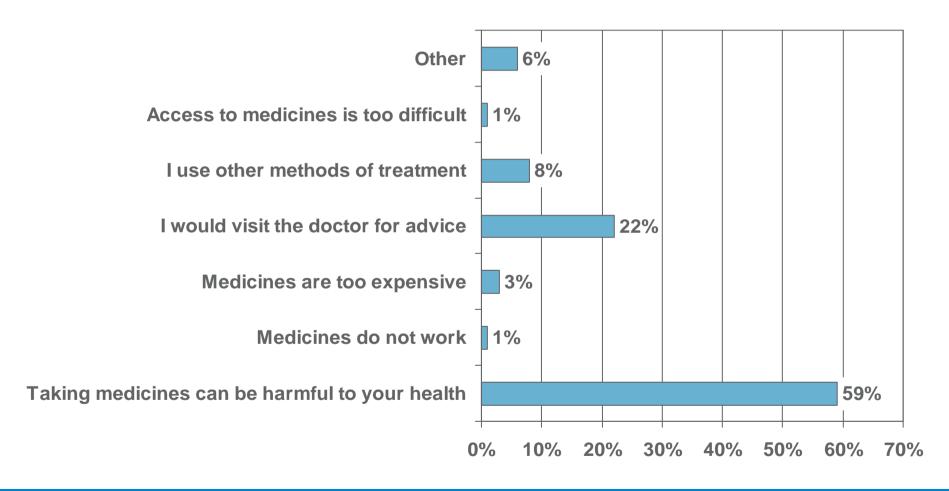


10%

0%-

Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?

Italy

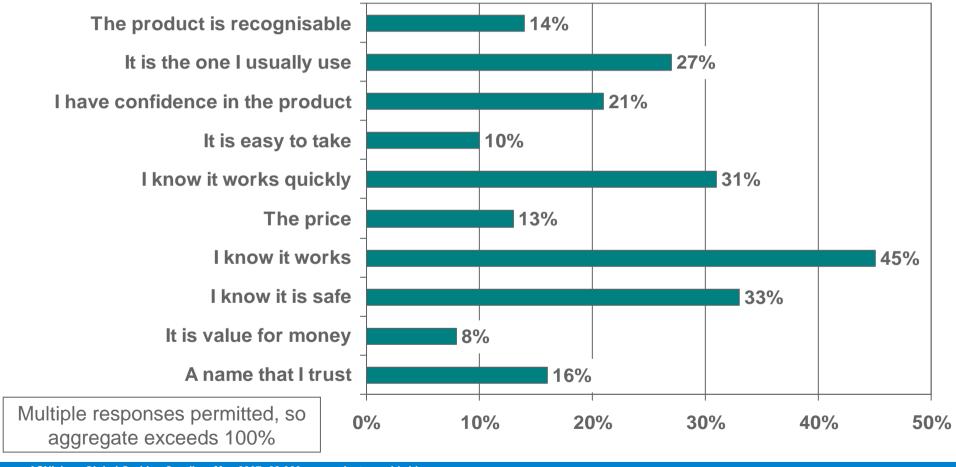


Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



Q3. When choosing a non-prescription medicine, what factors are important to you?

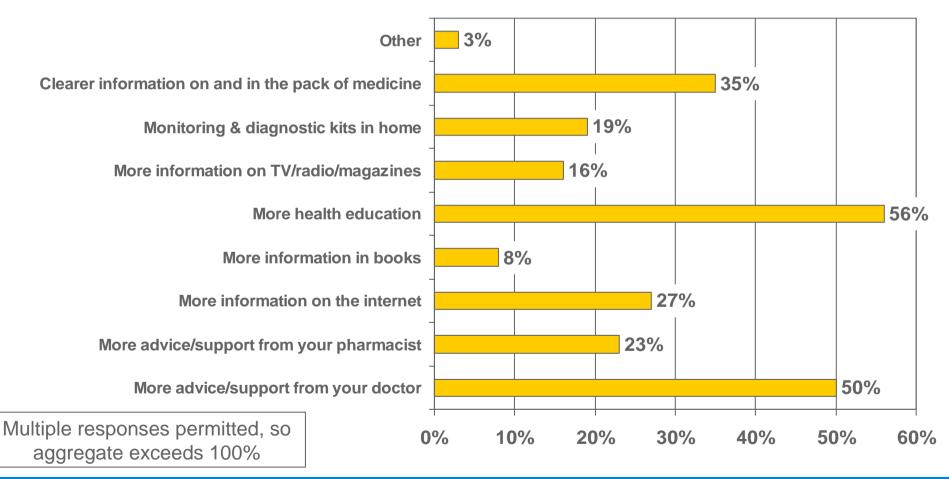
Italy





Q4. In the future which of the following would help you to take care of your health and minor ailments?

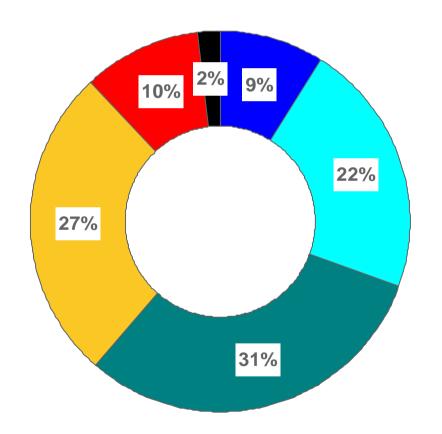


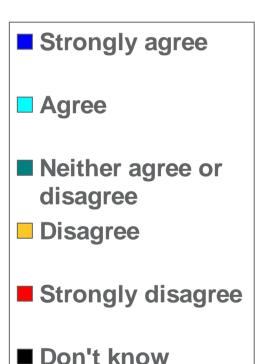




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

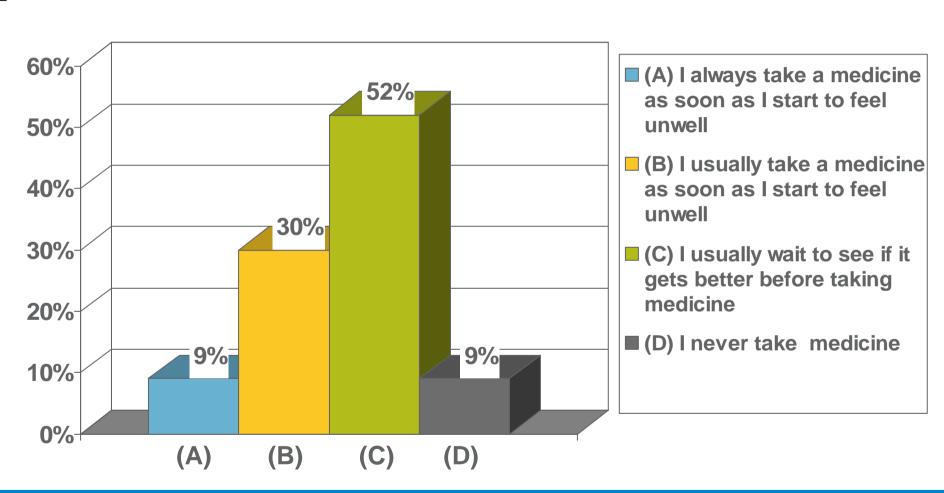
Italy







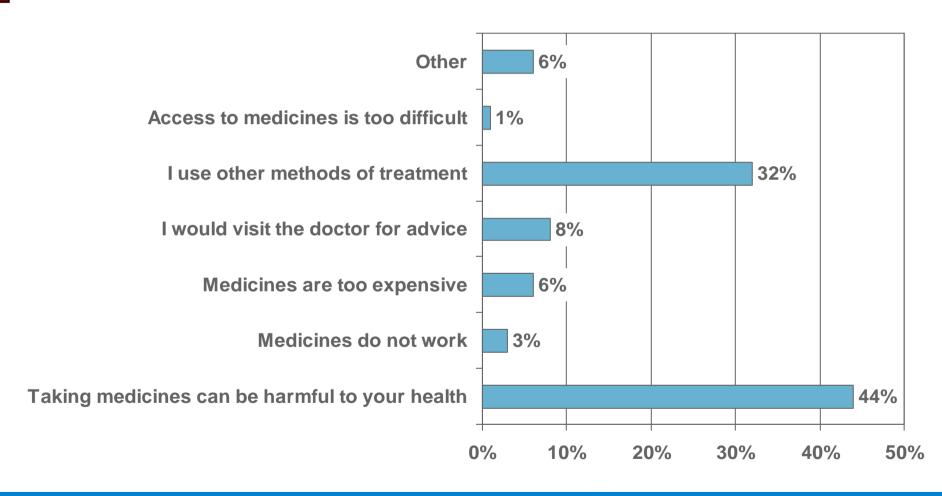
Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you? Latvia







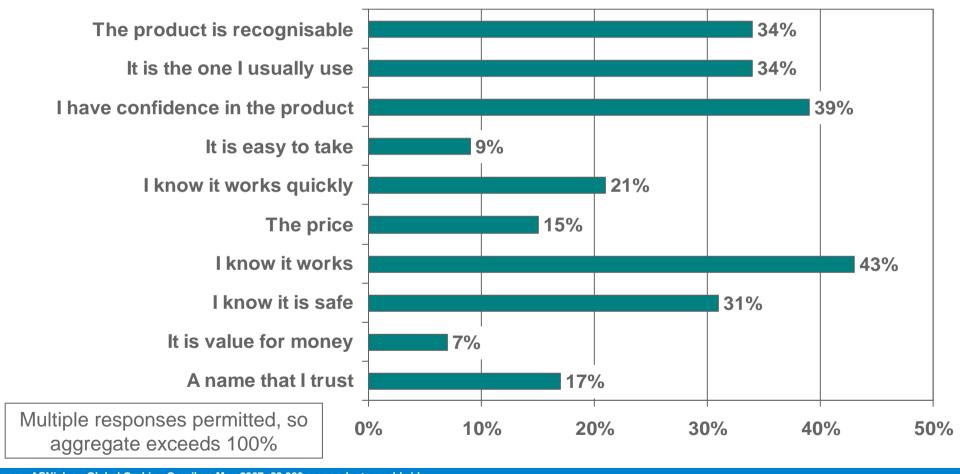
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Latvia





Q3. When choosing a non-prescription medicine, what factors are important to you?

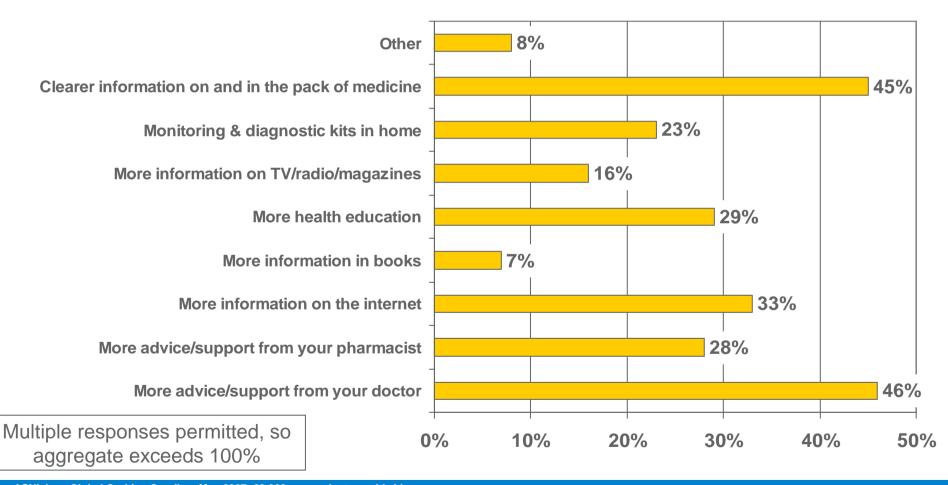






Q4. In the future which of the following would help you to take care of your health and minor ailments?

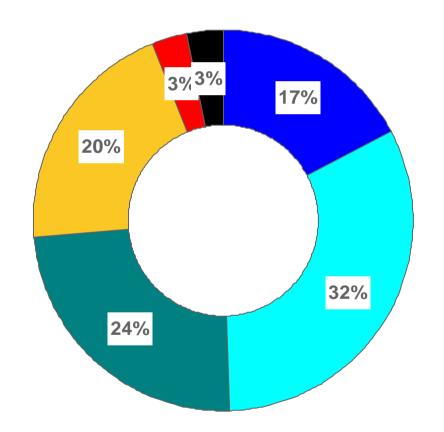


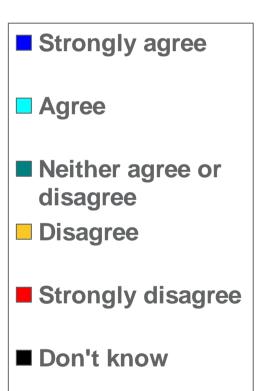




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?



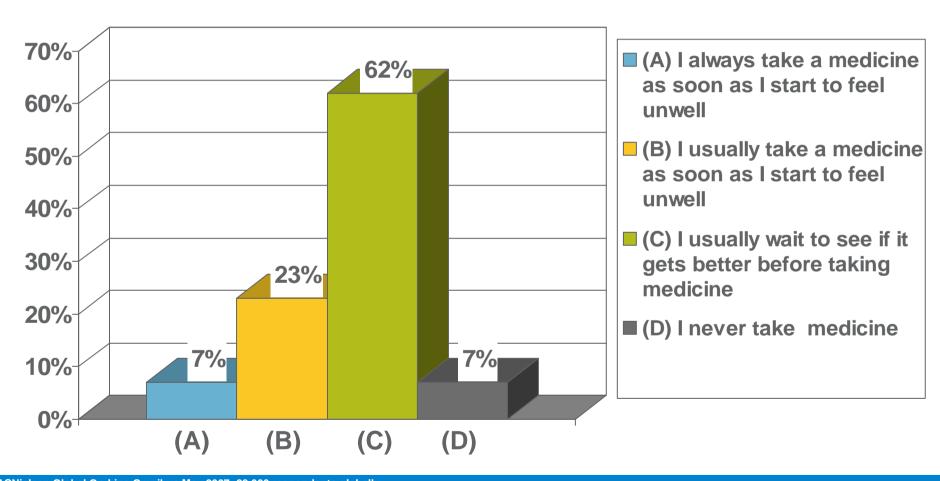






Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you? Lithuania

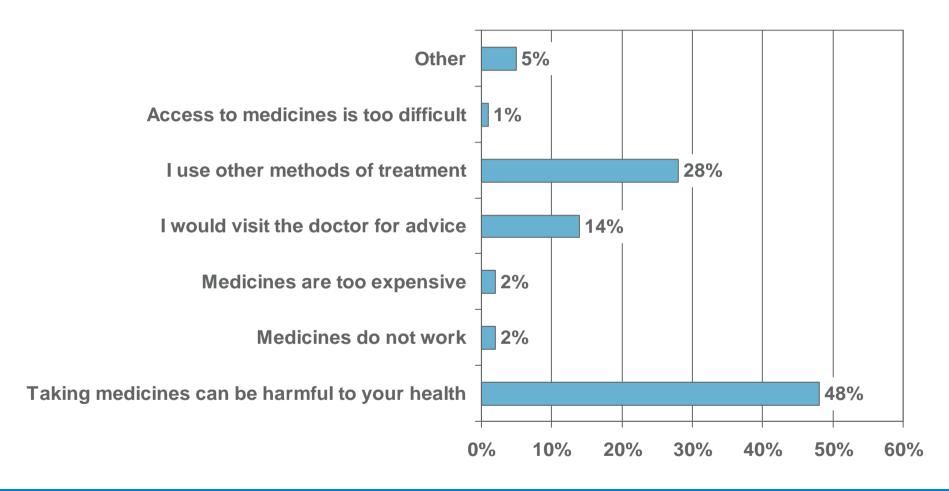






Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?



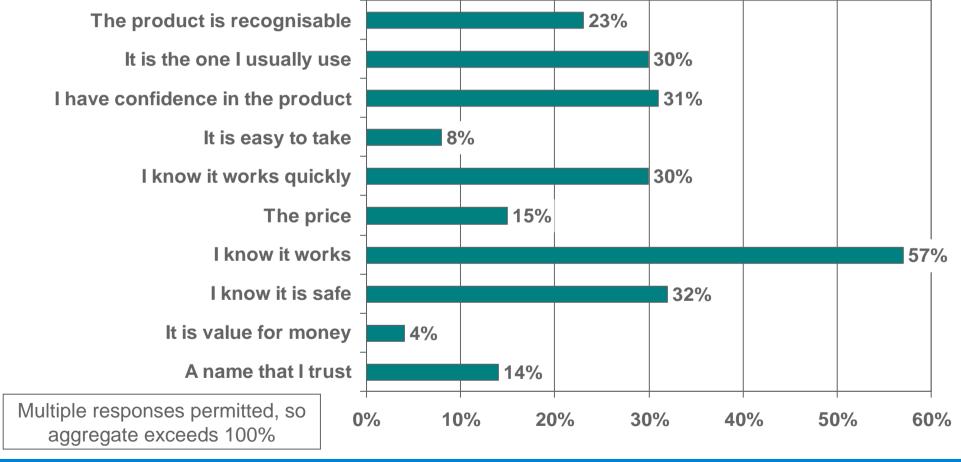


Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



Q3. When choosing a non-prescription medicine, what factors are important to you?

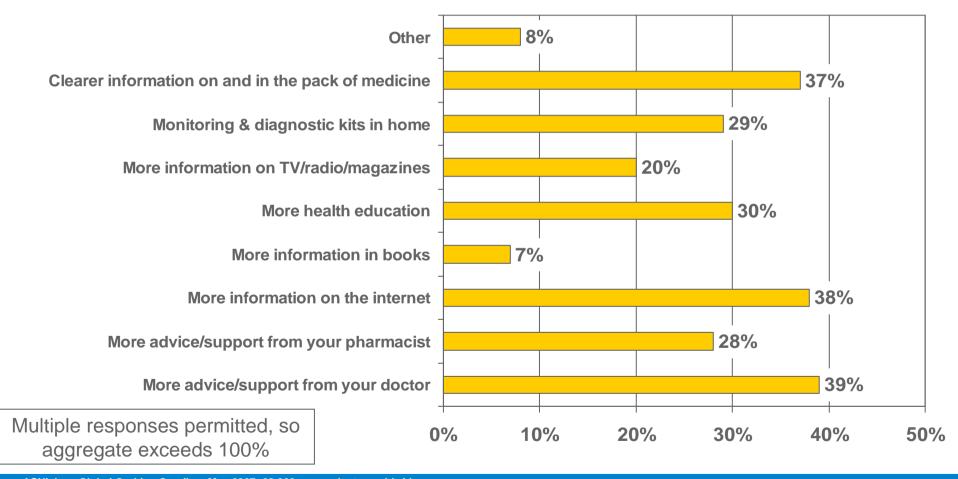






Q4. In the future which of the following would help you to take care of your health and minor ailments?

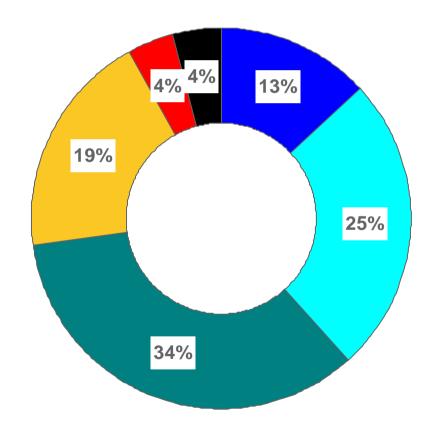


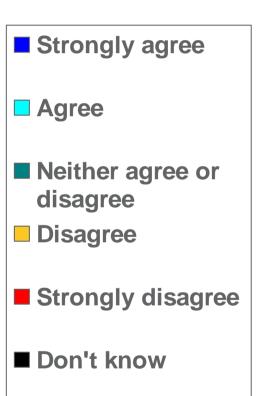




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?





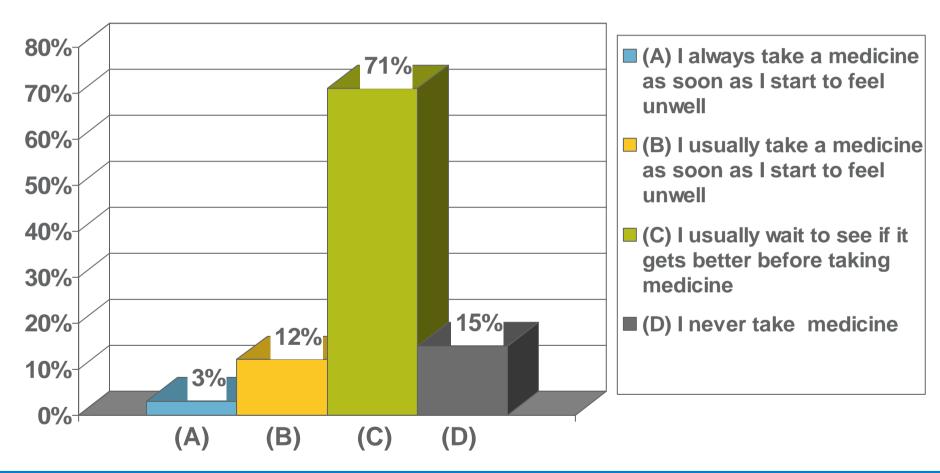






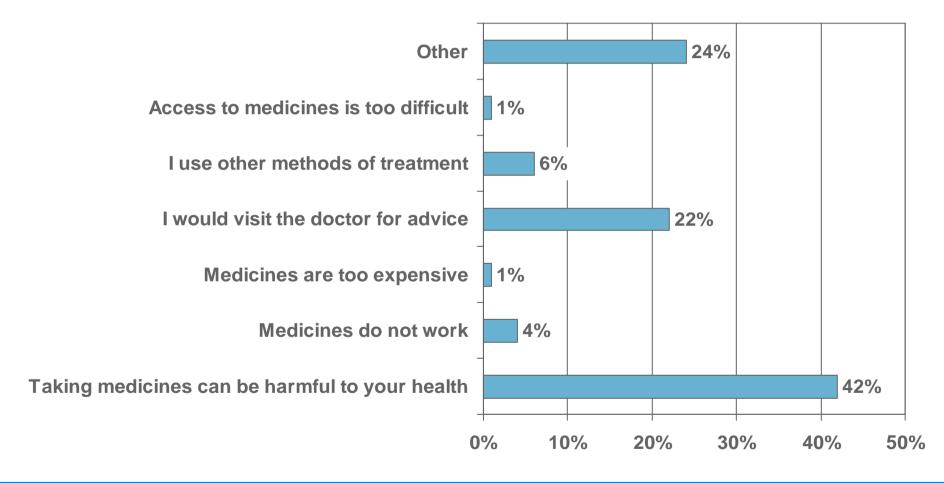
Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?







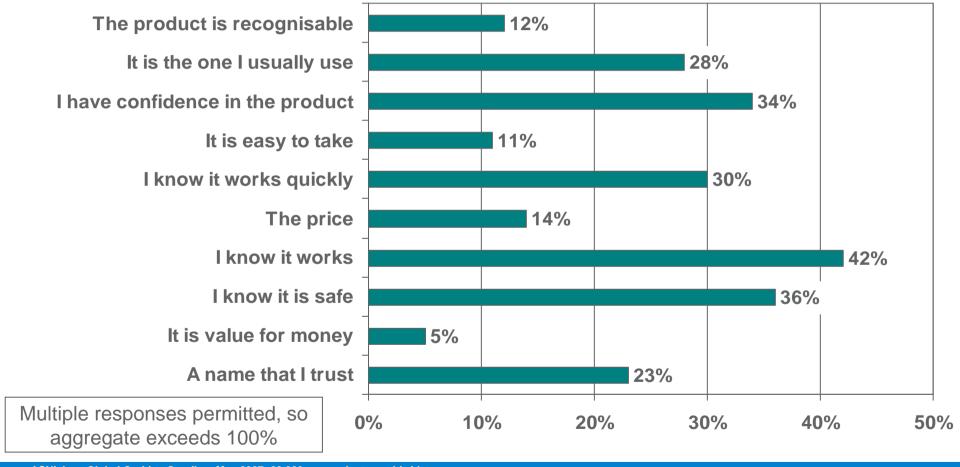
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Netherlands





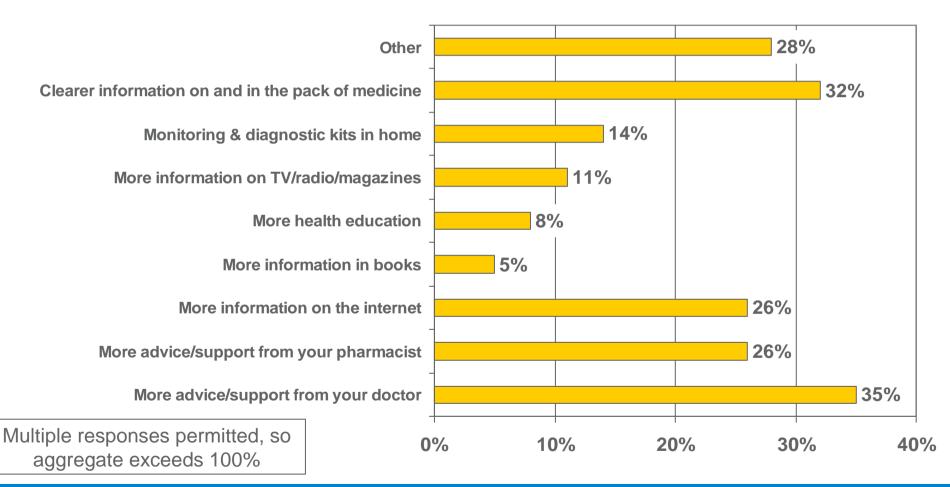
Q3. When choosing a non-prescription medicine, what factors are important to you?

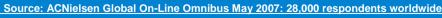
Netherlands





Q4. In the future which of the following would help you to take care of your health and minor ailments? Netherlands

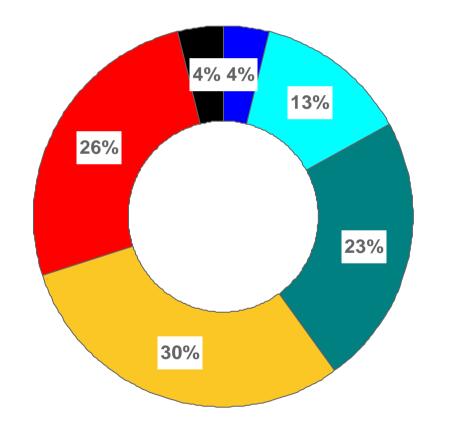


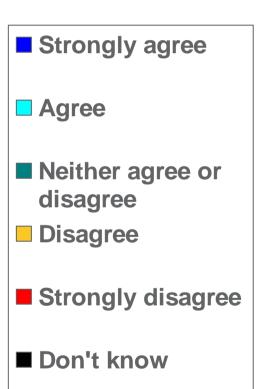




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

Netherlands

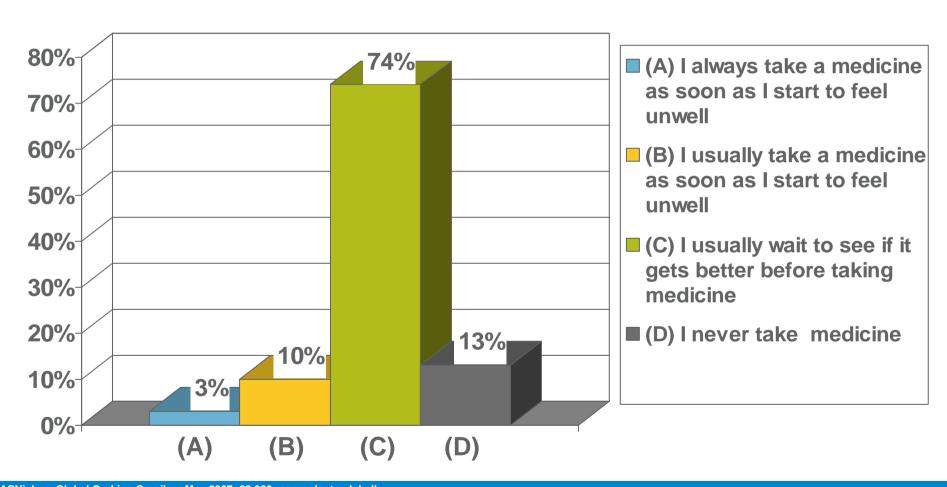






Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?

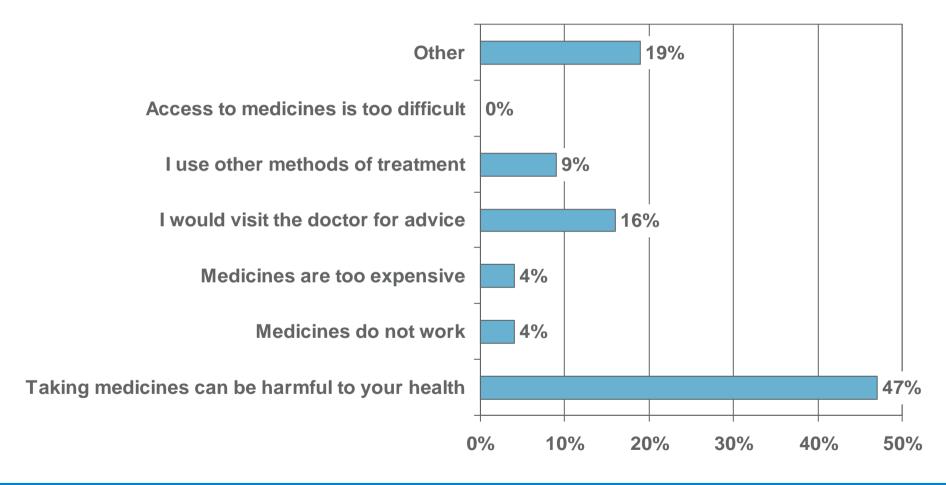






Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?





Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



Q3. When choosing a non-prescription medicine, what factors are important to you?

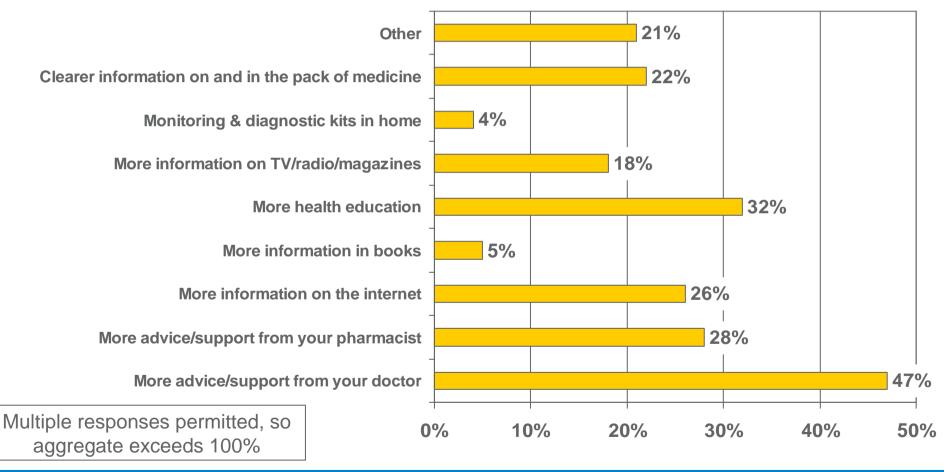






Q4. In the future which of the following would help you to take care of your health and minor ailments?

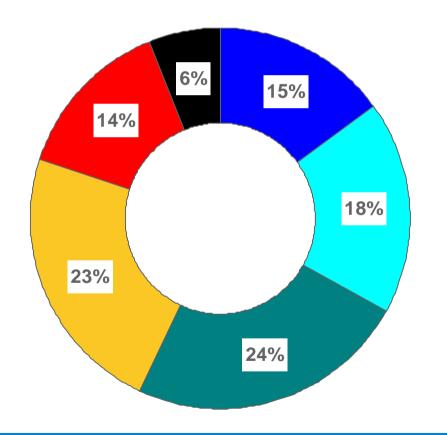


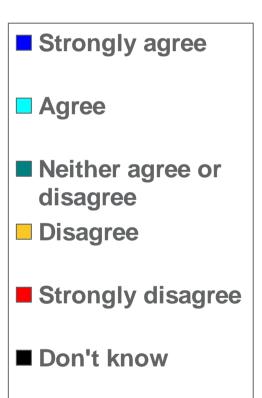




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?



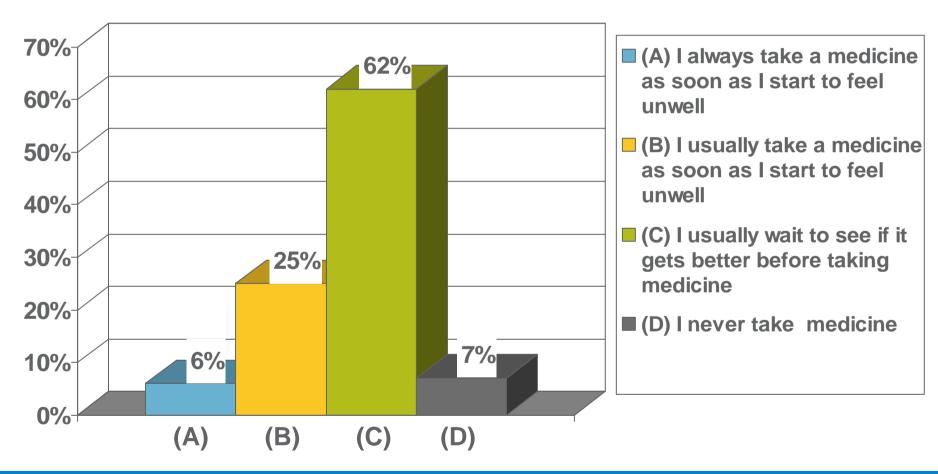






Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?

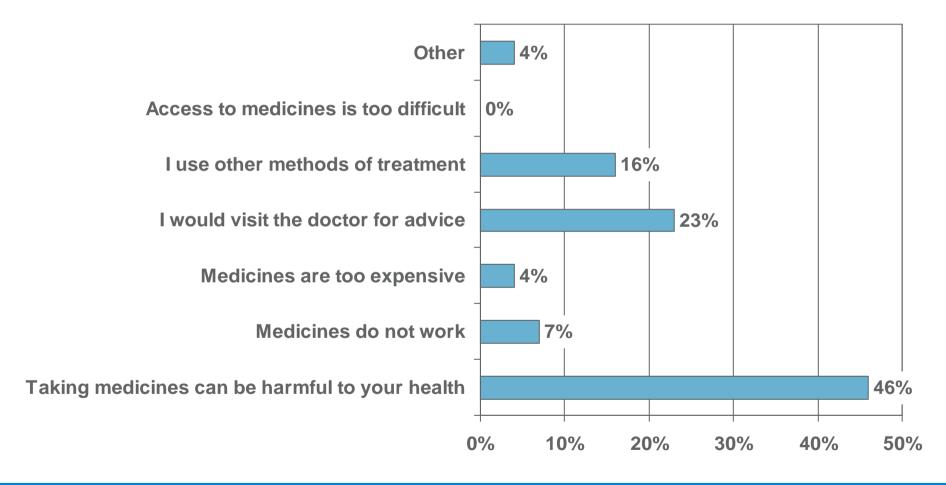






Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?





Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



Q3. When choosing a non-prescription medicine, what factors are important to you?

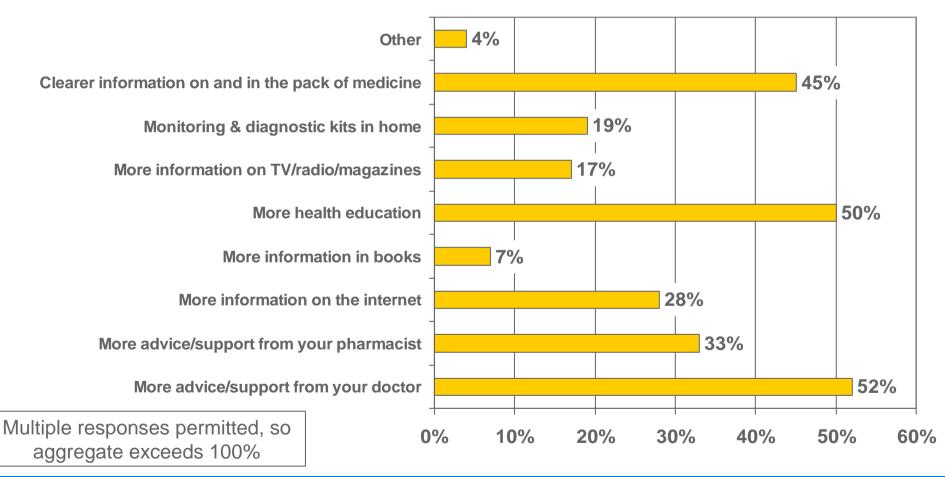






Q4. In the future which of the following would help you to take care of your health and minor ailments?

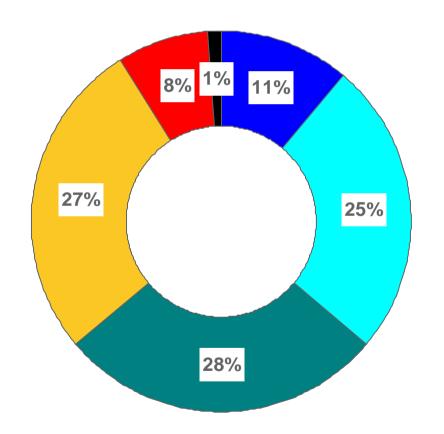


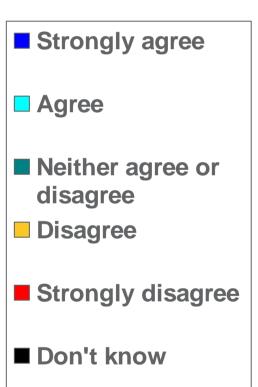




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

Poland



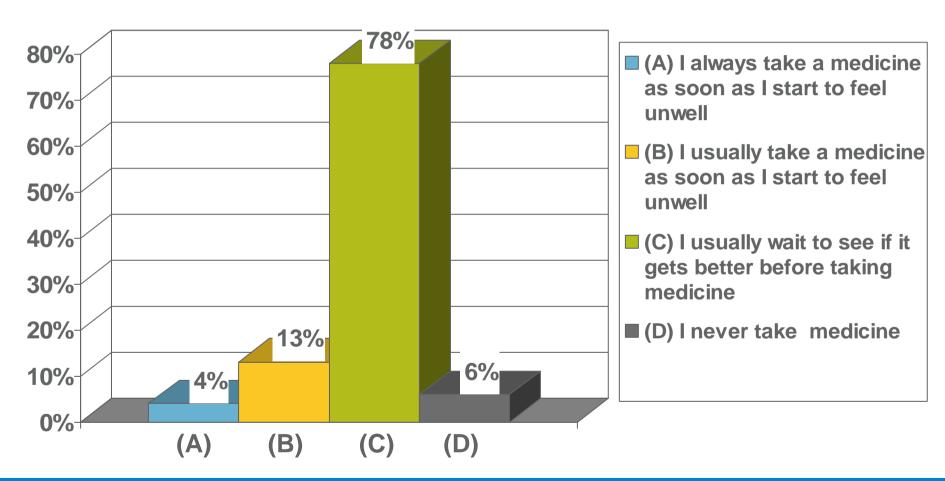






Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?

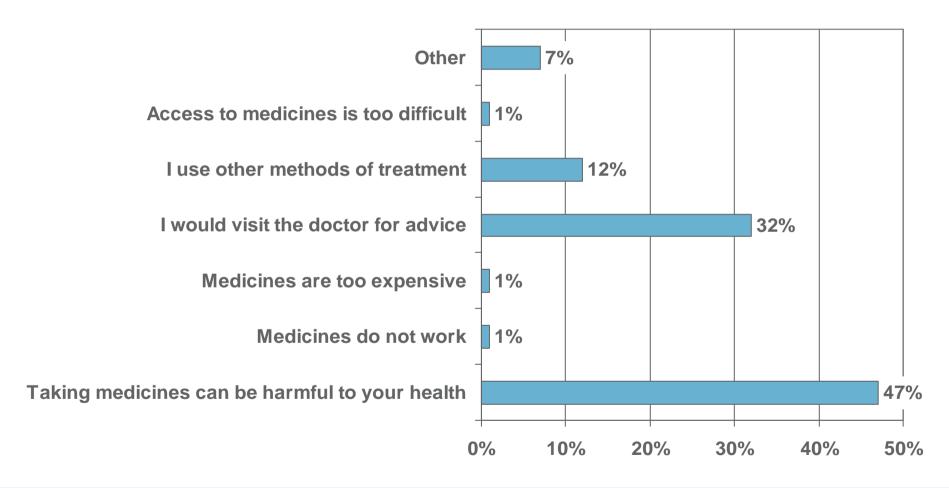






Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?





Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



Q3. When choosing a non-prescription medicine, what factors are important to you?

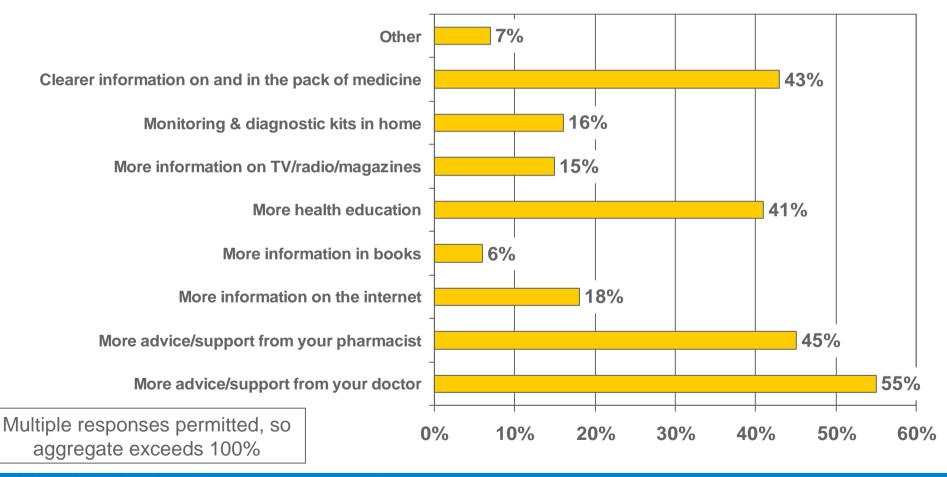






Q4. In the future which of the following would help you to take care of your health and minor ailments?

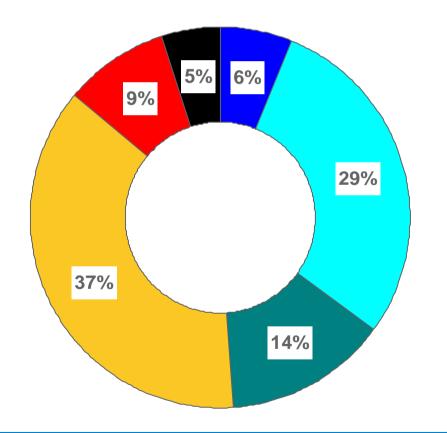


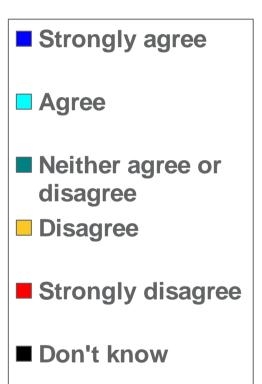




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

Portugal

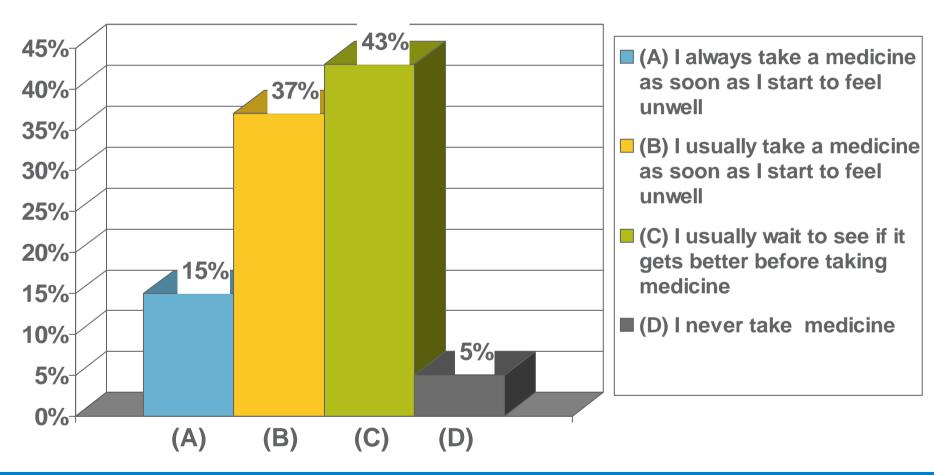






Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?

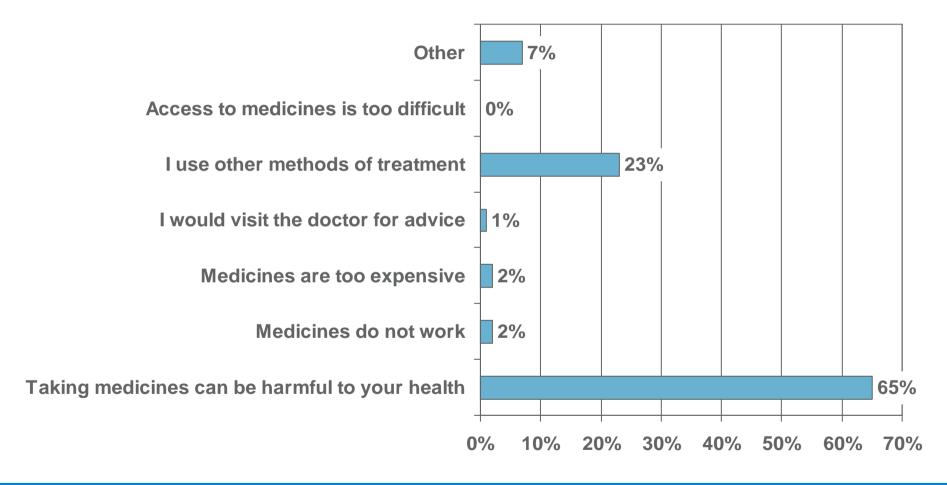






Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?



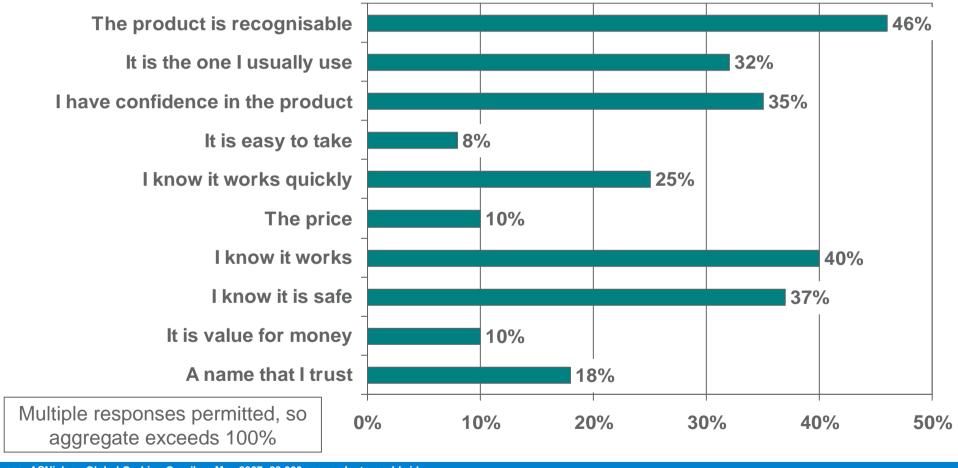


Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



Q3. When choosing a non-prescription medicine, what factors are important to you?

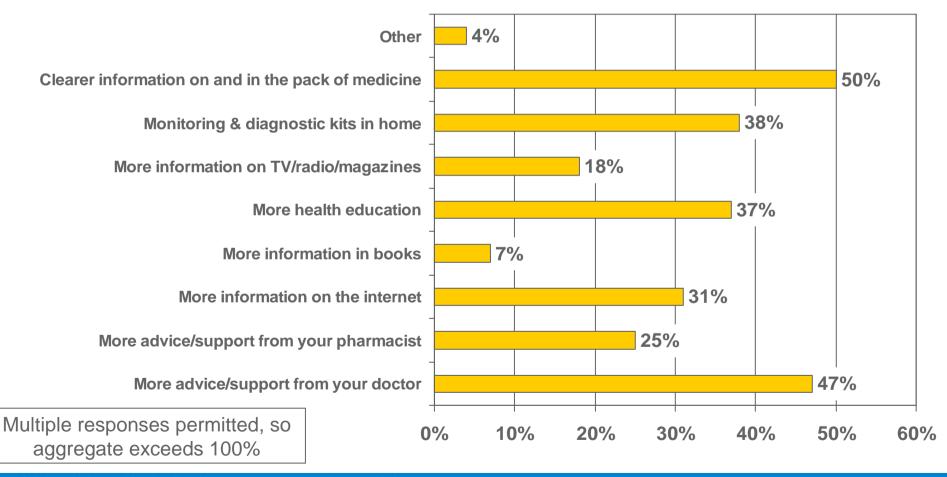






Q4. In the future which of the following would help you to take care of your health and minor ailments?

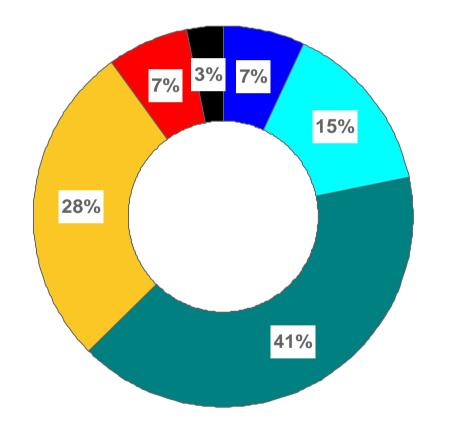


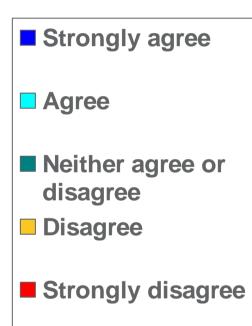




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

Russia

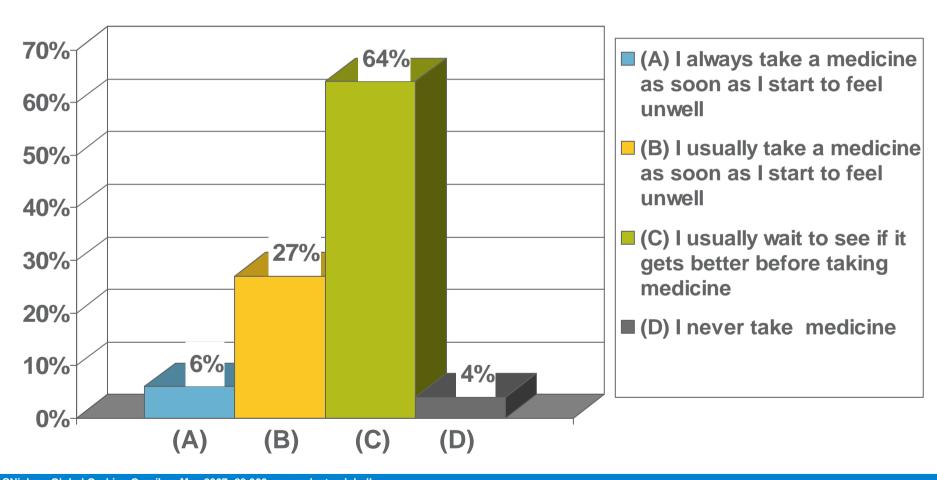




■ Don't know





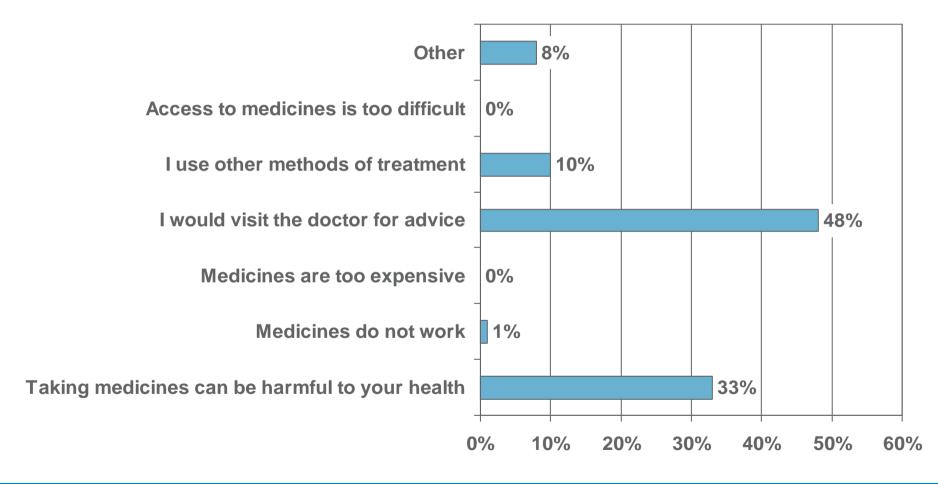






Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?



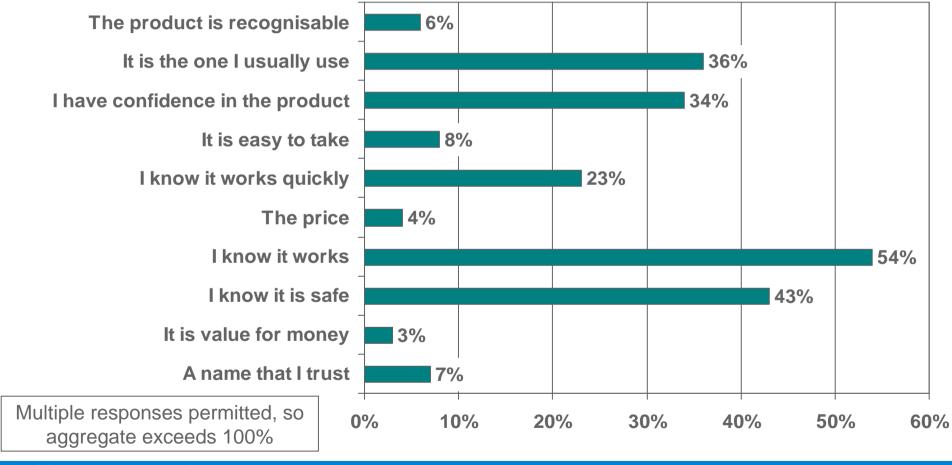


Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



Q3. When choosing a non-prescription medicine, what factors are important to you?



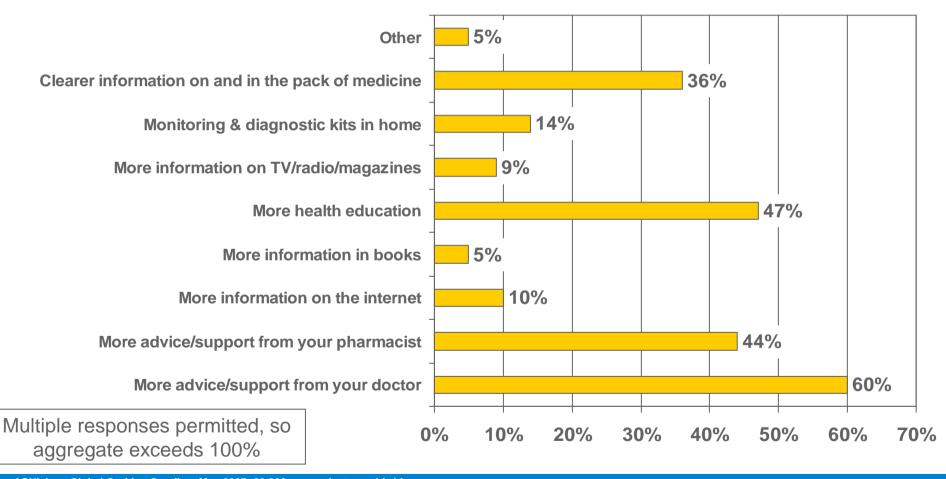






Q4. In the future which of the following would help you to take care of your health and minor ailments?

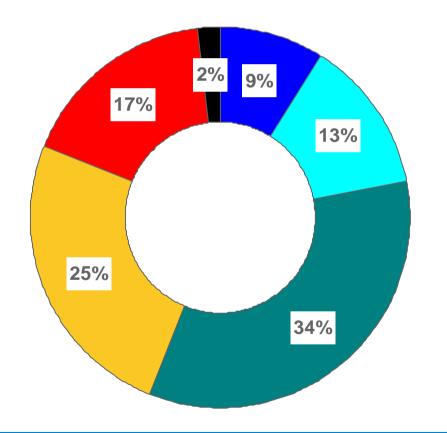


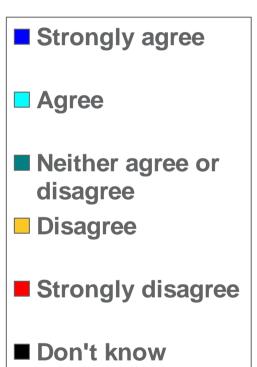




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

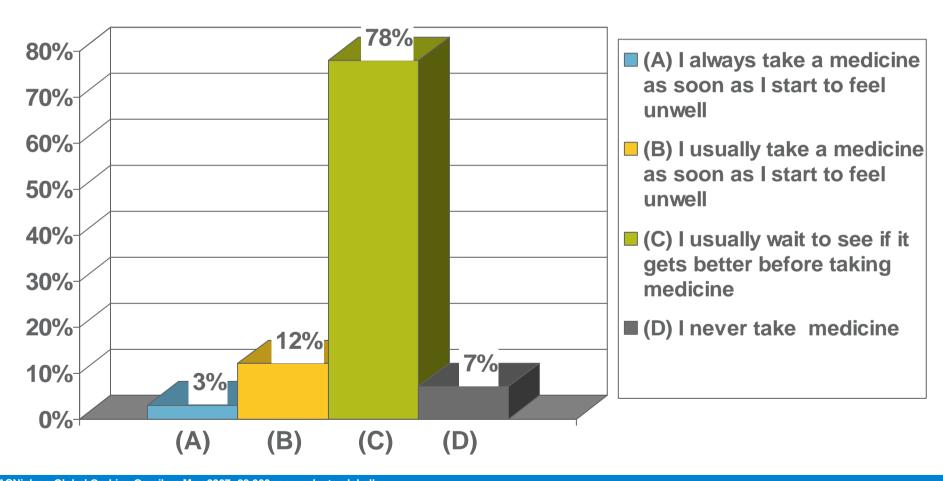








<u>Sweden</u>

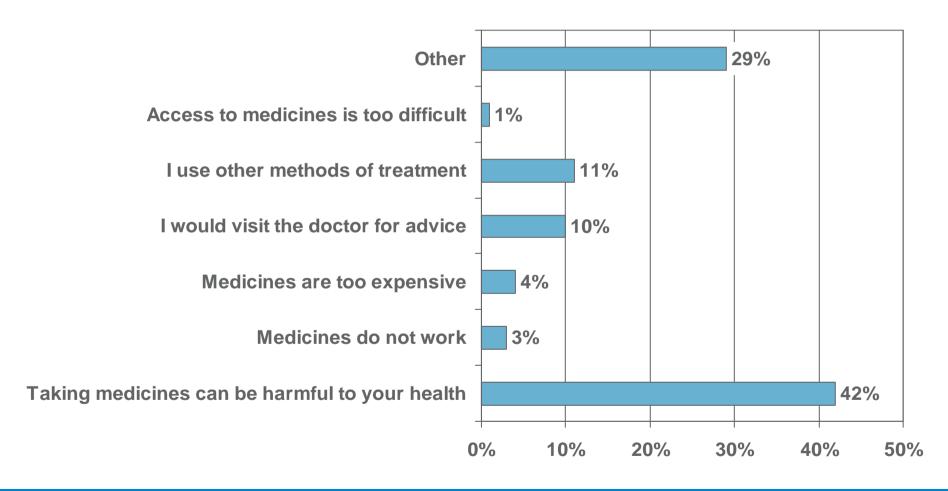






Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?



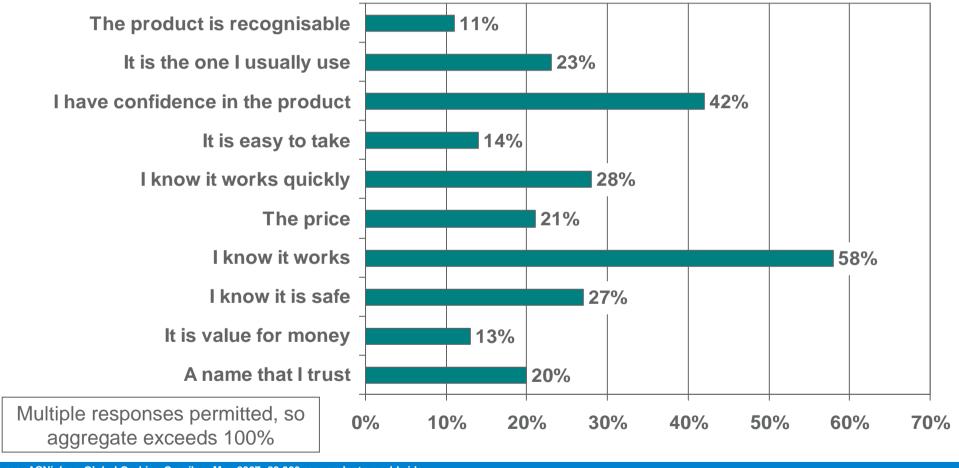


Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



Q3. When choosing a non-prescription medicine, what factors are important to you?

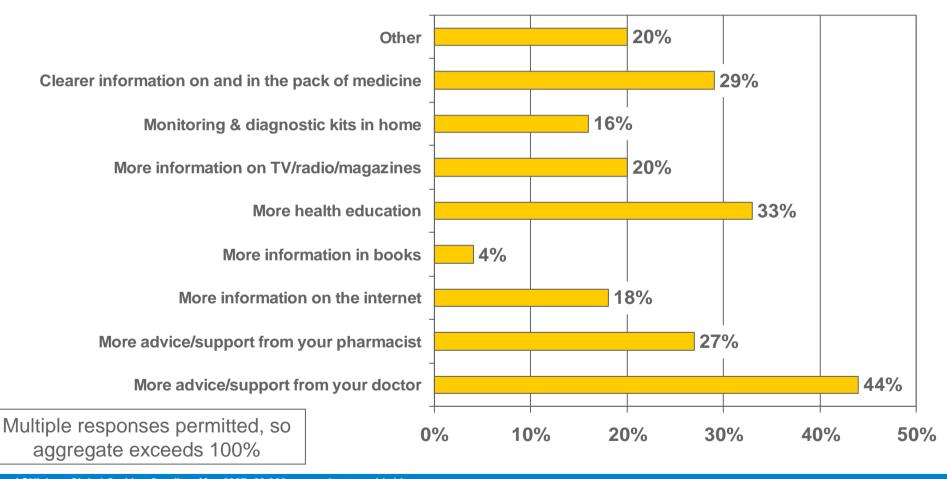






Q4. In the future which of the following would help you to take care of your health and minor ailments?

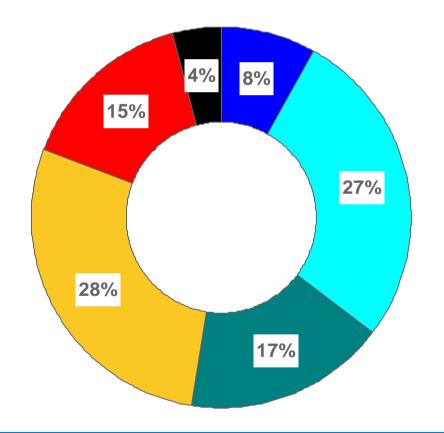


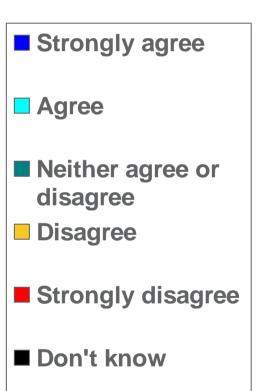




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

Sweden |

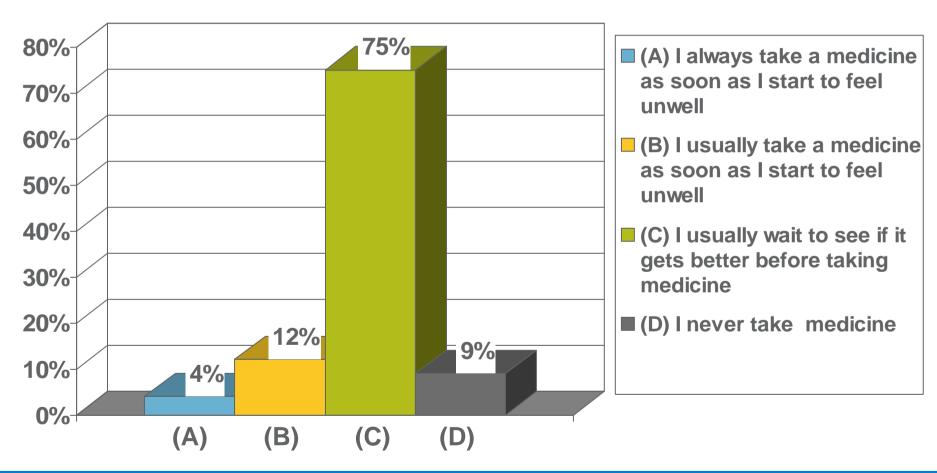








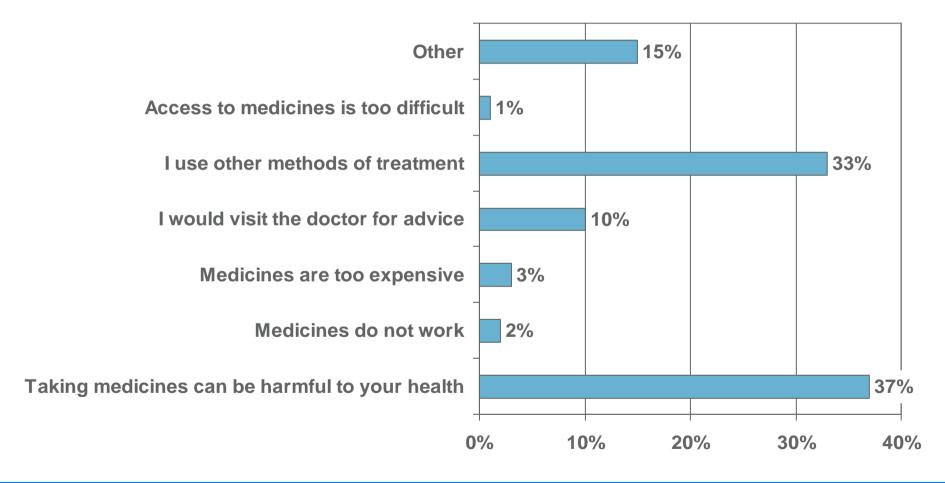
Switzerland







Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Switzerland

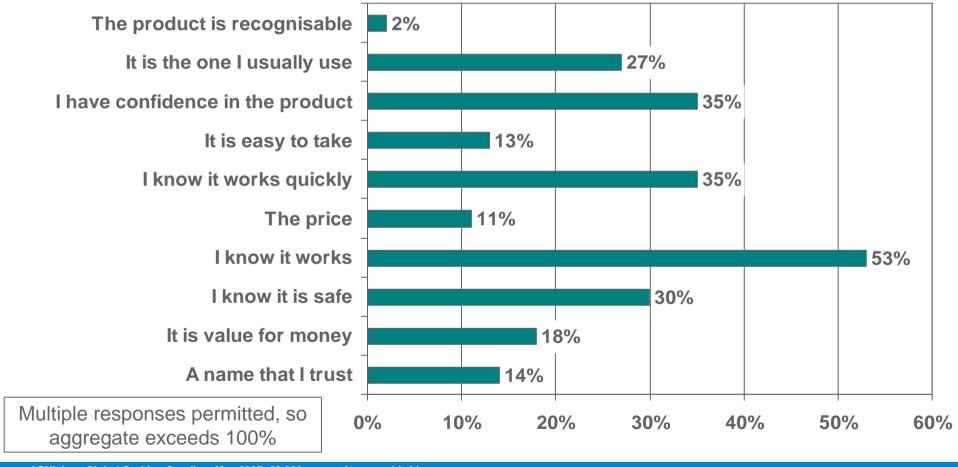






Q3. When choosing a non-prescription medicine, what factors are important to you?

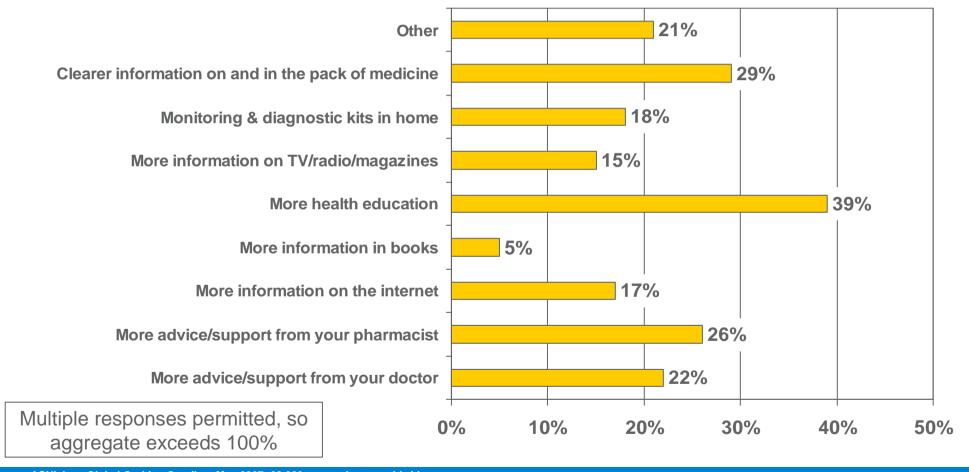
Switzerland





Q4. In the future which of the following would help you to take care of your health and minor ailments?

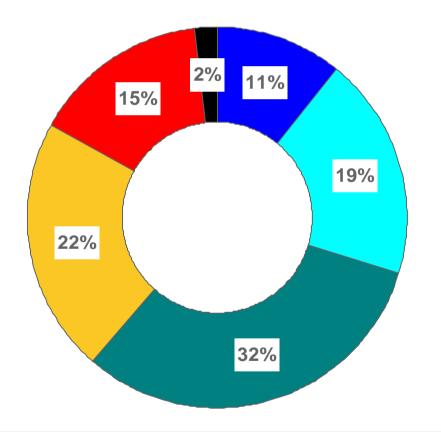




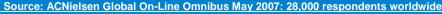


Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

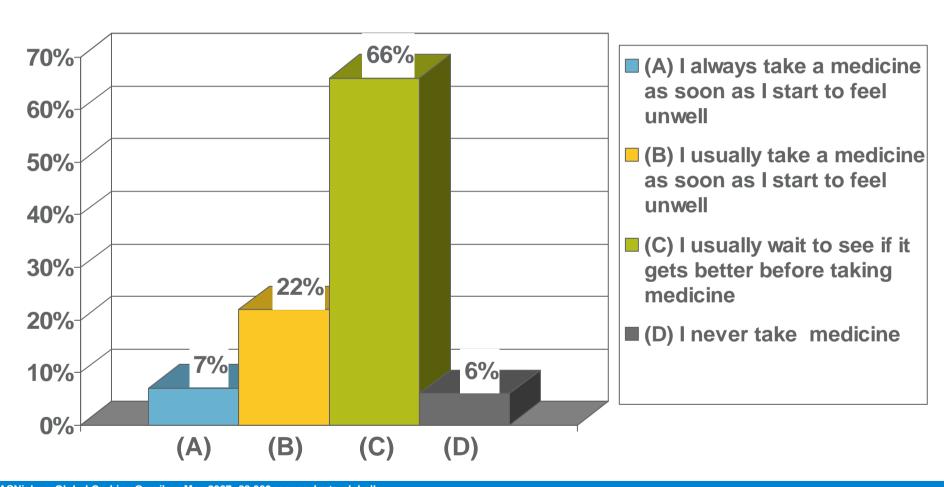
Switzerland







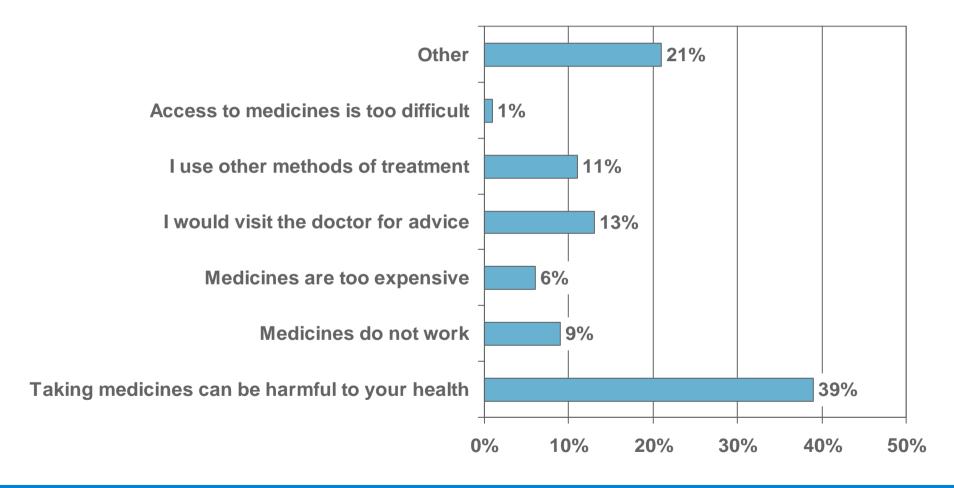








Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? United Kingdom

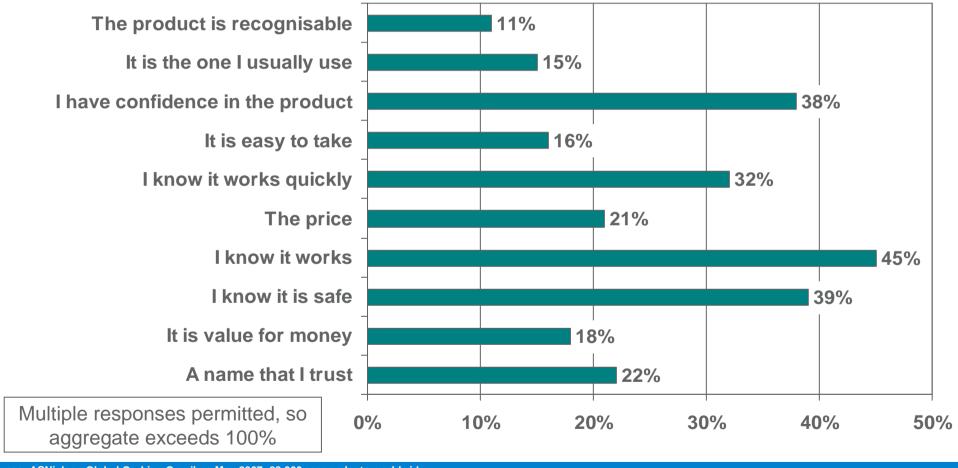






Q3. When choosing a non-prescription medicine, what factors are important to you?

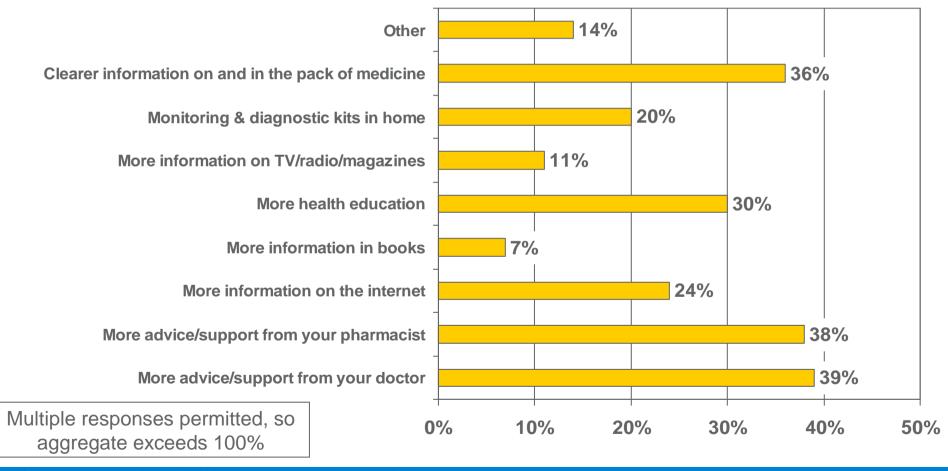






Q4. In the future which of the following would help you to take care of your health and minor ailments?

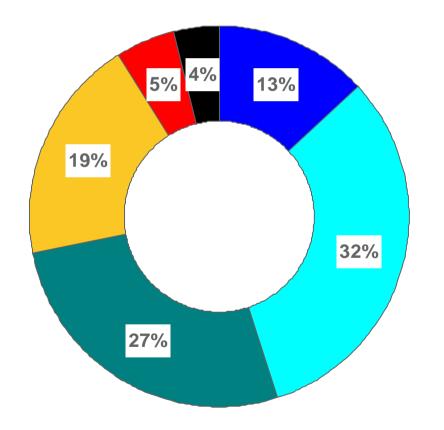


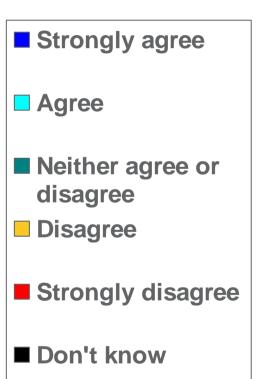




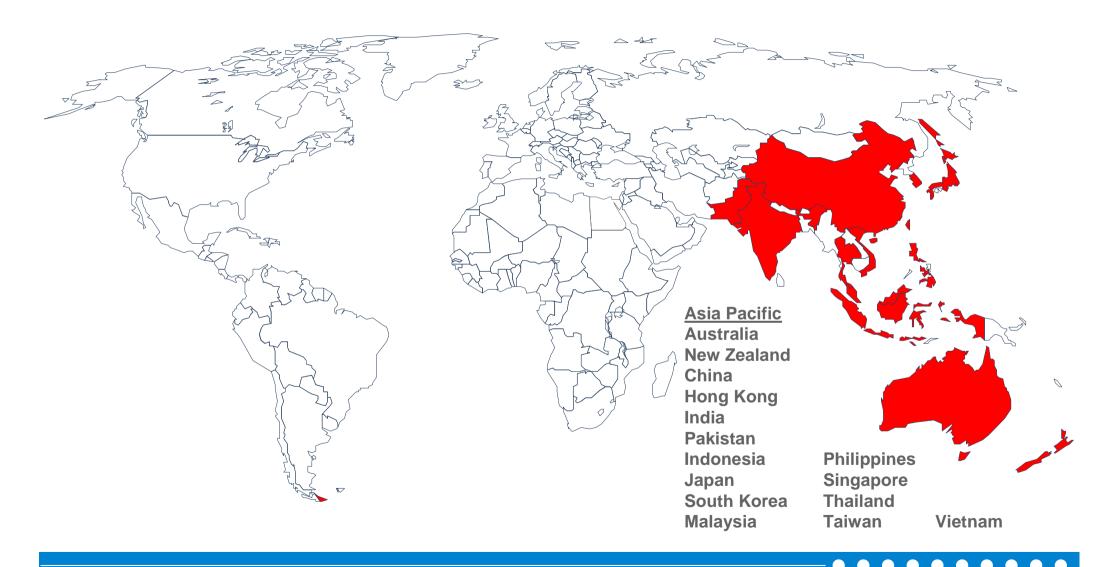
Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

United Kingdom



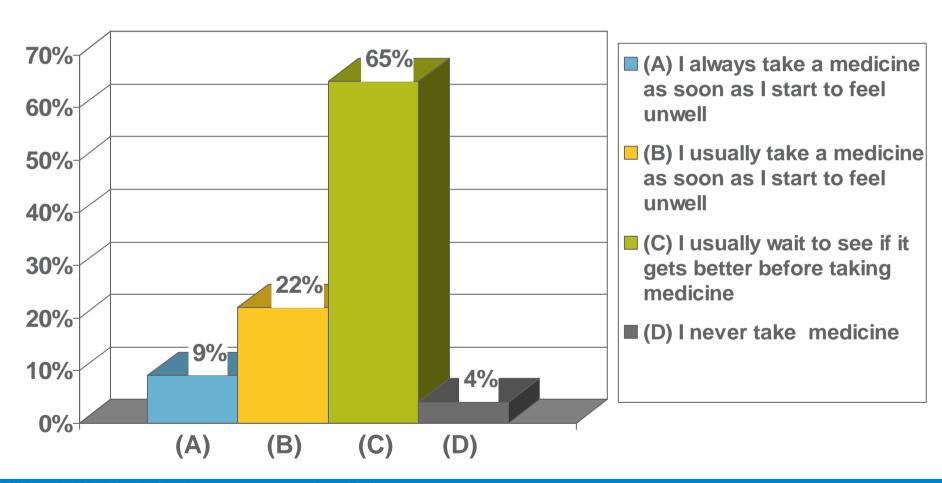








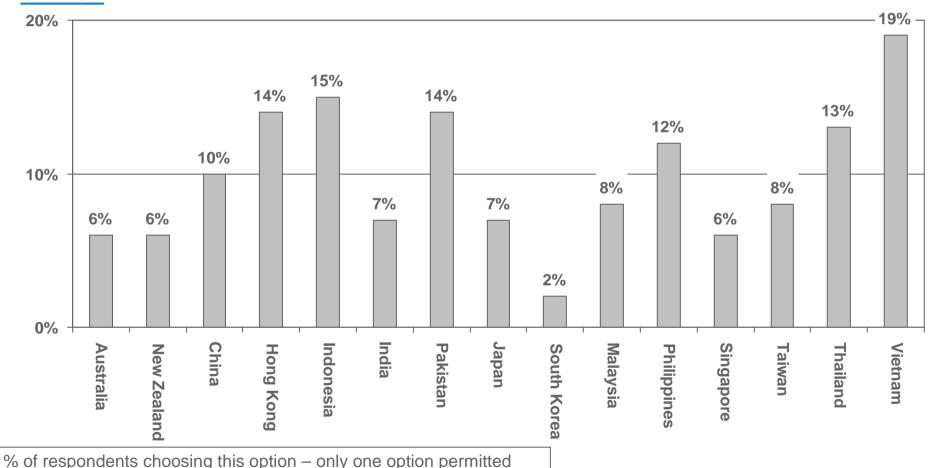
Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you? 15 Country Asia Pacific Average







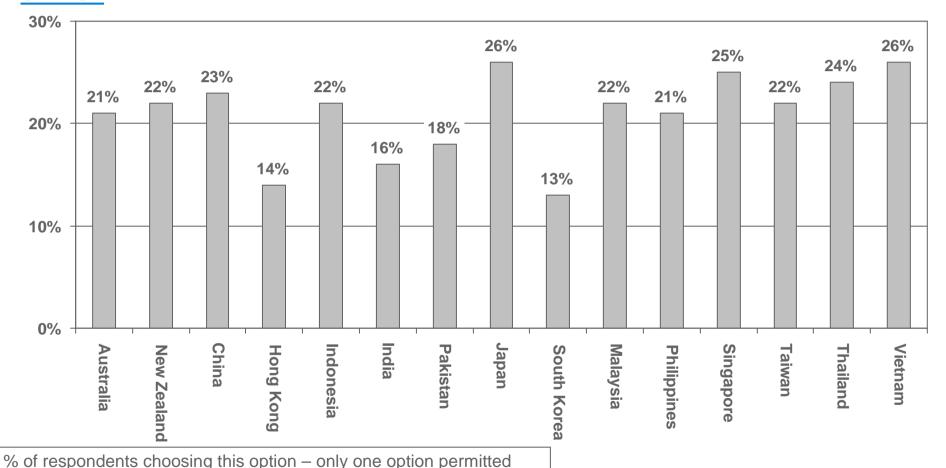
Asia Pacific - (A) I always take a medicine as soon as I start to feel unwell

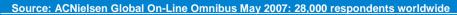






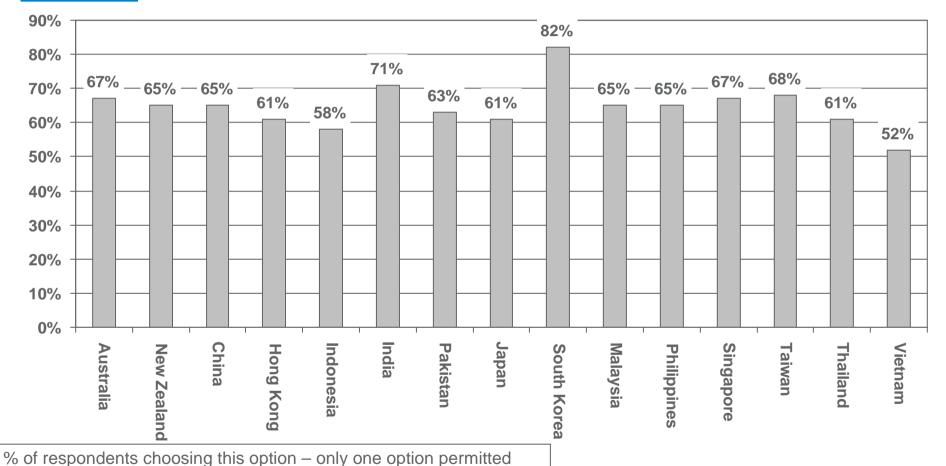
Asia Pacific - (B) I usually take a medicine as soon as I start to feel unwell







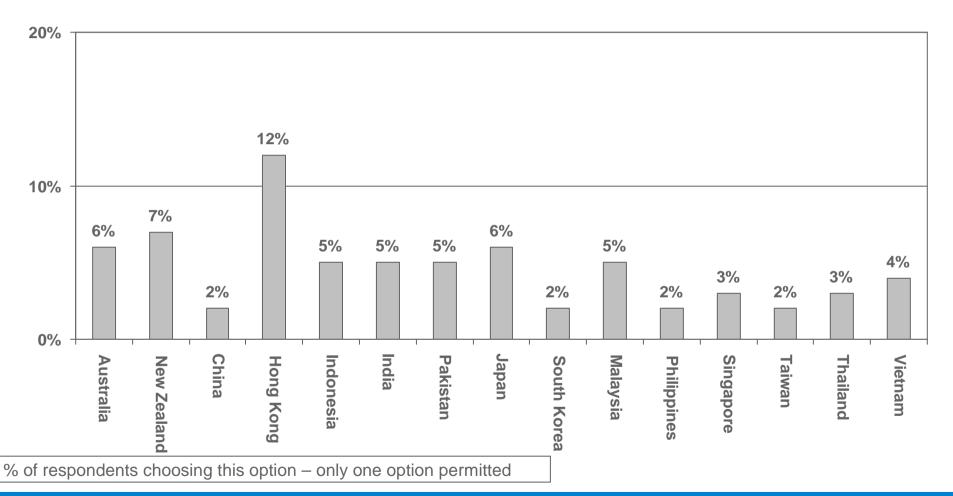
Asia Pacific - (C) I usually wait and see if it gets better before taking medicine







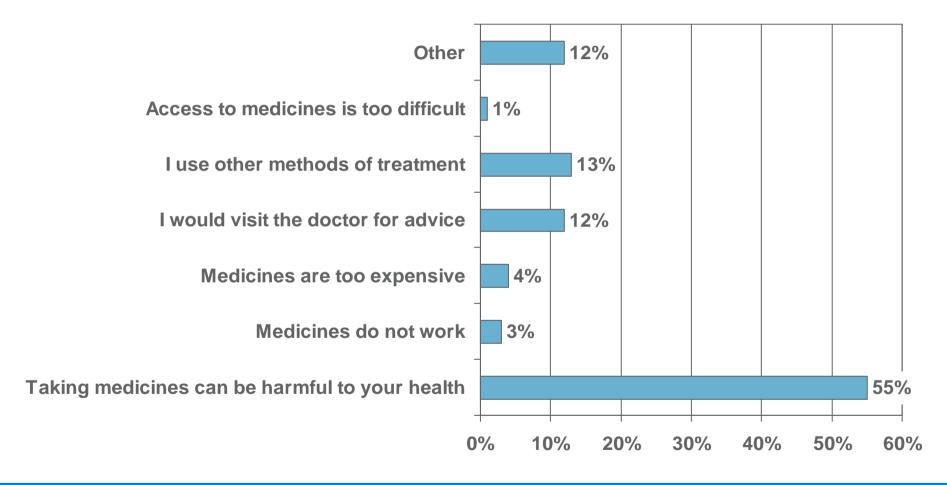
Asia Pacific - (D) I never take medicines







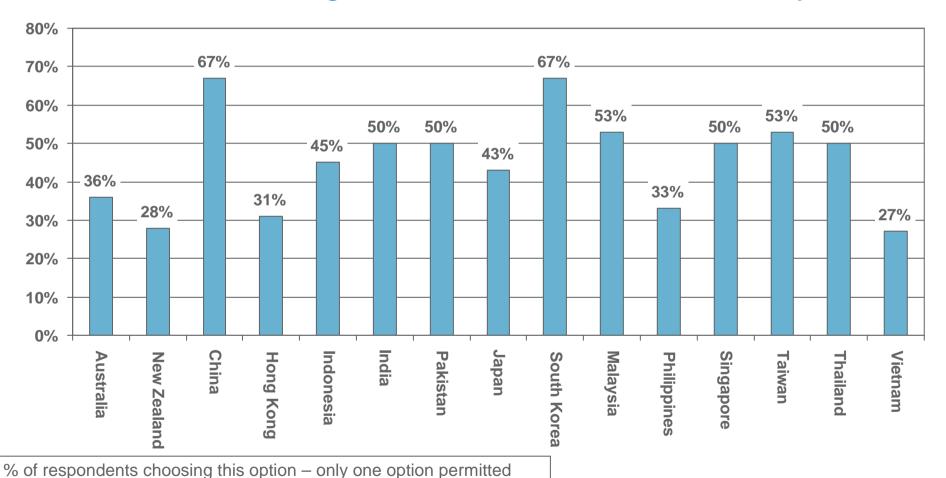
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? 15 Country Asia Pacific Average



Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



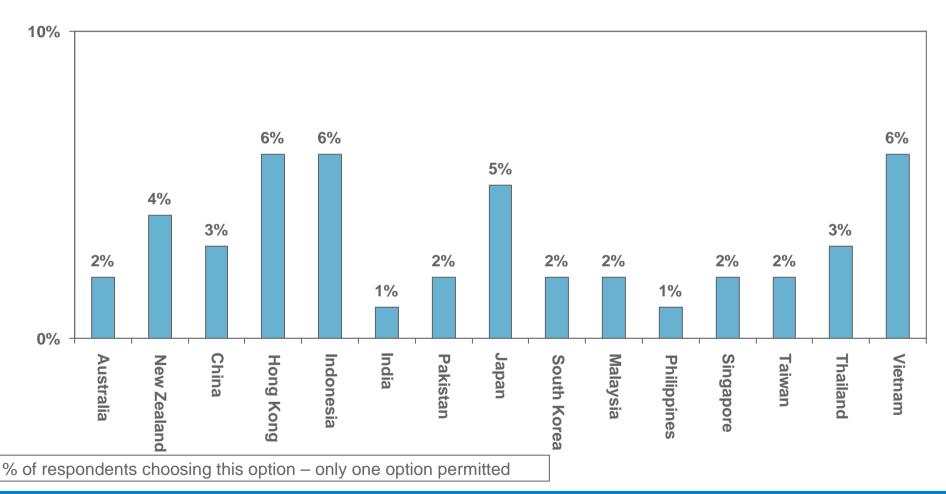
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Asia Pacific – Taking medicines can be harmful to your health







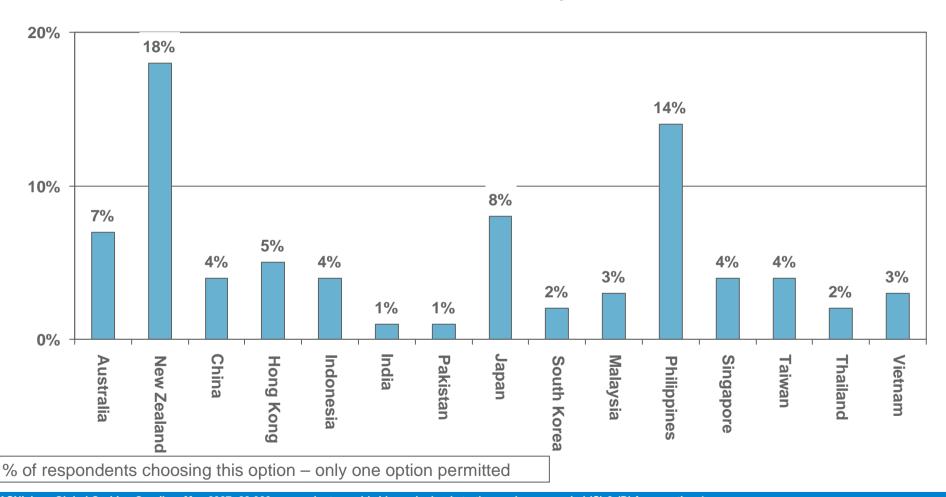
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Asia Pacific – Medicines do not work







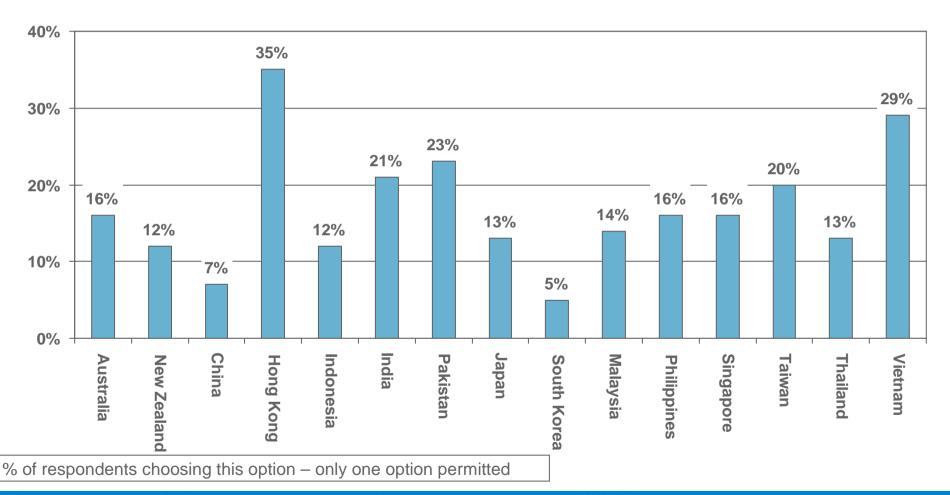
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Asia Pacific – Medicines are too expensive







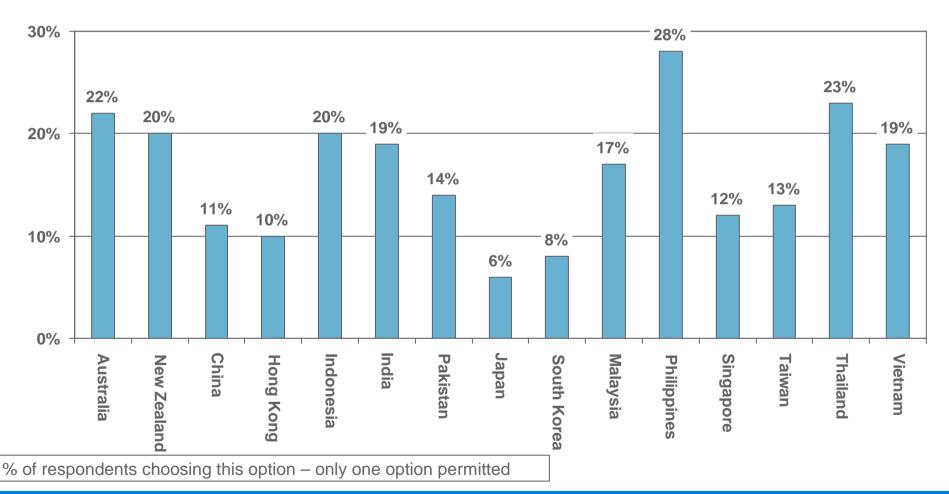
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Asia Pacific – I would visit the doctor for advice



Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



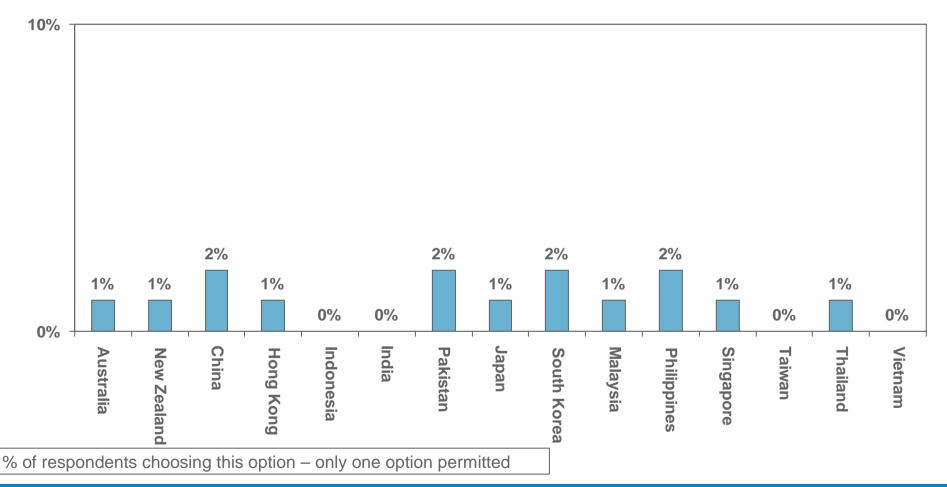
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Asia Pacific – I would use other methods of treatment







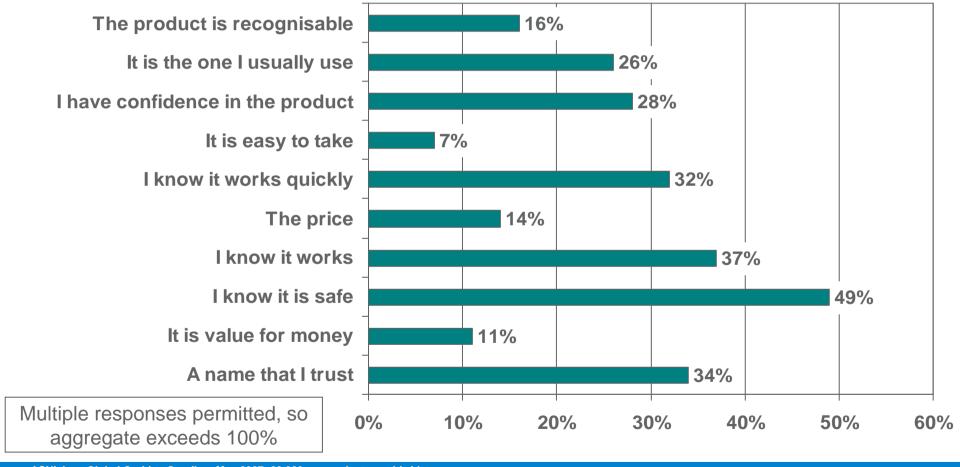
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Asia Pacific – Access to medicines is too difficult





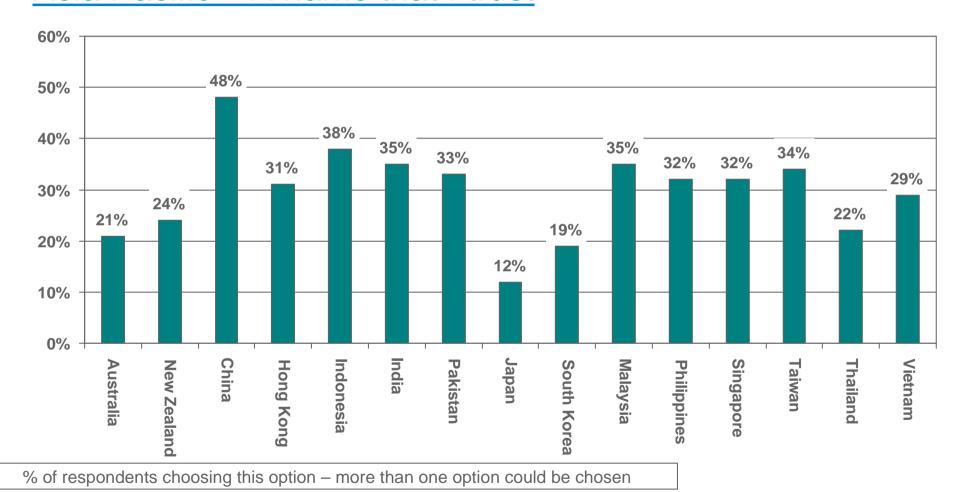


Q3. When choosing a non-prescription medicine, what factors are important to you? 15 Country Asia Pacific Average





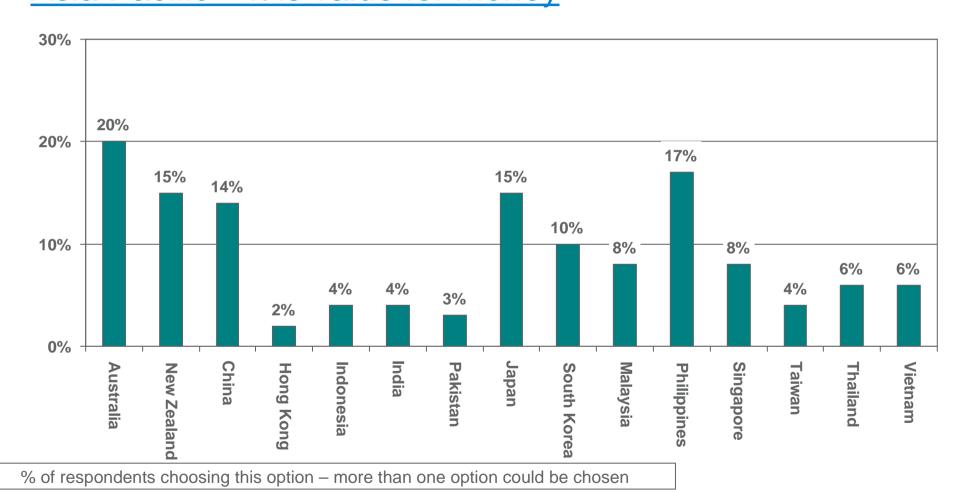
Q3. When choosing a non-prescription medicine, what factors are important to you? Asia Pacific – A name that I trust







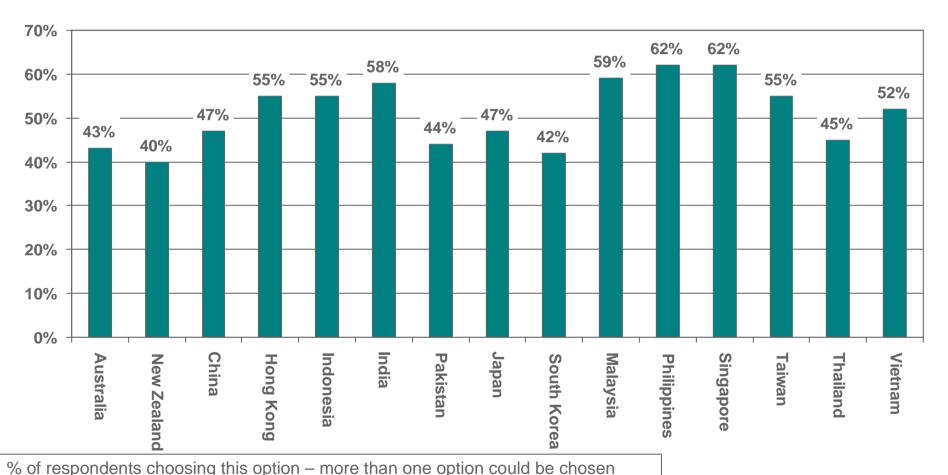
Q3. When choosing a non-prescription medicine, what factors are important to you? Asia Pacific – It is value for money





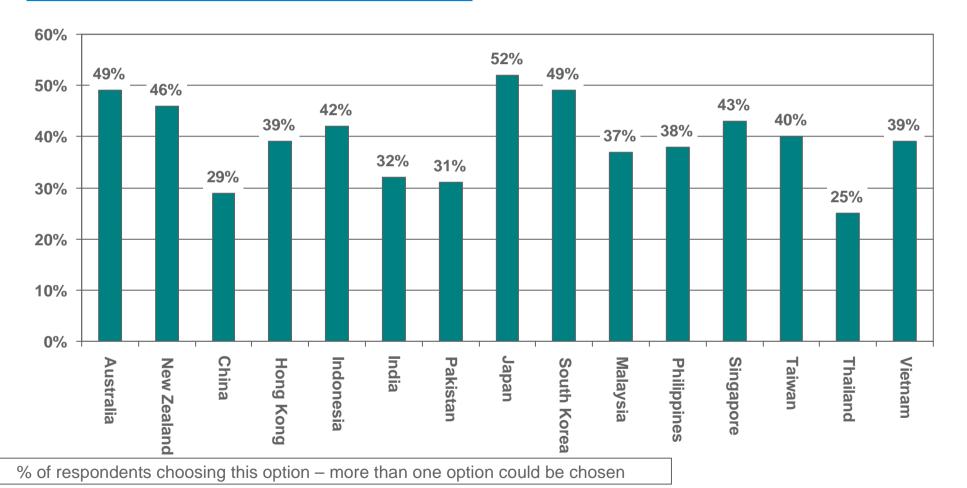


Asia Pacific - I know it is safe





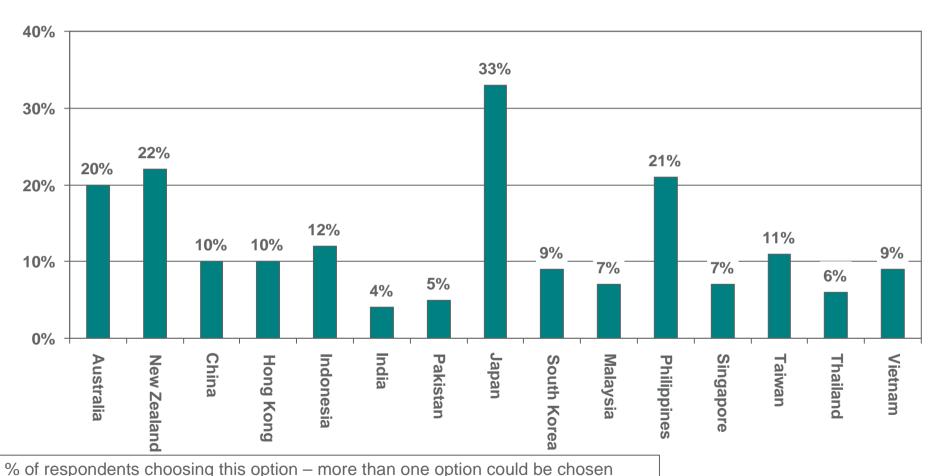
Q3. When choosing a non-prescription medicine, what factors are important to you? Asia Pacific – I know it works





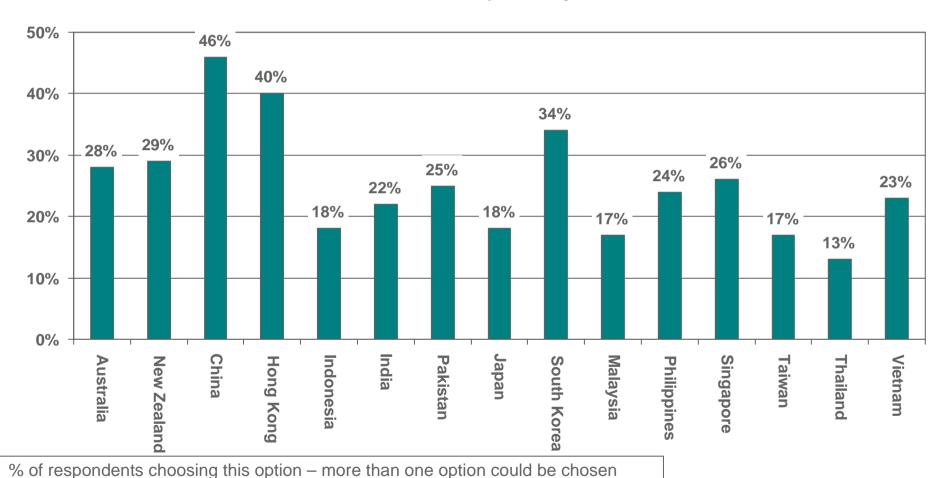


Q3. When choosing a non-prescription medicine, what factors are important to you? <u>Asia Pacific – The price</u>



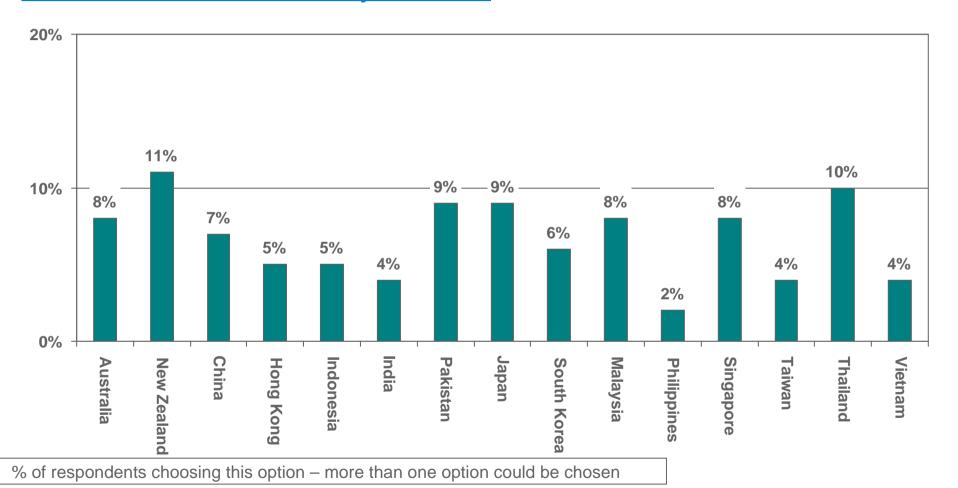


Asia Pacific – I know it works quickly





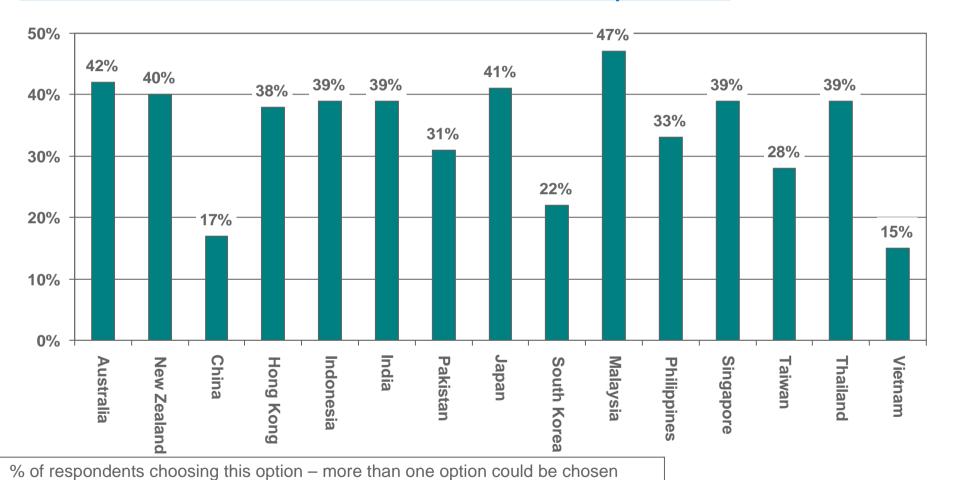
Q3. When choosing a non-prescription medicine, what factors are important to you? Asia Pacific – It is easy to take





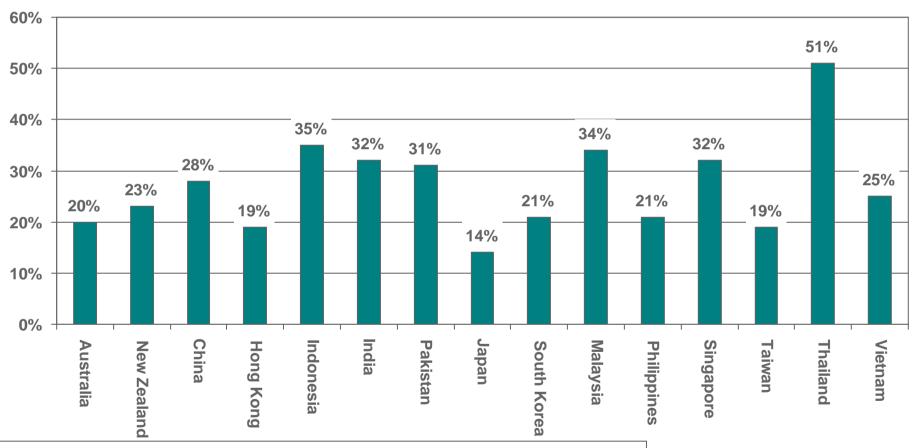


Asia Pacific - I have confidence in the product



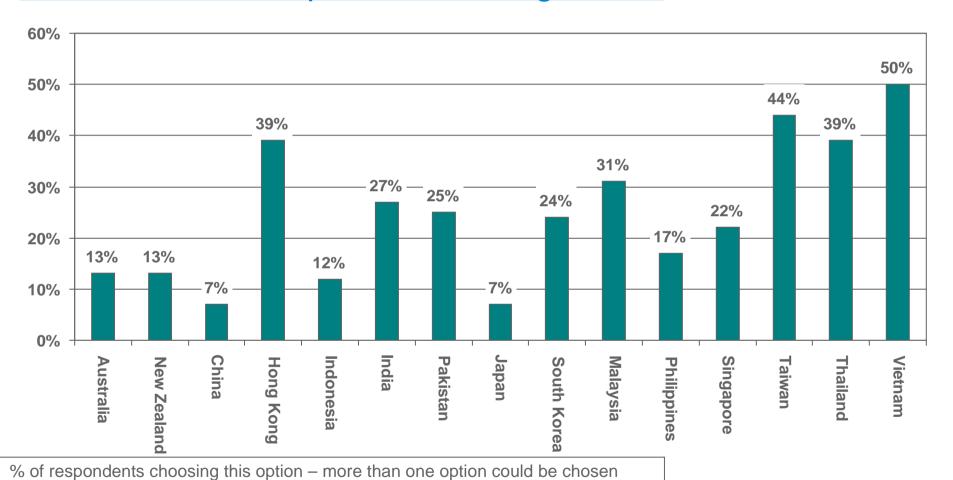


Asia Pacific - It is the one I usually use



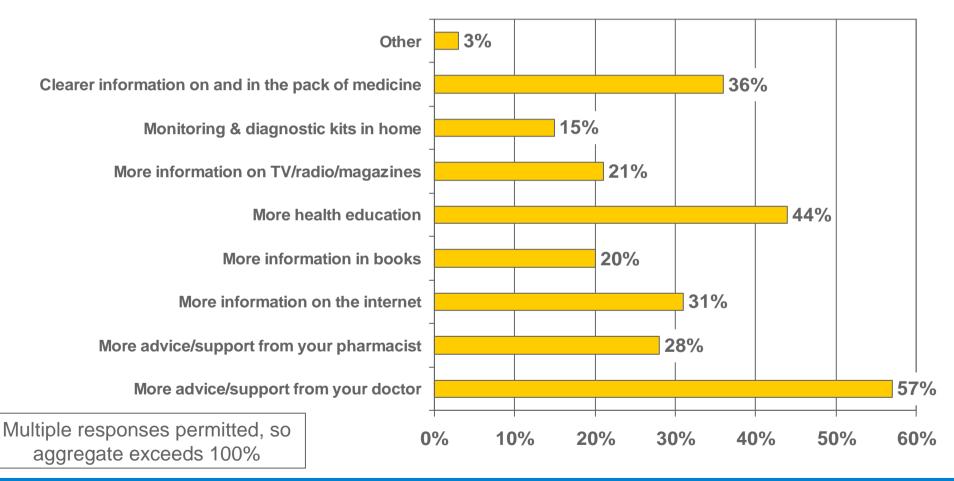


Asia Pacific - The product is recognisable





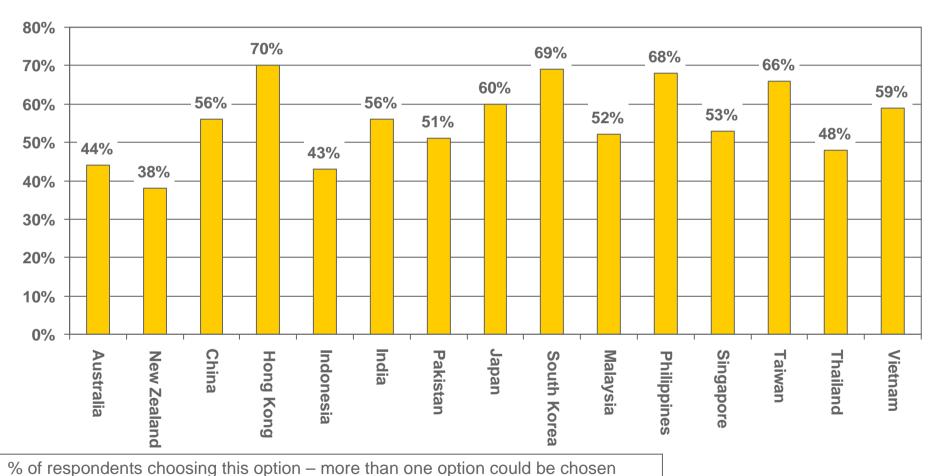
Q4. In the future which of the following would help you to take care of your health and minor ailments? 15 Country Asia Pacific Average







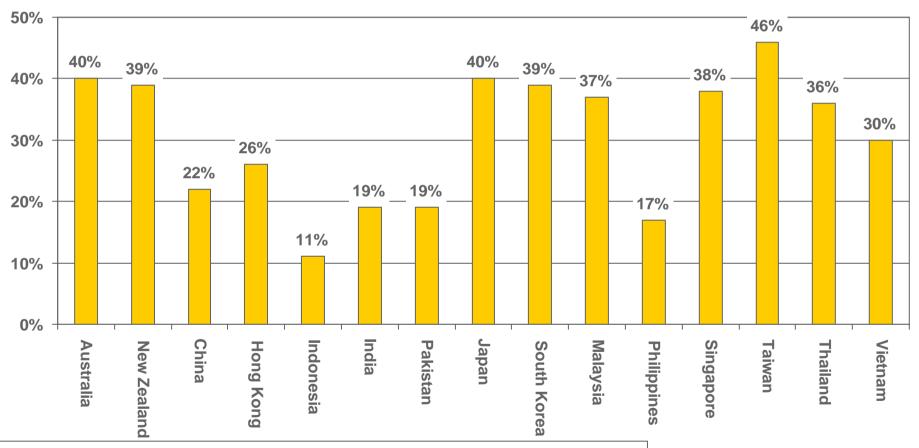
Q4. In the future which of the following would help you to take care of your health and minor ailments? <u>Asia Pacific – More support/advice from the doctor</u>



, a contract constraint of the contract contract

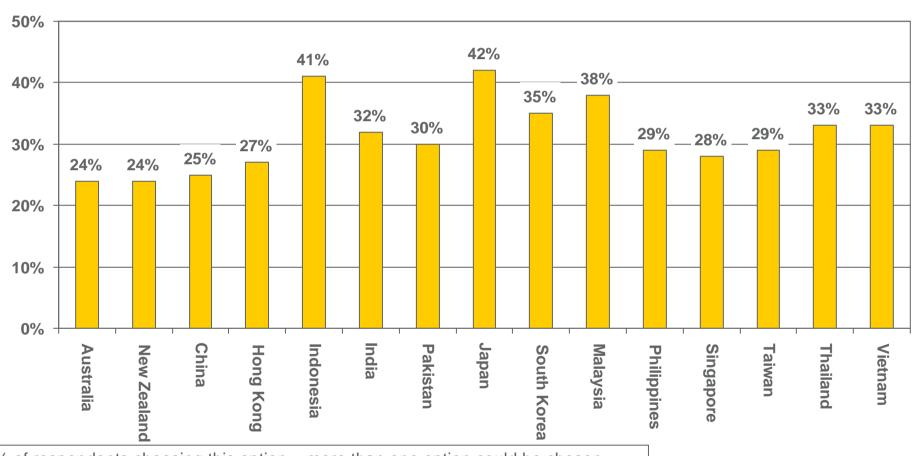


Q4. In the future which of the following would help you to take care of your health and minor ailments? Asia Pacific – More support/advice from the pharmacist



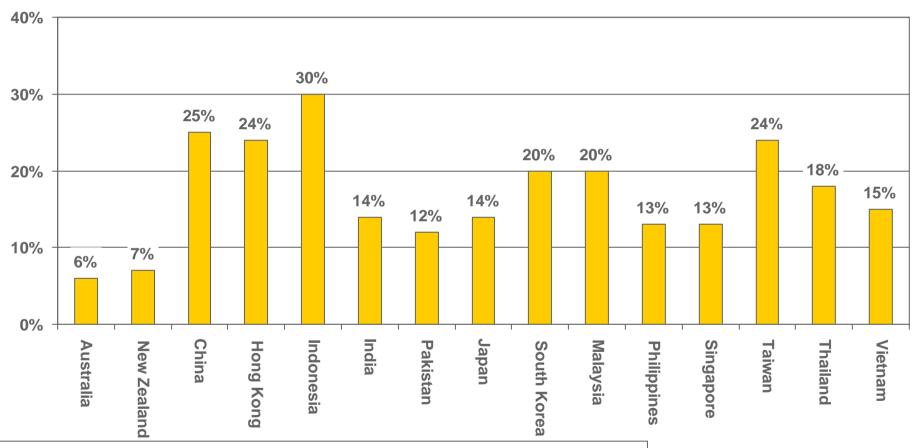


Q4. In the future which of the following would help you to take care of your health and minor ailments? <u>Asia Pacific – More information on the internet</u>



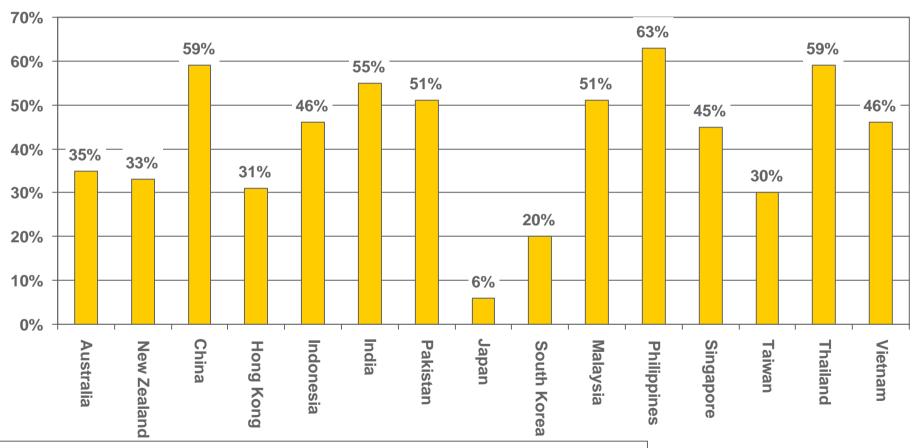


Q4. In the future which of the following would help you to take care of your health and minor ailments? Asia Pacific – More information in books



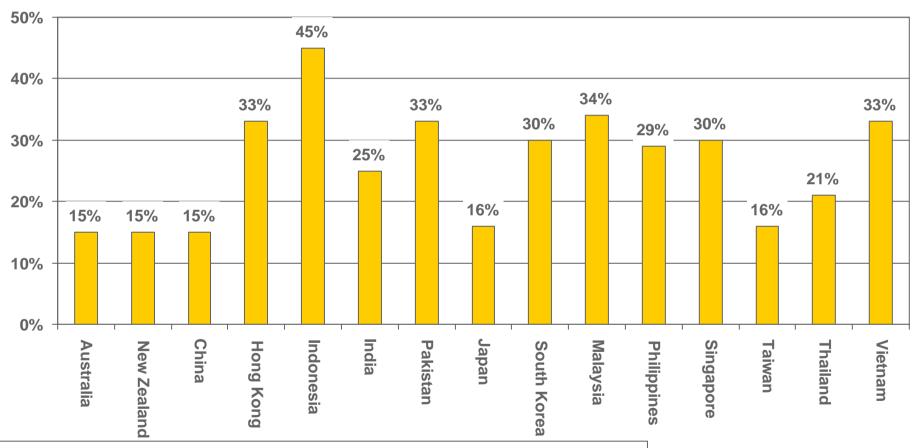


Q4. In the future which of the following would help you to take care of your health and minor ailments? Asia Pacific – More health education





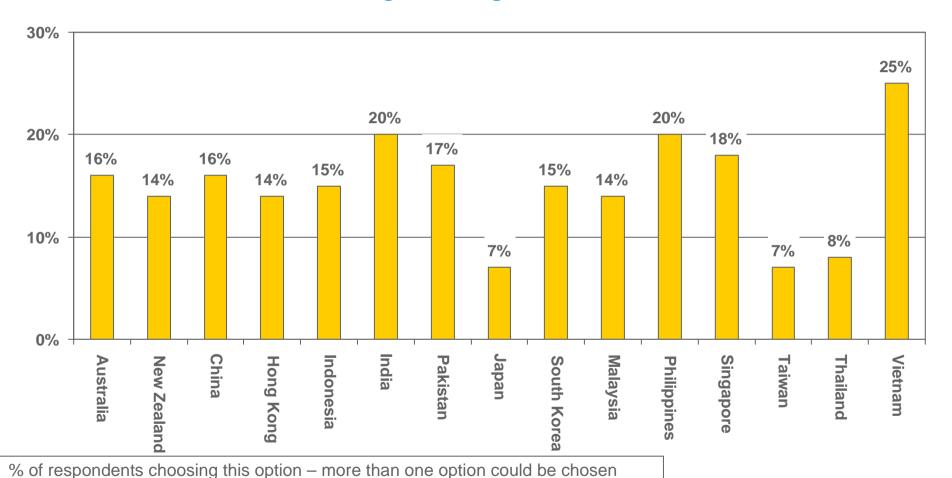
Q4. In the future which of the following would help you to take care of your health and minor ailments? <u>Asia Pacific – More information on TV/radio/magazines</u>



% of respondents choosing this option - more than one option could be chosen

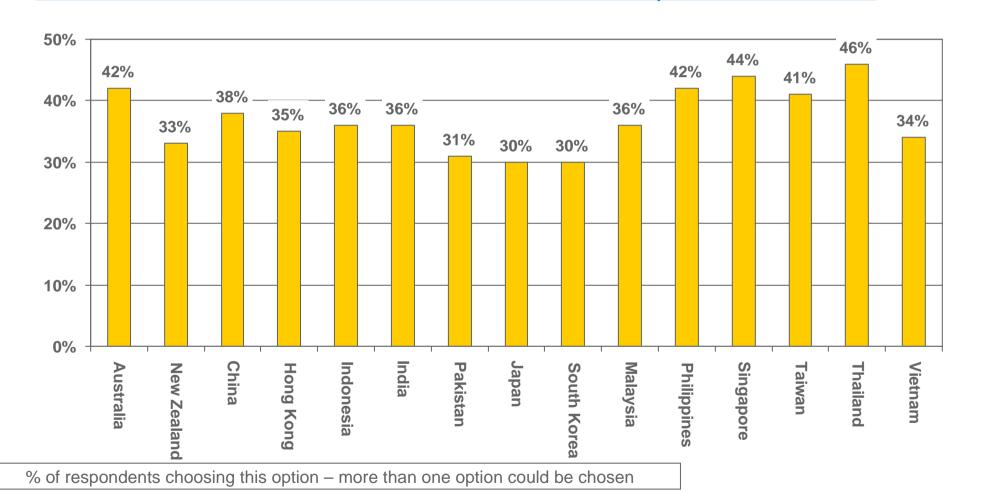


Q4. In the future which of the following would help you to take care of your health and minor ailments? <u>Asia Pacific – Monitoring & diagnostic kits in home</u>





Q4. In the future which of the following would help you to take care of your health and minor ailments? Asia Pacific – Clearer information on and in the pack of medicine

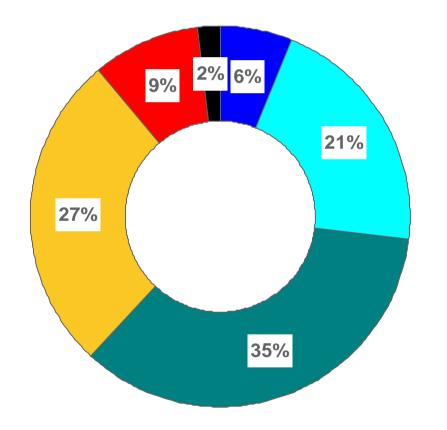






Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

15 Country Asia Pacific Average

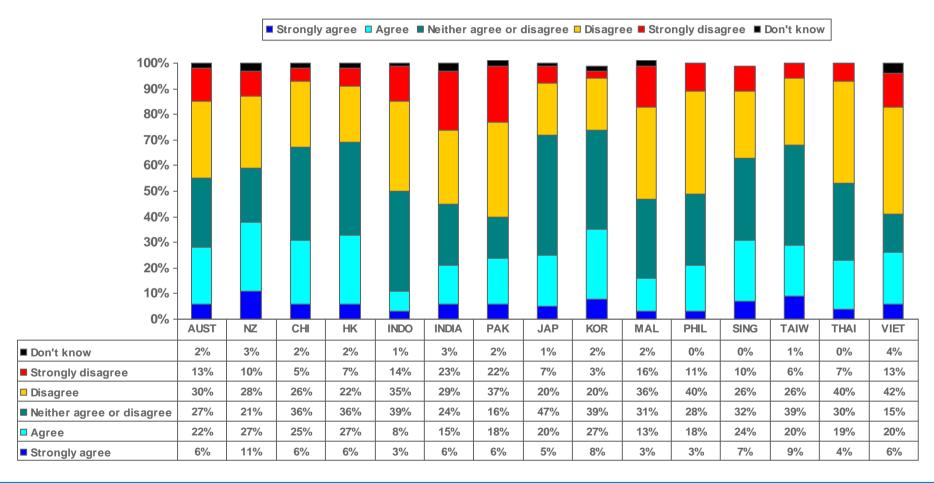




- Agree
- Neither agree or disagree
- Disagree
- Strongly disagree
- Don't know



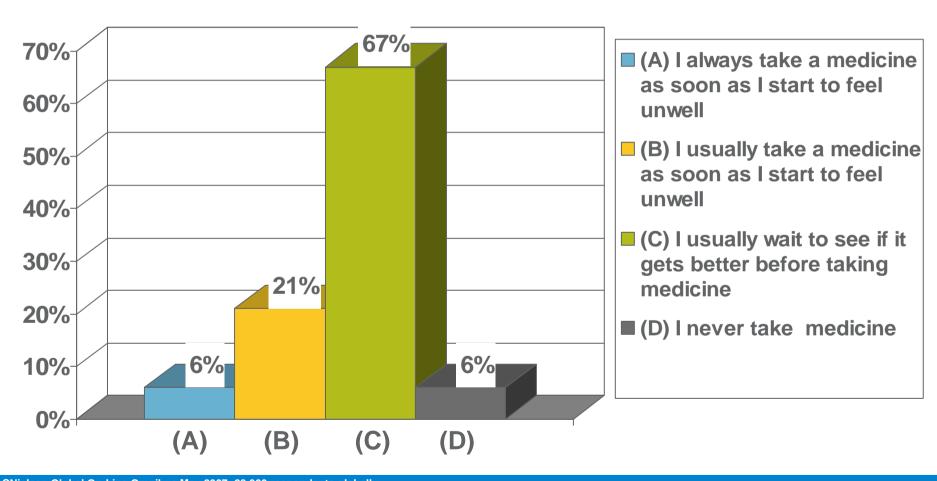
Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"? – Asia Pacific





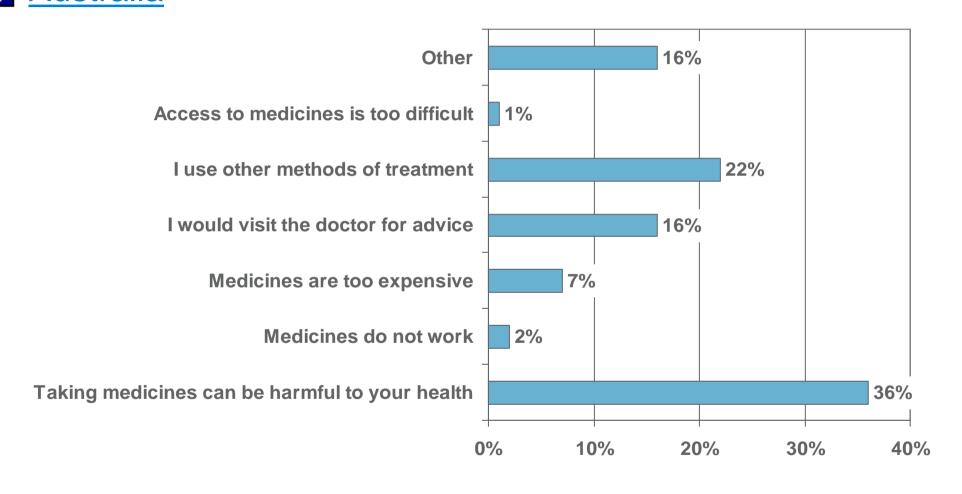
Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?







Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Australia







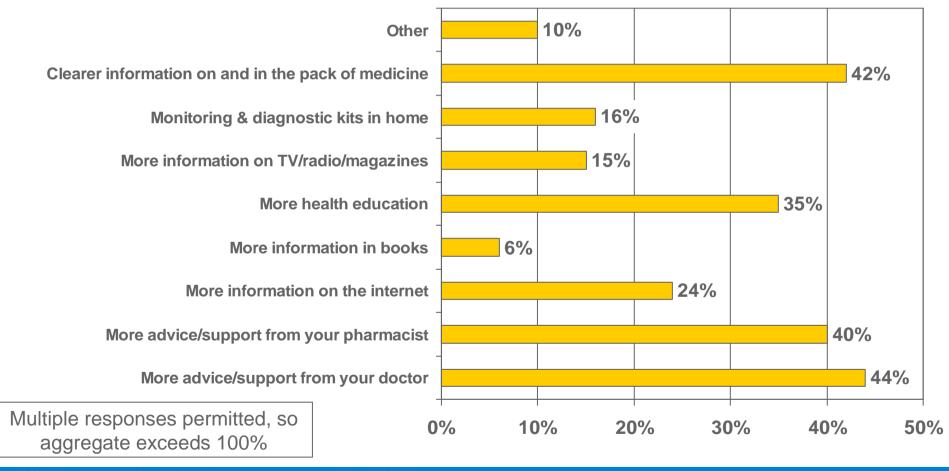






Q4. In the future which of the following would help you to take care of your health and minor ailments?

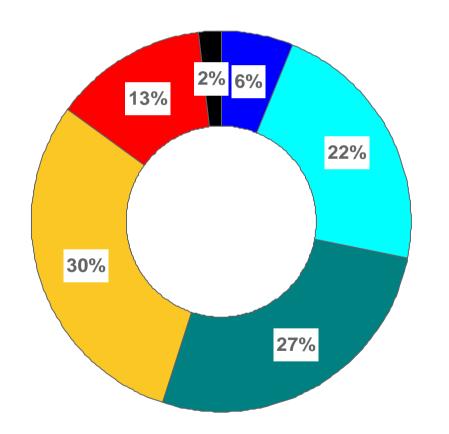


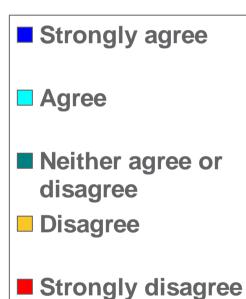




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?





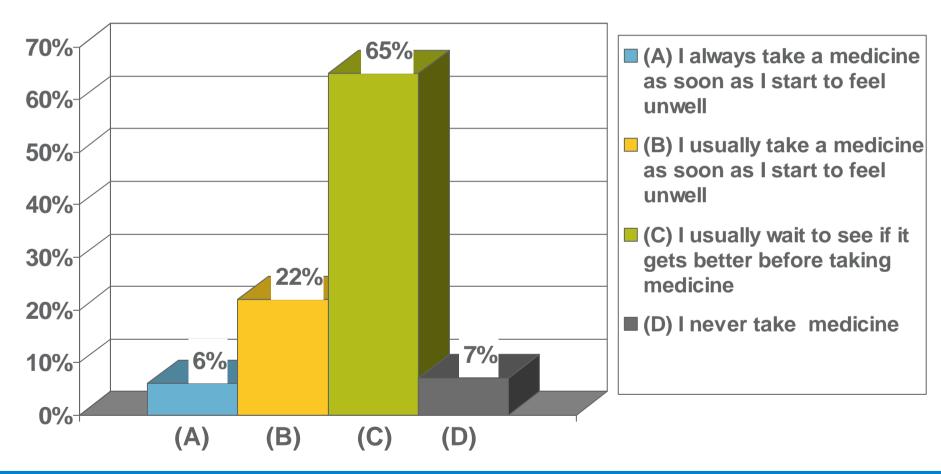


■ Don't know



Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?

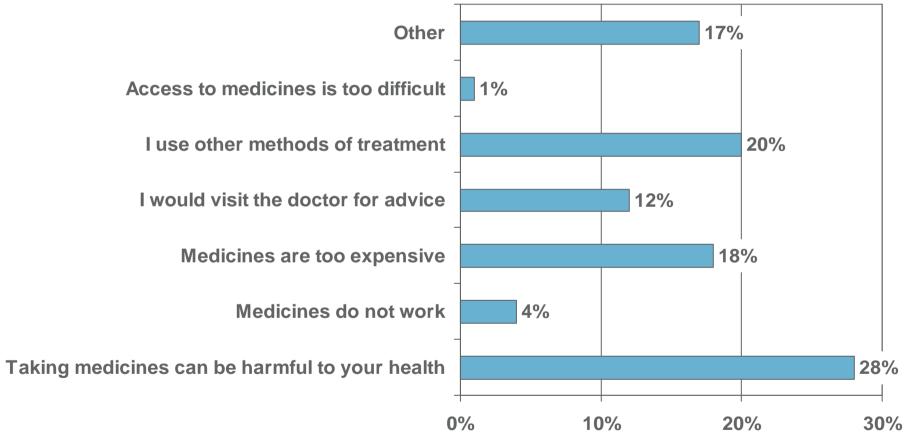






Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?

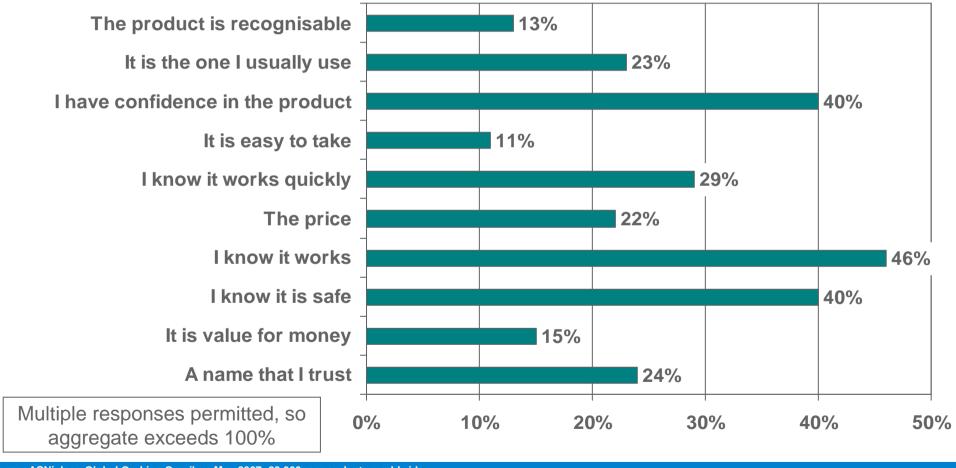




Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



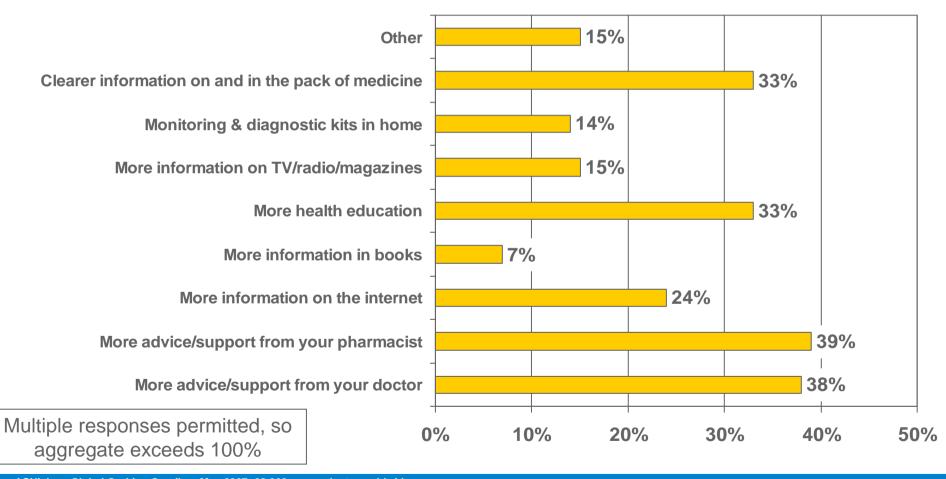






Q4. In the future which of the following would help you to take care of your health and minor ailments?

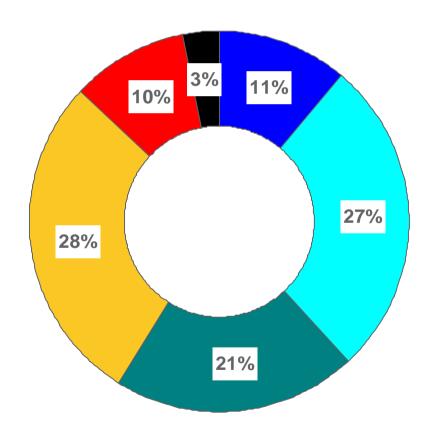


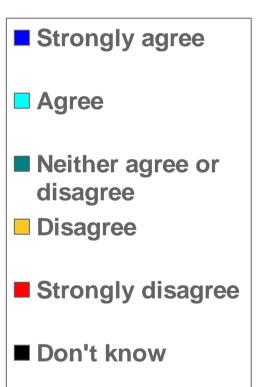




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?





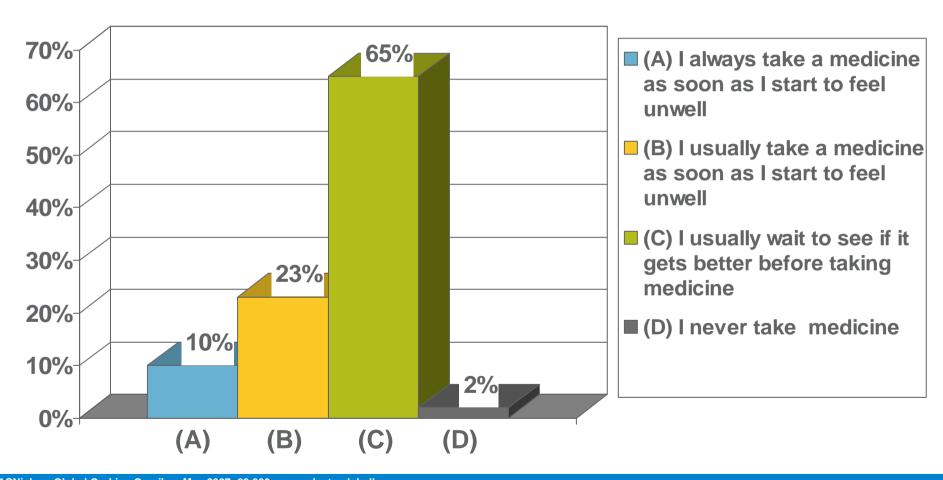






Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?

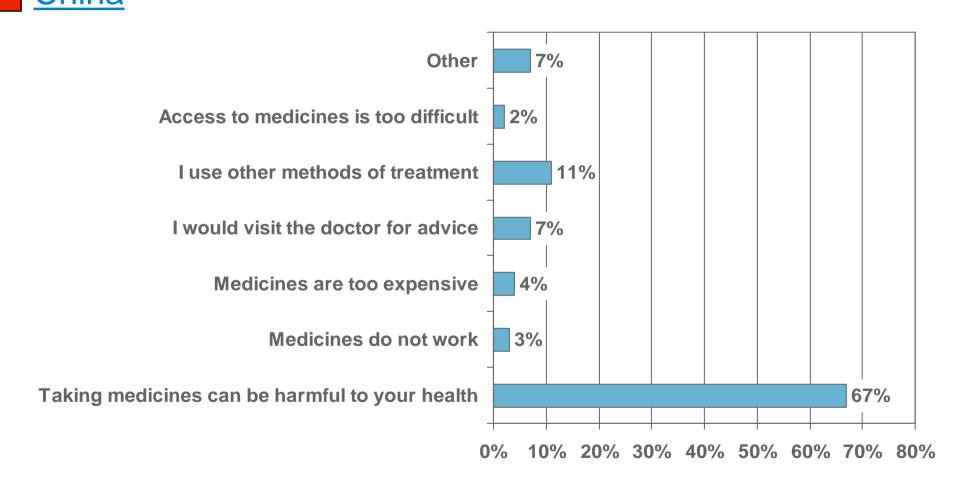








Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? China





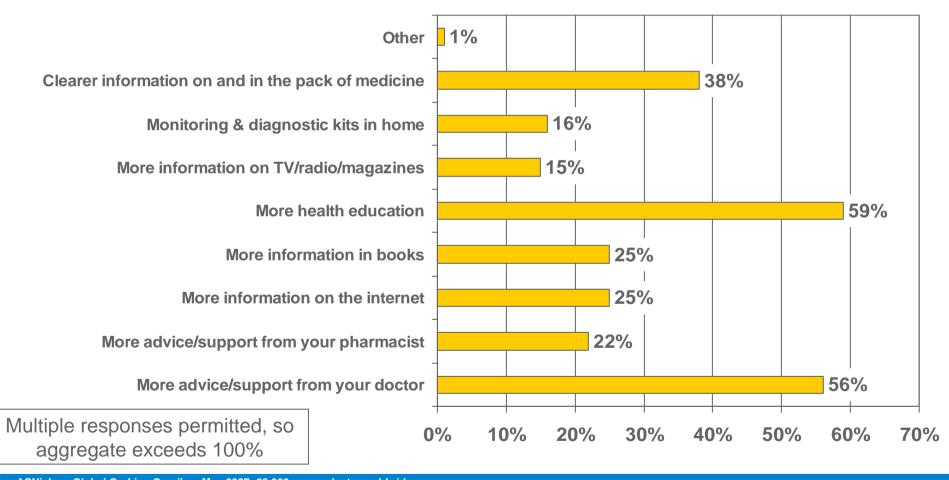






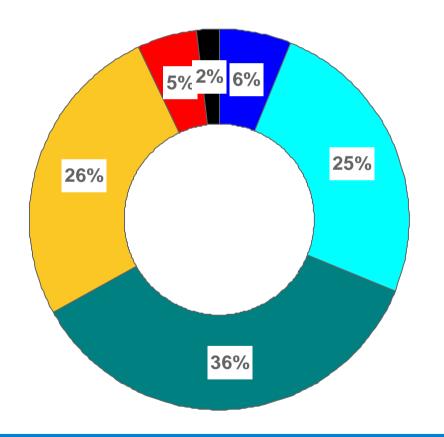
Q4. In the future which of the following would help you to take care of your health and minor ailments?

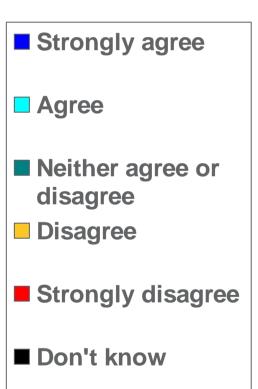
















Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you? Hong Kong

70%-(A) I always take a medicine 61% as soon as I start to feel 60% unwell □ (B) I usually take a medicine 50% as soon as I start to feel unwell 40% (C) I usually wait to see if it 30%gets better before taking medicine 20% **14%** 14% ■ (D) I never take medicine 12% 10%-0%-(D) (A) (B) (C)



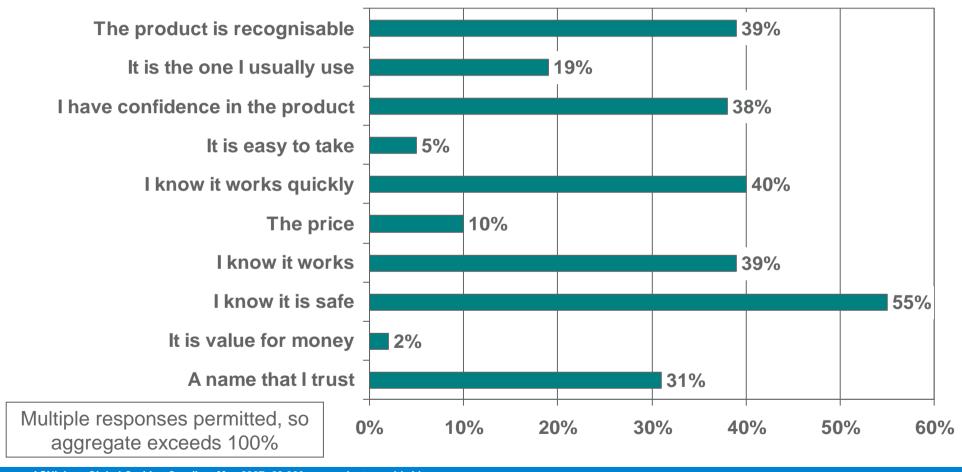
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Hong Kong

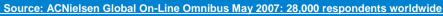
Other 12% Access to medicines is too difficult Luse other methods of treatment 10% I would visit the doctor for advice 35% Medicines are too expensive 5% Medicines do not work 6% Taking medicines can be harmful to your health 31% 0% 10% 20% 30% 40%



Q3. When choosing a non-prescription medicine, what factors are important to you?

Hong Kong

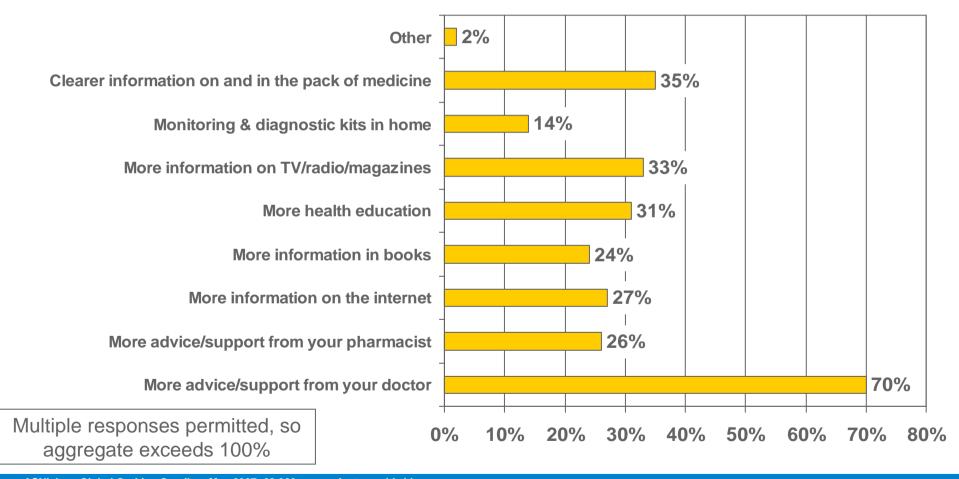






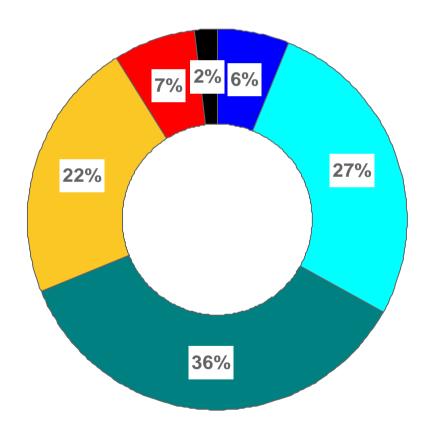
Q4. In the future which of the following would help you to take care of your health and minor ailments?

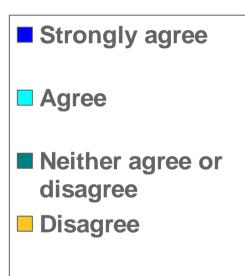
Hong Kong





Hong Kong



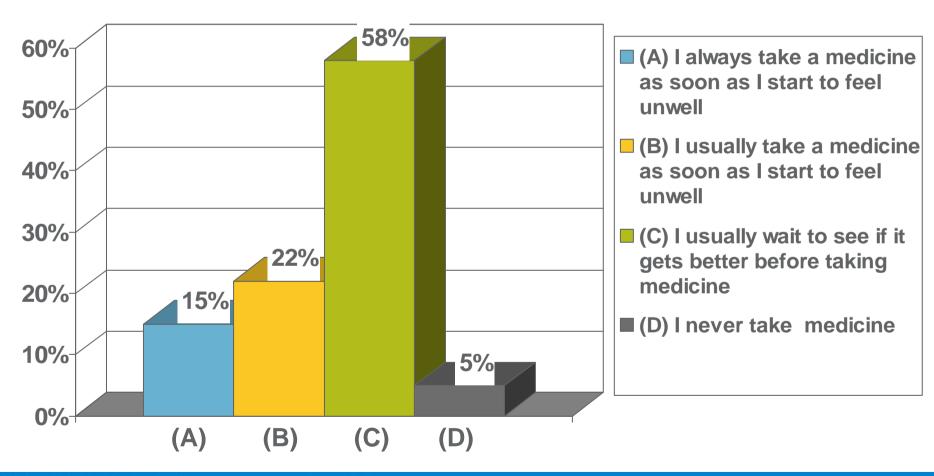


Strongly disagree

■ Don't know



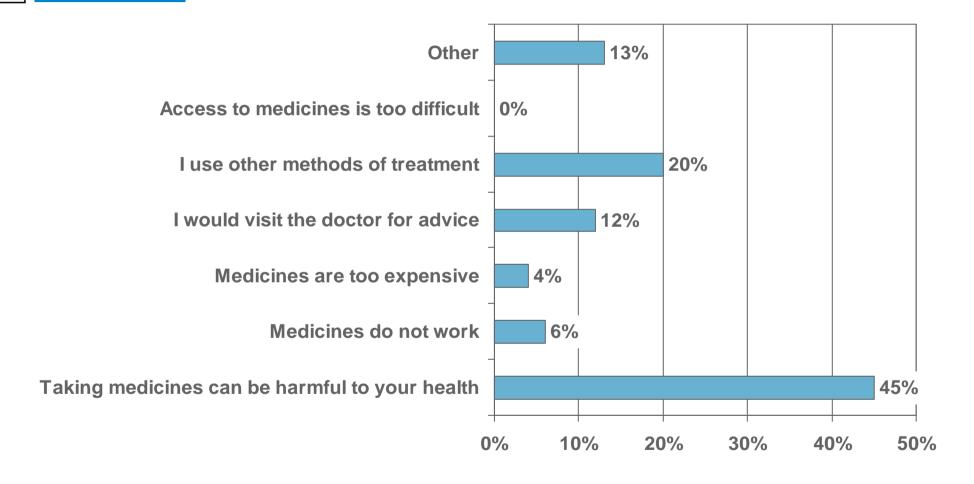
Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you? Indonesia







Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Indonesia

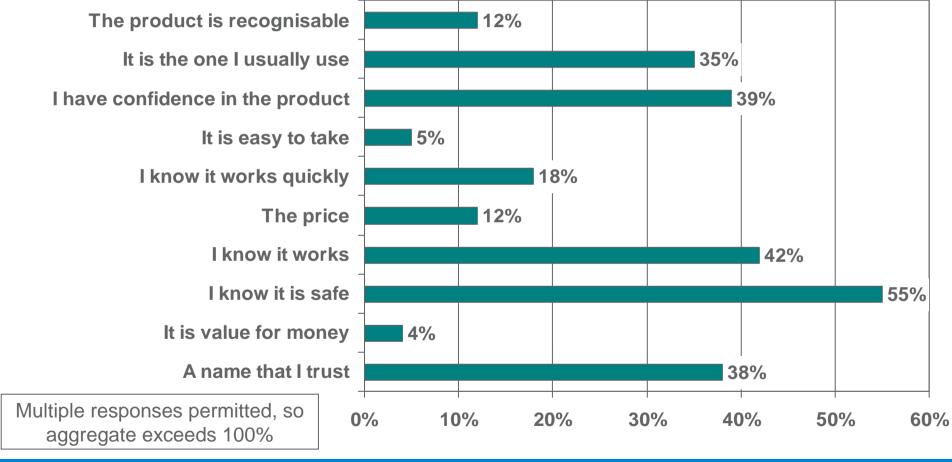






Q3. When choosing a non-prescription medicine, what factors are important to you?

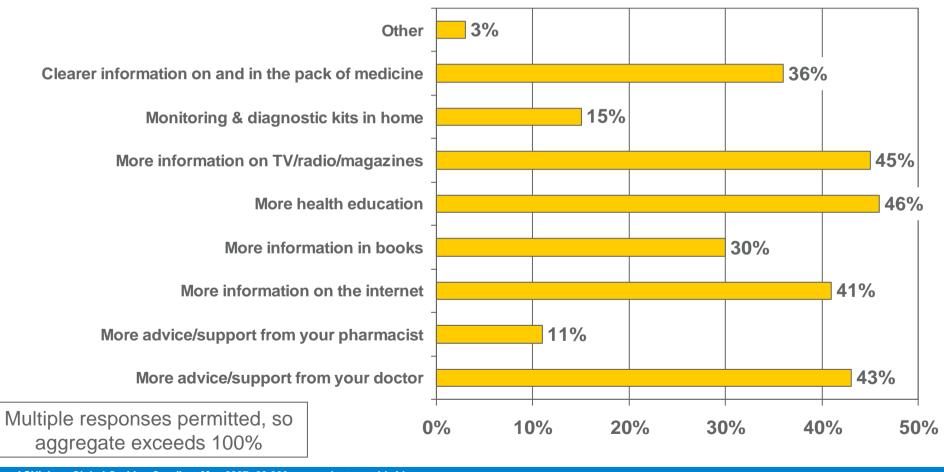
<u>Indonesia</u>





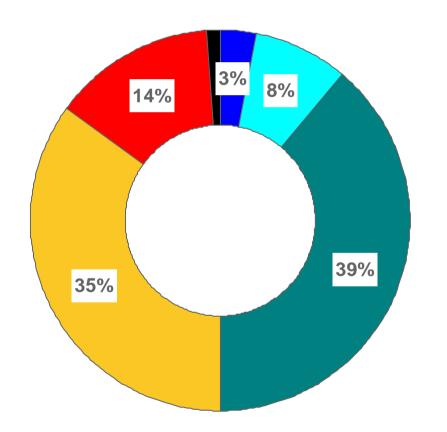
Q4. In the future which of the following would help you to take care of your health and minor ailments?

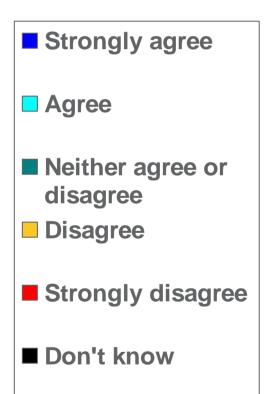
<u>Indonesia</u>





Indonesia

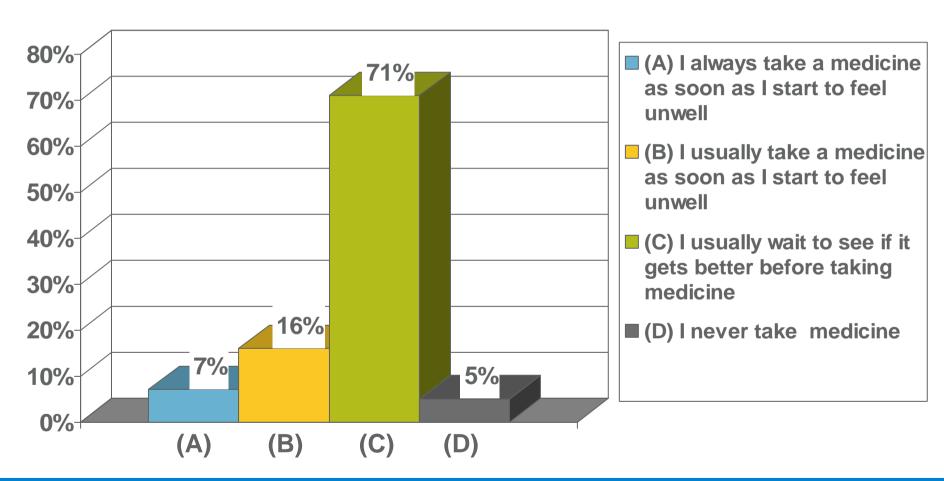






Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?

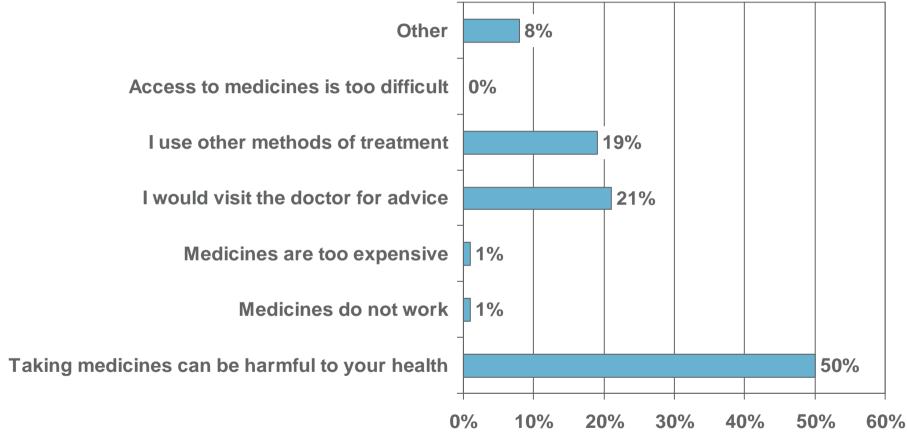






Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?



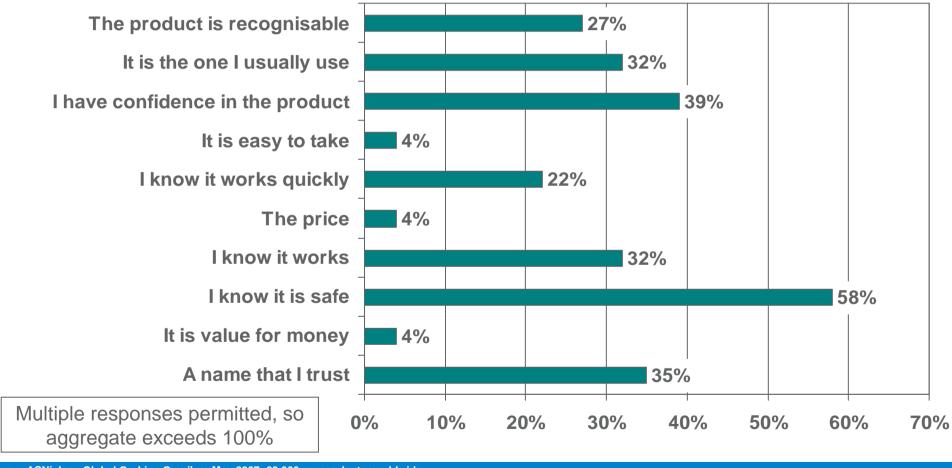


Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



Q3. When choosing a non-prescription medicine, what factors are important to you?

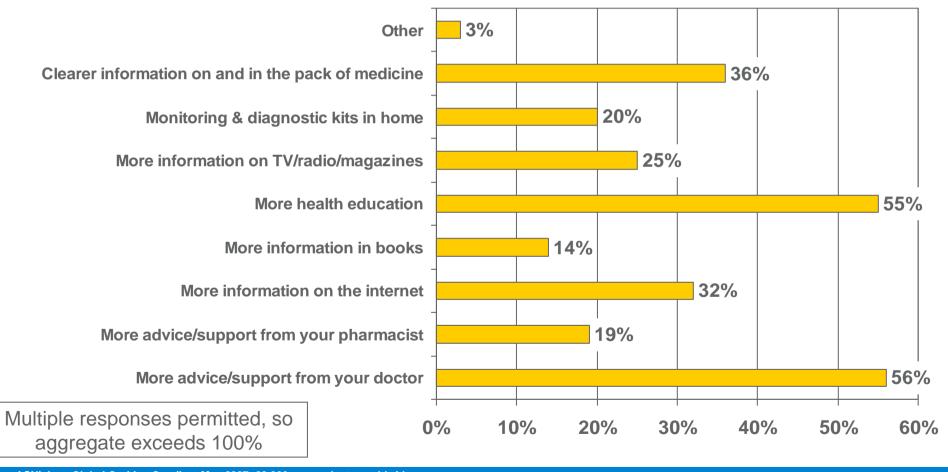


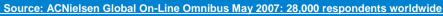




Q4. In the future which of the following would help you to take care of your health and minor ailments?

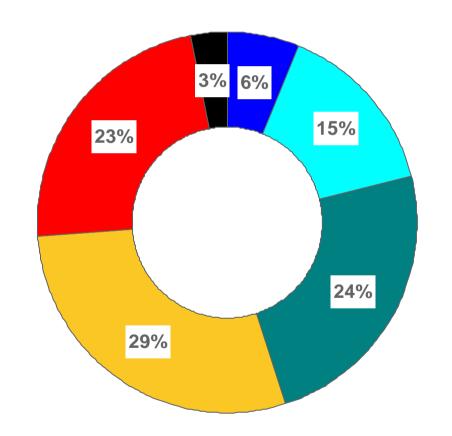


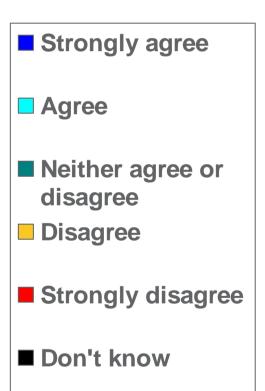








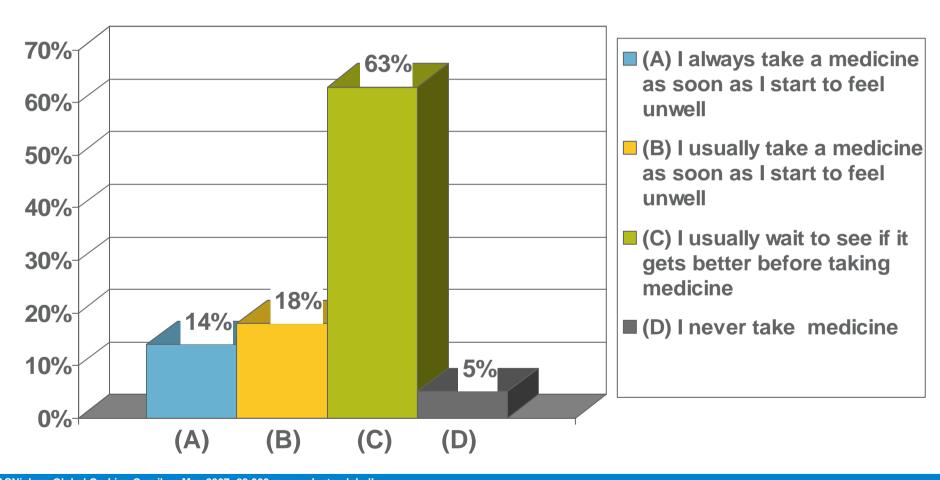






Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?

<u>Pakistan</u>





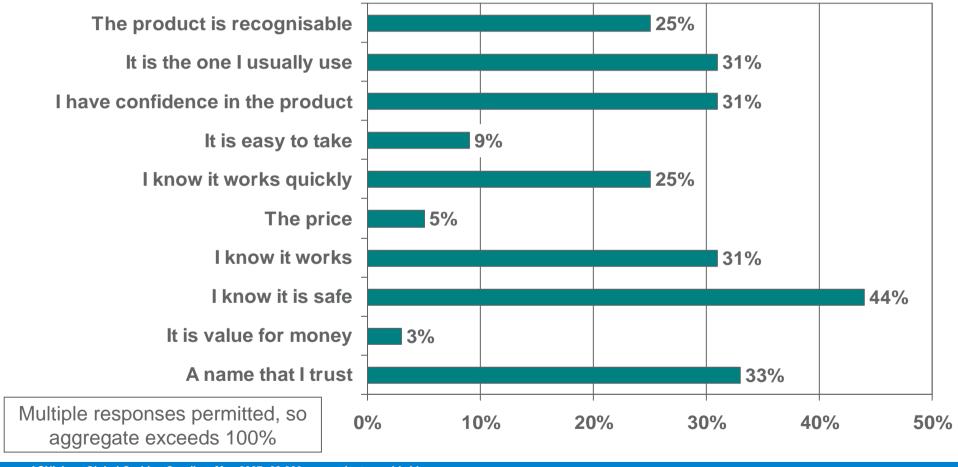
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Pakistan

8% Other Access to medicines is too difficult 2% 14% Luse other methods of treatment I would visit the doctor for advice 23% Medicines are too expensive 1% Medicines do not work 2% Taking medicines can be harmful to your health 50% 0% 10% 20% 30% 40% 50% 60%



Q3. When choosing a non-prescription medicine, what factors are important to you?

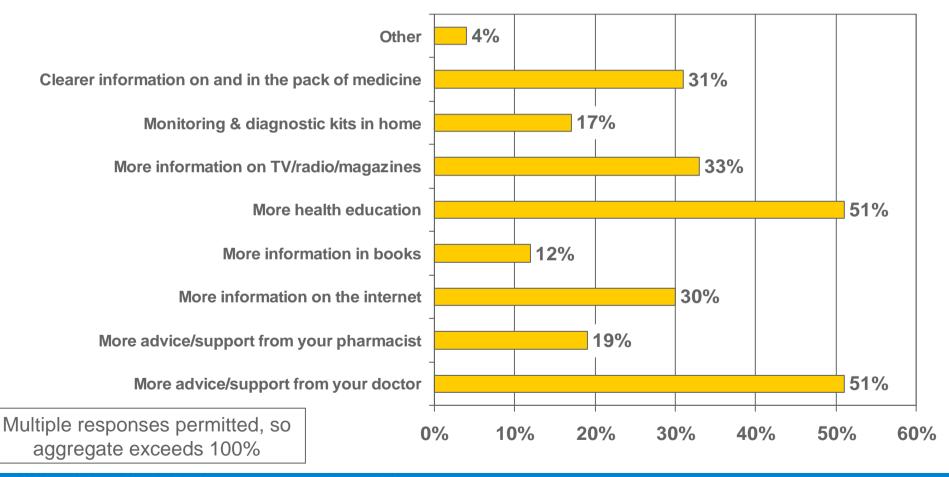
Pakistan





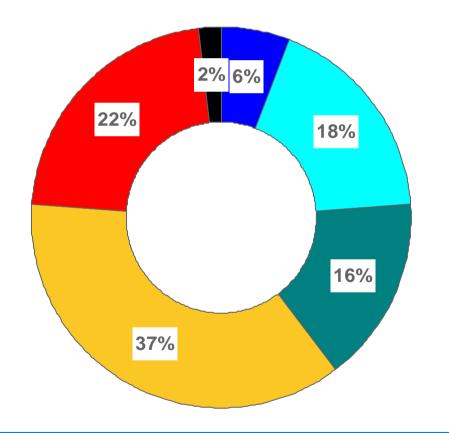
Q4. In the future which of the following would help you to take care of your health and minor ailments?

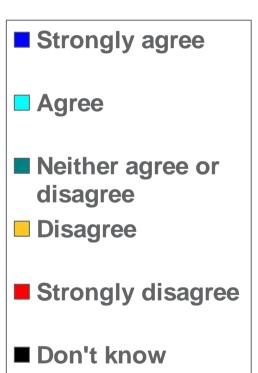






Pakistan Pakistan



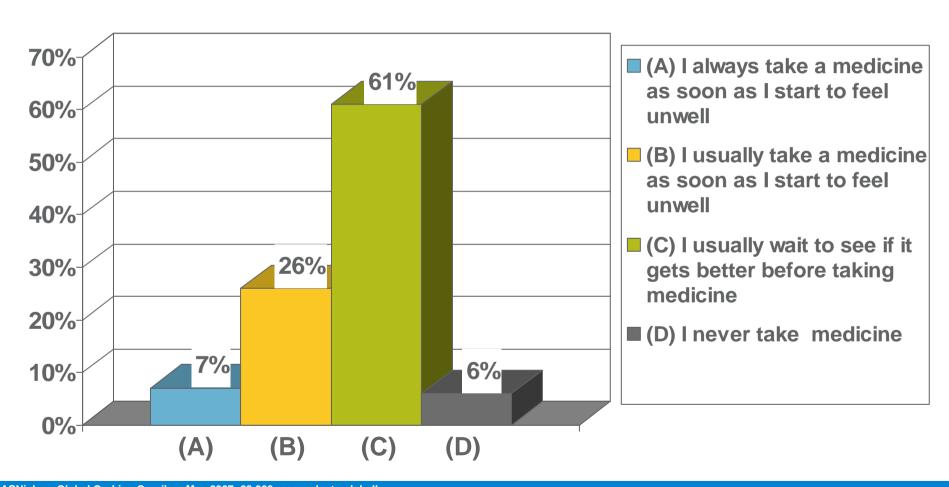






Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?

Japan

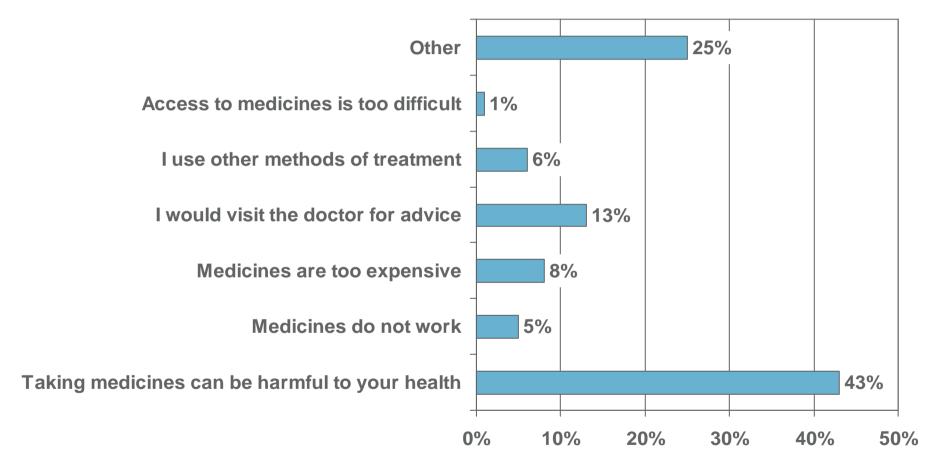






Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?

Japan



Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



Q3. When choosing a non-prescription medicine, what factors are important to you?

Japan

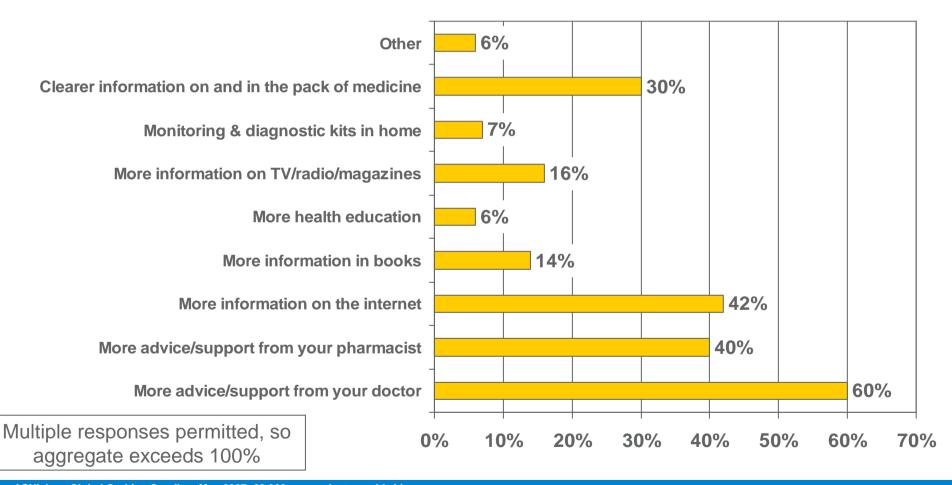






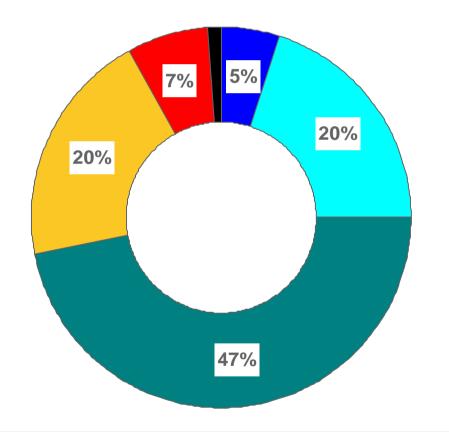
Q4. In the future which of the following would help you to take care of your health and minor ailments?

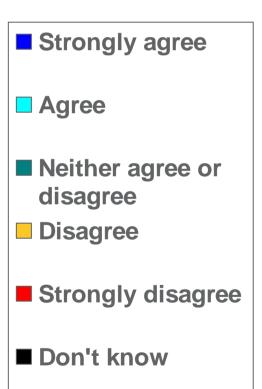
Japan





Japan



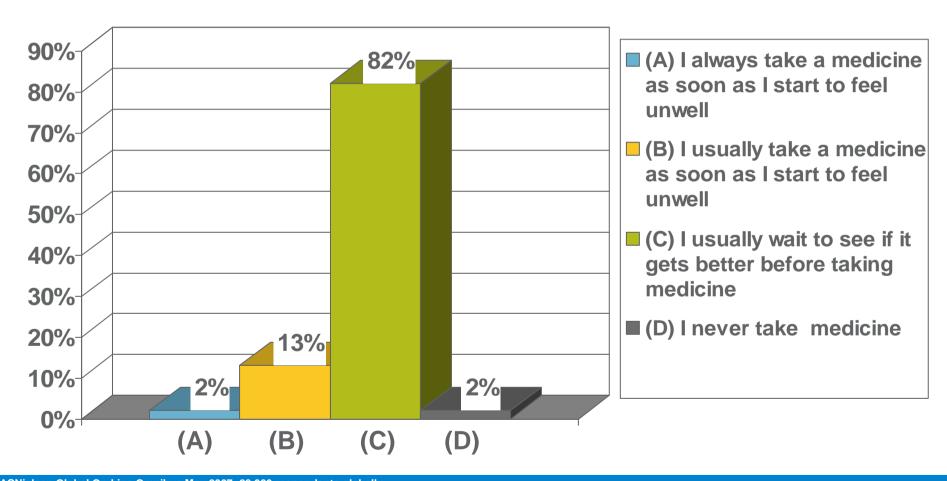






Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?

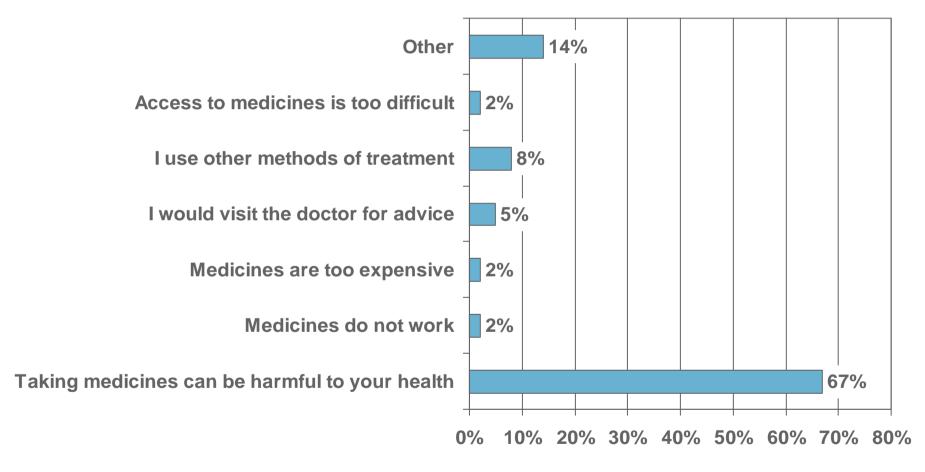






Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?





Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



Q3. When choosing a non-prescription medicine, what factors are important to you?

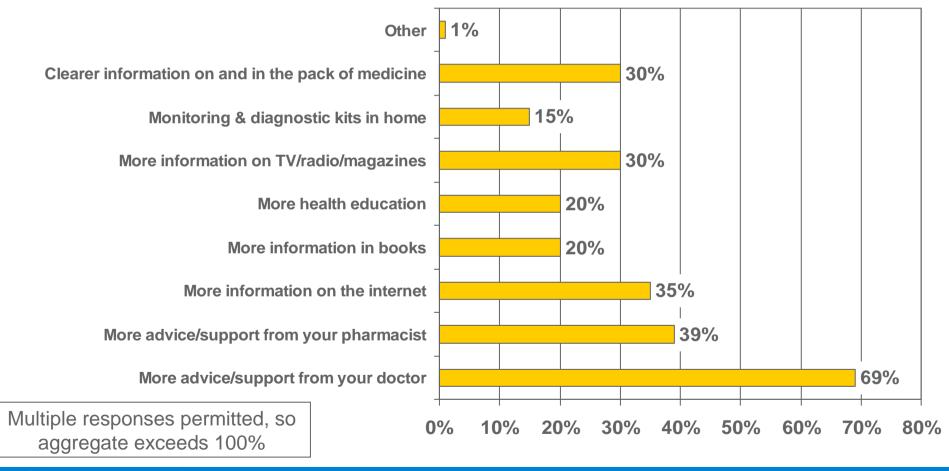






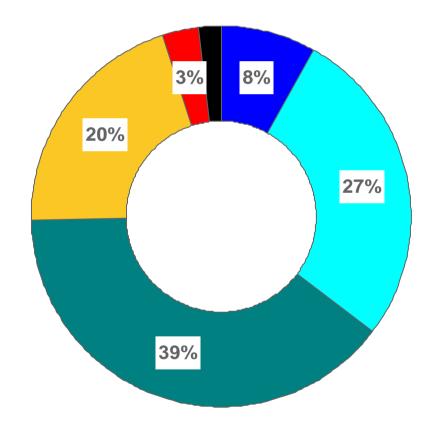
Q4. In the future which of the following would help you to take care of your health and minor ailments?

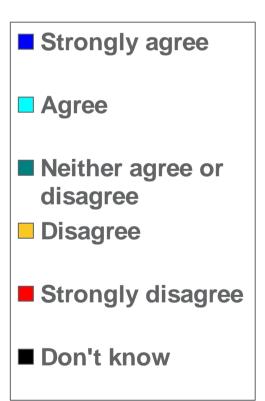






South Korea



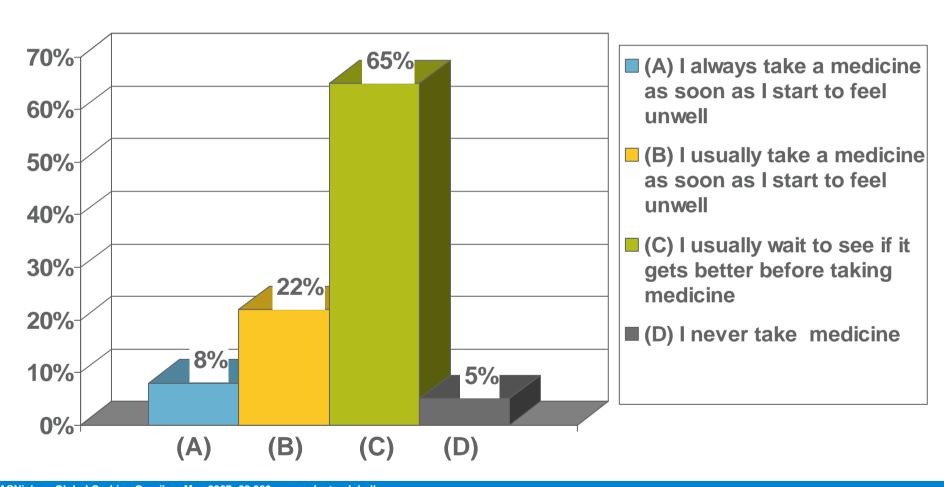






Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?

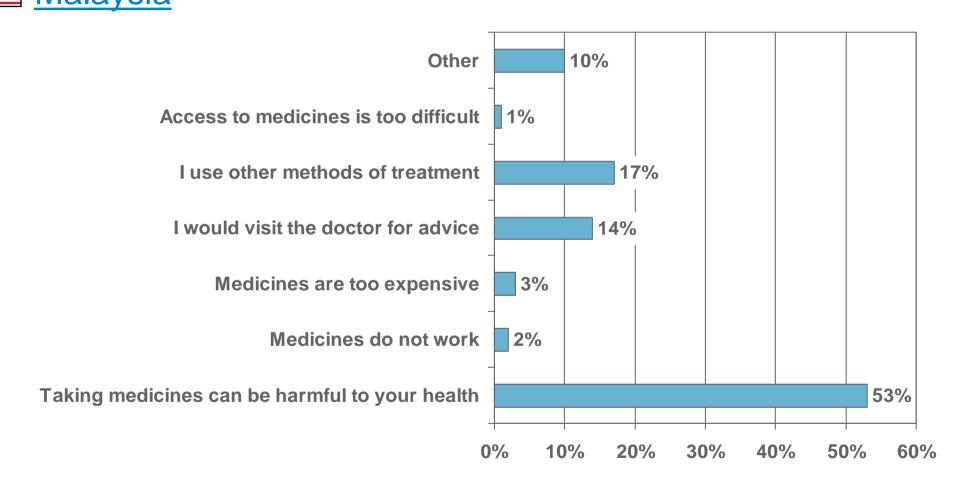








Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Malaysia







Q3. When choosing a non-prescription medicine, what factors are important to you?

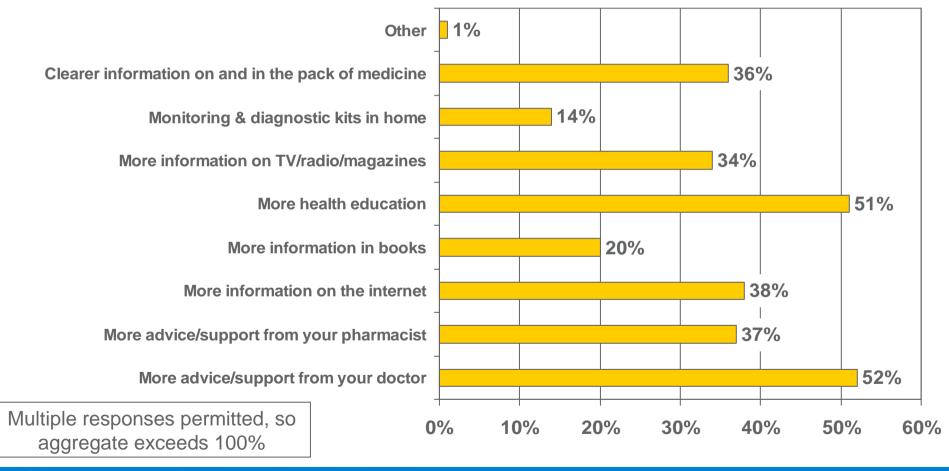






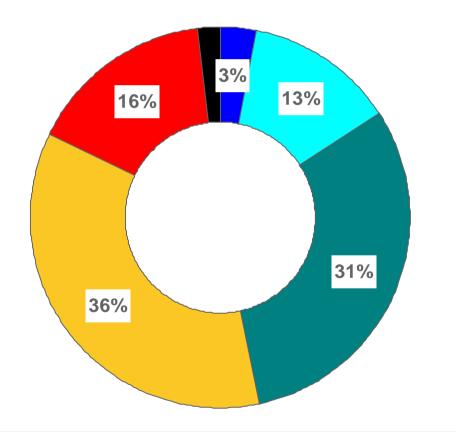
Q4. In the future which of the following would help you to take care of your health and minor ailments?

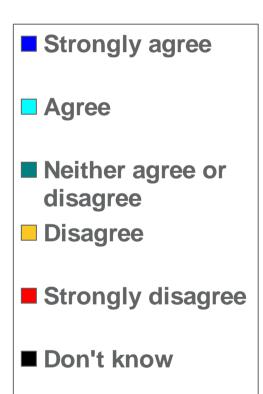






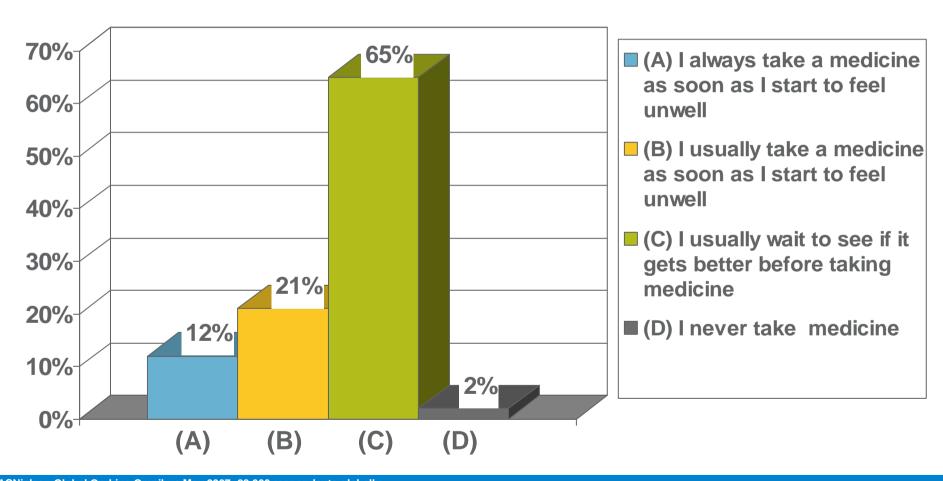
Malaysia Malaysia





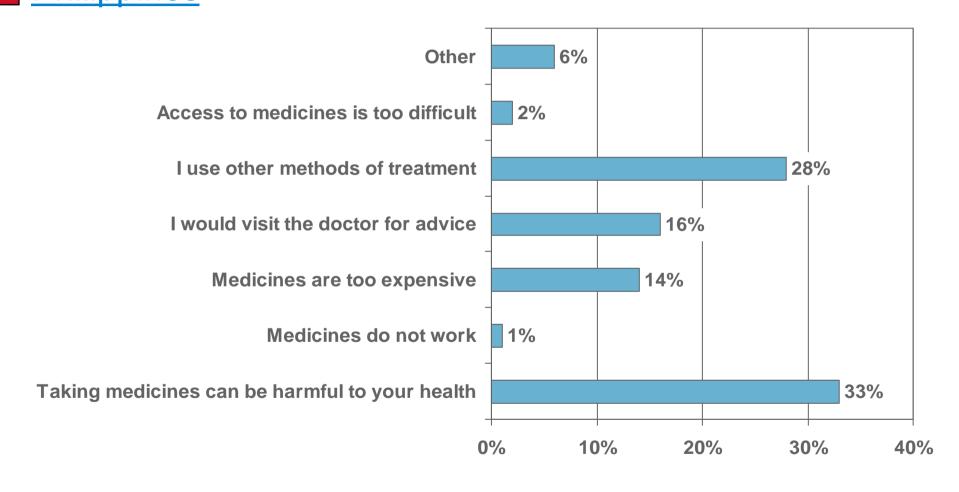








Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Philippines

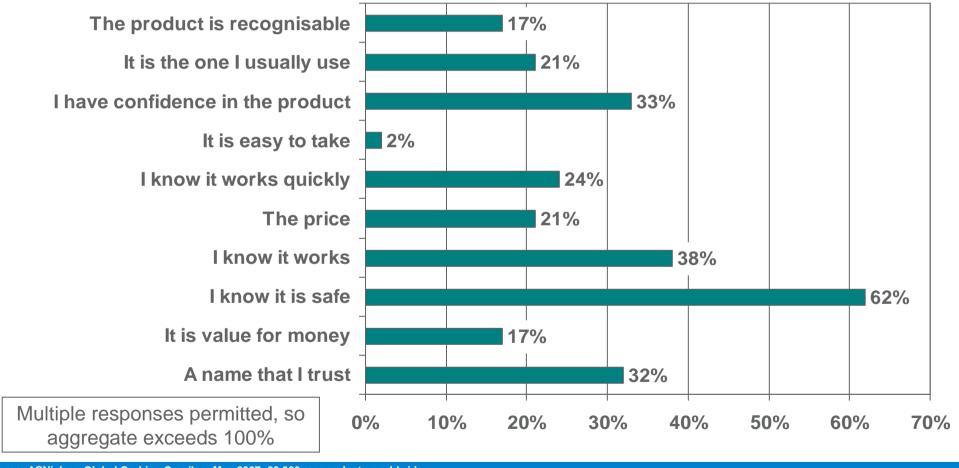






Q3. When choosing a non-prescription medicine, what factors are important to you?

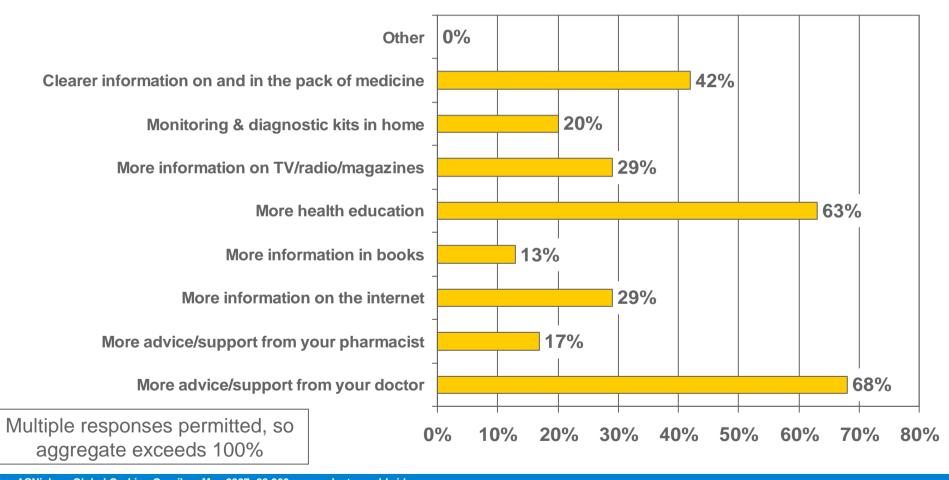






Q4. In the future which of the following would help you to take care of your health and minor ailments?



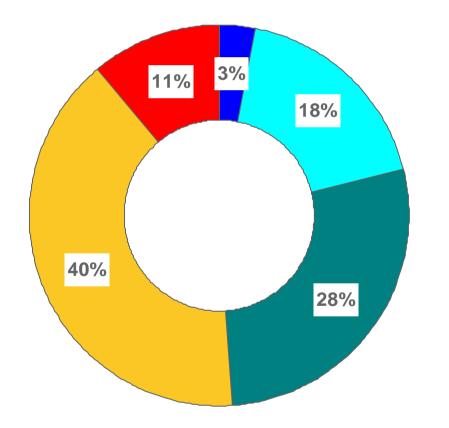




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?



Philippines



■ Strongly agree Agree

■ Neither agree or disagree

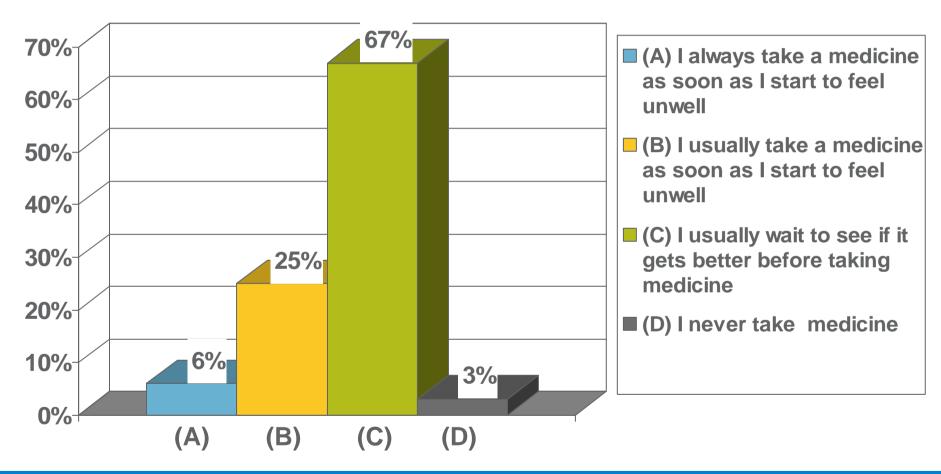
Disagree

Strongly disagree

■ Don't know









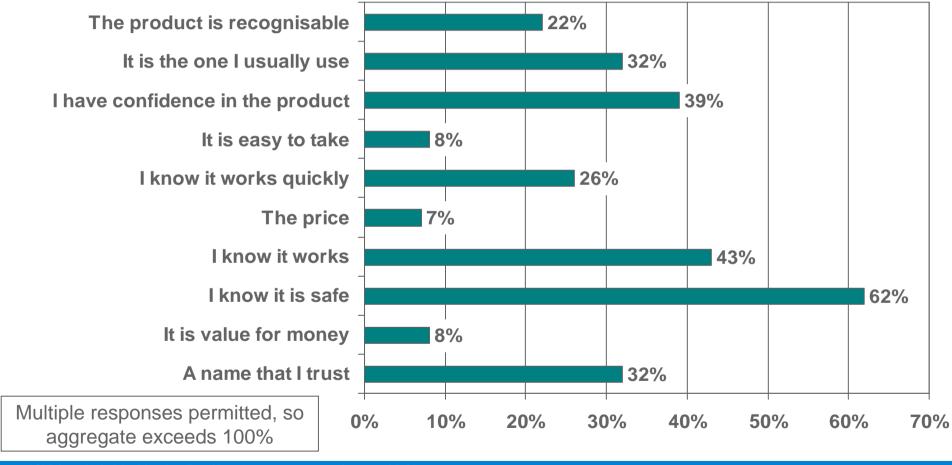
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Singapore

14% Other Access to medicines is too difficult 1% Luse other methods of treatment 12% I would visit the doctor for advice 16% Medicines are too expensive 4% Medicines do not work 2% Taking medicines can be harmful to your health 50% 0% 10% 20% 30% 40% 50% 60%



Q3. When choosing a non-prescription medicine, what factors are important to you?

Singapore

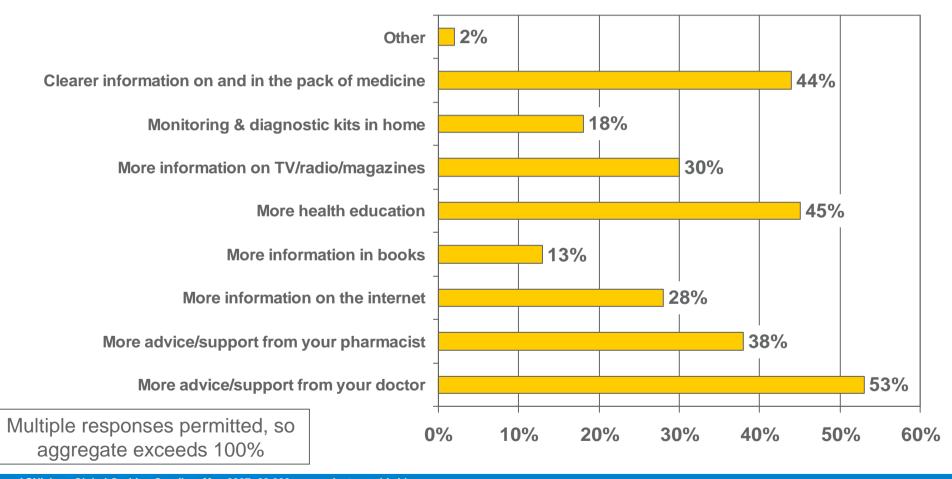






Q4. In the future which of the following would help you to take care of your health and minor ailments?

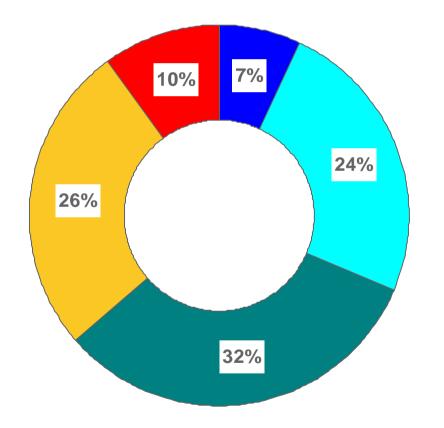


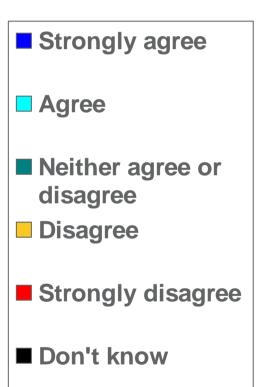




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

Singapore

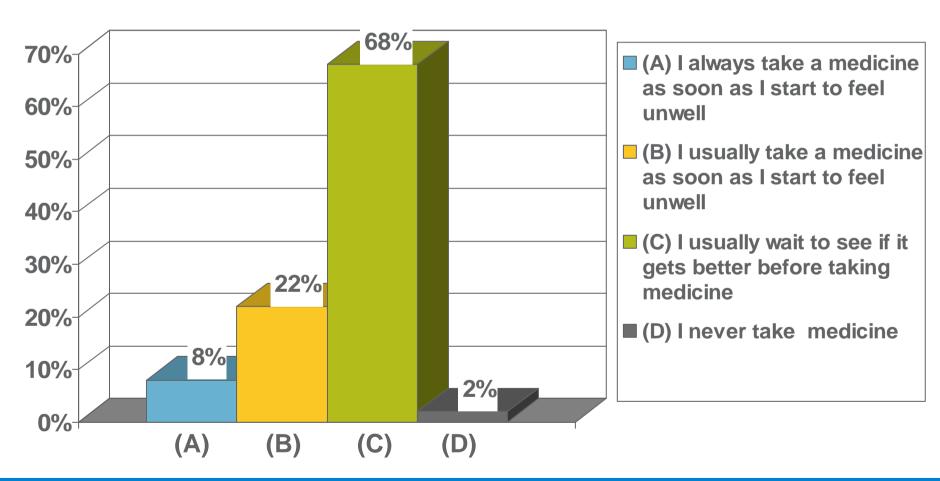








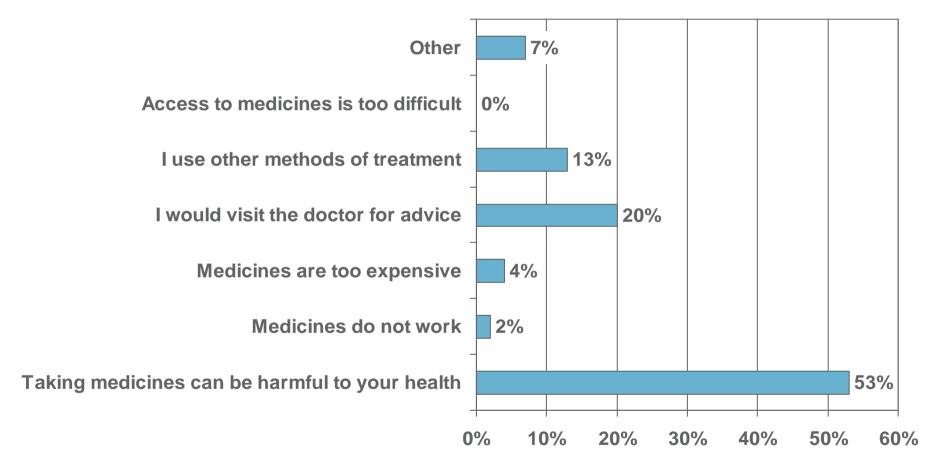






Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?

Taiwan

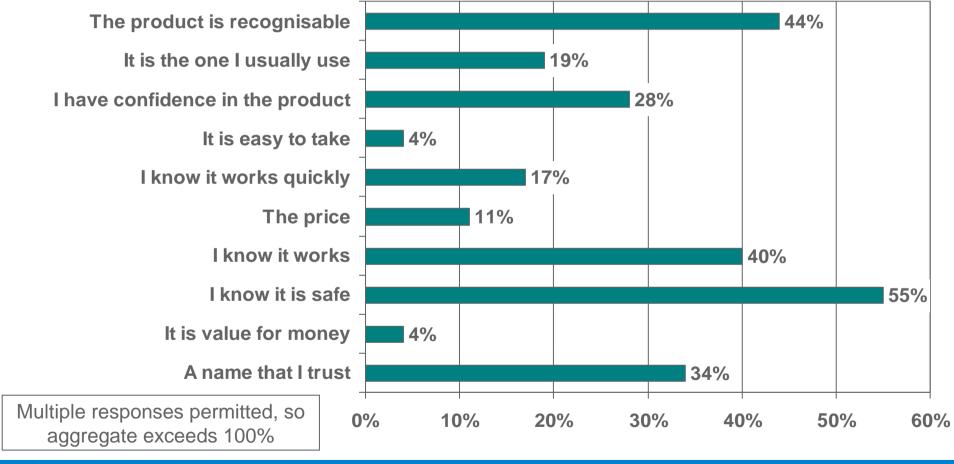


Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



Q3. When choosing a non-prescription medicine, what factors are important to you?

Taiwan

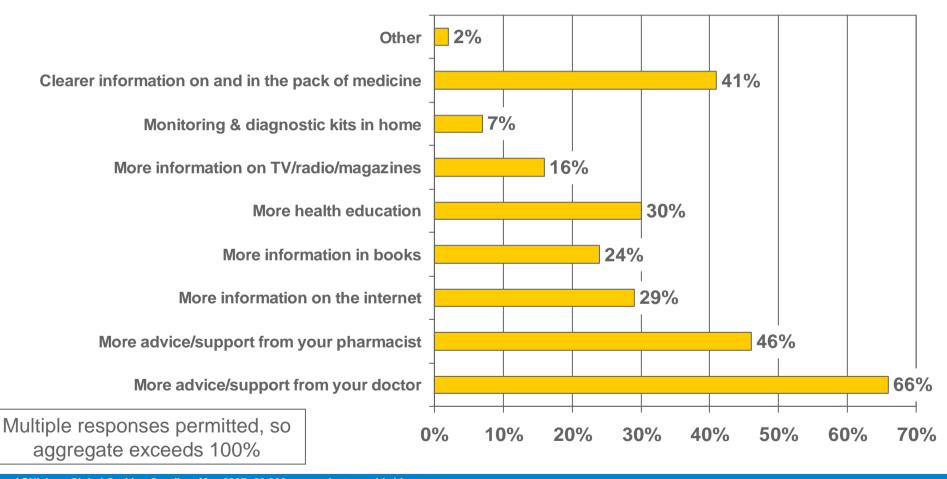






Q4. In the future which of the following would help you to take care of your health and minor ailments?

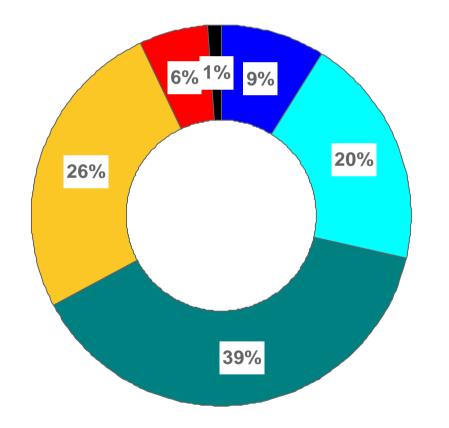


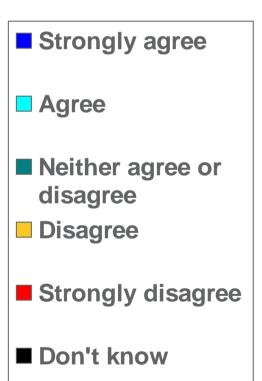




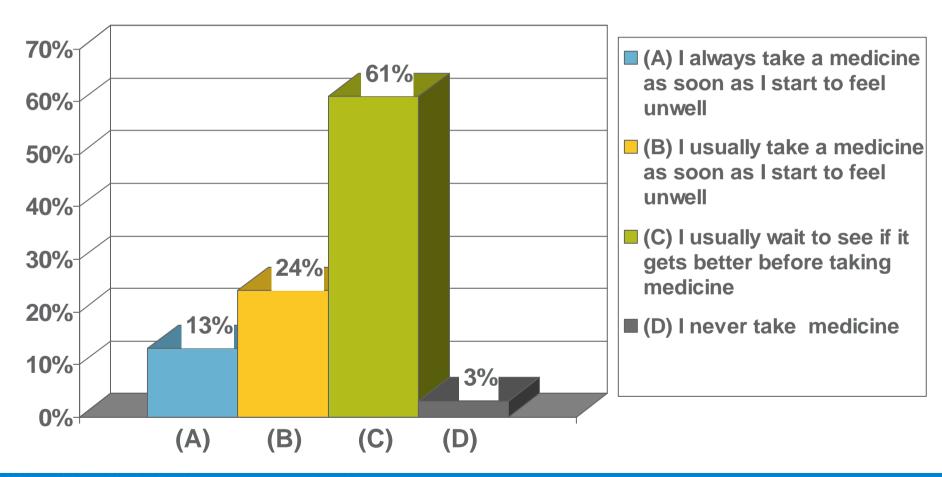
Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

* Taiwan



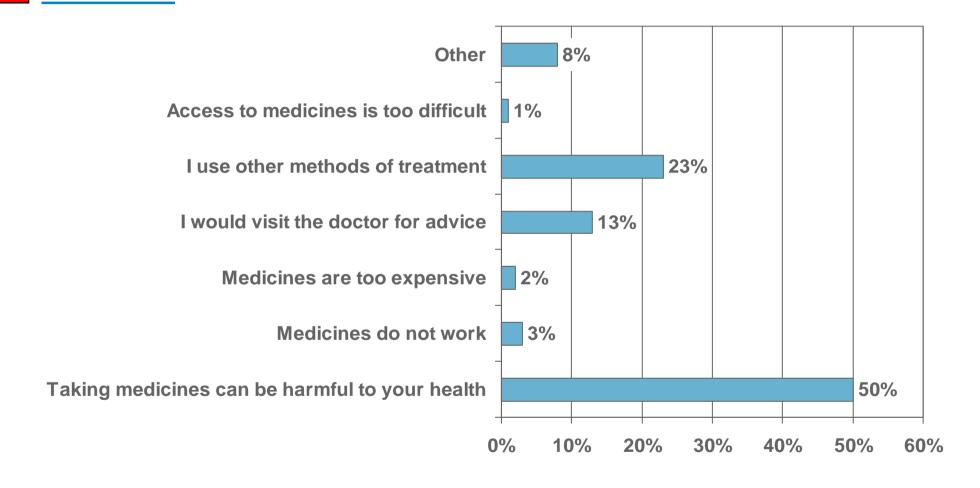








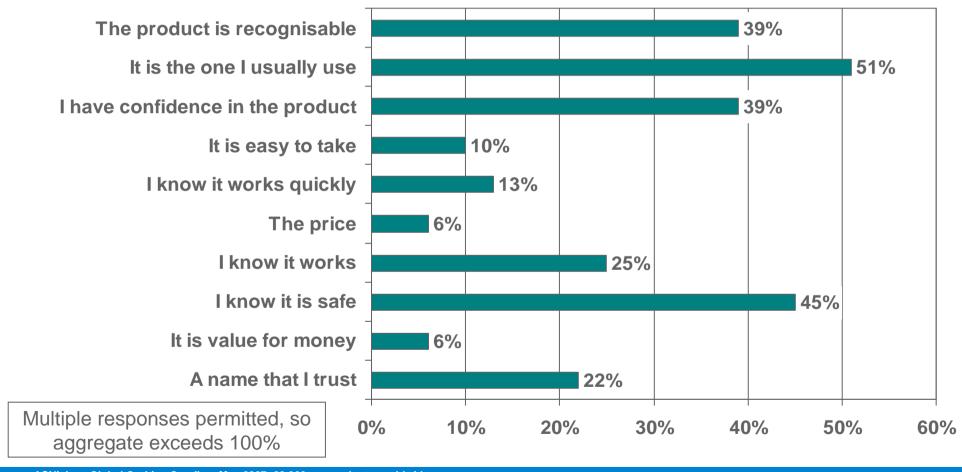
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Thailand





Q3. When choosing a non-prescription medicine, what factors are important to you?

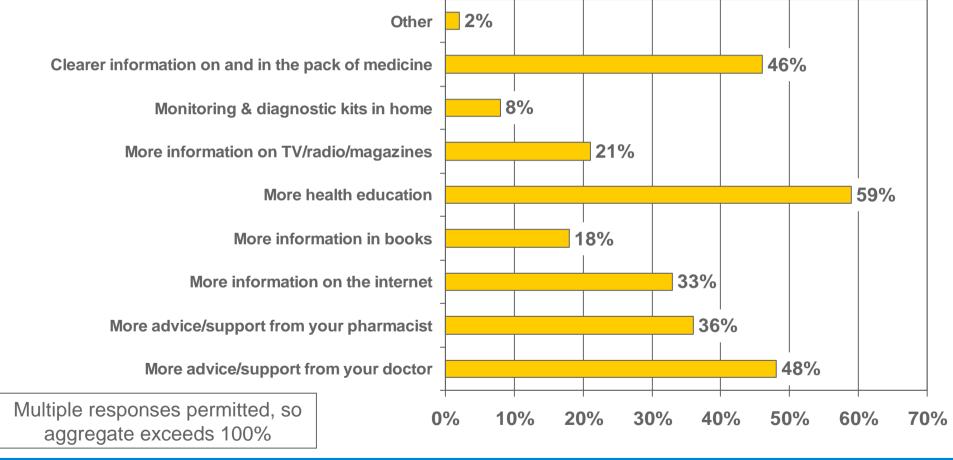
Thailand





Q4. In the future which of the following would help you to take care of your health and minor ailments?

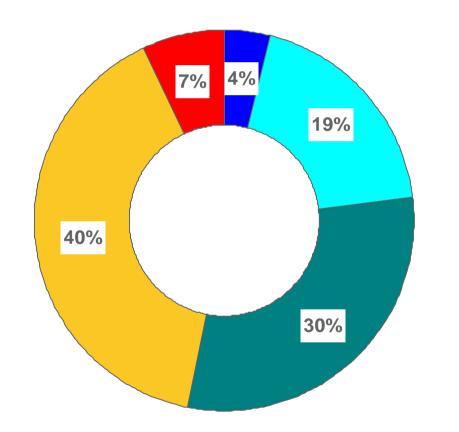


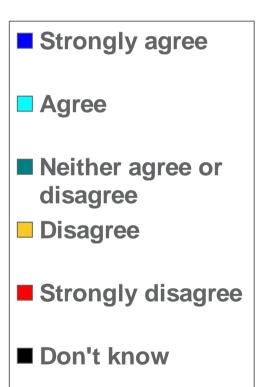




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

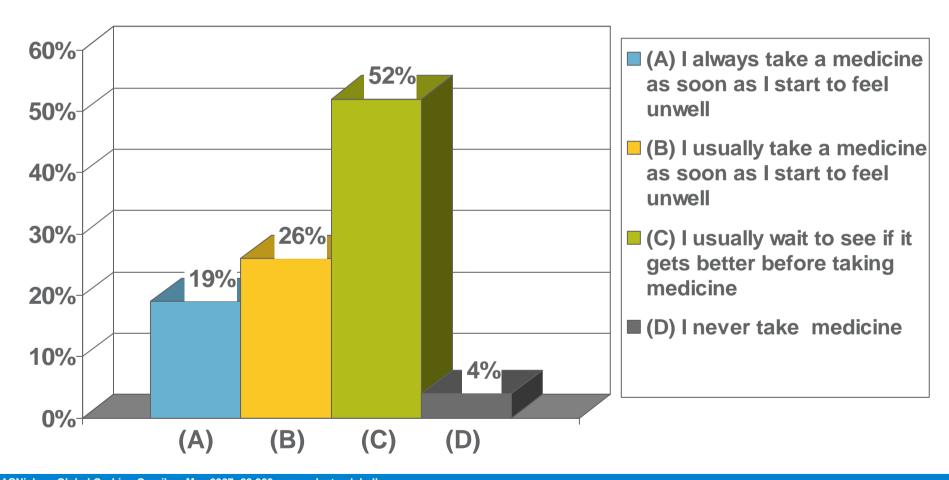
Thailand







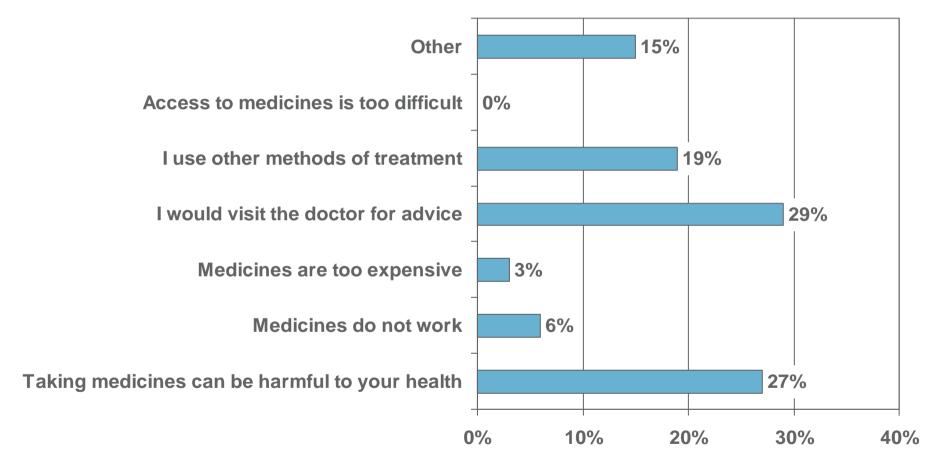
★ Vietnam





Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?

★ Vietnam



Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



Q3. When choosing a non-prescription medicine, what factors are important to you?

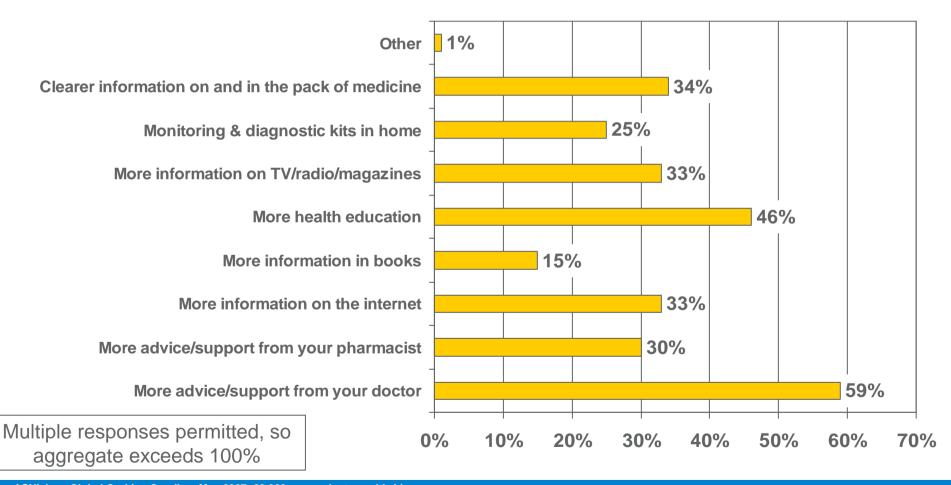
★ Vietnam





Q4. In the future which of the following would help you to take care of your health and minor ailments?

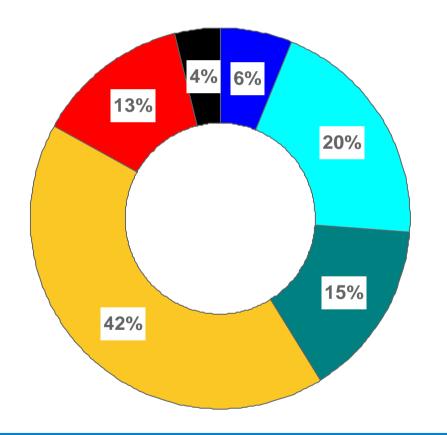


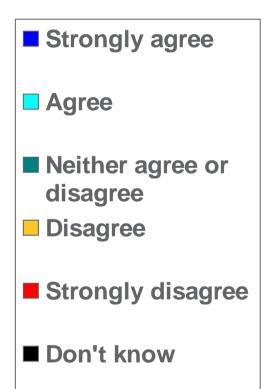




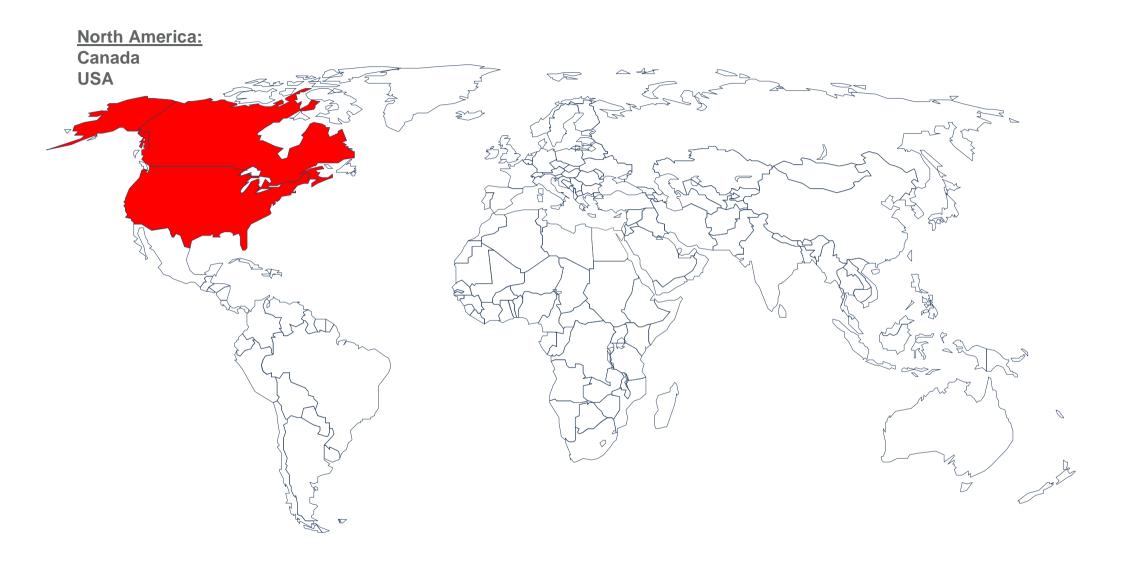
Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

★ Vietnam

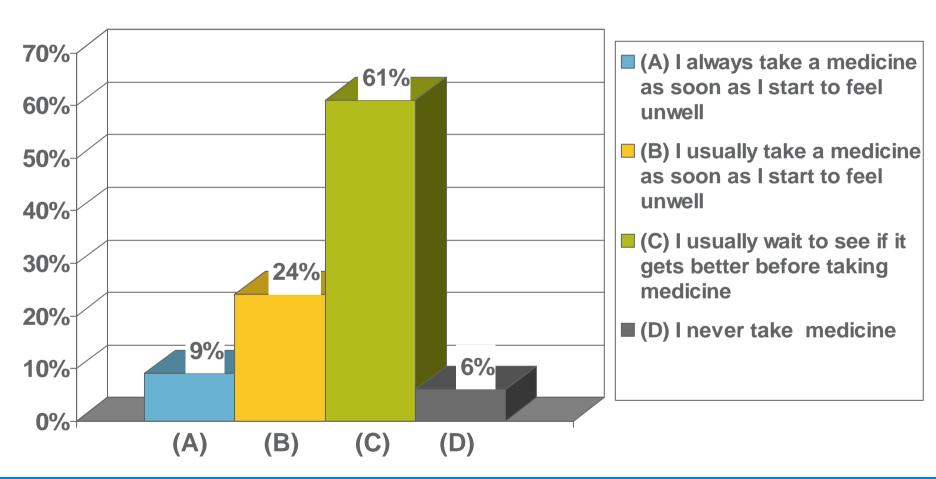








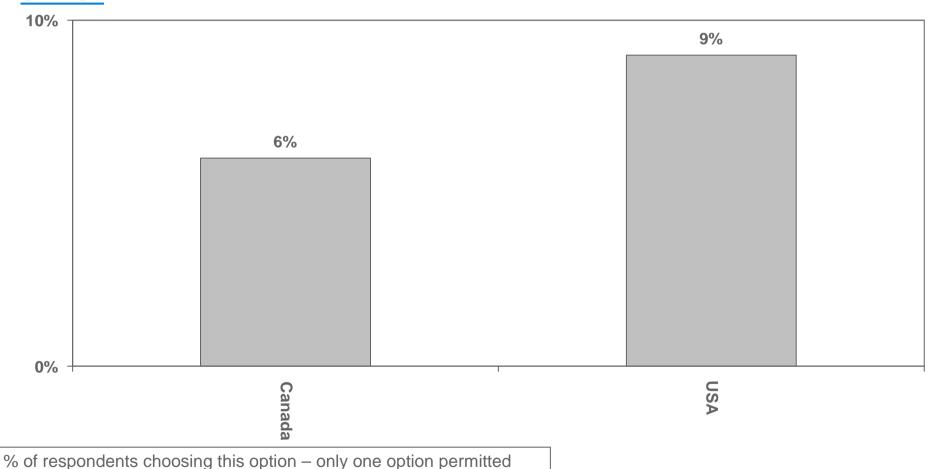






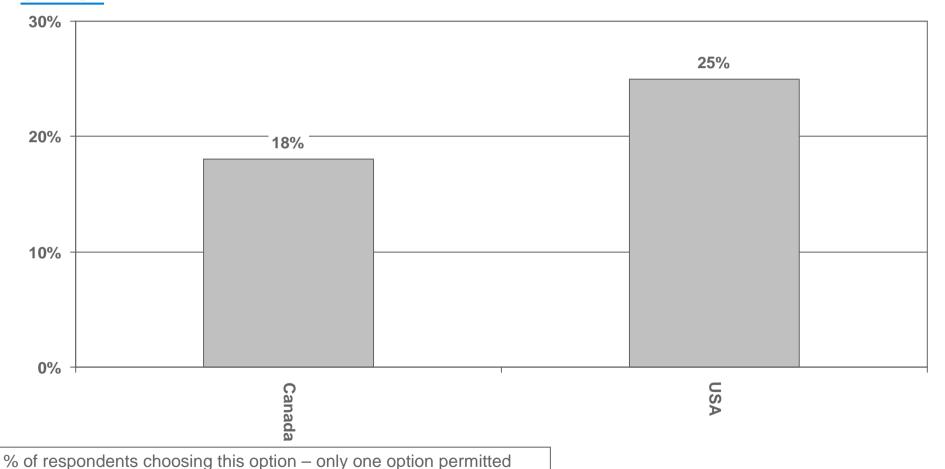


North America - (A) I always take a medicine as soon as I start to feel unwell



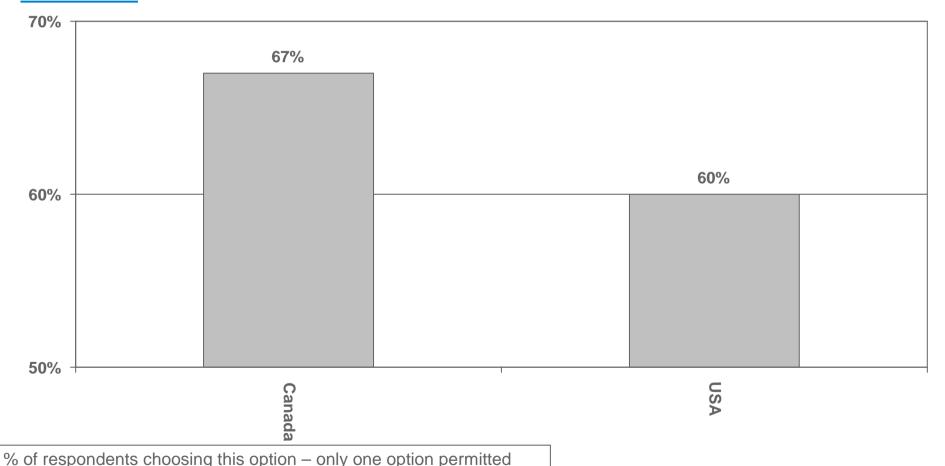


North America - (B) I usually take a medicine as soon as I start to feel unwell



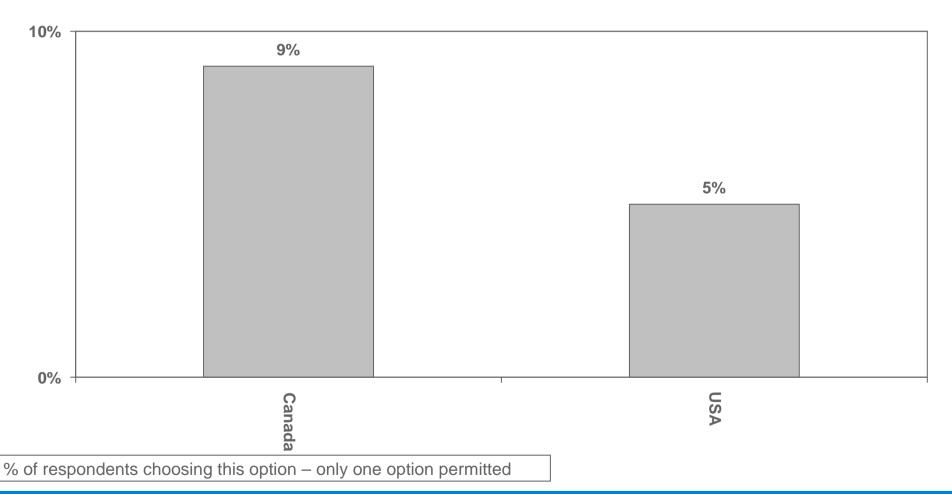


North America - (C) I usually wait and see if it gets better before taking medicine





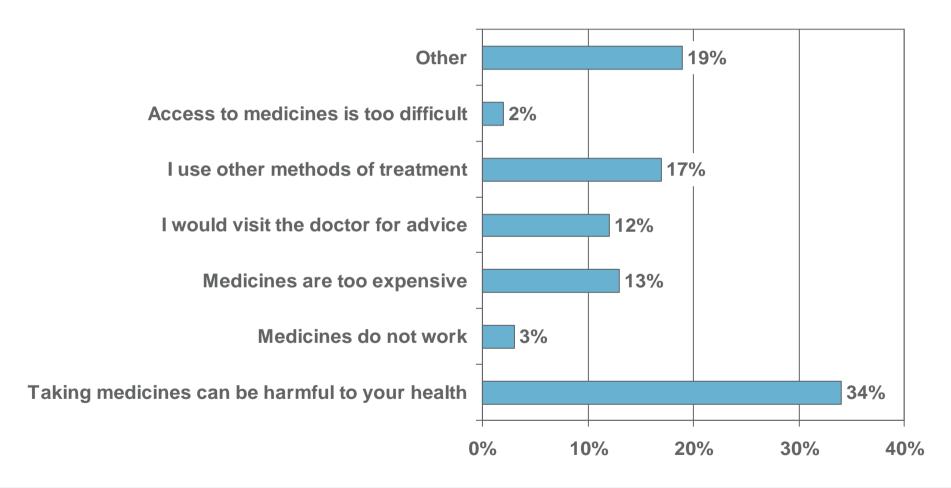
North America - (D) I never take medicines







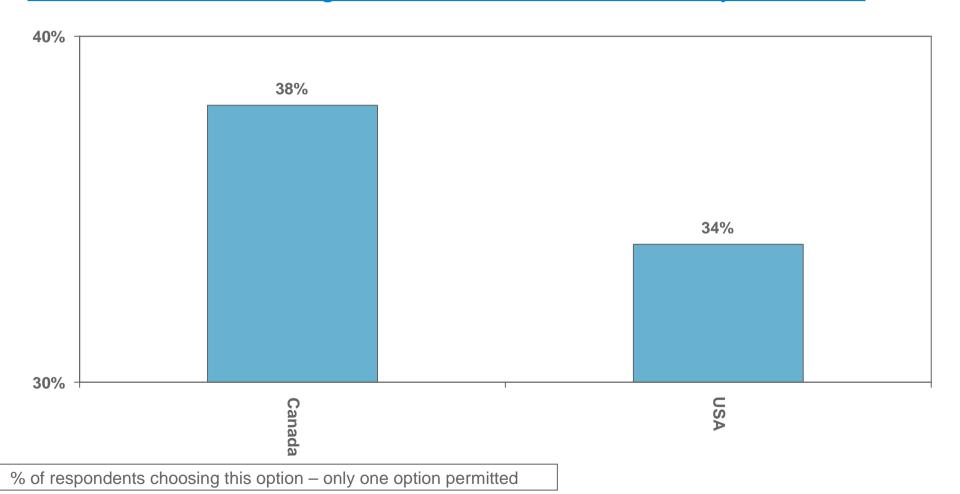
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? North America Average



Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



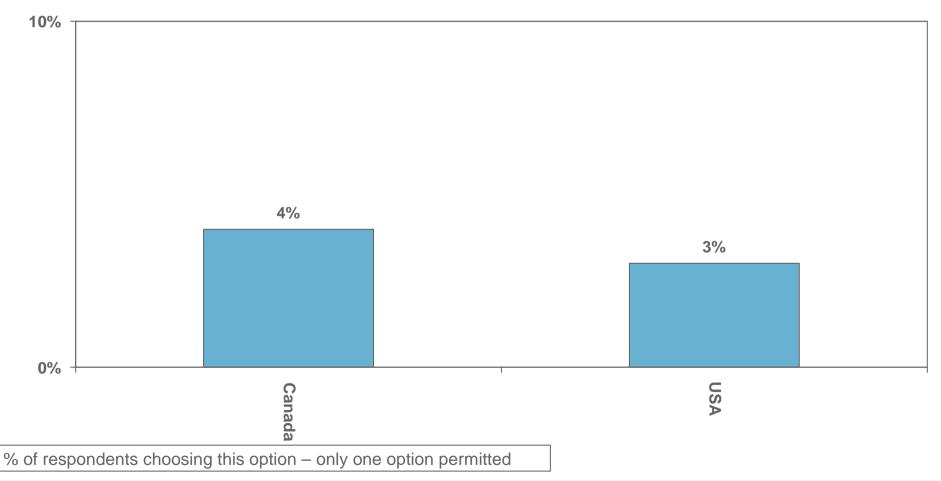
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? North America – Taking medicines can be harmful to your health



Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



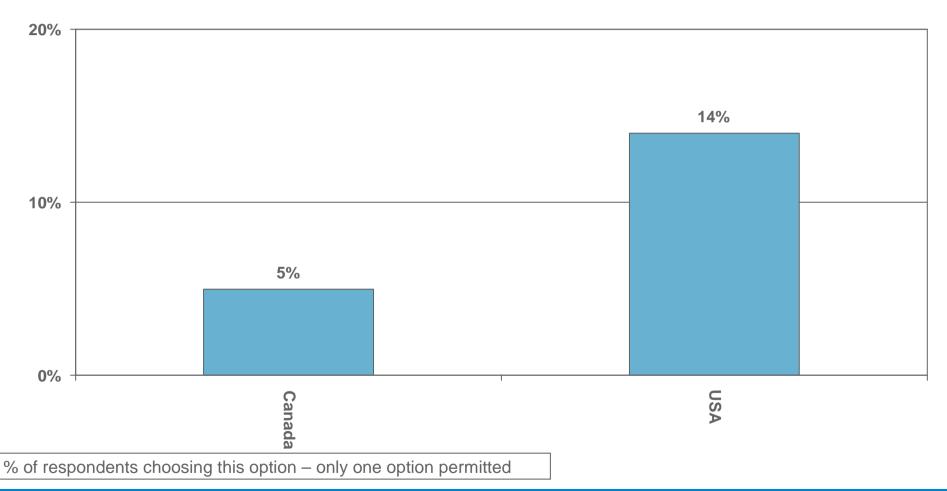
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? North America – Medicines do not work







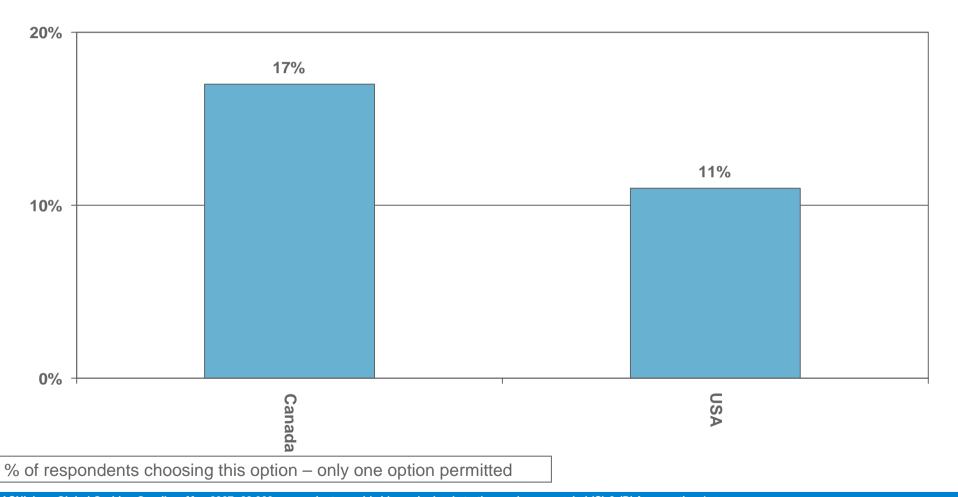
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? North America – Medicines are too expensive







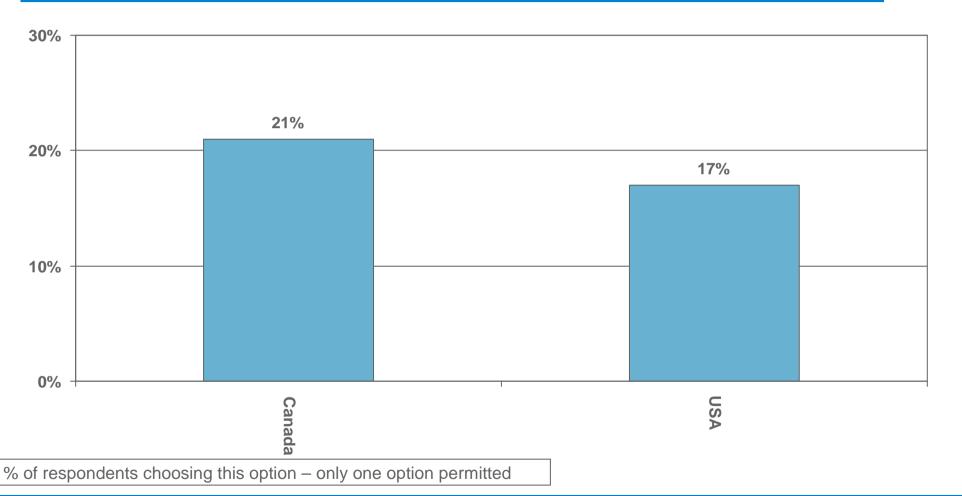
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? North America – I would visit the doctor for advice







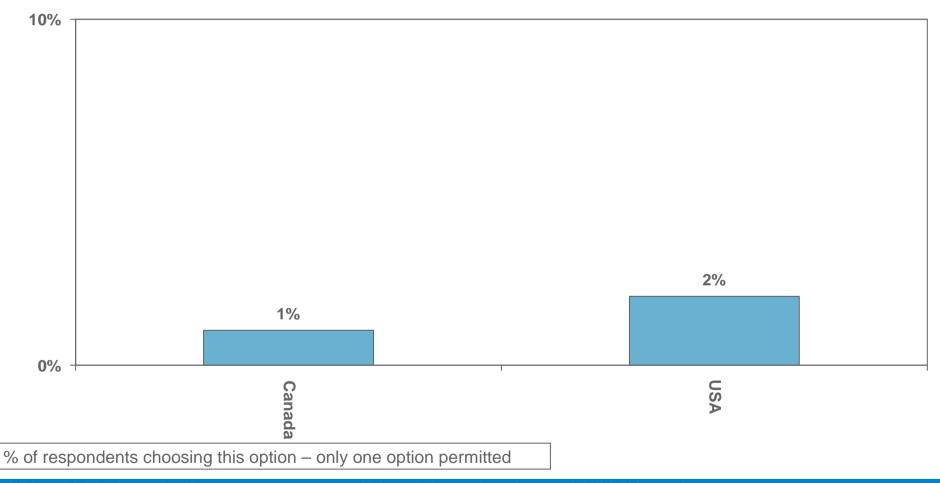
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? North America – I would use other methods of treatment



Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



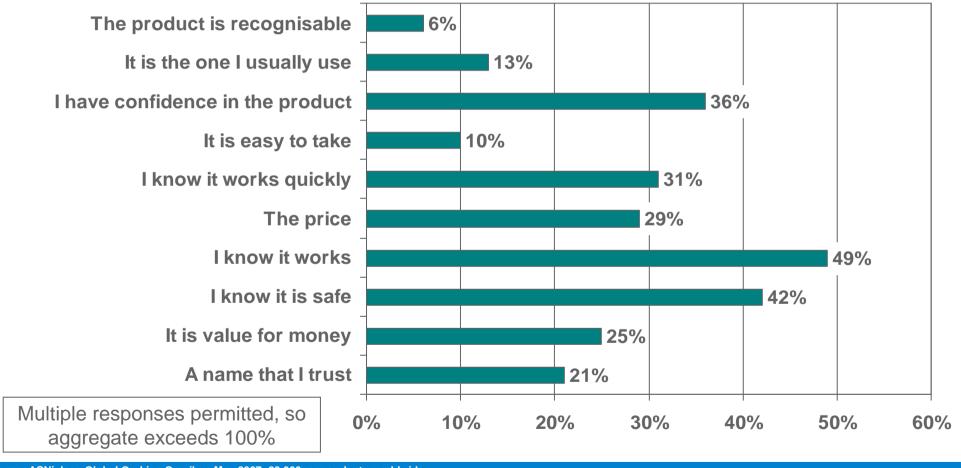
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? North America – Access to medicines is too difficult





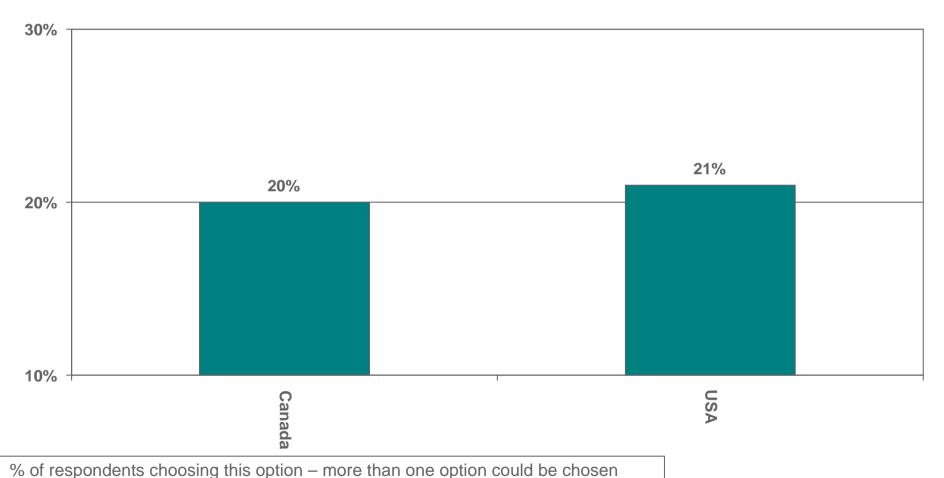


Q3. When choosing a non-prescription medicine, what factors are important to you? North America Average



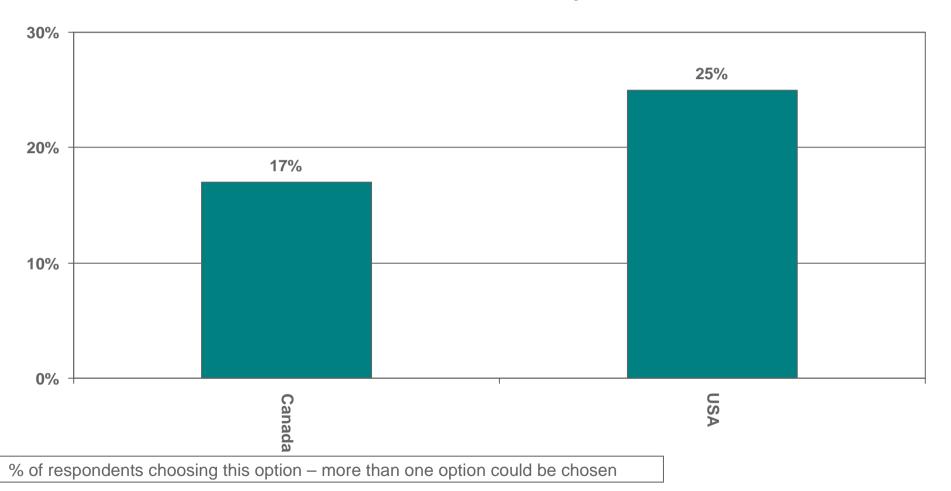


Q3. When choosing a non-prescription medicine, what factors are important to you? North America – A name that I trust





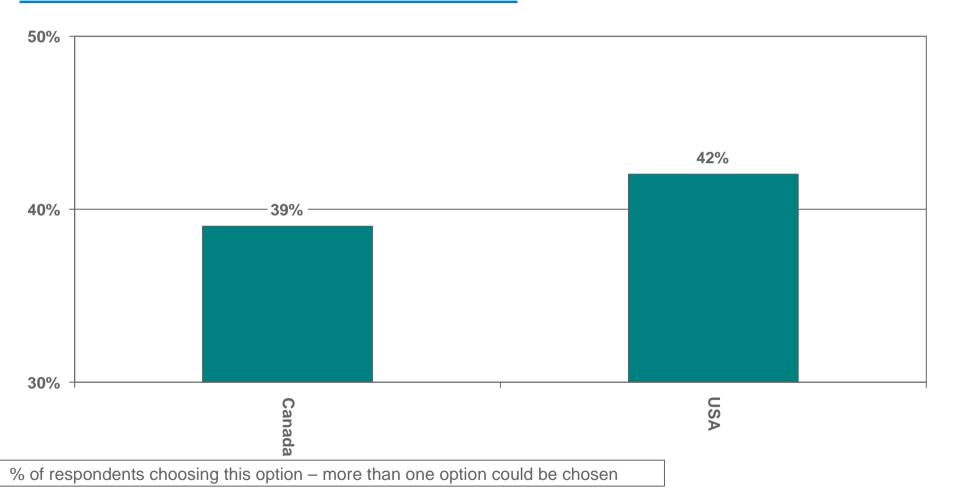
Q3. When choosing a non-prescription medicine, what factors are important to you? North America – It is value for money







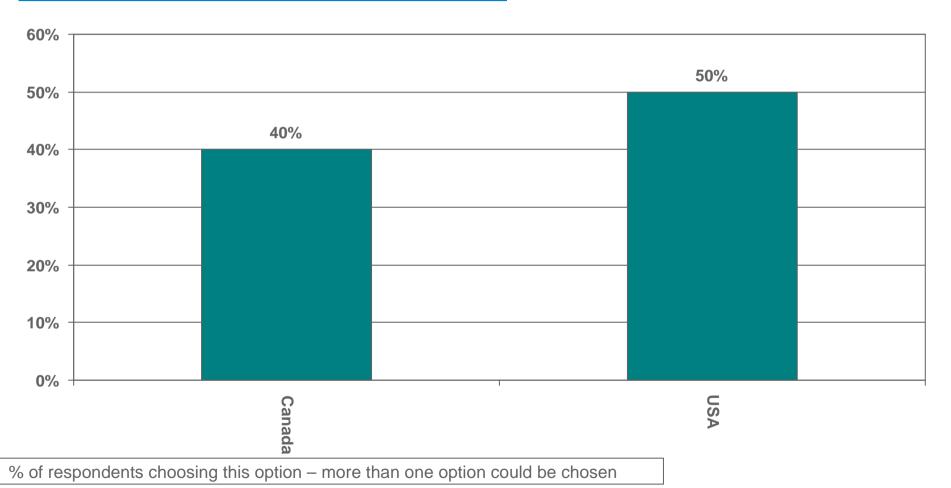
Q3. When choosing a non-prescription medicine, what factors are important to you? North America – I know it is safe







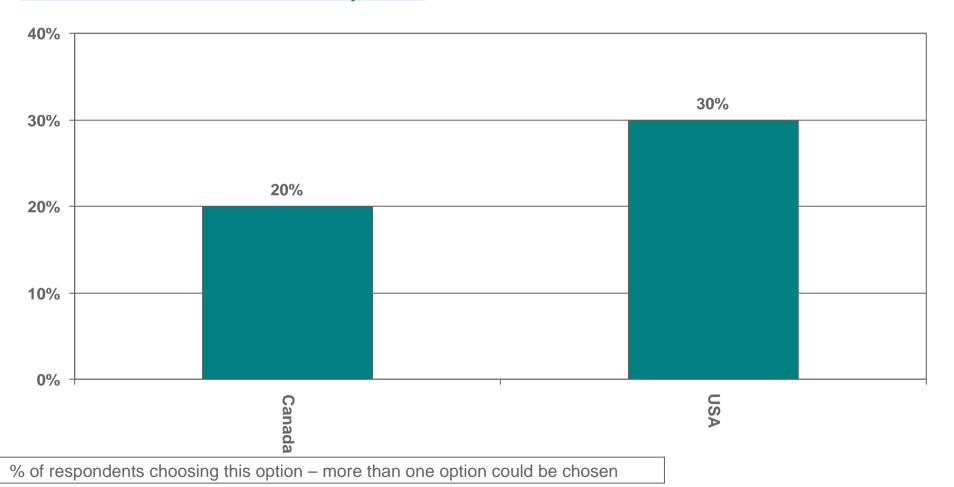
Q3. When choosing a non-prescription medicine, what factors are important to you? North America – I know it works







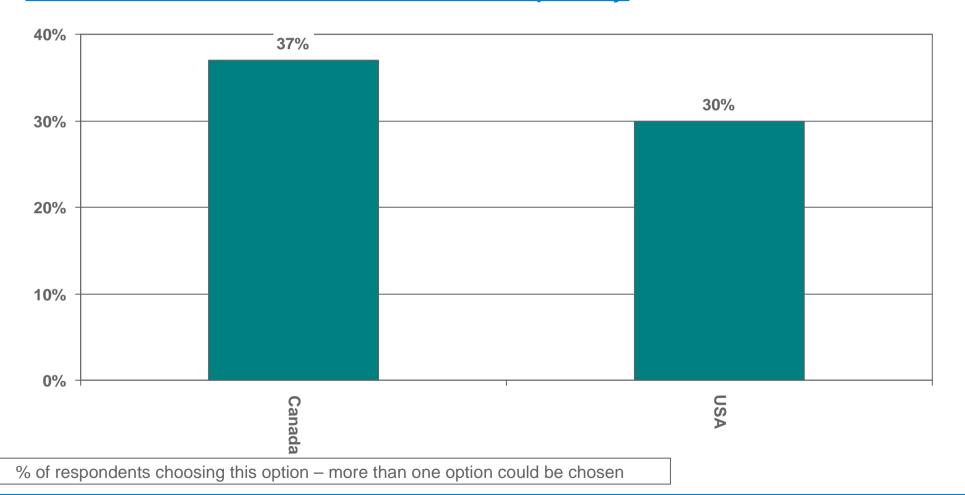
Q3. When choosing a non-prescription medicine, what factors are important to you? North America – The price

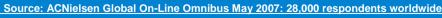






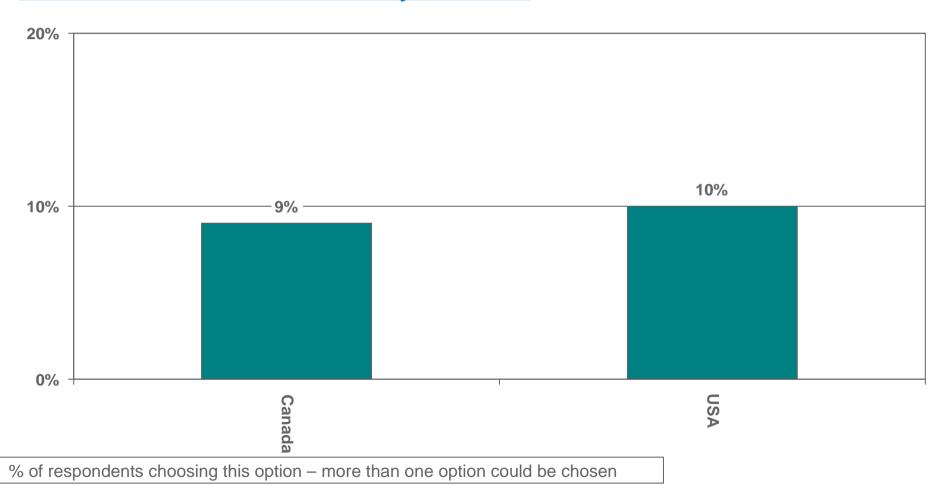
Q3. When choosing a non-prescription medicine, what factors are important to you? North America — I know it works quickly





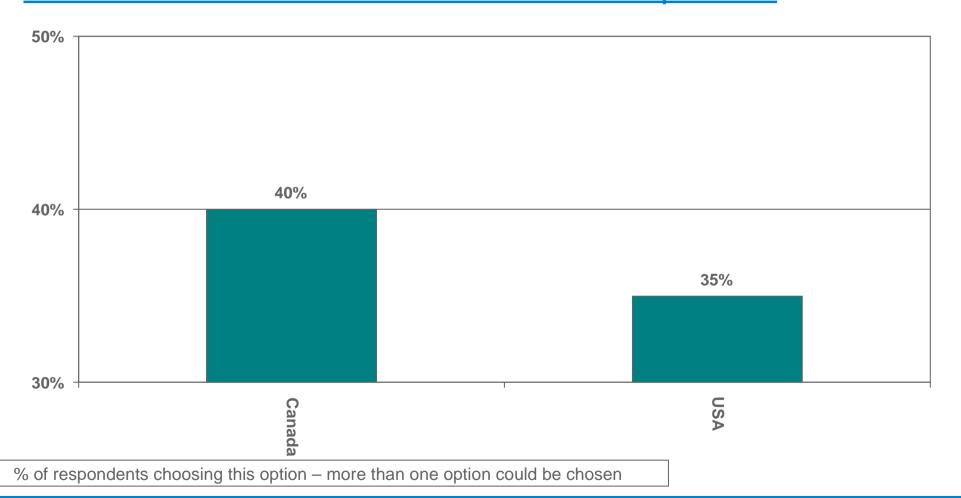


Q3. When choosing a non-prescription medicine, what factors are important to you? North America – It is easy to take





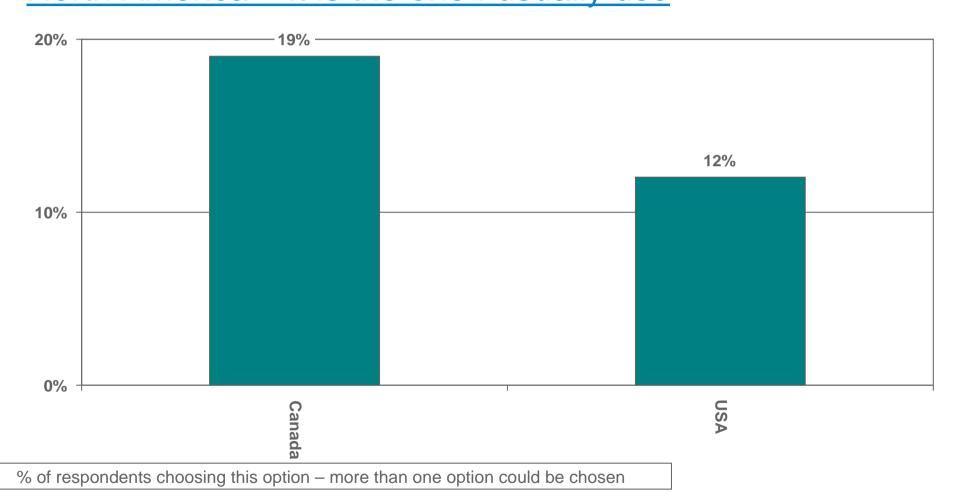
Q3. When choosing a non-prescription medicine, what factors are important to you? North America – I have confidence in the product







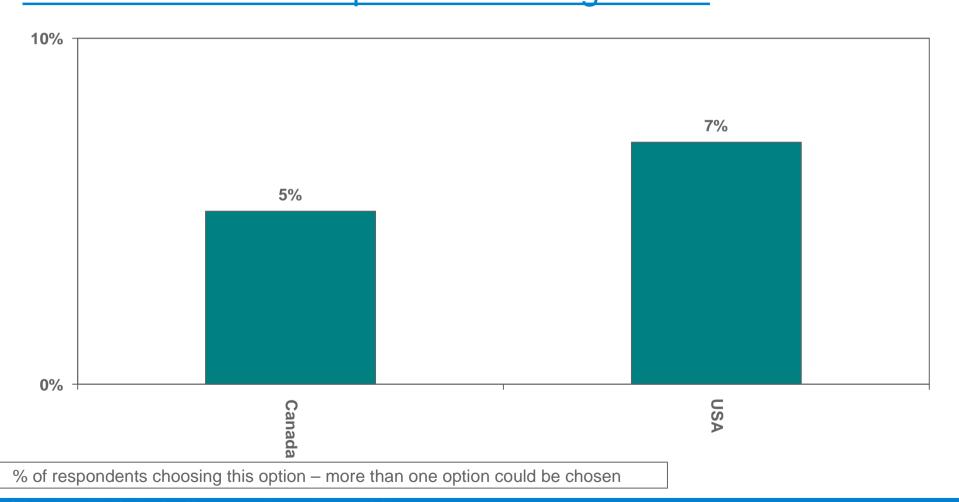
Q3. When choosing a non-prescription medicine, what factors are important to you? North America – It is the one I usually use







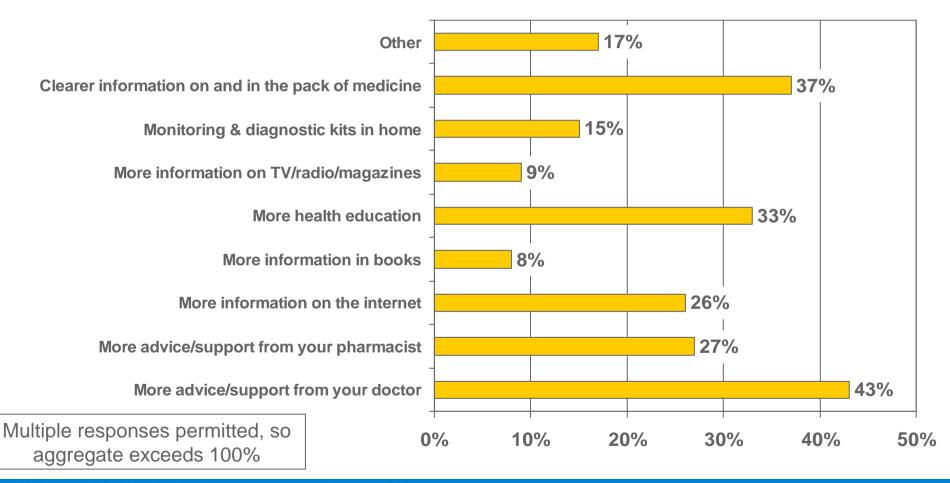
Q3. When choosing a non-prescription medicine, what factors are important to you? North America – The product is recognisable







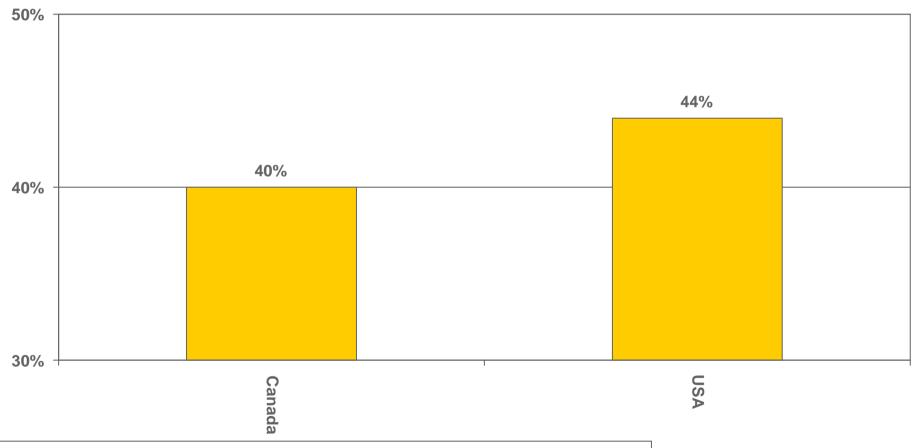
Q4. In the future which of the following would help you to take care of your health and minor ailments? North America Average







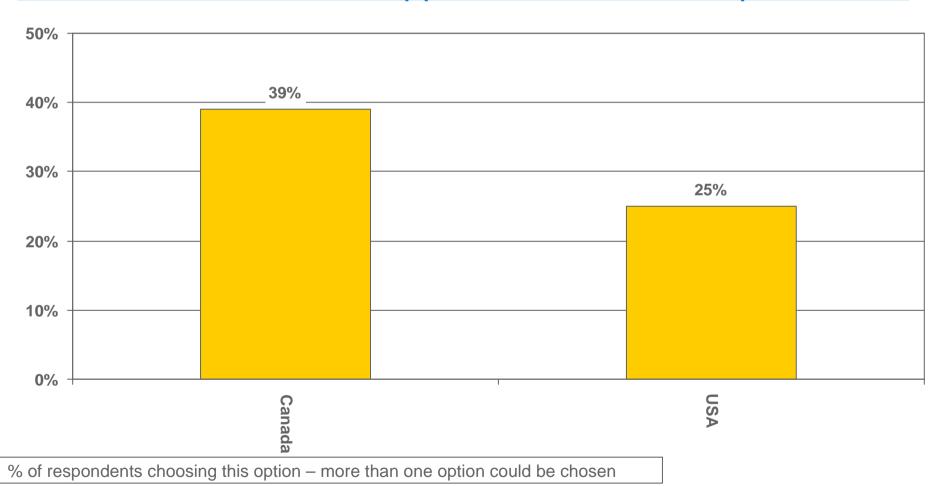
Q4. In the future which of the following would help you to take care of your health and minor ailments? North America – More support/advice from the doctor

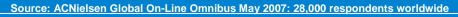


% of respondents choosing this option - more than one option could be chosen



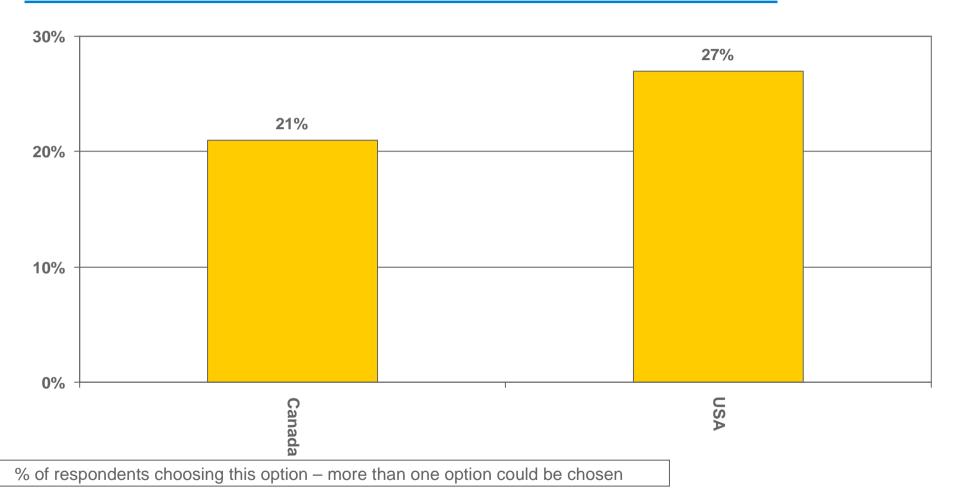
Q4. In the future which of the following would help you to take care of your health and minor ailments? North America – More support/advice from the pharmacist







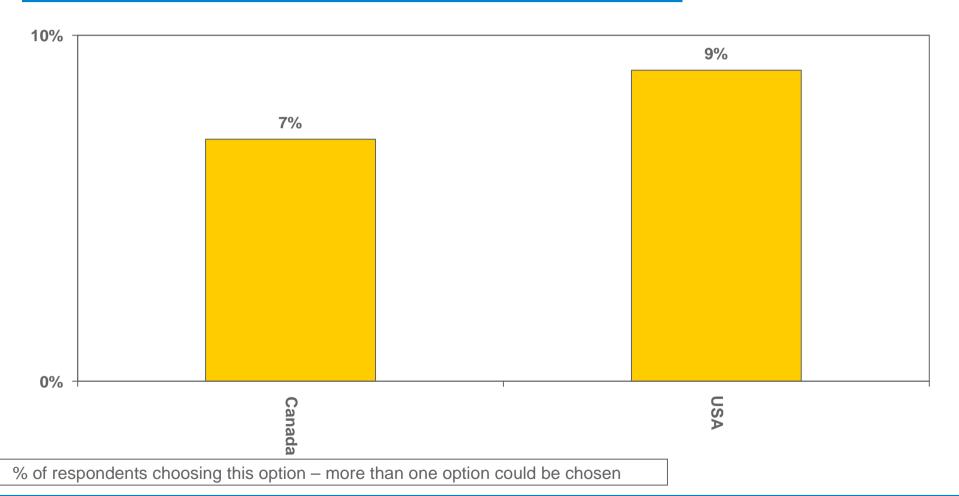
Q4. In the future which of the following would help you to take care of your health and minor ailments? North America – More information on the internet







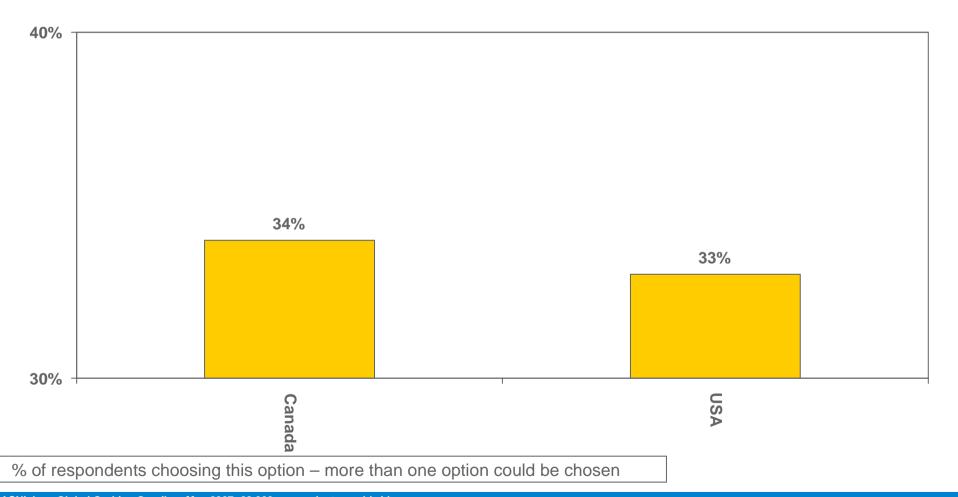
Q4. In the future which of the following would help you to take care of your health and minor ailments? North America – More information in books







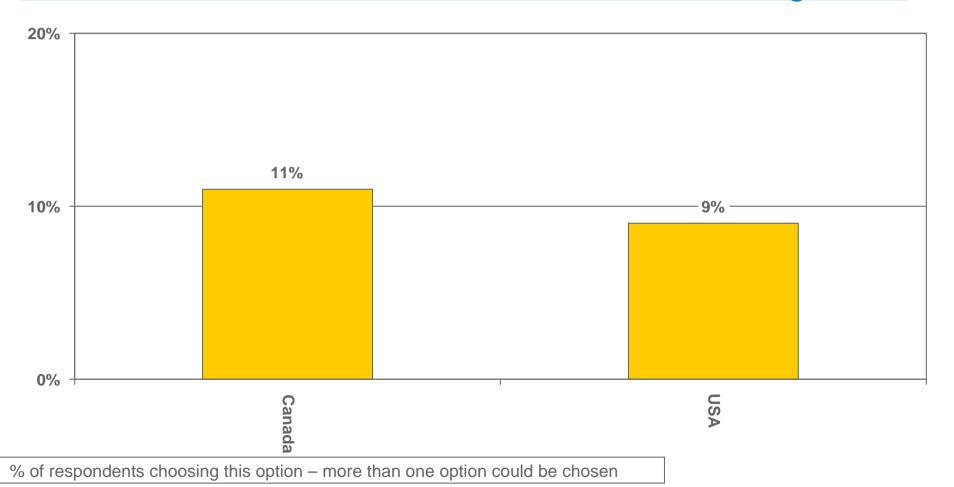
Q4. In the future which of the following would help you to take care of your health and minor ailments? North America – More health education







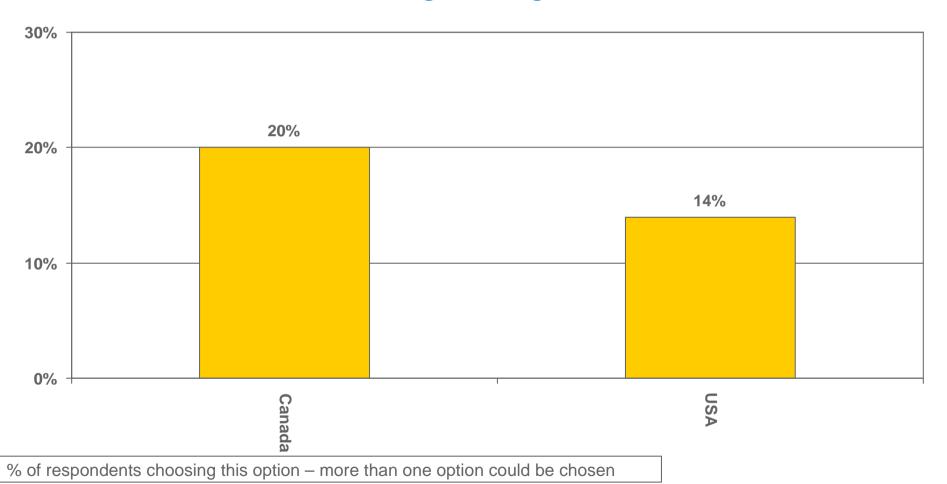
Q4. In the future which of the following would help you to take care of your health and minor ailments? North America – More information on TV/radio/magazines

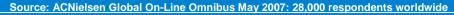






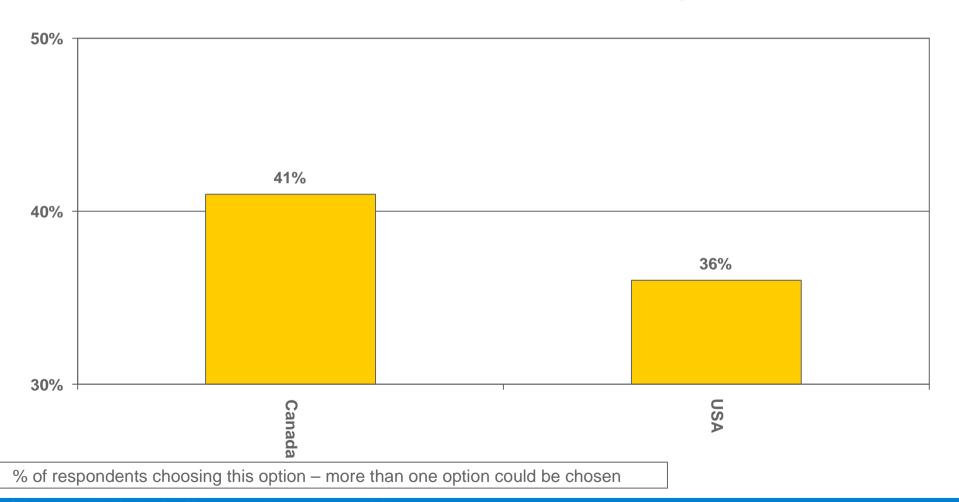
Q4. In the future which of the following would help you to take care of your health and minor ailments? North America – Monitoring & diagnostic kits in home







Q4. In the future which of the following would help you to take care of your health and minor ailments? North America – Clearer information on and in the pack of medicine

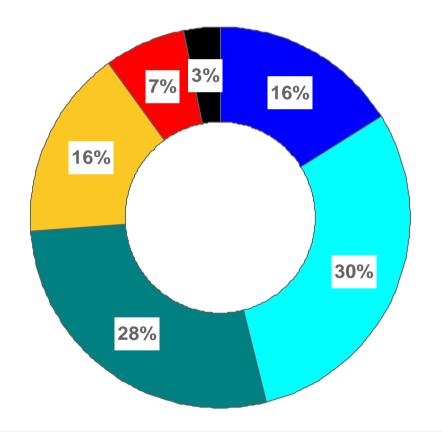


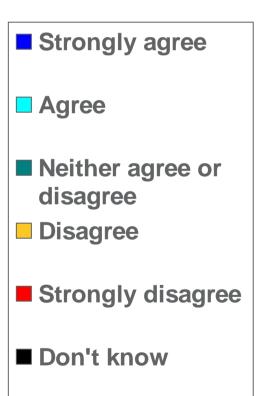




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

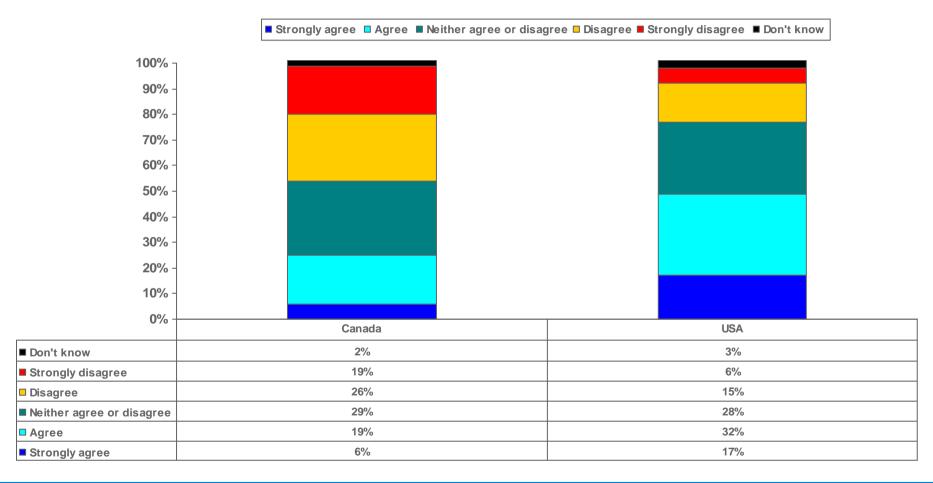
North America Average







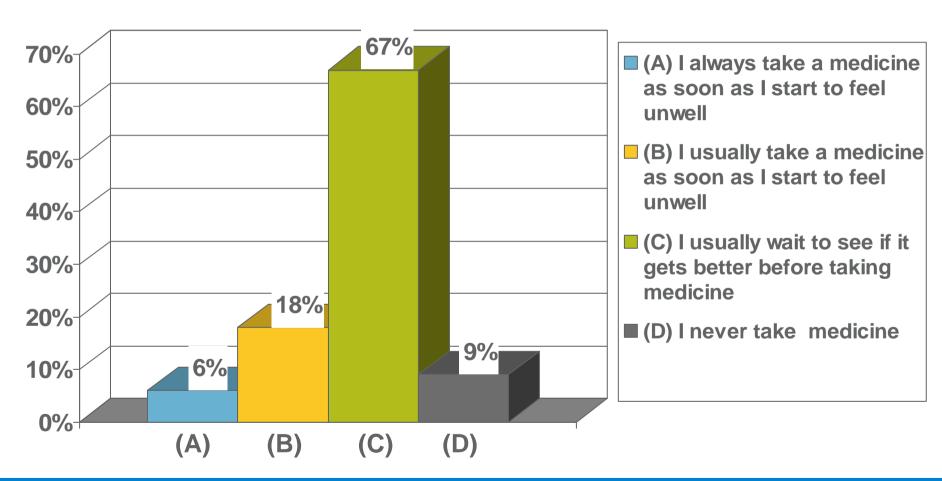
Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"? – North America





Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?



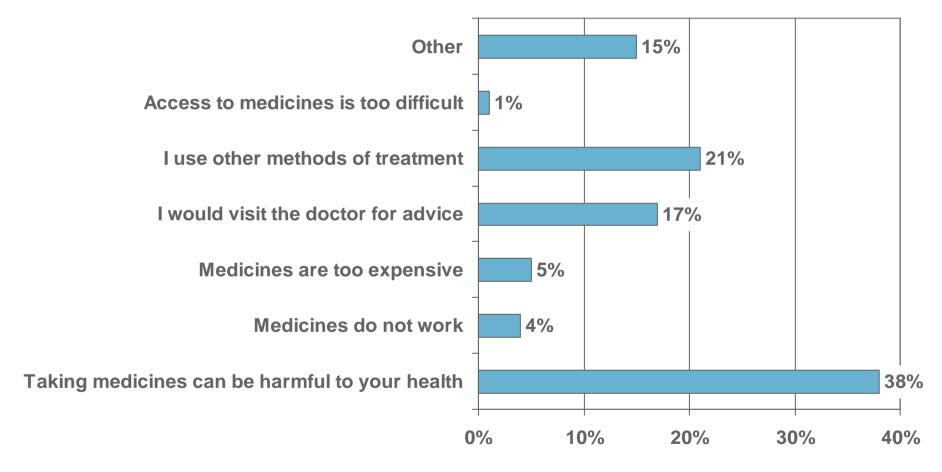






Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?



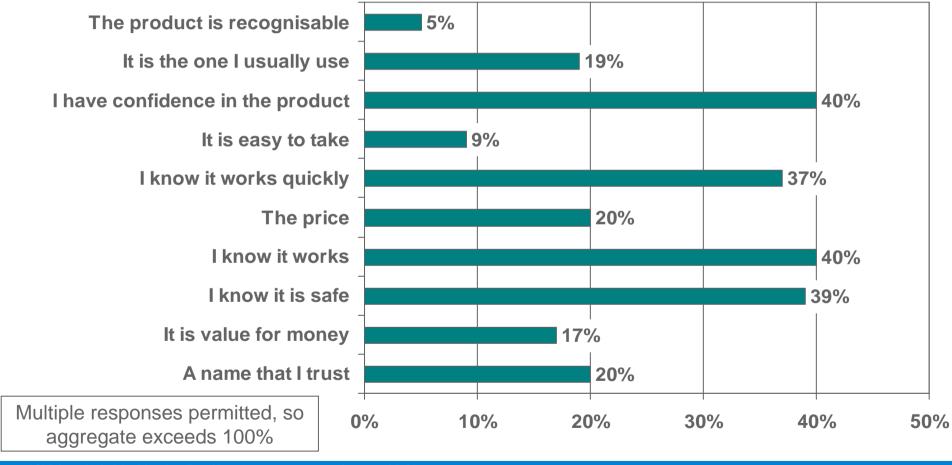


Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



Q3. When choosing a non-prescription medicine, what factors are important to you?

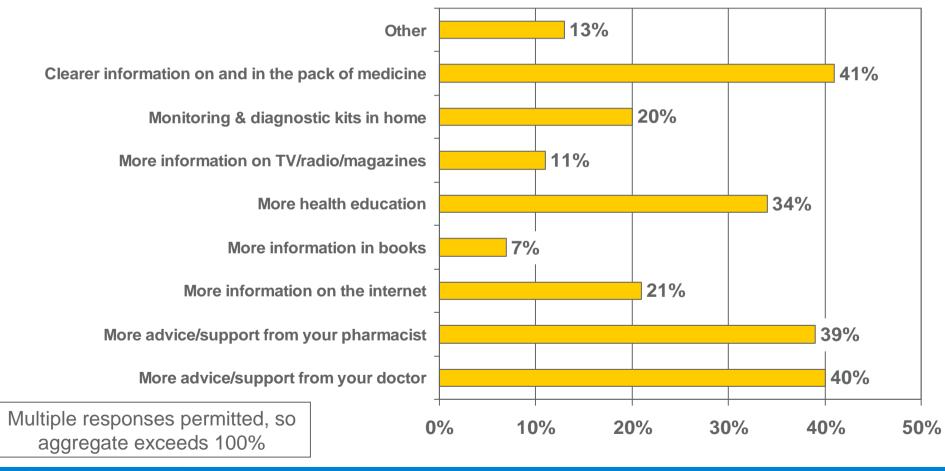






Q4. In the future which of the following would help you to take care of your health and minor ailments?

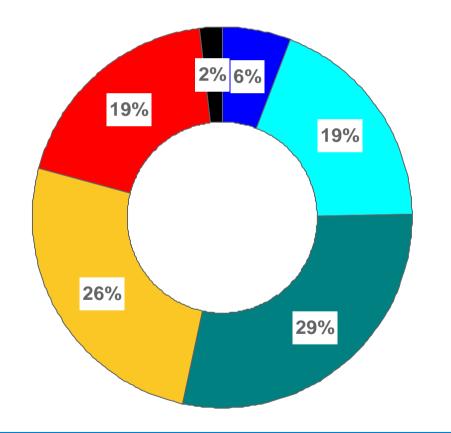


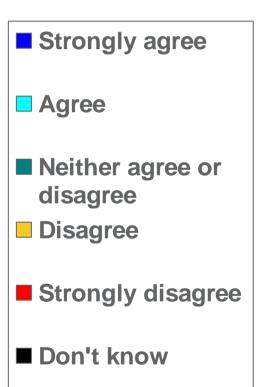




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?



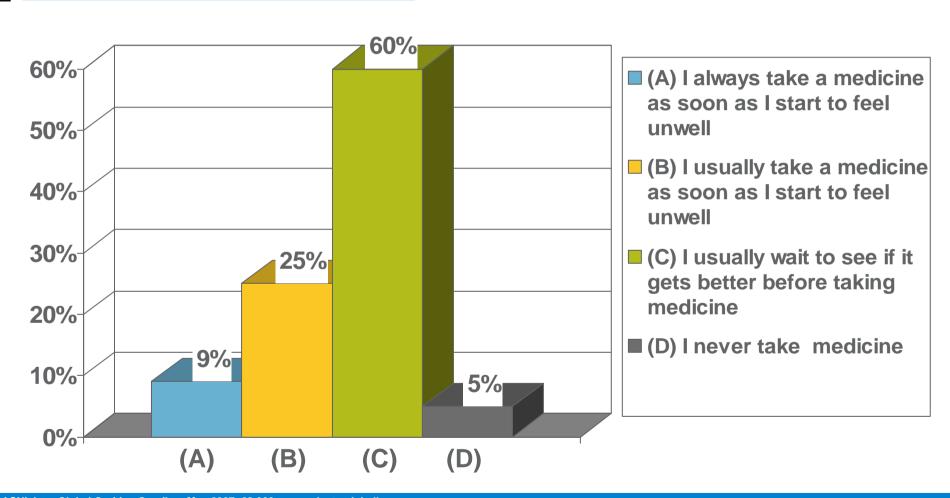








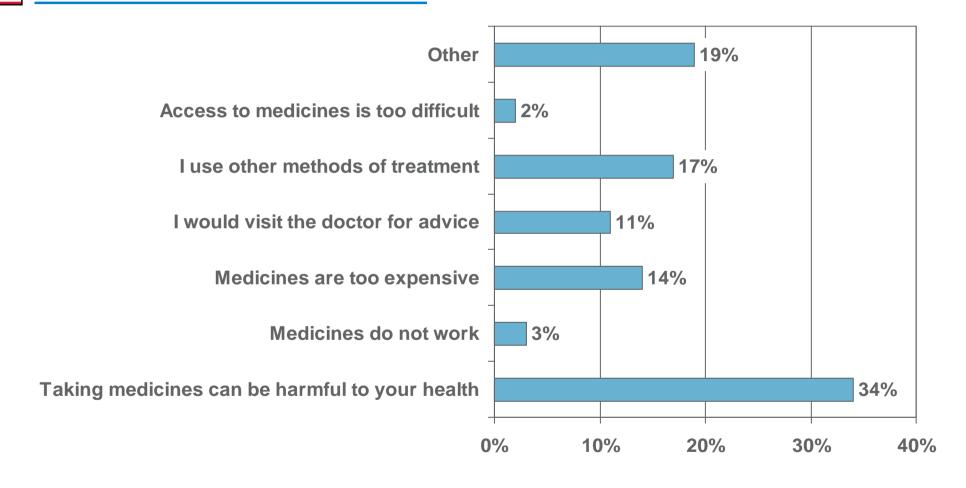
Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you? United States Of America







Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? United States Of America





Q3. When choosing a non-prescription medicine, what factors are important to you?

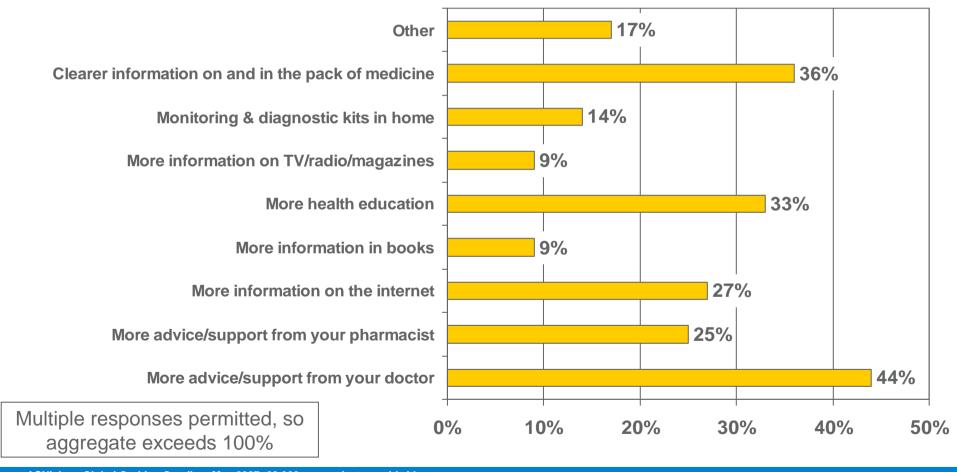






Q4. In the future which of the following would help you to take care of your health and minor ailments?



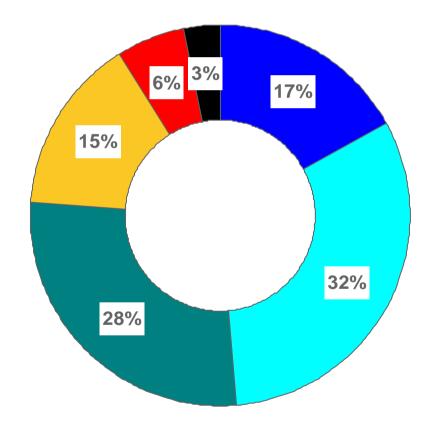




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?



United States Of America





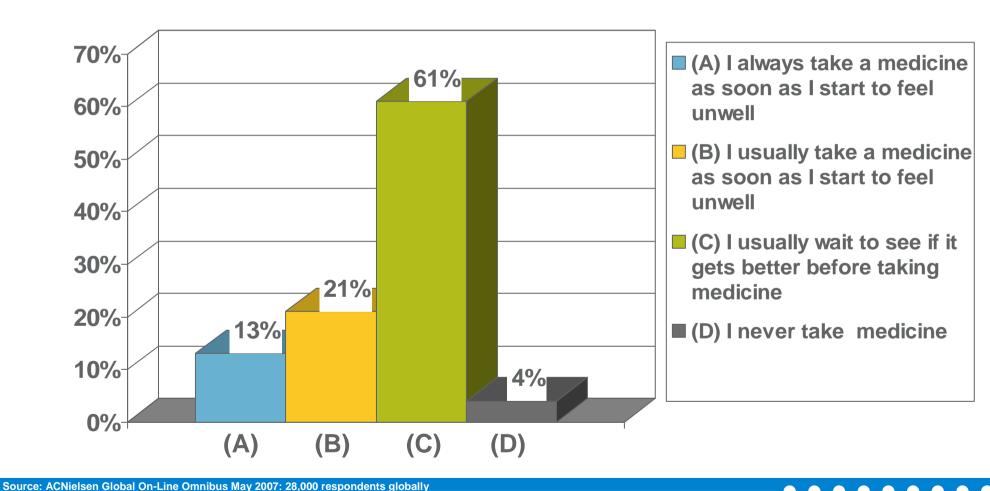
- Neither agree or disagree
- Disagree
- Strongly disagree
- Don't know







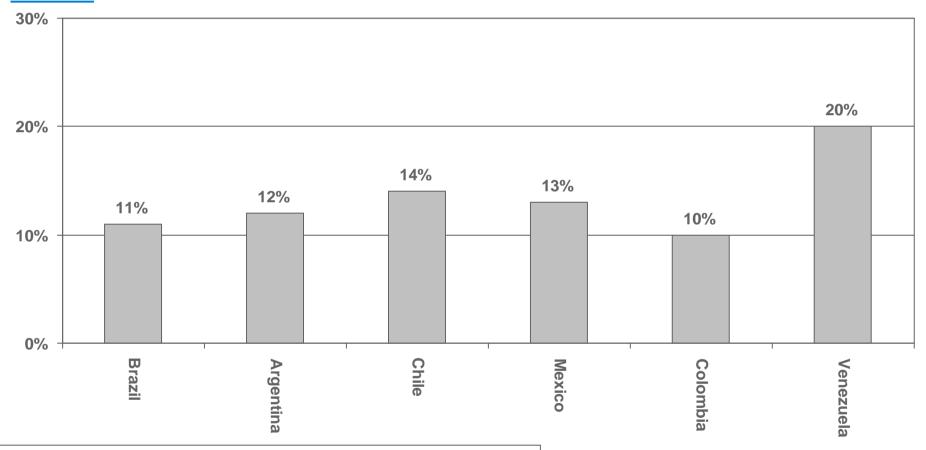
Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you? 6 Country Latin America Average







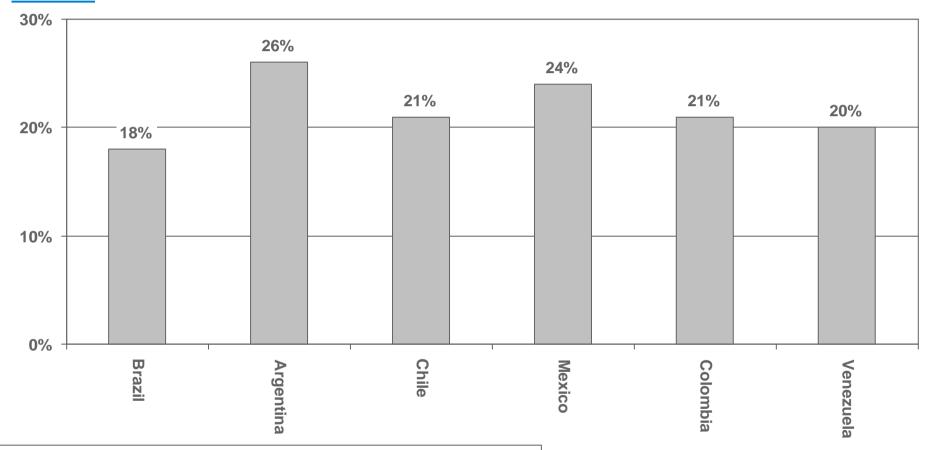
Latin America - (A) I always take a medicine as soon as I start to feel unwell



% of respondents choosing this option – only one option permitted



Latin America - (B) I usually take a medicine as soon as I start to feel unwell

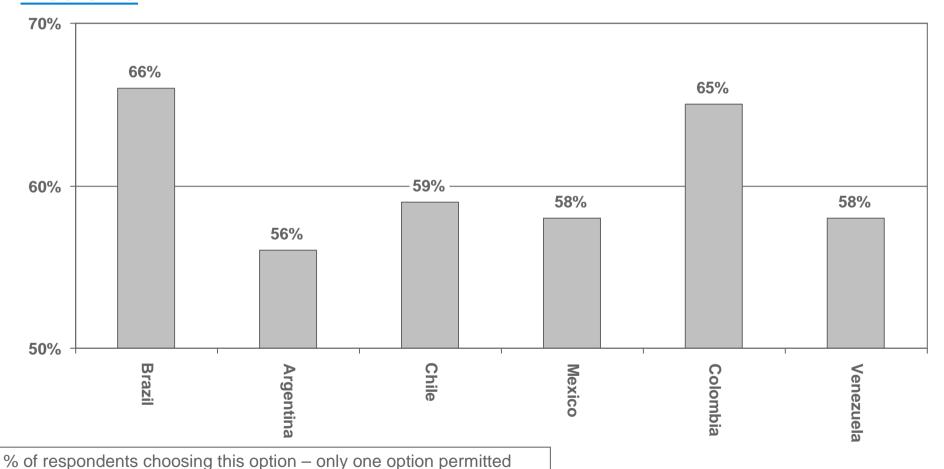


% of respondents choosing this option – only one option permitted





Latin America - (C) I usually wait and see if it gets better before taking medicine





Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you? <u>Latin America - (D) I never take medicines</u>

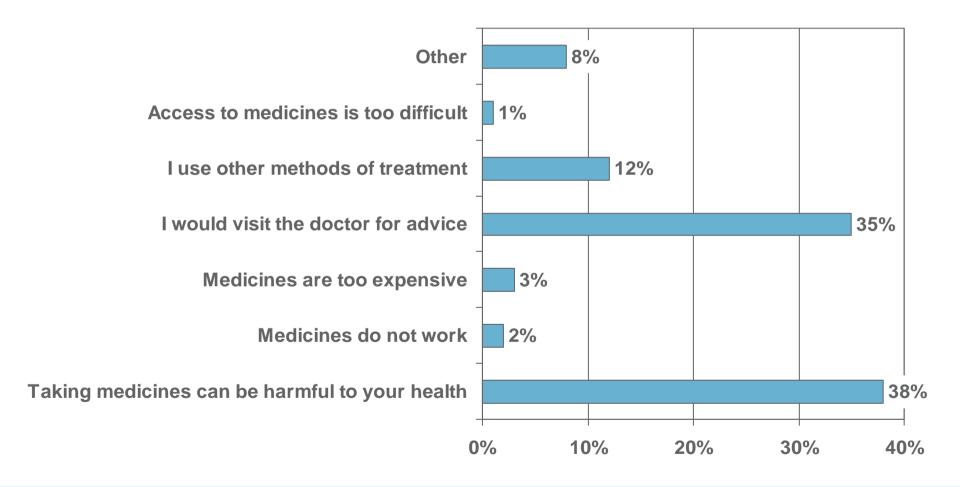
10% 6% 6% 5% 5% 4% 3% 0% Venezuela **Argentina** Mexico Colombia



% of respondents choosing this option – only one option permitted



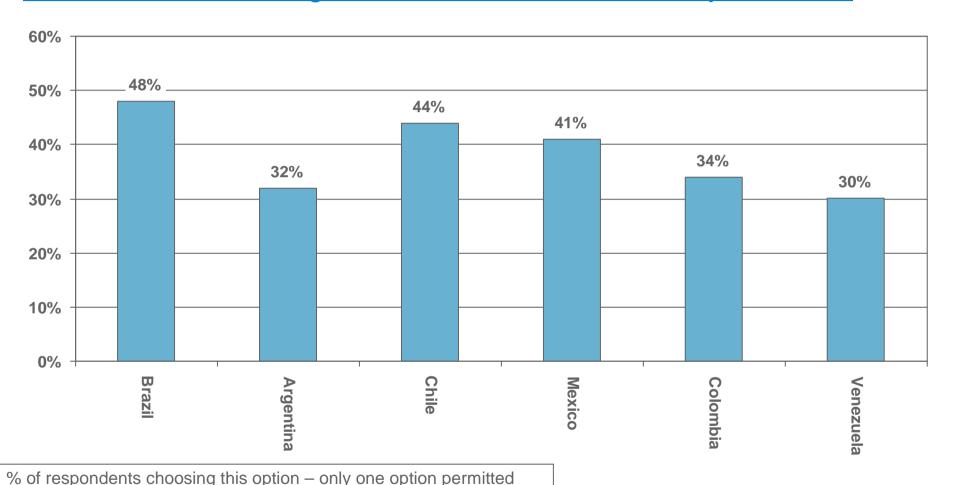
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? 6 Country Latin America Average







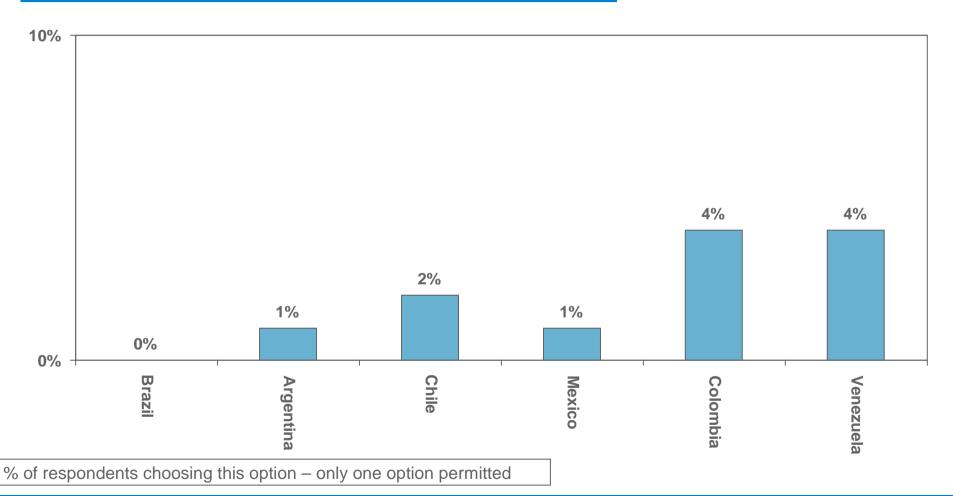
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Latin America – Taking medicines can be harmful to your health



Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



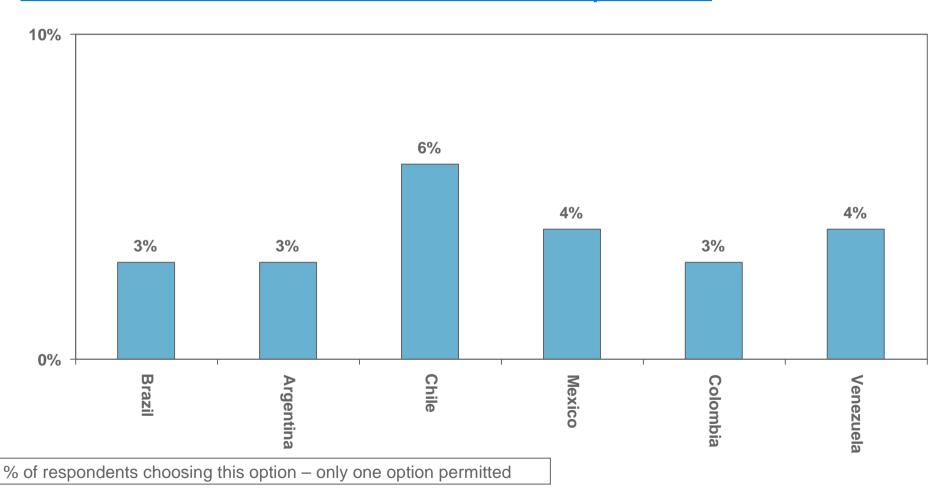
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Latin America – Medicines do not work







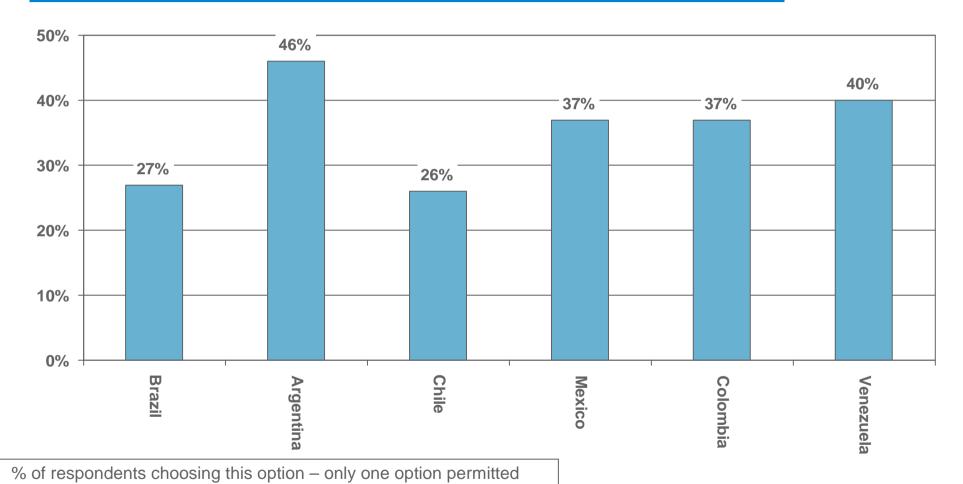
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Latin America – Medicines are too expensive







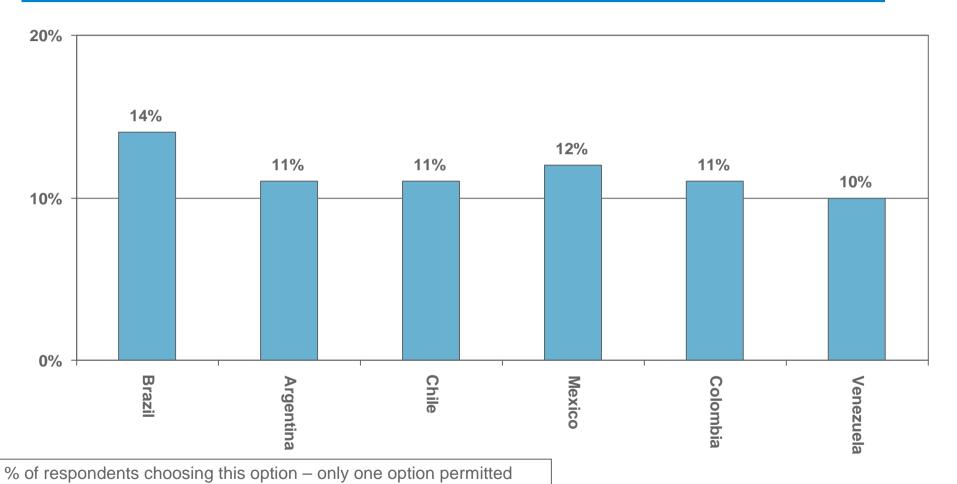
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Latin America – I would visit the doctor for advice







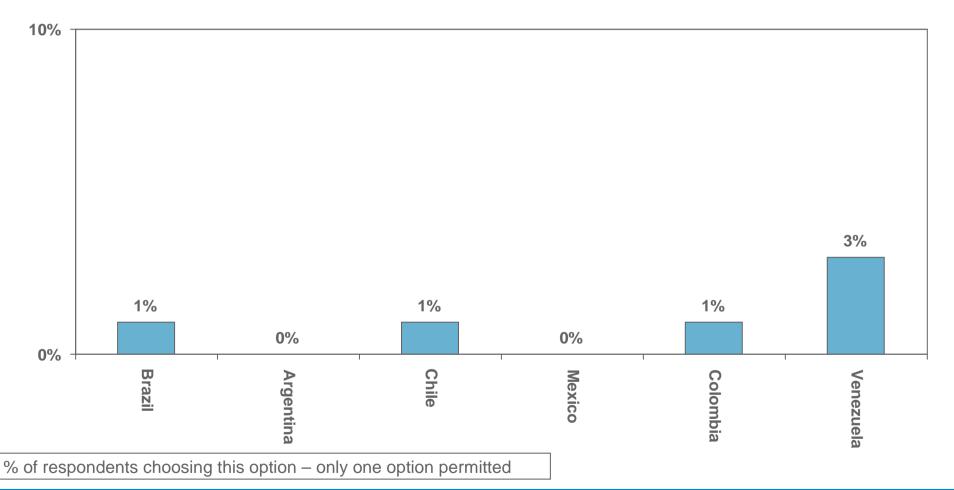
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? North America – I would use other methods of treatment







Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Latin America – Access to medicines is too difficult

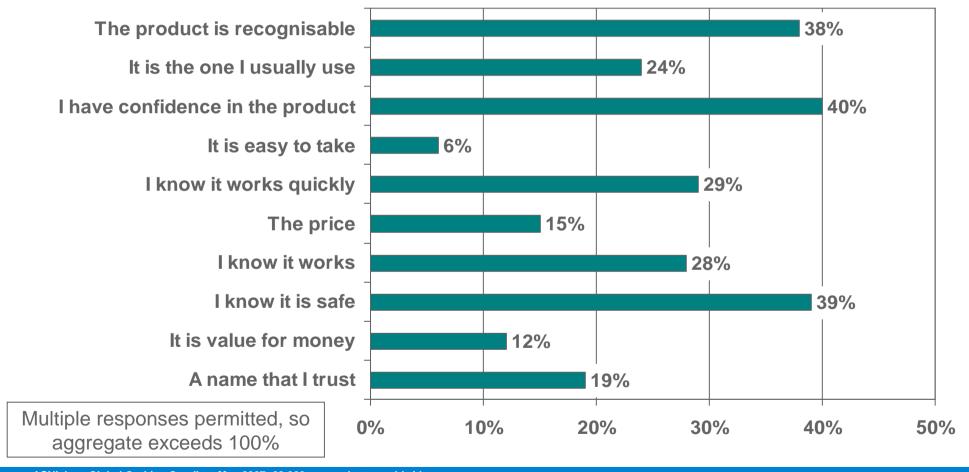


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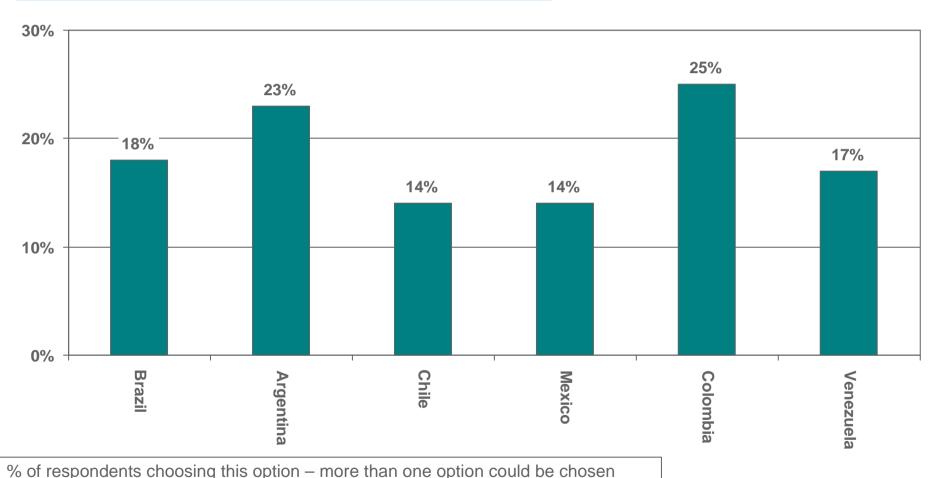
Q3. When choosing a non-prescription medicine, what factors are important to you?

6 Country Latin America Average



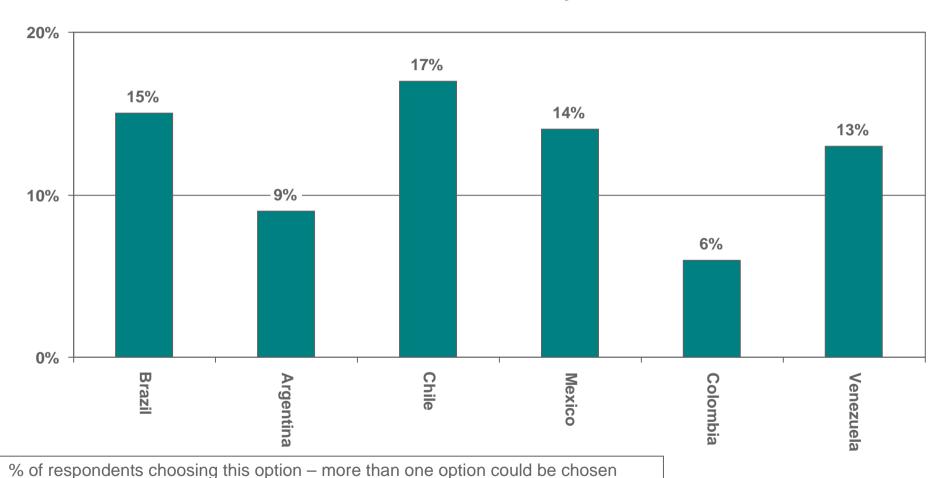


Q3. When choosing a non-prescription medicine, what factors are important to you? <u>Latin America – A name that I trust</u>





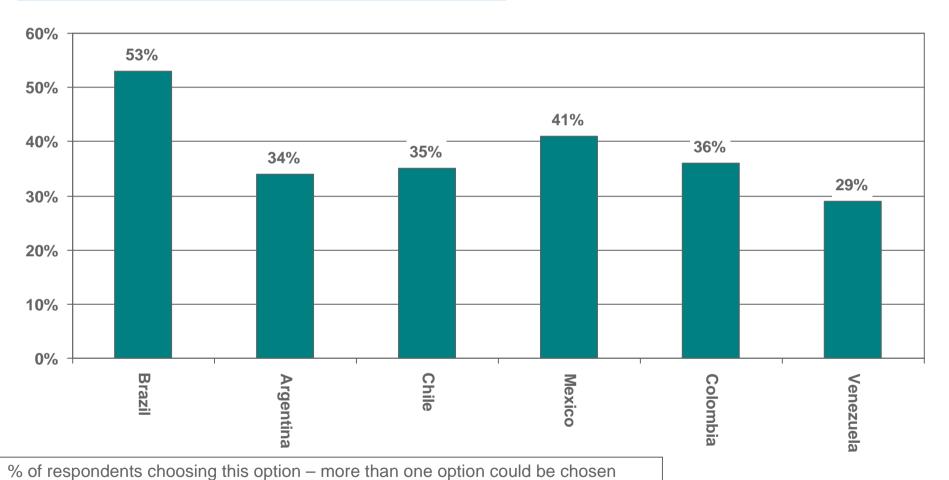
Q3. When choosing a non-prescription medicine, what factors are important to you? <u>Latin America – It is value for money</u>

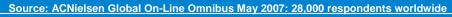






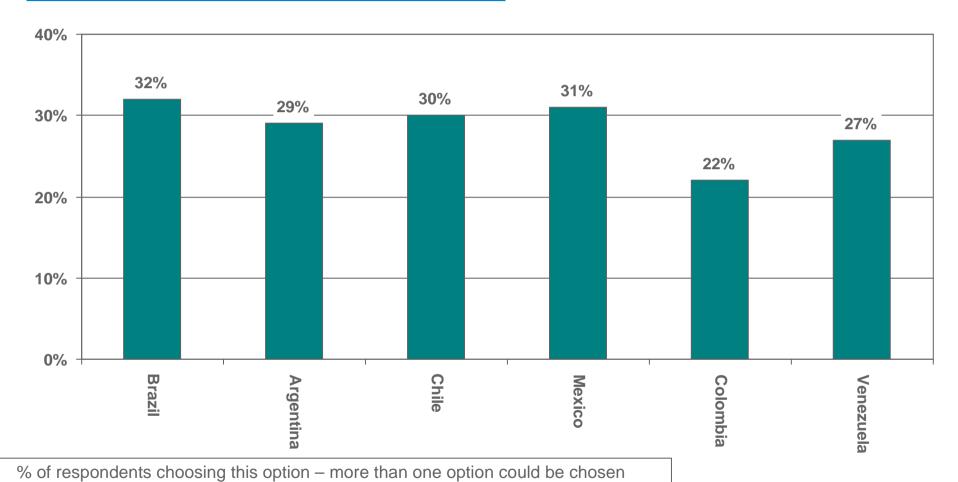
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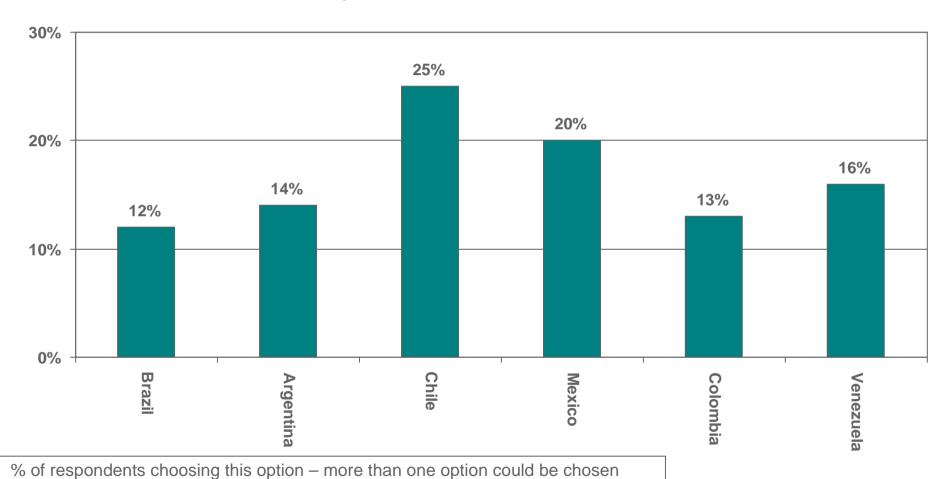
Q3. When choosing a non-prescription medicine, what factors are important to you? <u>Latin America – I know it works</u>







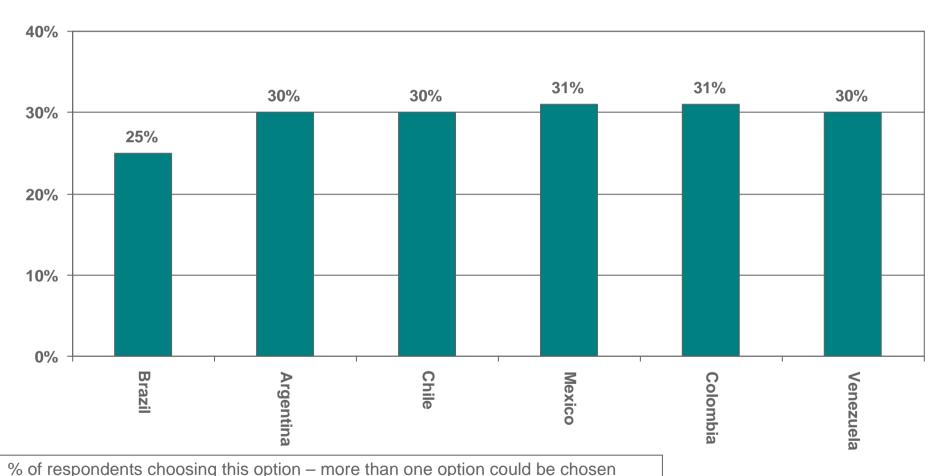
Q3. When choosing a non-prescription medicine, what factors are important to you? <u>Latin America – The price</u>







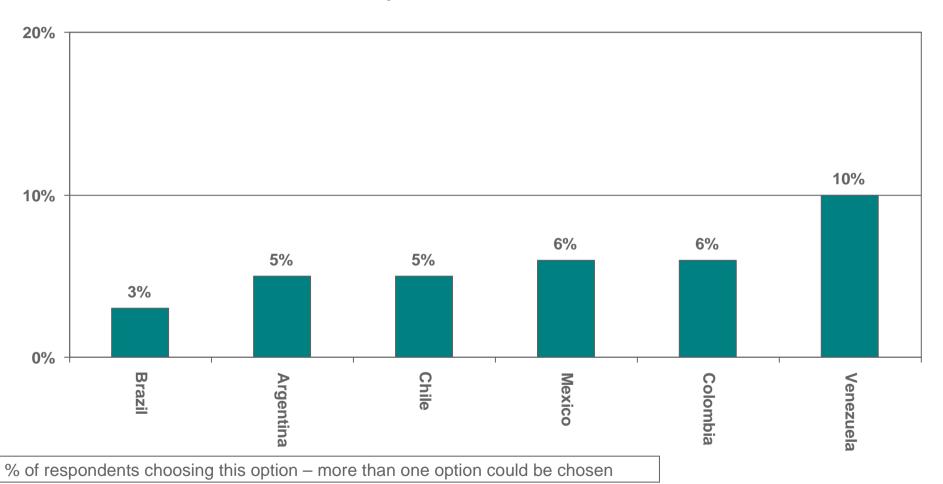
Q3. When choosing a non-prescription medicine, what factors are important to you? <u>Latin America – I know it works quickly</u>







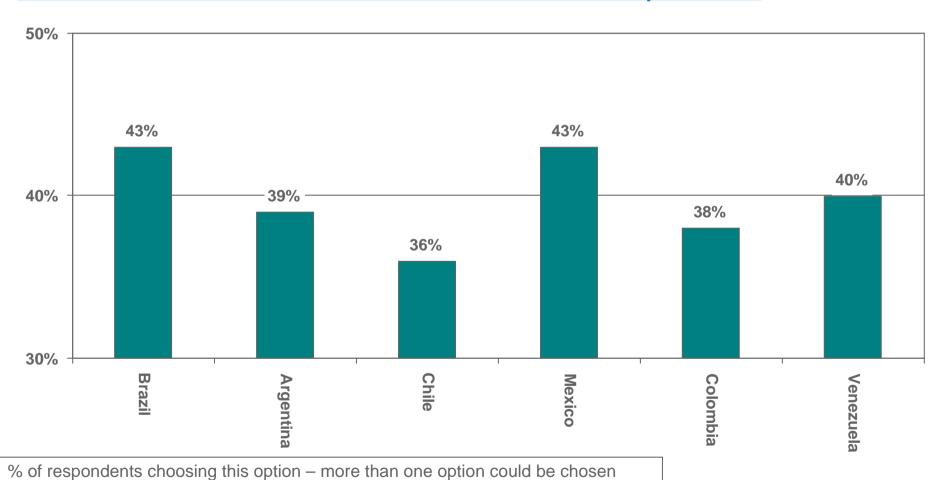
Q3. When choosing a non-prescription medicine, what factors are important to you? <u>Latin America – It is easy to take</u>





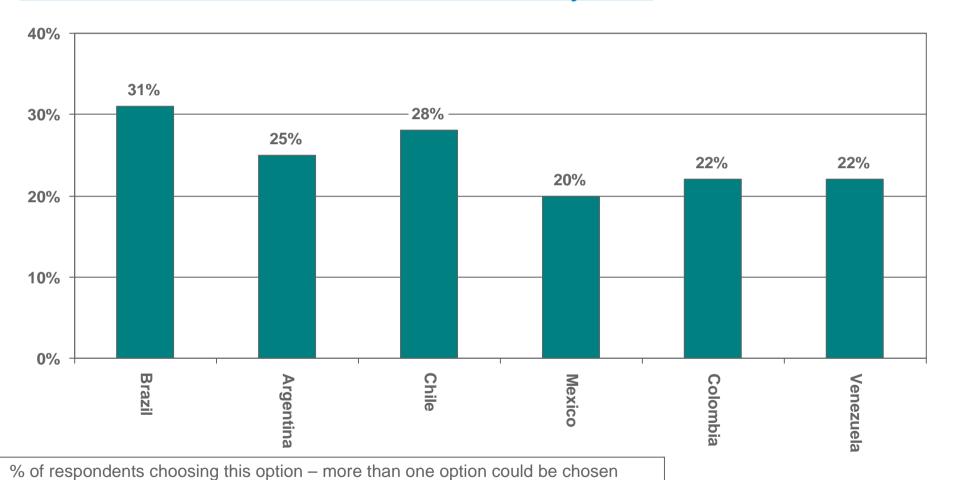


Q3. When choosing a non-prescription medicine, what factors are important to you? <u>Latin America – I have confidence in the product</u>





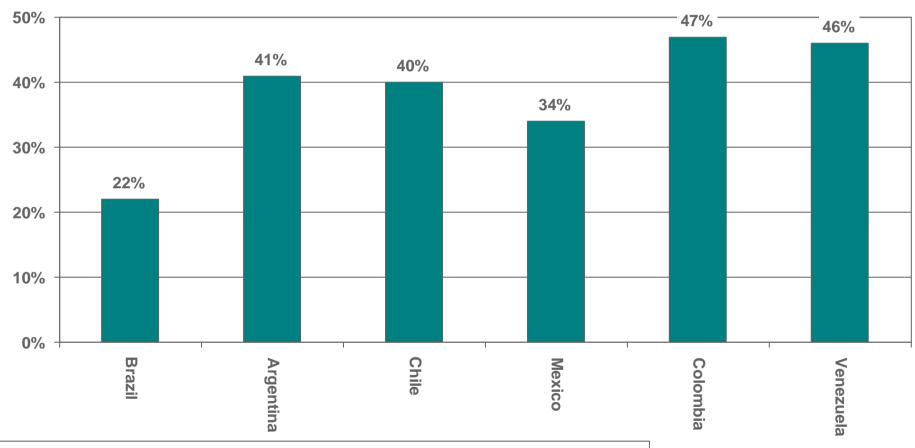
Q3. When choosing a non-prescription medicine, what factors are important to you? <u>Latin America – It is the one I usually use</u>







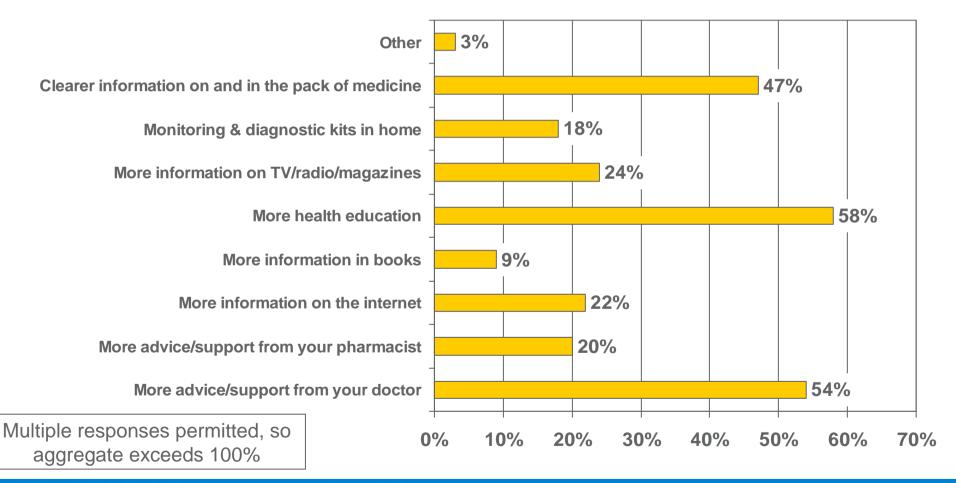
Q3. When choosing a non-prescription medicine, what factors are important to you? <u>Latin America – The product is recognisable</u>



% of respondents choosing this option – more than one option could be chosen



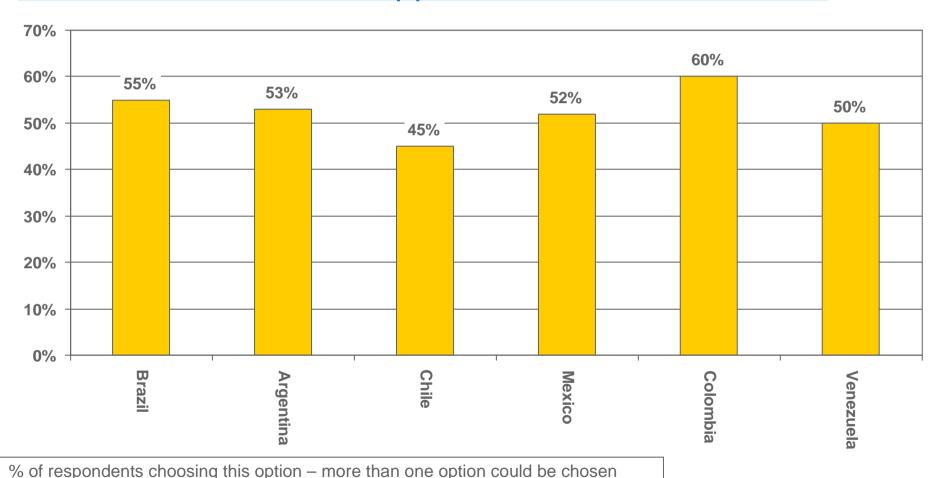
Q4. In the future which of the following would help you to take care of your health and minor ailments? 6 Country Latin America Average





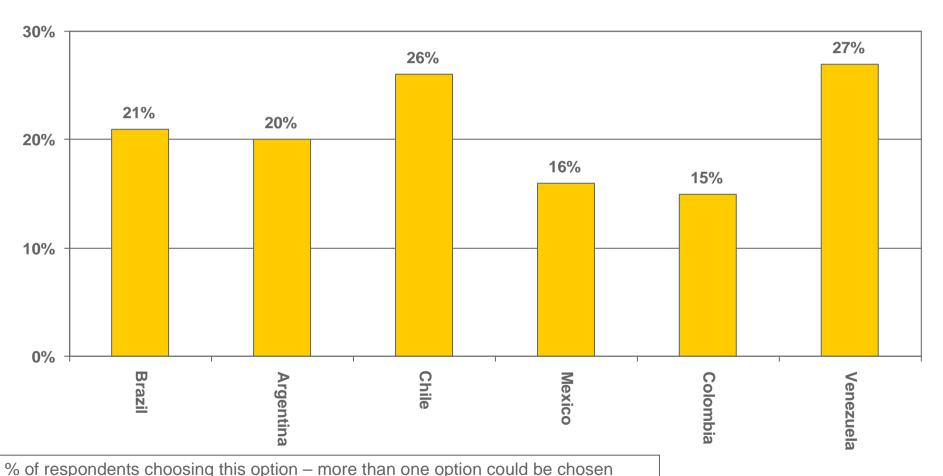


Q4. In the future which of the following would help you to take care of your health and minor ailments? <u>Latin America – More support/advice from the doctor</u>





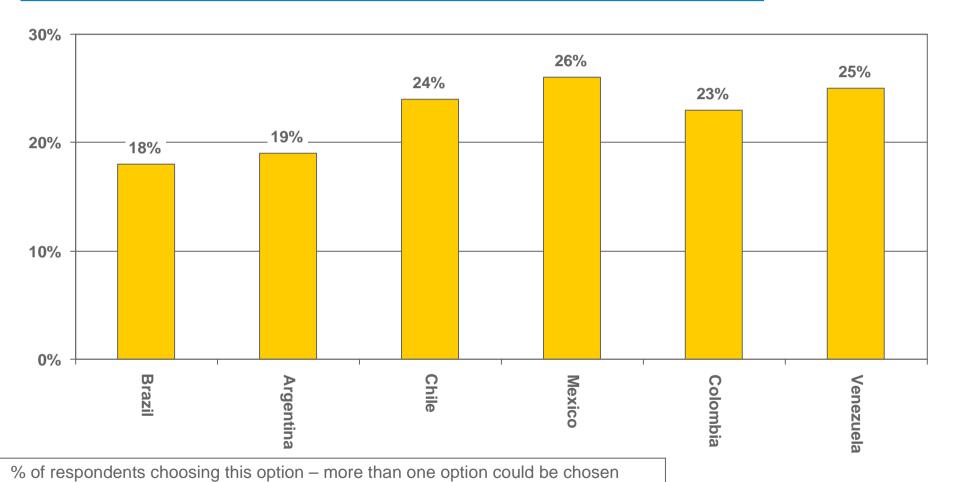
Q4. In the future which of the following would help you to take care of your health and minor ailments? <u>Latin America – More support/advice from the pharmacist</u>







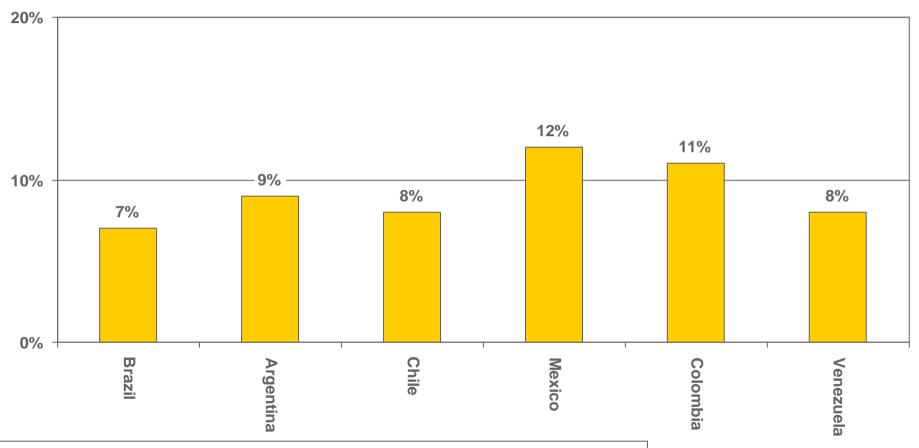
Q4. In the future which of the following would help you to take care of your health and minor ailments? <u>Latin America – More information on the internet</u>







Q4. In the future which of the following would help you to take care of your health and minor ailments? Latin America – More information in books

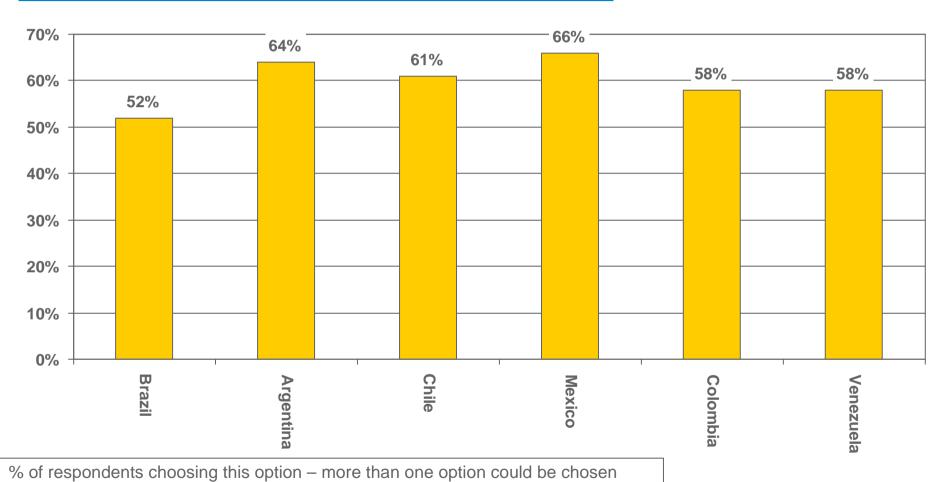


% of respondents choosing this option - more than one option could be chosen



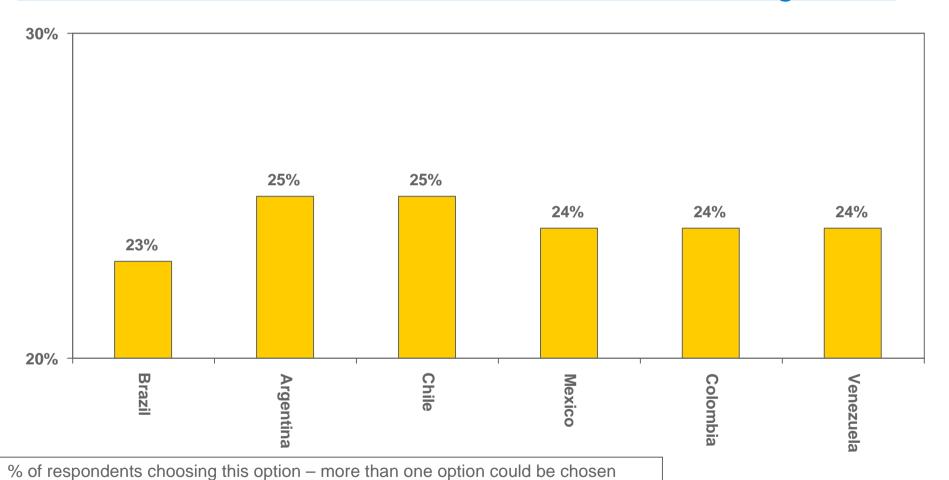


Q4. In the future which of the following would help you to take care of your health and minor ailments? <u>Latin America – More health education</u>



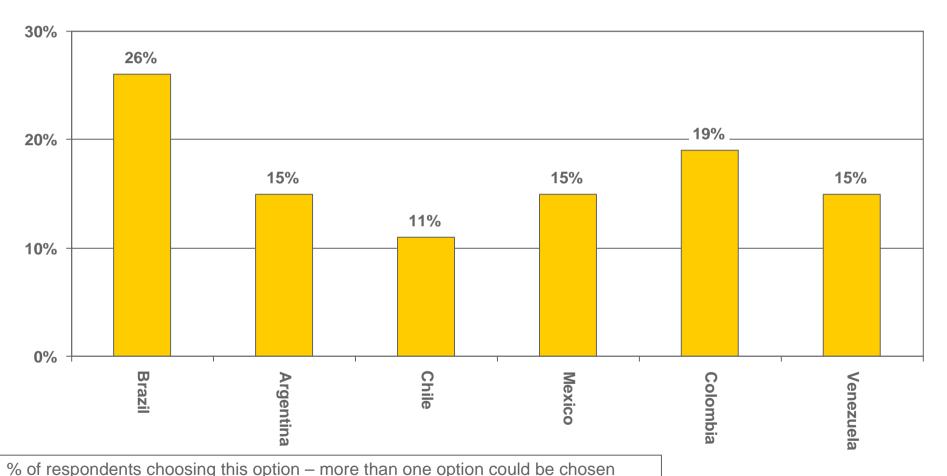


Q4. In the future which of the following would help you to take care of your health and minor ailments? <u>Latin America – More information on TV/radio/magazines</u>



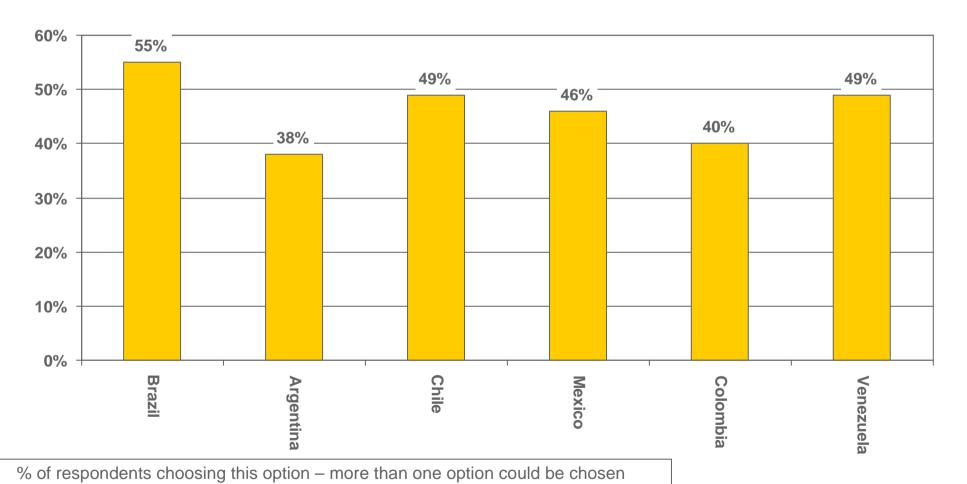


Q4. In the future which of the following would help you to take care of your health and minor ailments? <u>Latin America – Monitoring & diagnostic kits in home</u>





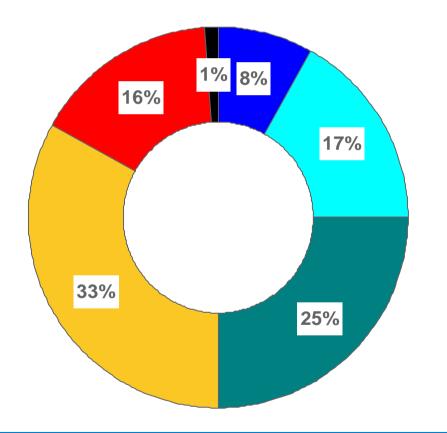
Q4. In the future which of the following would help you to take care of your health and minor ailments? Latin America – Clearer information on and in the pack of medicine

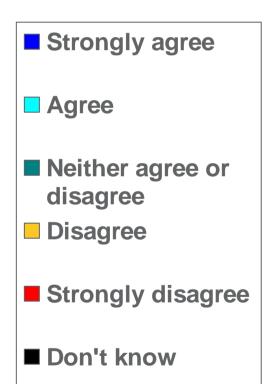




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

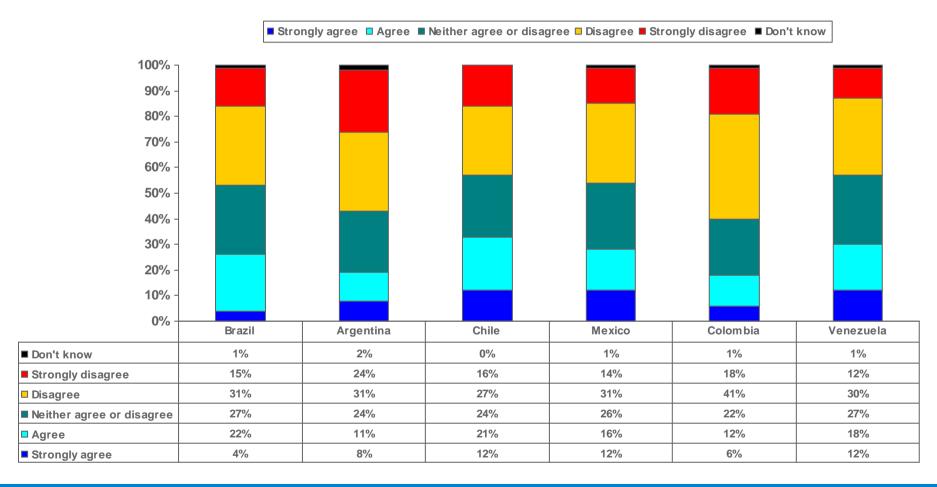
6 Country Latin America Average





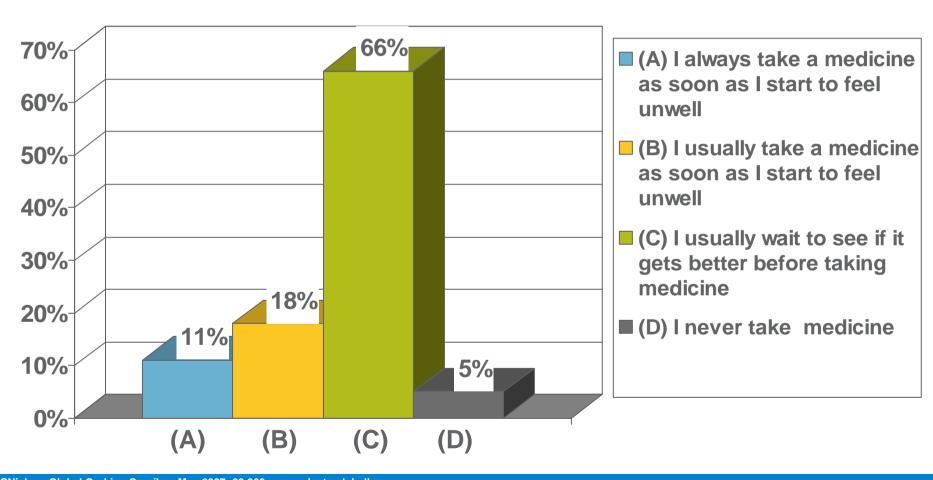


Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"? – Latin America







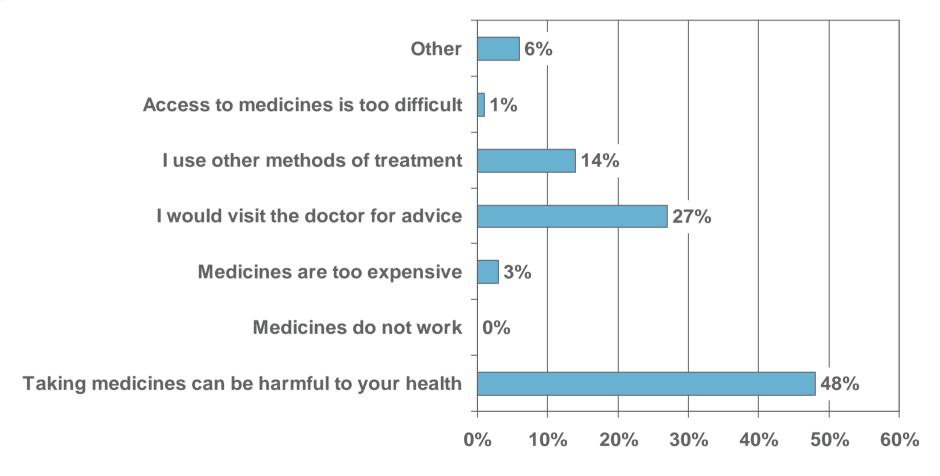






Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?



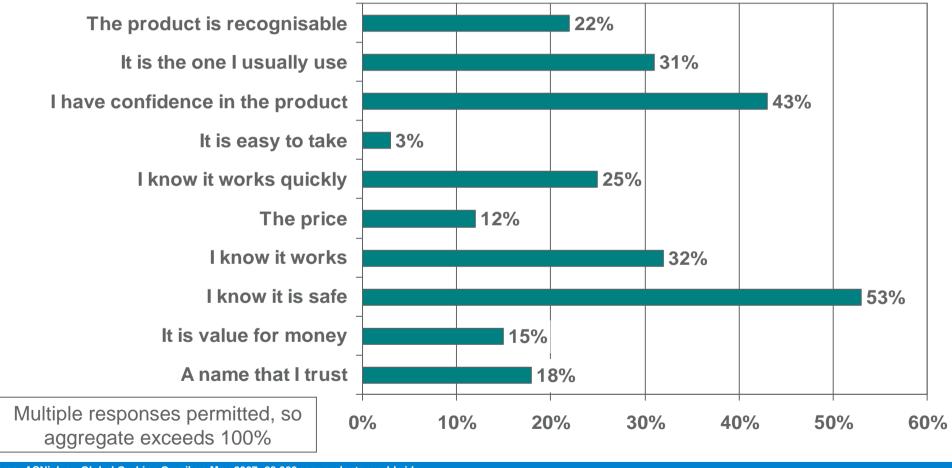


Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



Q3. When choosing a non-prescription medicine, what factors are important to you?

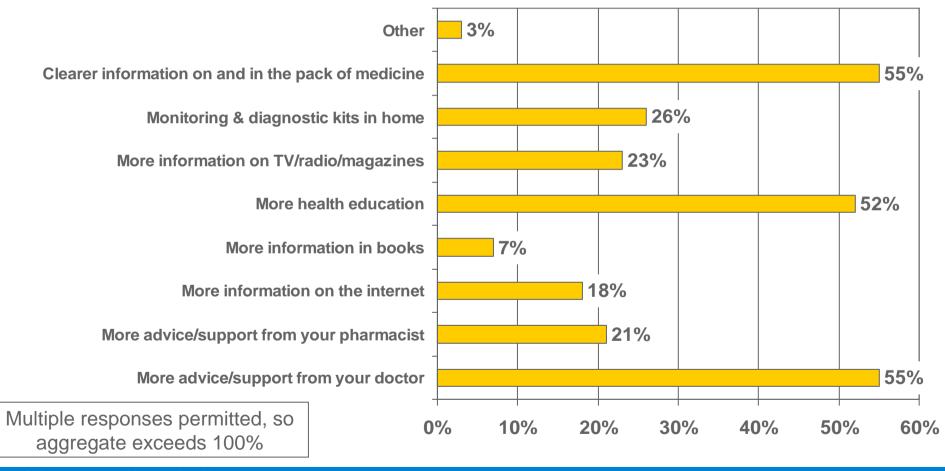






Q4. In the future which of the following would help you to take care of your health and minor ailments?

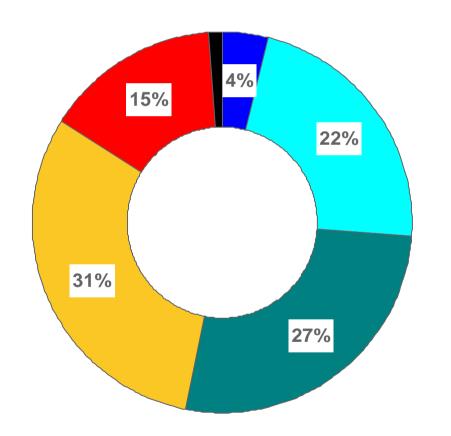


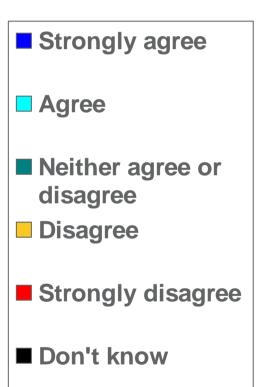




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?



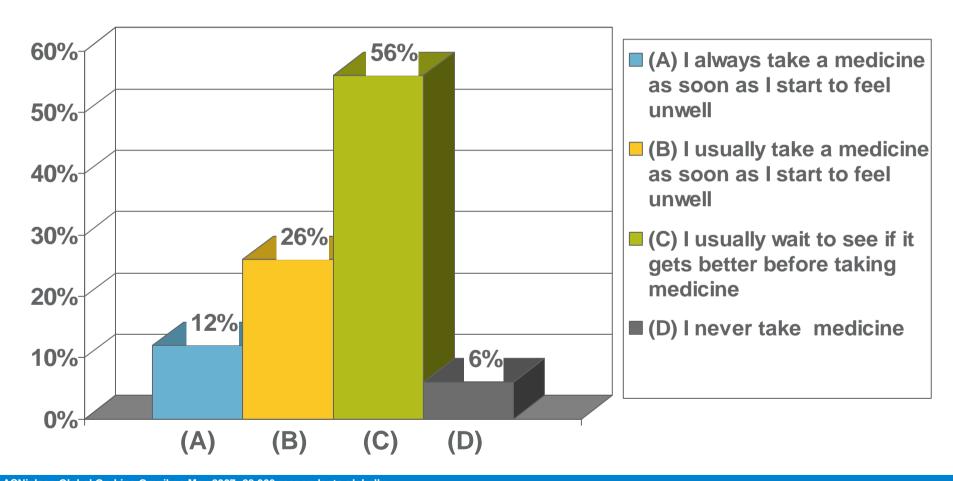








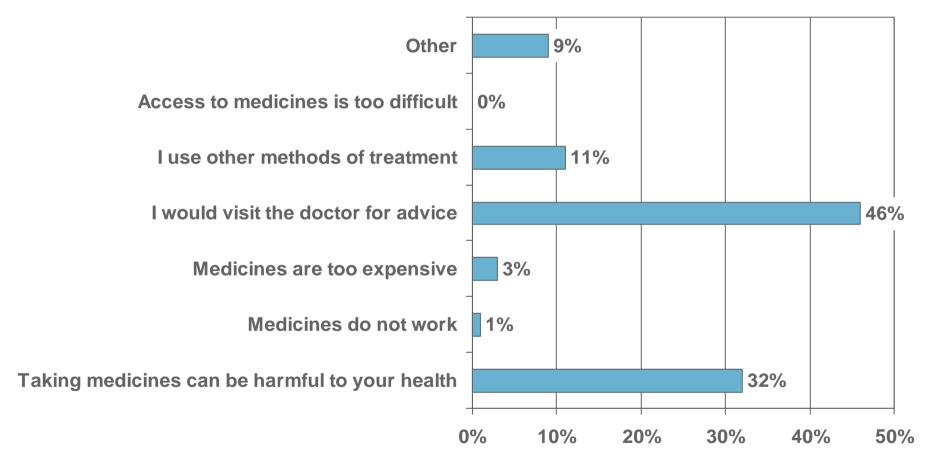
Argentina





Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?

Argentina



Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



Q3. When choosing a non-prescription medicine, what factors are important to you?



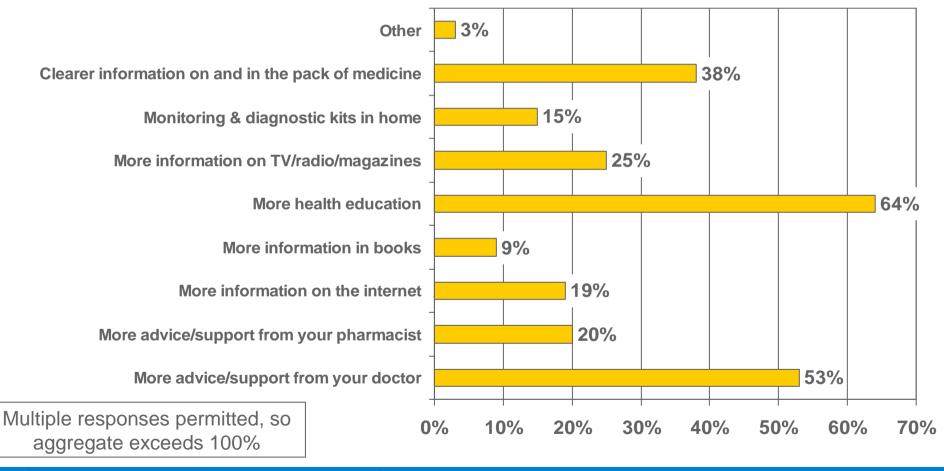
Argentina





Q4. In the future which of the following would help you to take care of your health and minor ailments?



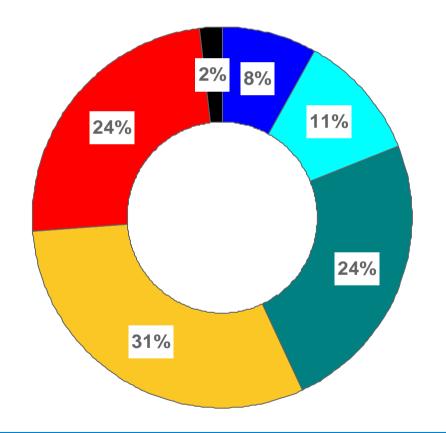


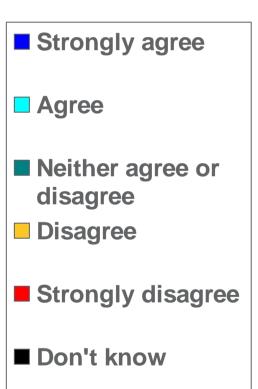


Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

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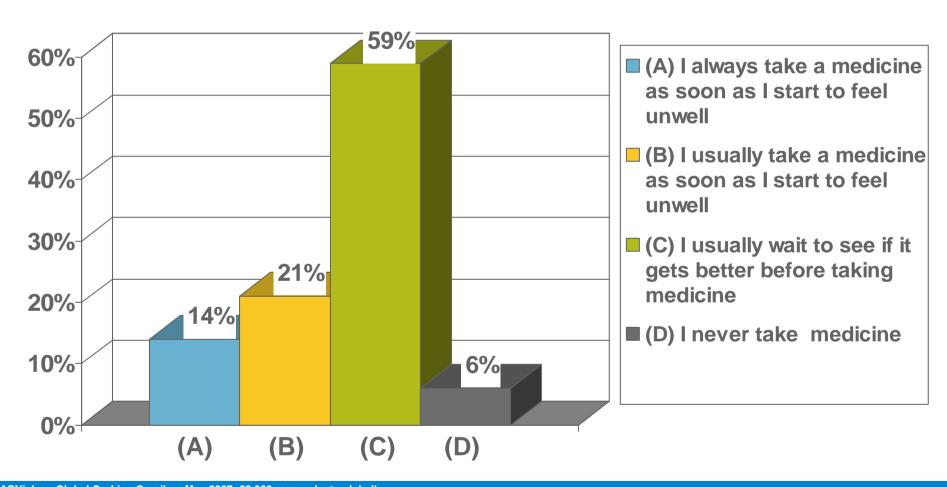
Argentina







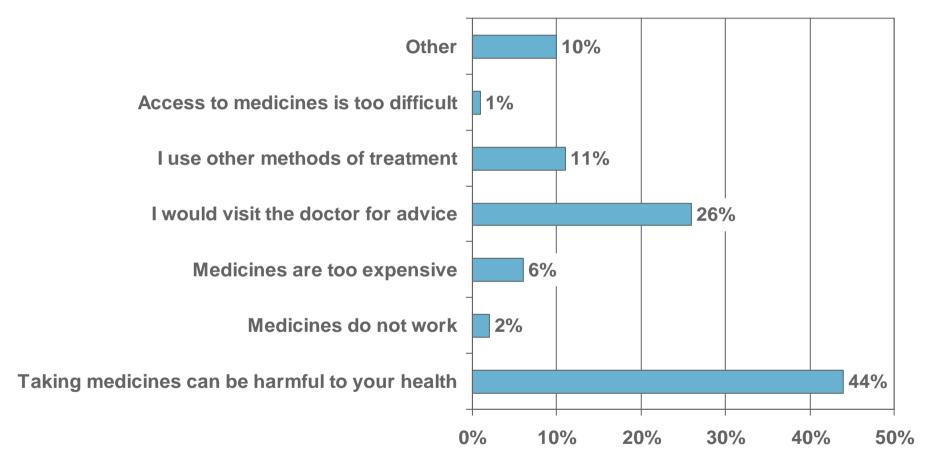






Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?





Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



Q3. When choosing a non-prescription medicine, what factors are important to you?

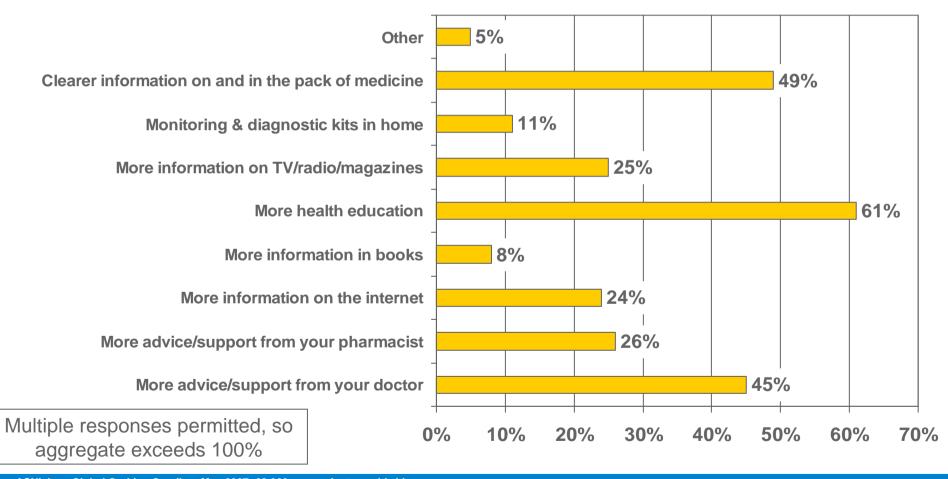






Q4. In the future which of the following would help you to take care of your health and minor ailments?

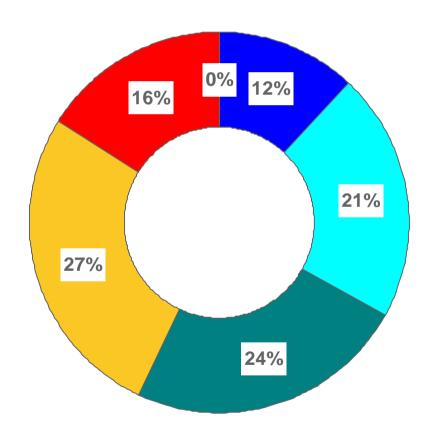


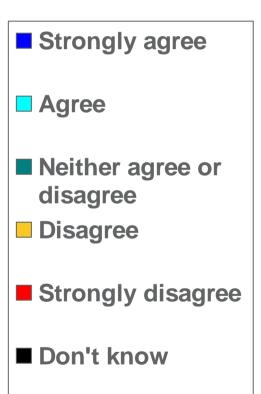




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

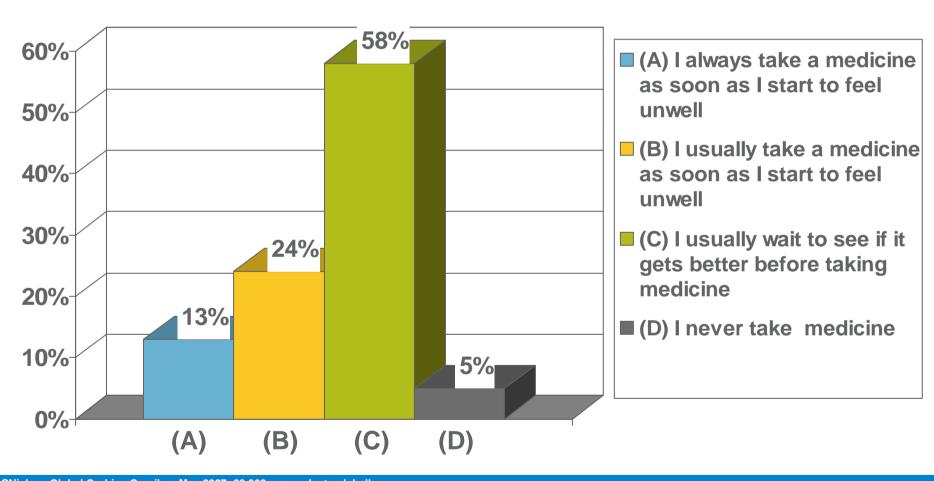








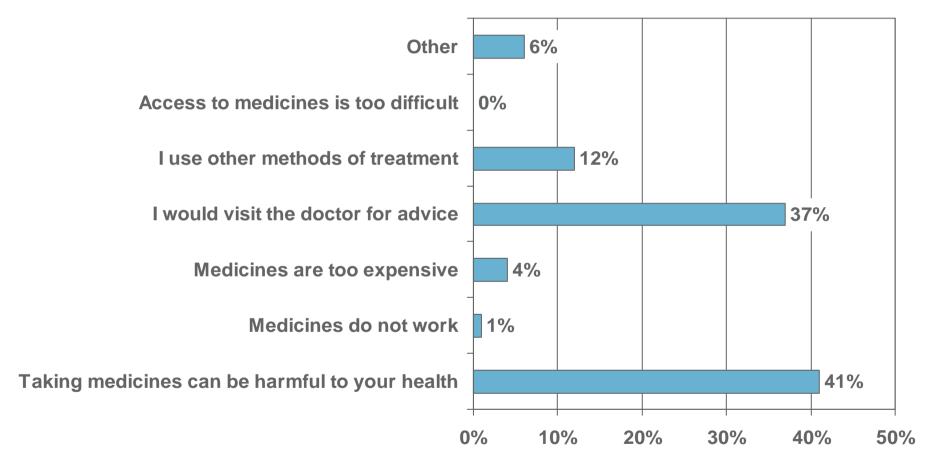






Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?



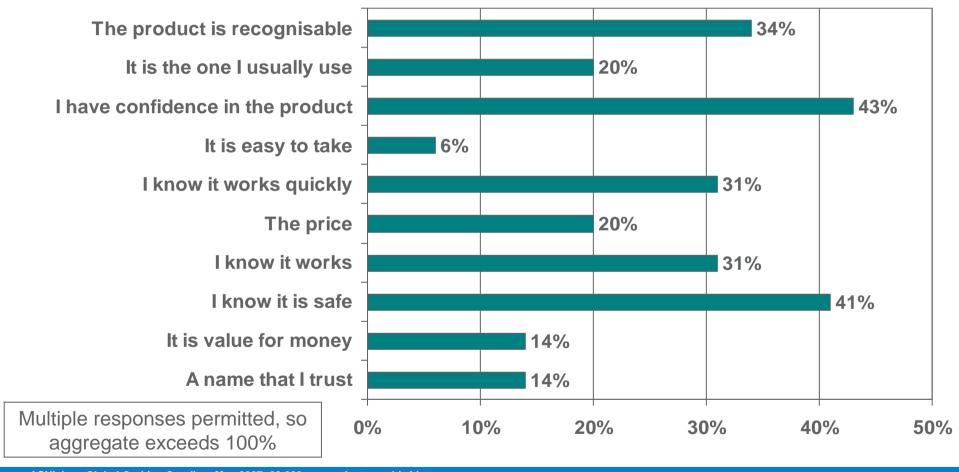


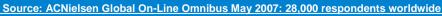
Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



Q3. When choosing a non-prescription medicine, what factors are important to you?



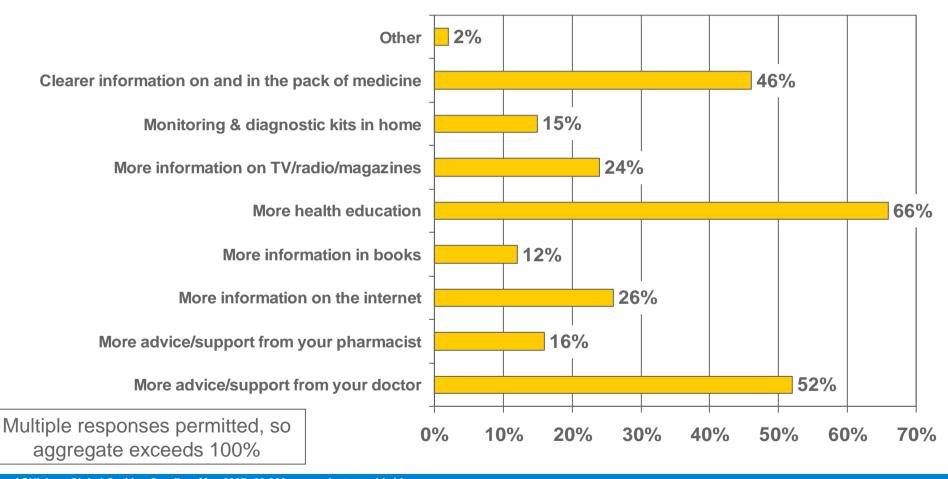






Q4. In the future which of the following would help you to take care of your health and minor ailments?

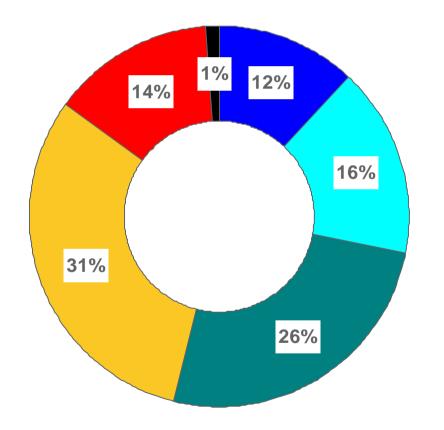


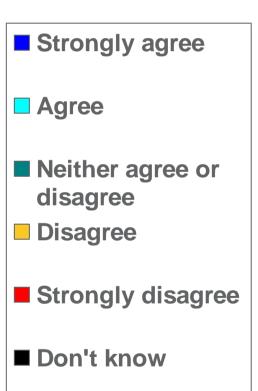




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

<u>Mexico</u>

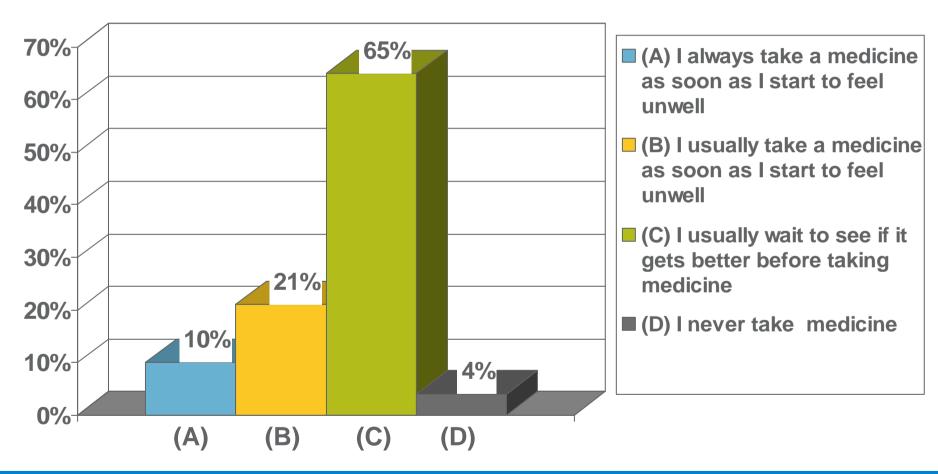






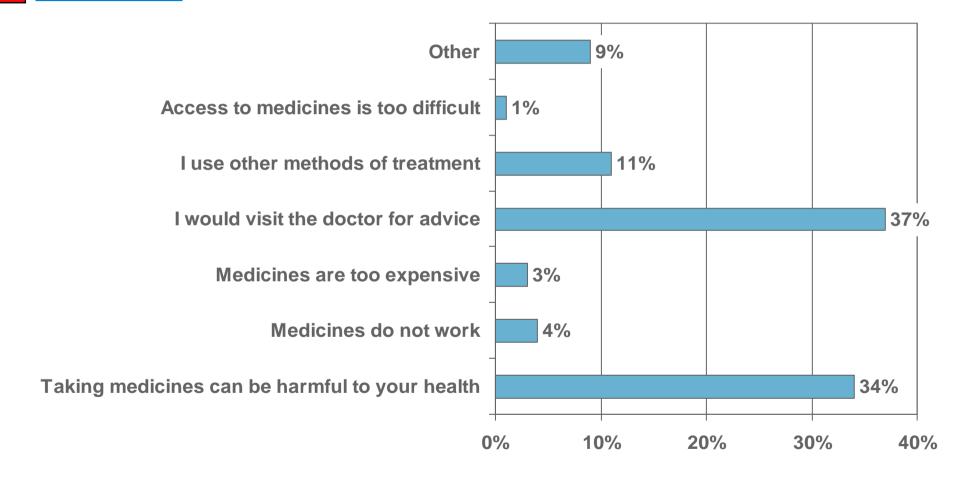








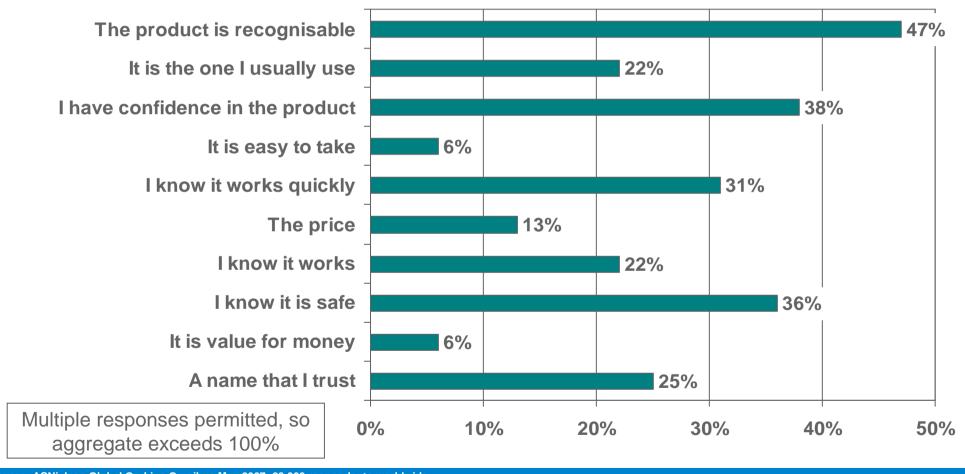
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Colombia





Q3. When choosing a non-prescription medicine, what factors are important to you?

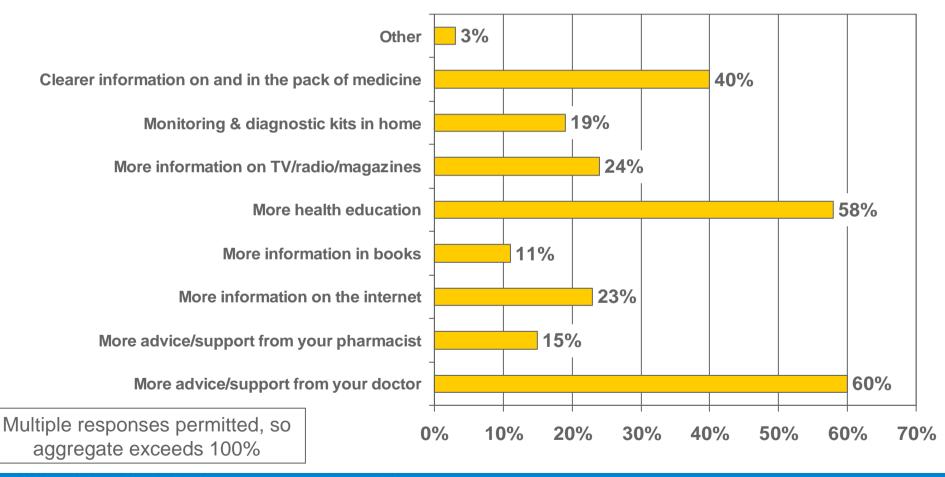






Q4. In the future which of the following would help you to take care of your health and minor ailments?

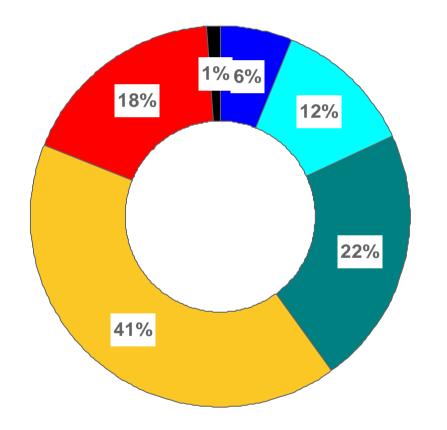


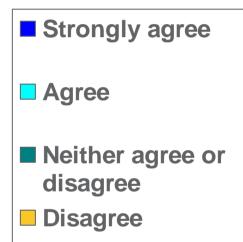




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

Colombia

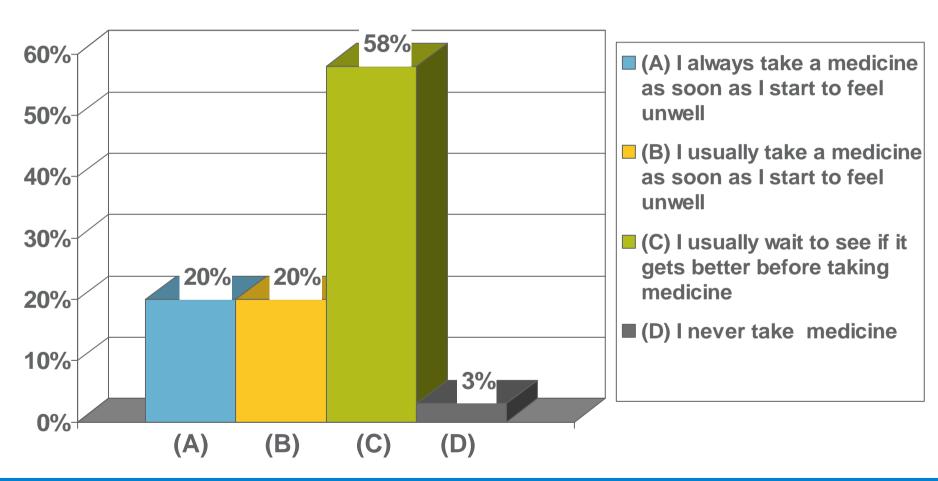




- Strongly disagree
- Don't know



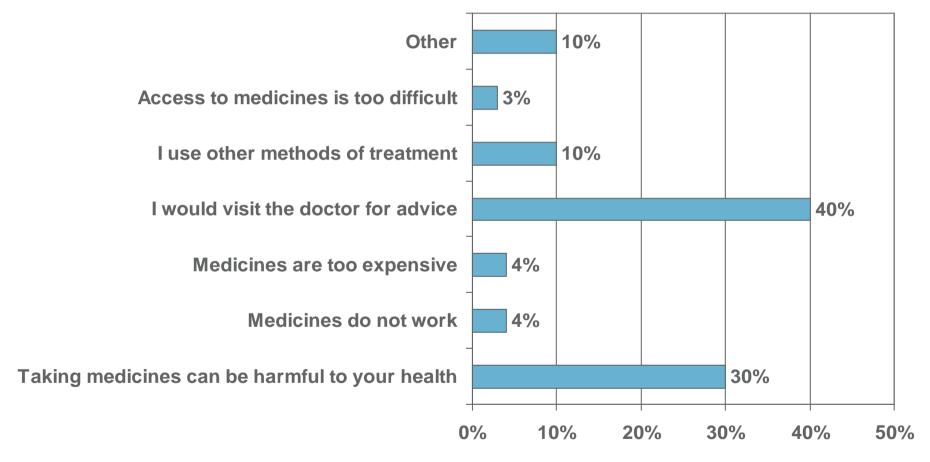






Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?





Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



Q3. When choosing a non-prescription medicine, what factors are important to you?

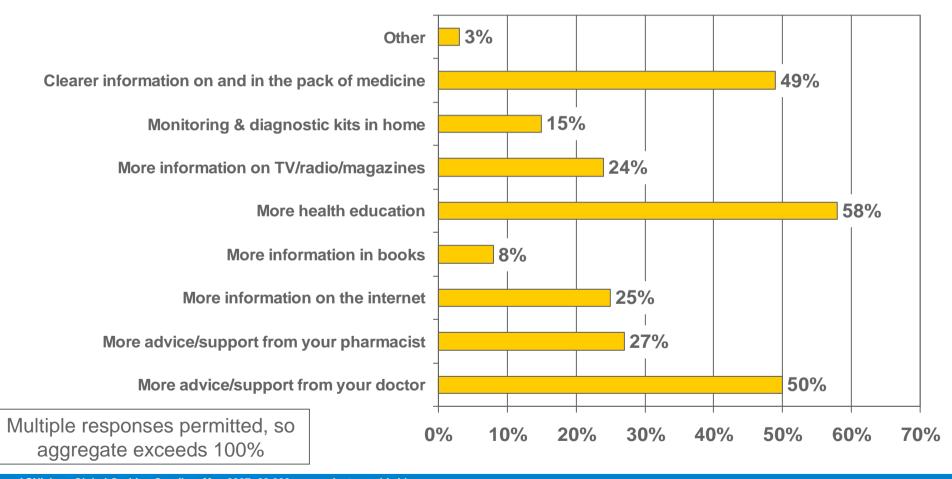






Q4. In the future which of the following would help you to take care of your health and minor ailments?

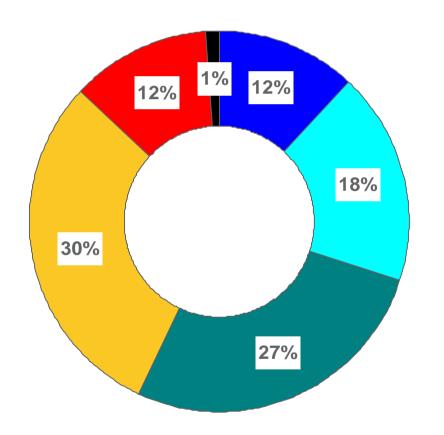


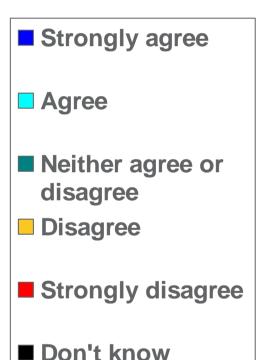




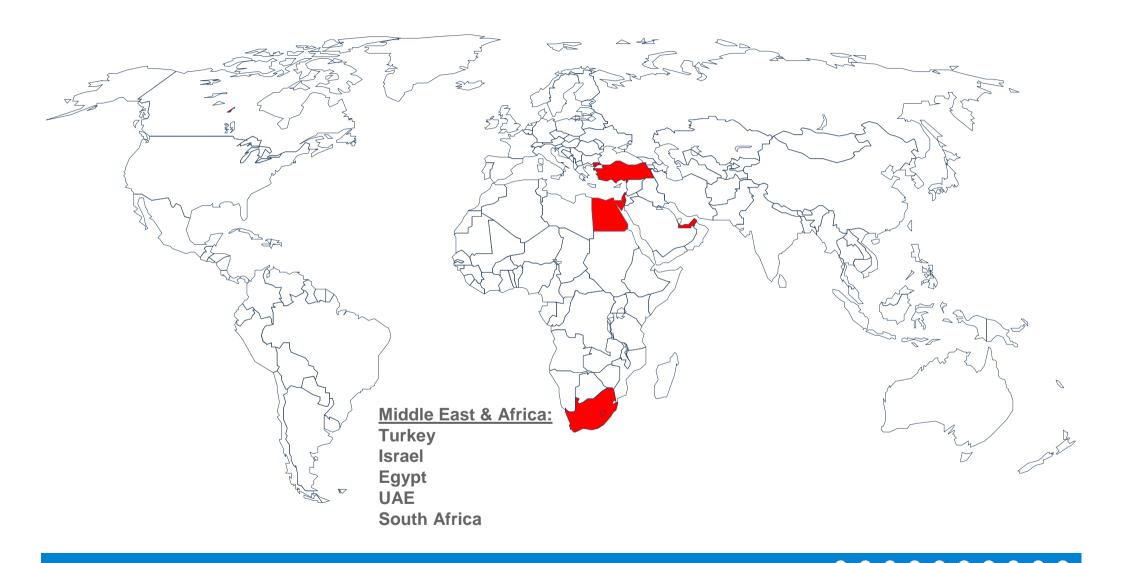
Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?





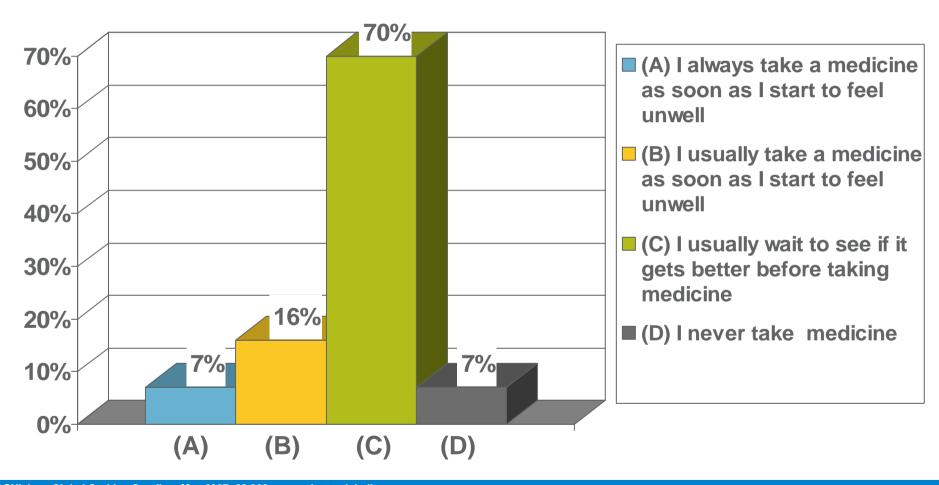








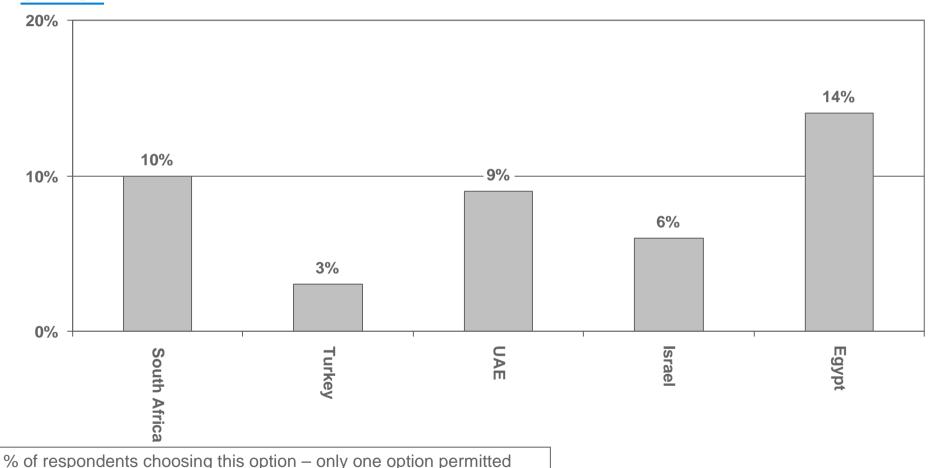
Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you? 5 Country Middle East & Africa Average





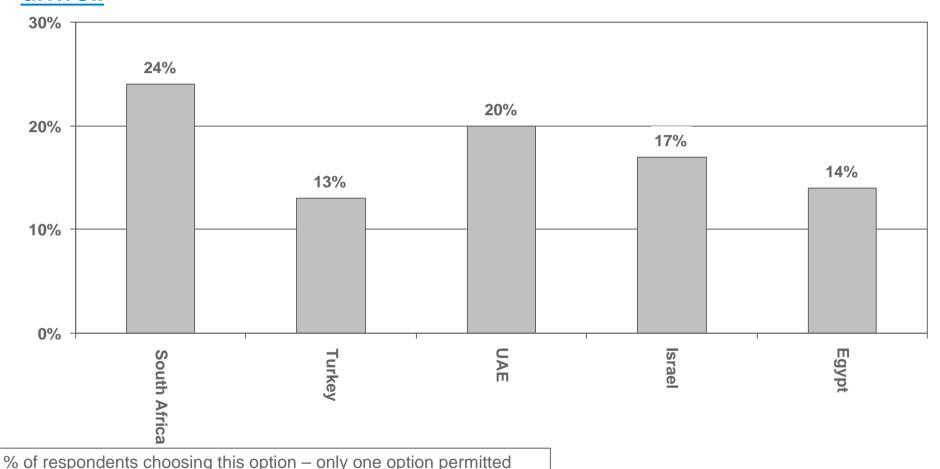


ME & Africa - (A) I always take a medicine as soon as I start to feel unwell



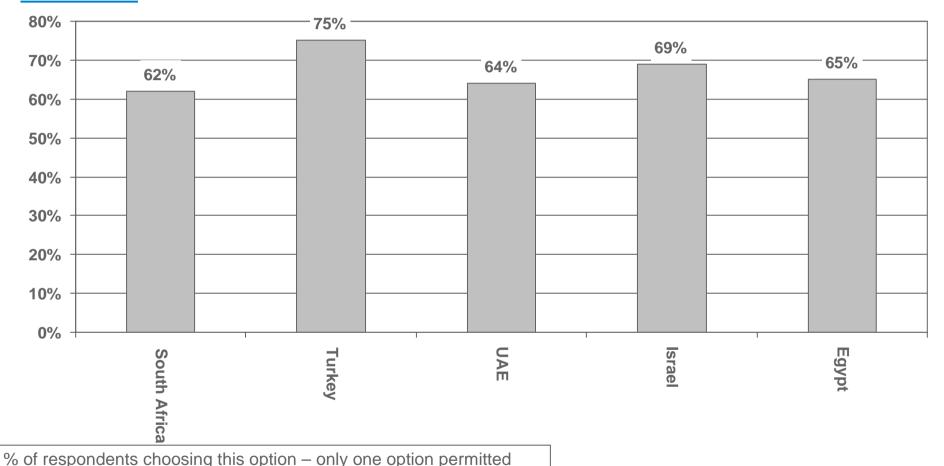


ME & Africa - (B) I usually take a medicine as soon as I start to feel unwell





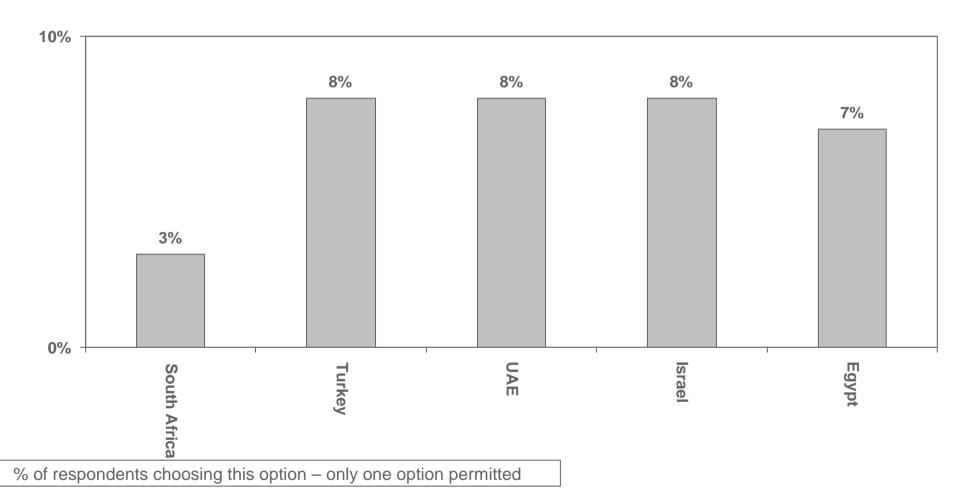
ME & Africa - (C) I usually wait and see if it gets better before taking medicine





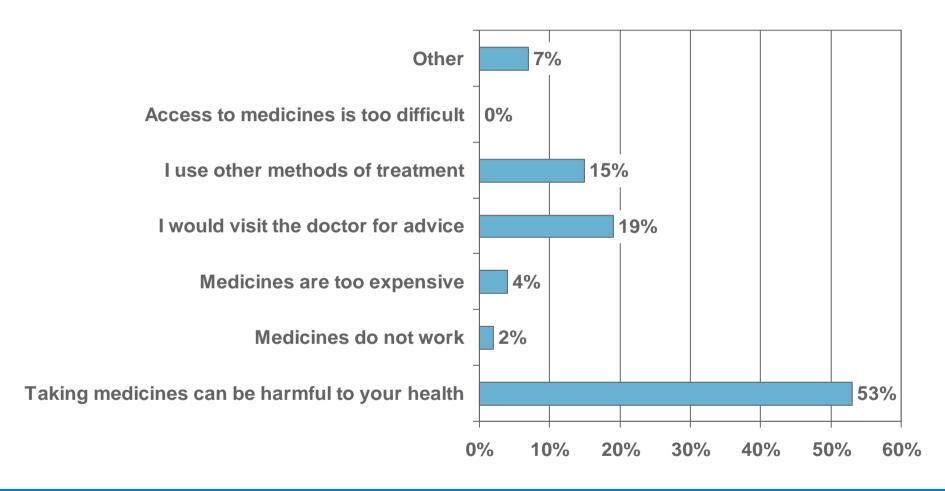


ME & Africa - (D) I never take medicines





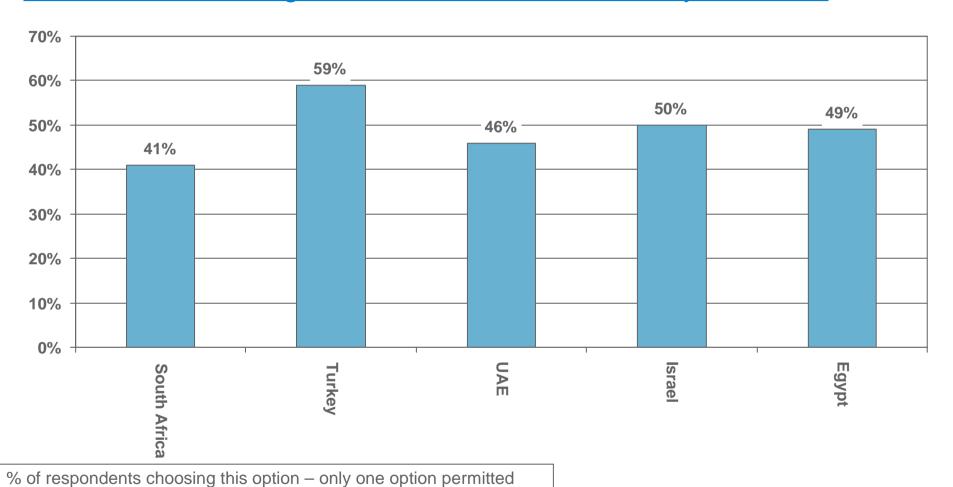
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? 5 Country Middle East & Africa Average



Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



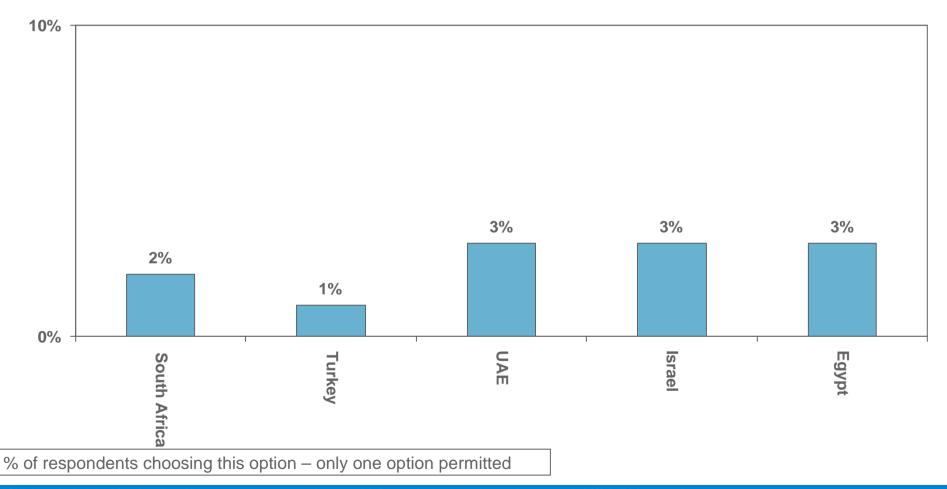
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? ME & Africa – Taking medicines can be harmful to your health



Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



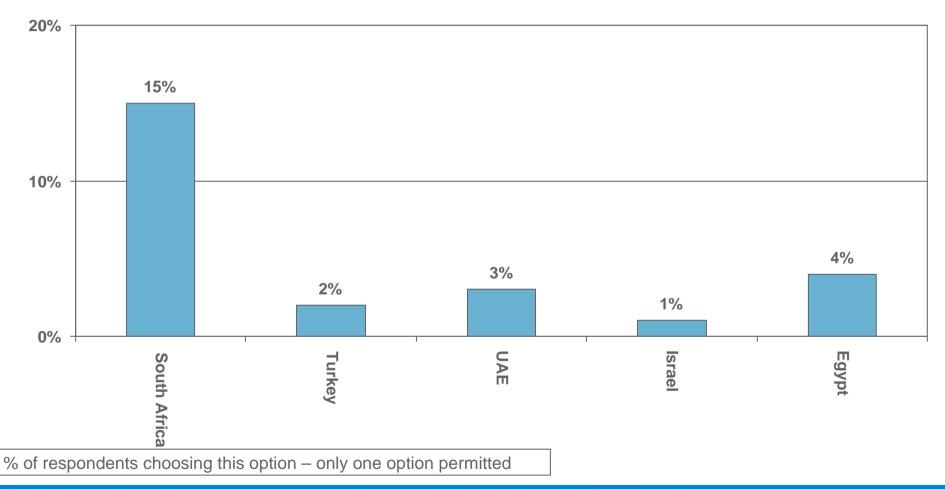
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? ME & Africa – Medicines do not work







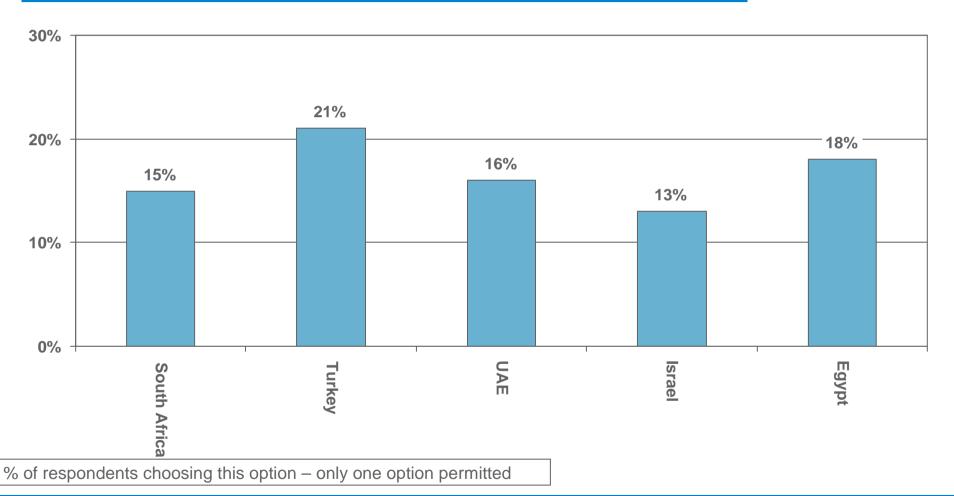
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? ME & Africa – Medicines are too expensive







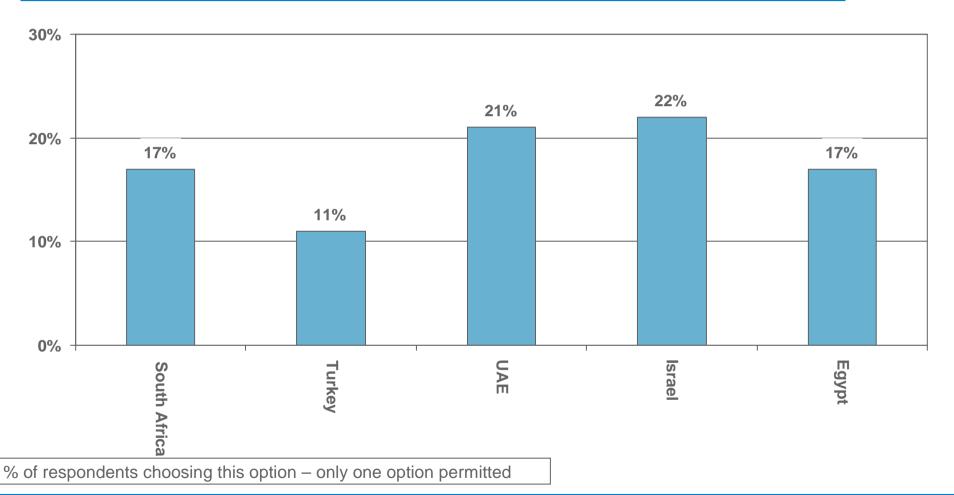
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? ME & Africa – I would visit the doctor for advice







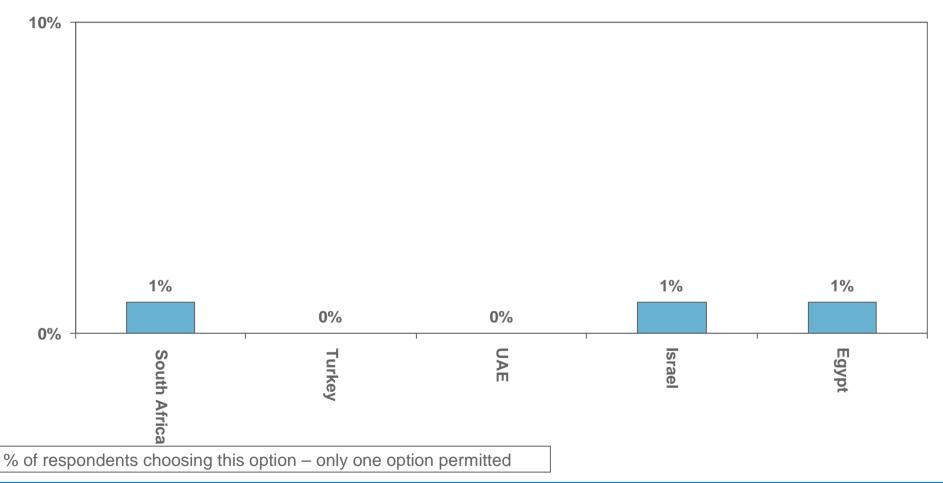
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? ME & Africa – I would use other methods of treatment







Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? ME & Africa – Access to medicines is too difficult







Q3. When choosing a non-prescription medicine, what factors are important to you?

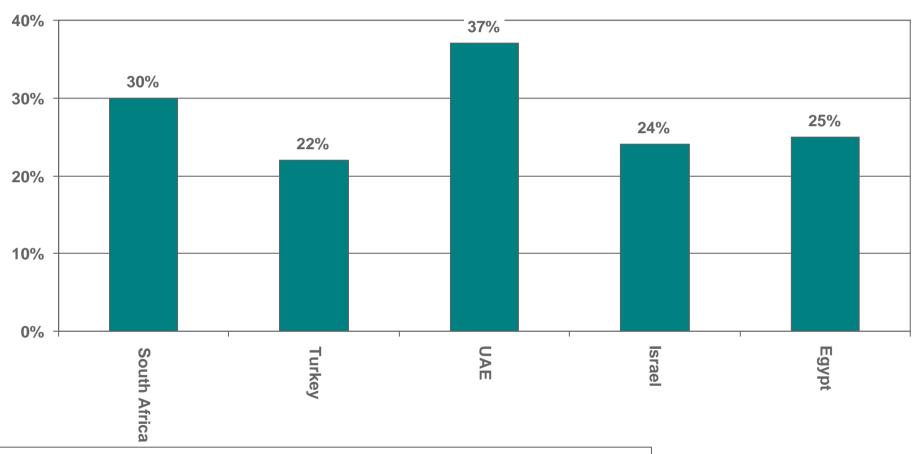
5 Country Middle East & Africa Average





Q3. When choosing a non-prescription medicine, what factors are important to you?

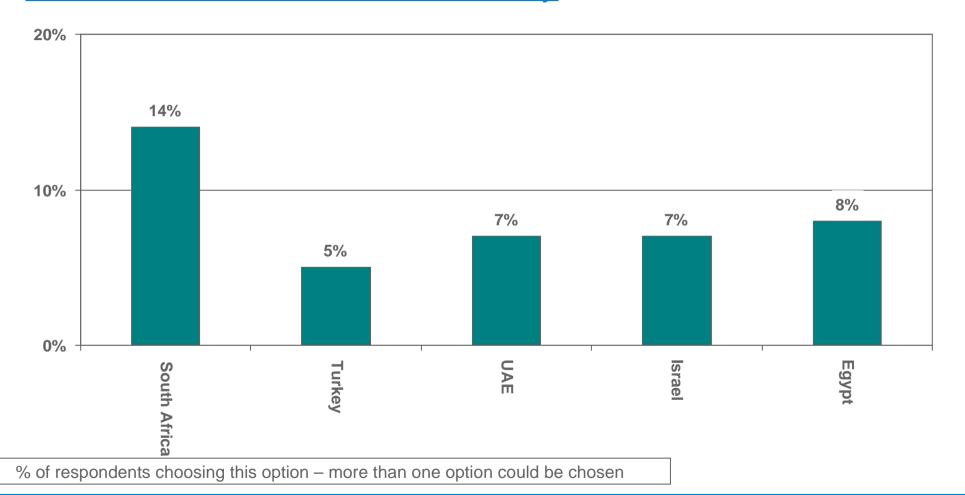
ME & Africa – A name that I trust

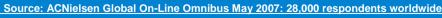


% of respondents choosing this option - more than one option could be chosen



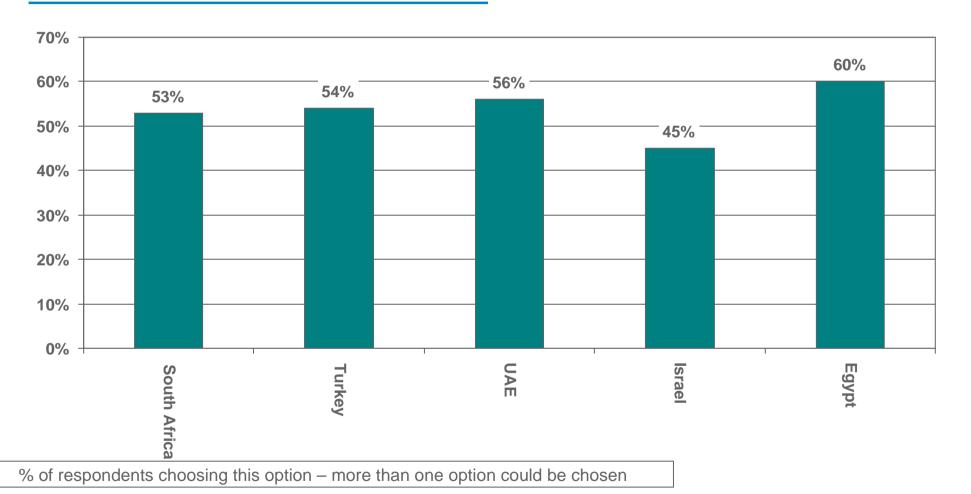
Q3. When choosing a non-prescription medicine, what factors are important to you? ME & Africa – It is value for money







Q3. When choosing a non-prescription medicine, what factors are important to you? ME & Africa – I know it is safe



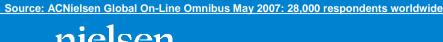




Q3. When choosing a non-prescription medicine, what factors are important to you? ME & Africa – I know it works

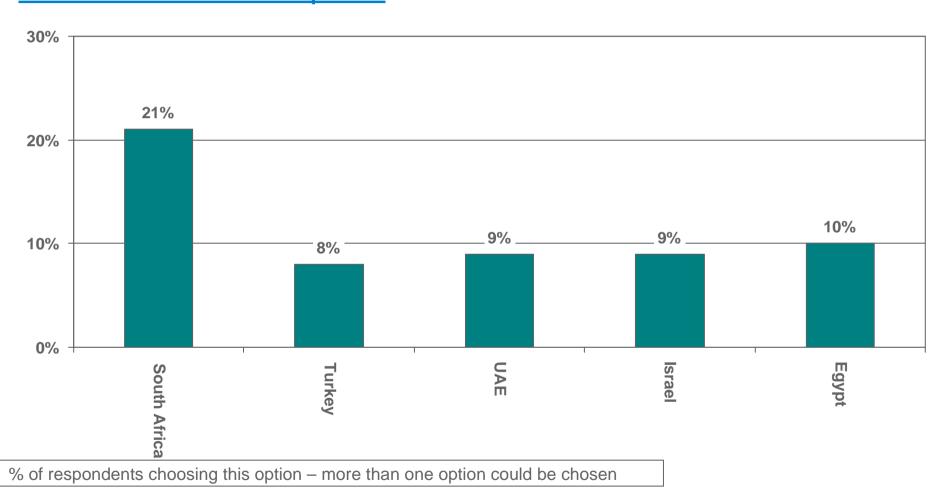
60% 50% 40% 40% 33% 30% 20% 10% Vo

% of respondents choosing this option - more than one option could be chosen





Q3. When choosing a non-prescription medicine, what factors are important to you? ME & Africa – The price

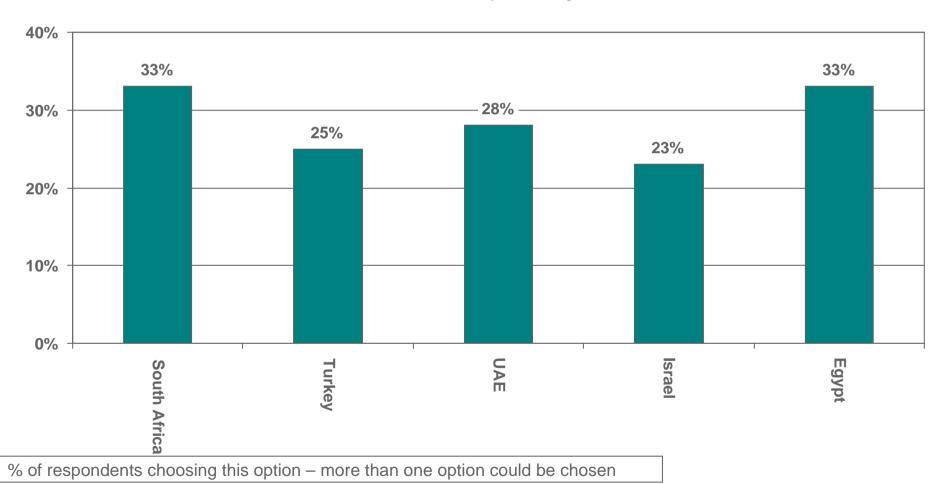






Q3. When choosing a non-prescription medicine, what factors are important to you?

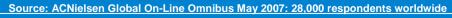
ME & Africa – I know it works quickly





Q3. When choosing a non-prescription medicine, what factors are important to you? ME & Africa – It is easy to take

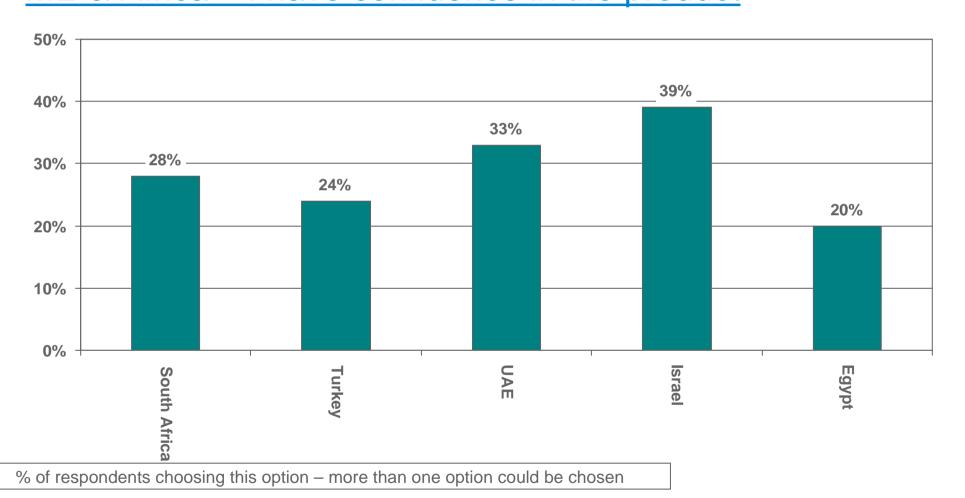
10% 7% 6% 6% 5% 4% 0%



% of respondents choosing this option – more than one option could be chosen



Q3. When choosing a non-prescription medicine, what factors are important to you? ME & Africa – I have confidence in the product

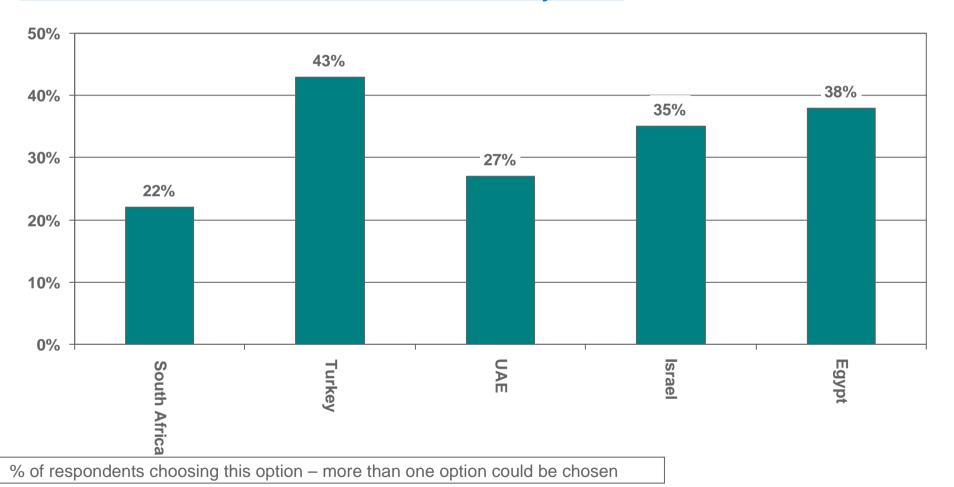






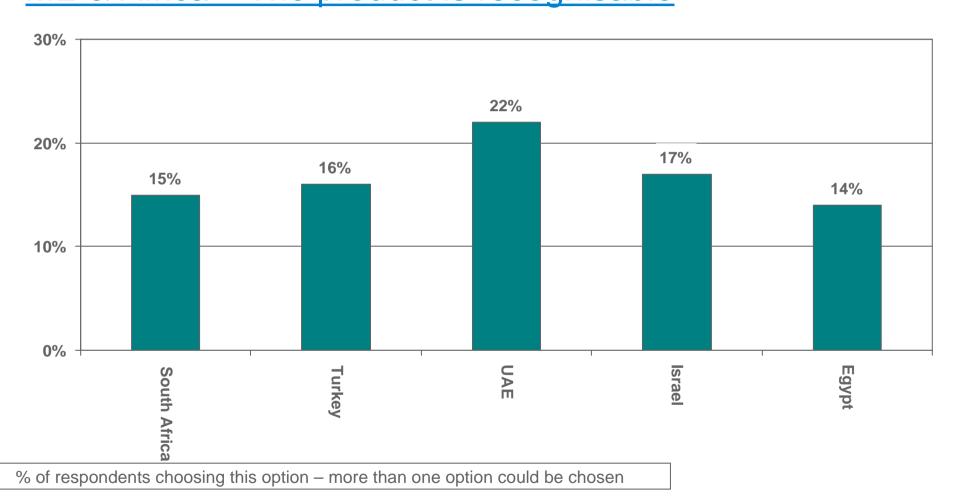
Q3. When choosing a non-prescription medicine, what factors are important to you?

ME & Africa – It is the one I usually use





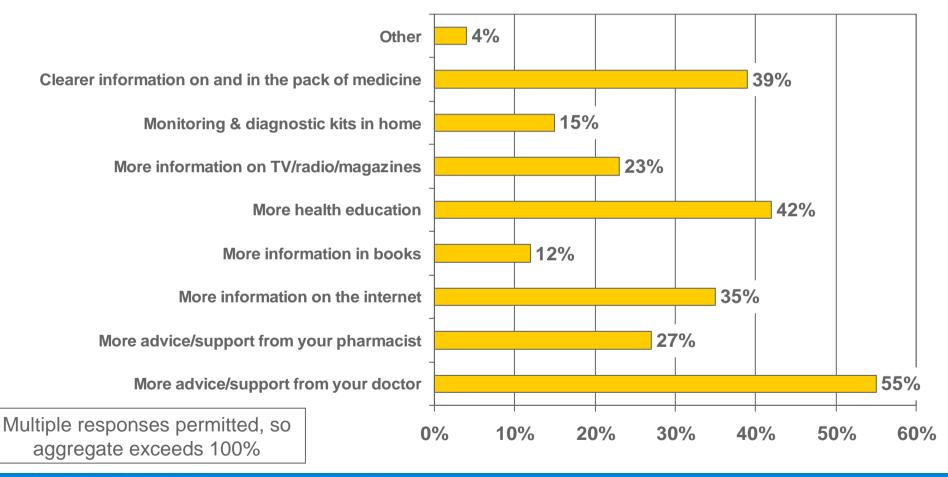
Q3. When choosing a non-prescription medicine, what factors are important to you? ME & Africa – The product is recognisable





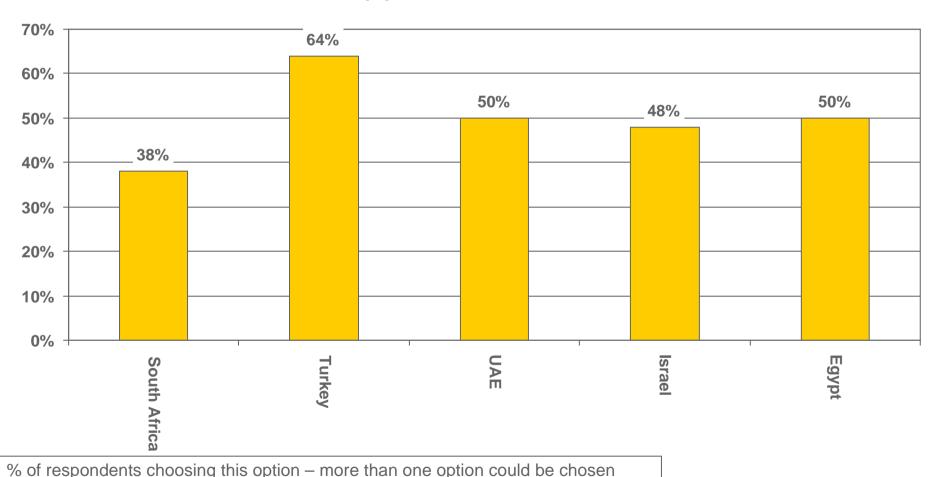


Q4. In the future which of the following would help you to take care of your health and minor ailments? <u>5 Country Middle East & Africa Average</u>



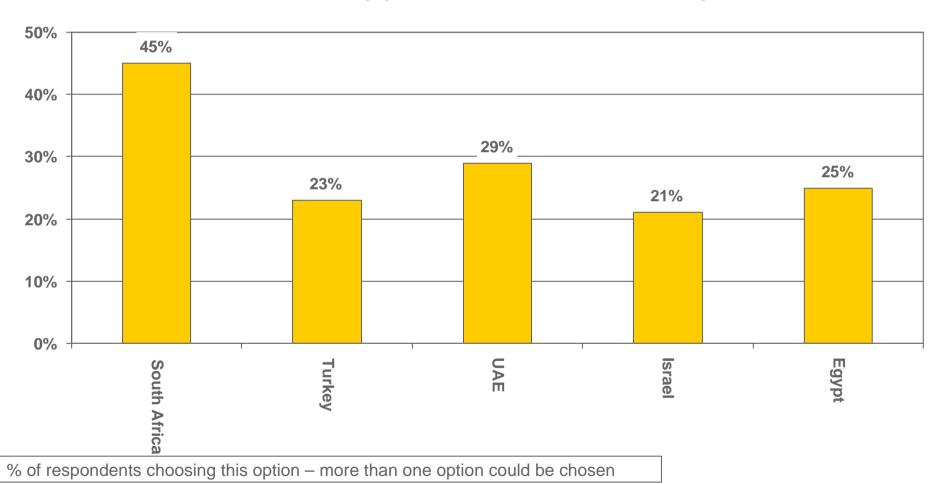


Q4. In the future which of the following would help you to take care of your health and minor ailments? ME & Africa – More support/advice from the doctor





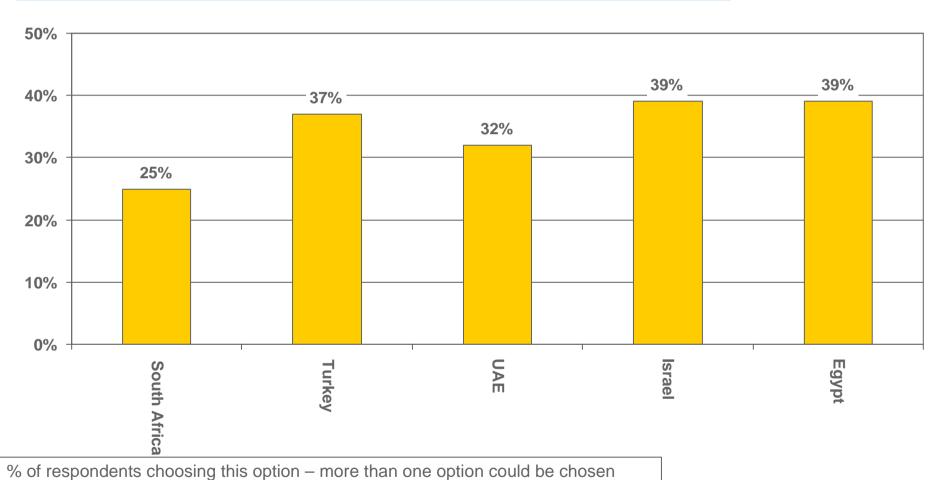
Q4. In the future which of the following would help you to take care of your health and minor ailments? ME & Africa – More support/advice from the pharmacist

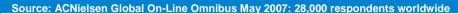






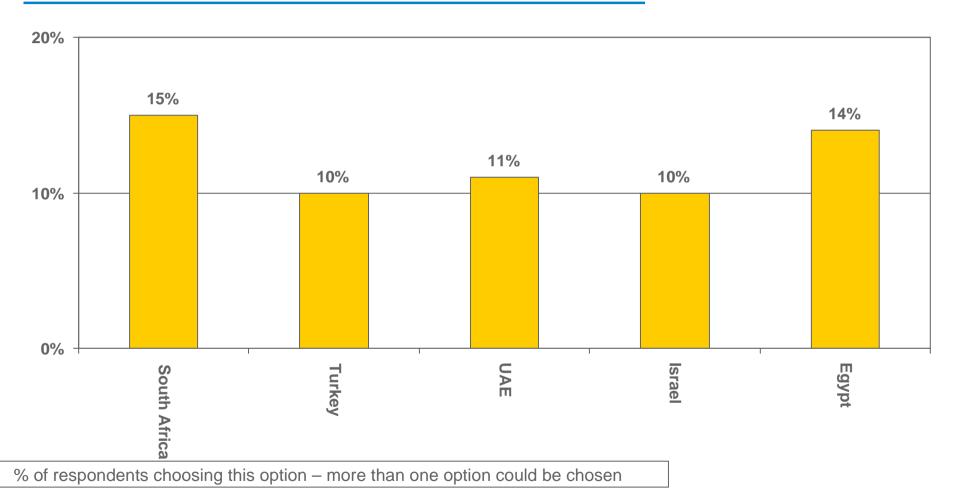
Q4. In the future which of the following would help you to take care of your health and minor ailments? ME & Africa – More information on the internet







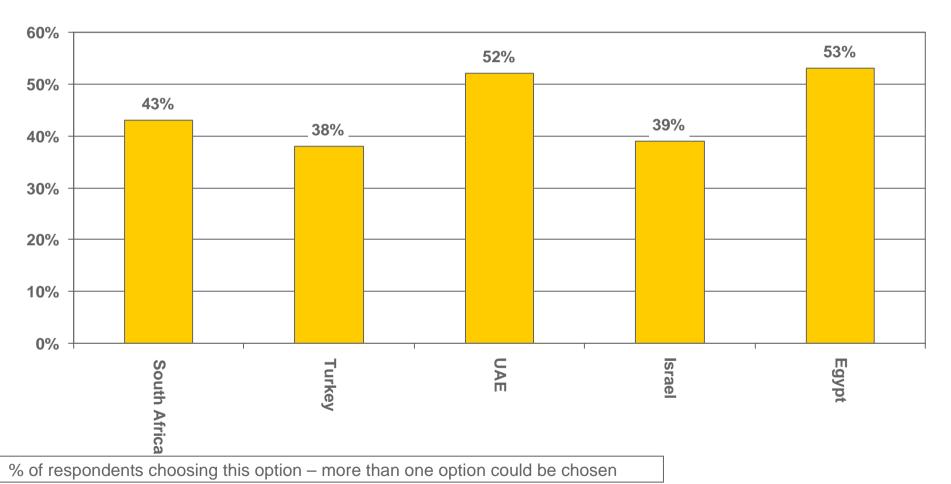
Q4. In the future which of the following would help you to take care of your health and minor ailments? ME & Africa – More information in books







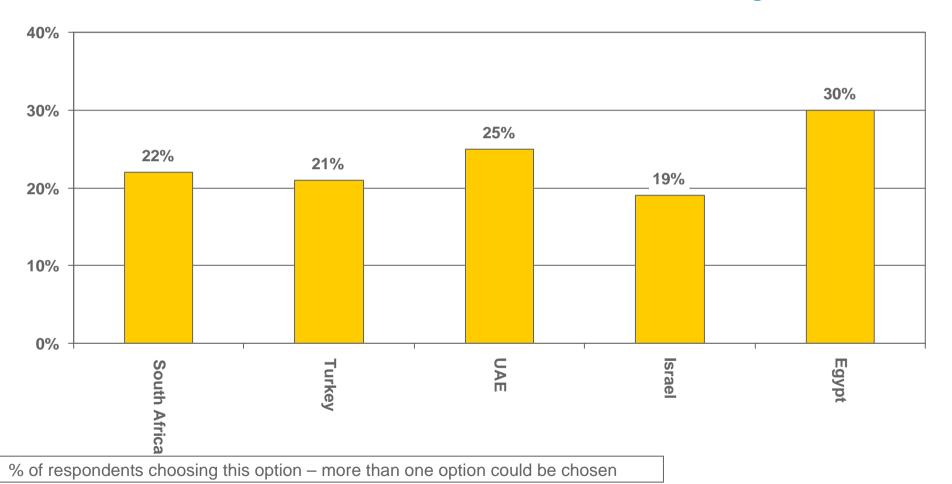
Q4. In the future which of the following would help you to take care of your health and minor ailments? ME & Africa – More health education







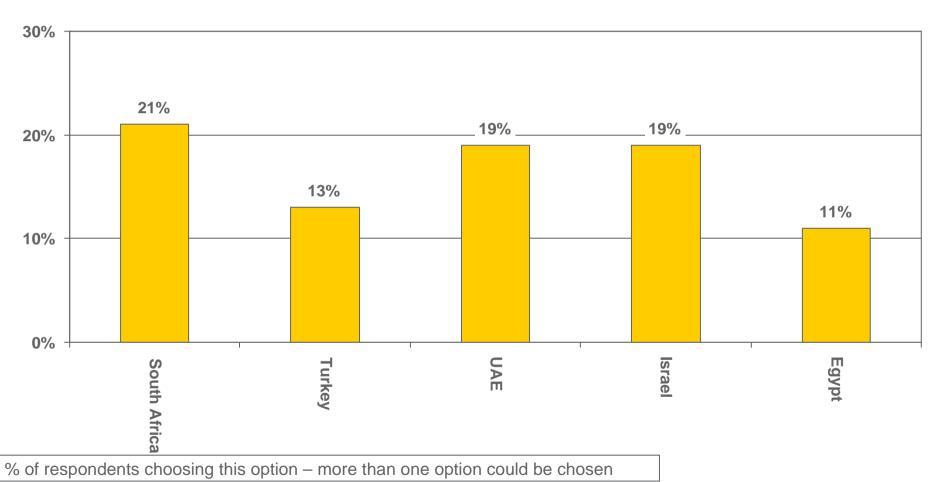
Q4. In the future which of the following would help you to take care of your health and minor ailments? ME & Africa – More information on TV/radio/magazines







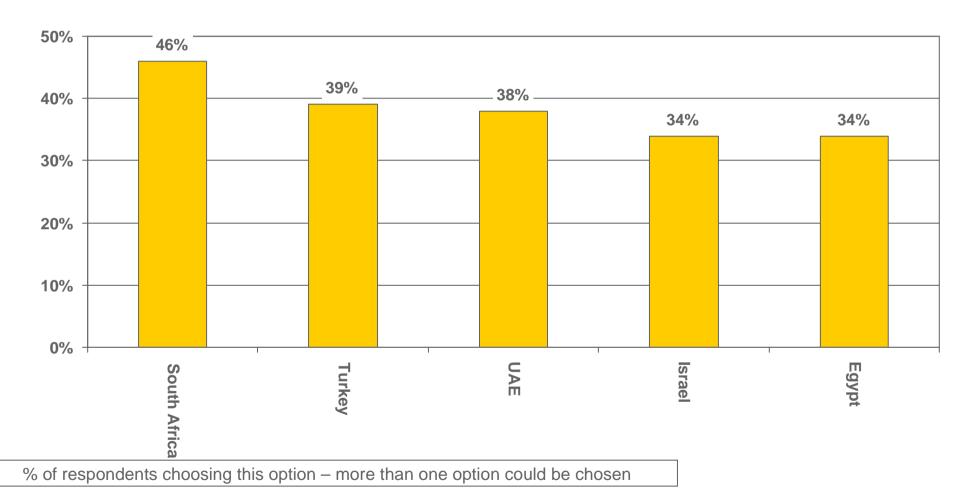
Q4. In the future which of the following would help you to take care of your health and minor ailments? ME & Africa – Monitoring & diagnostic kits in home

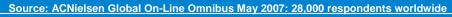






Q4. In the future which of the following would help you to take care of your health and minor ailments? ME & Africa – Clearer information on and in the pack of medicine

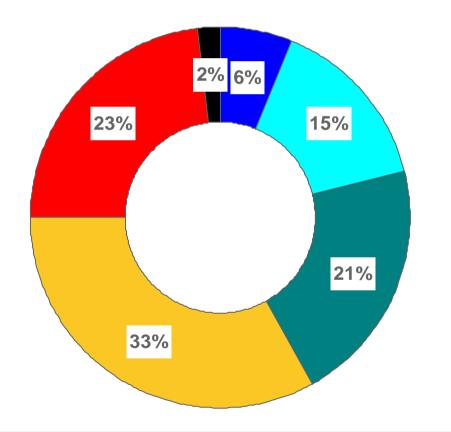


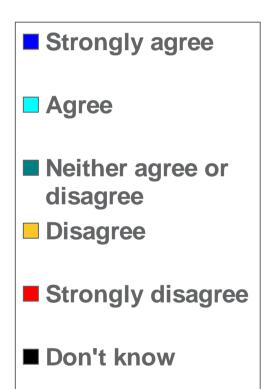




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

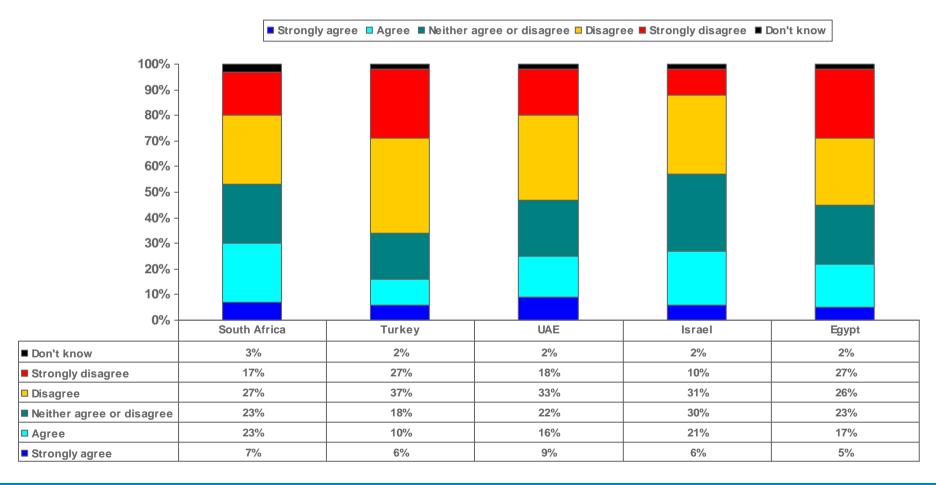
5 Country Middle East & Africa Average







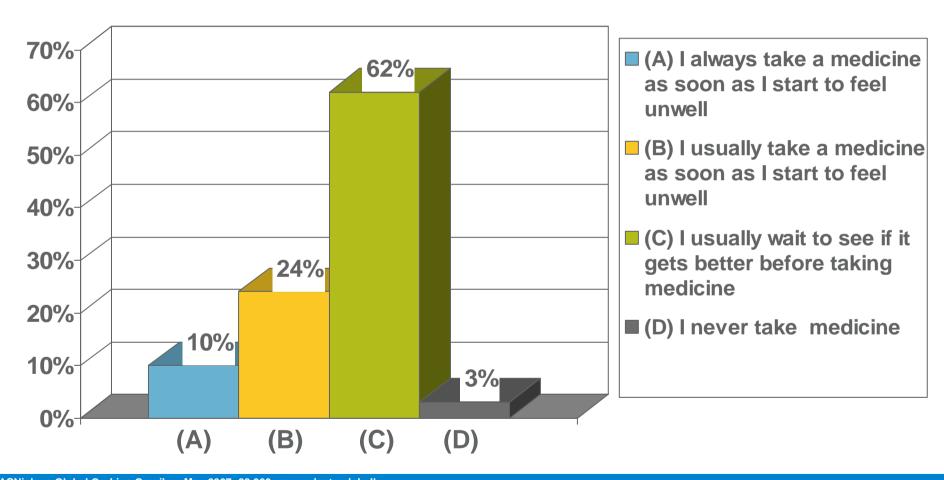
Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"? – ME & Africa





Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?

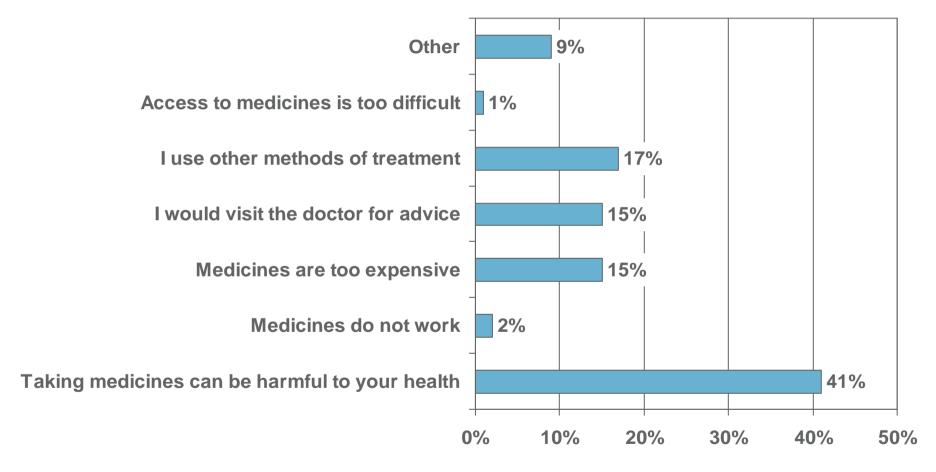






Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?





Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



Q3. When choosing a non-prescription medicine, what factors are important to you?

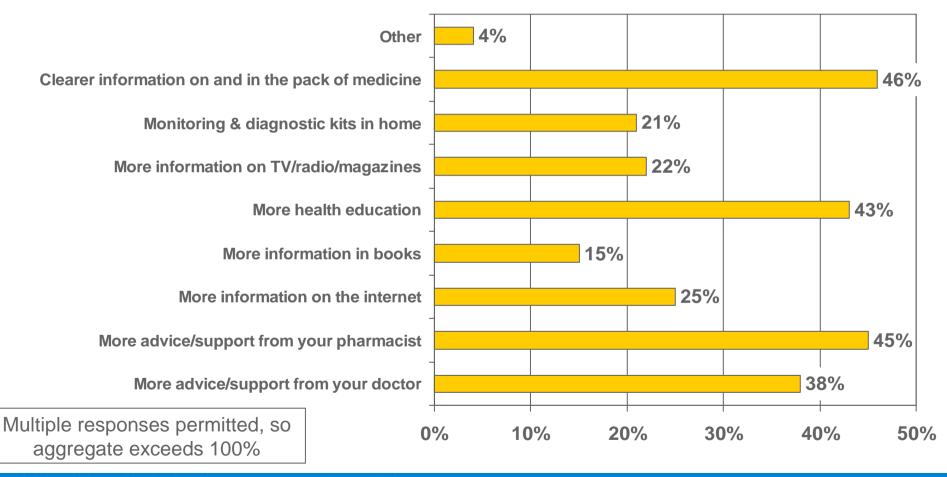






Q4. In the future which of the following would help you to take care of your health and minor ailments?

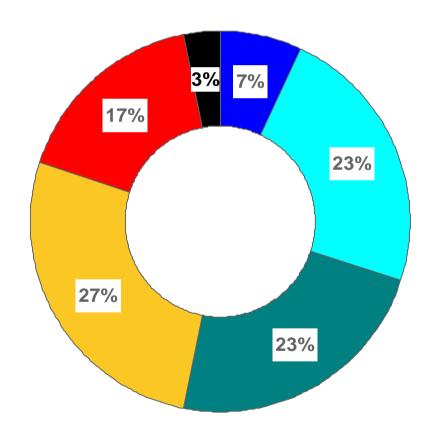


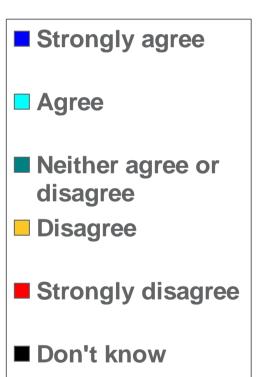




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?



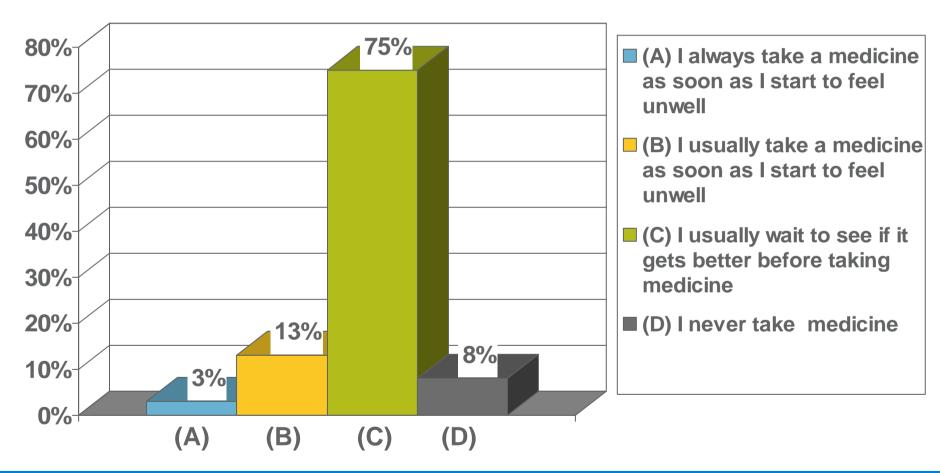






Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?

C* Turkey







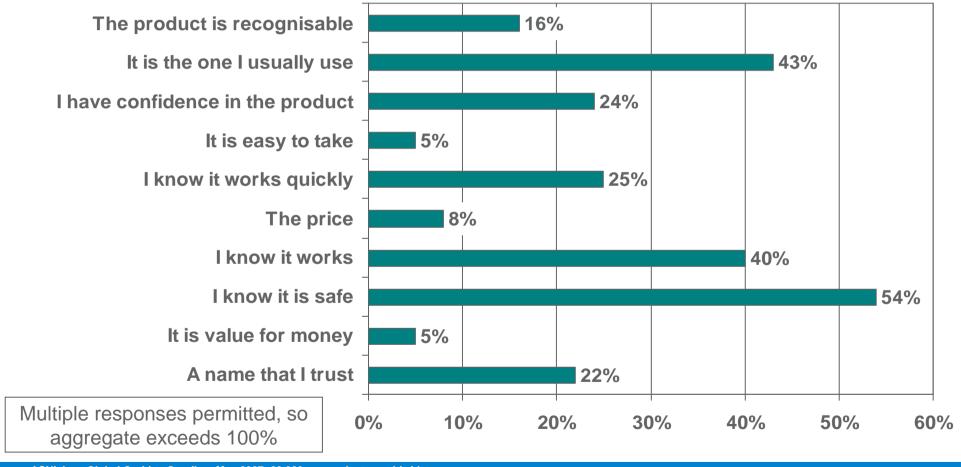
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? Turkey

6% Other Access to medicines is too difficult Luse other methods of treatment 11% I would visit the doctor for advice 21% Medicines are too expensive 2% Medicines do not work 1% Taking medicines can be harmful to your health 59% 0% 10% 20% 30% 40% 50% 60% 70%



Q3. When choosing a non-prescription medicine, what factors are important to you?

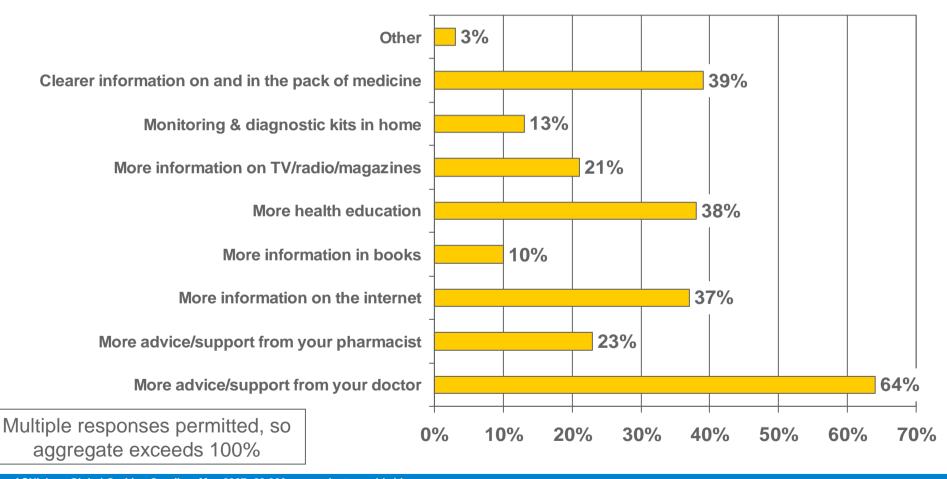
C∗ Turkey





Q4. In the future which of the following would help you to take care of your health and minor ailments?

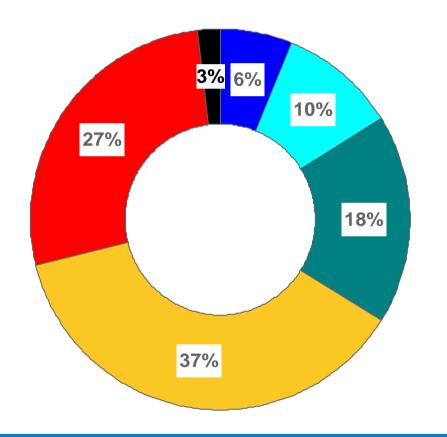
C* Turkey

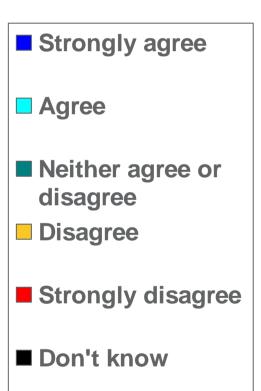




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

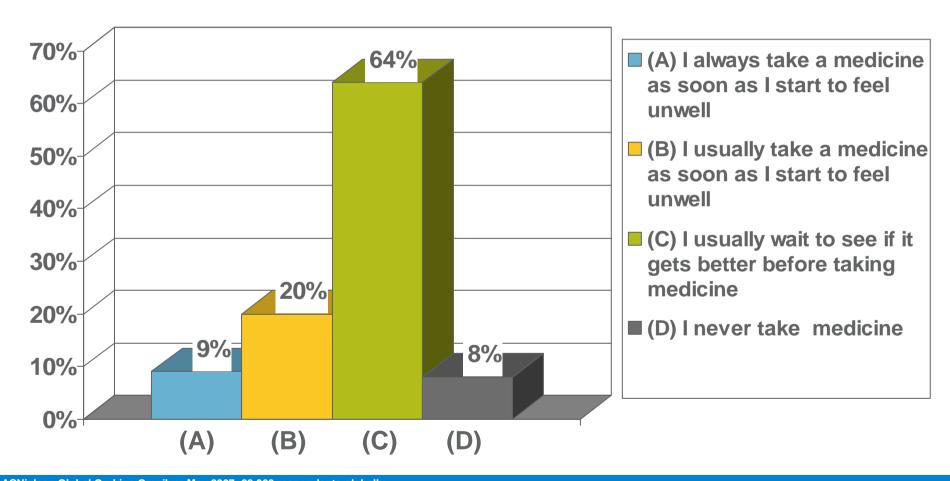
C* Turkey







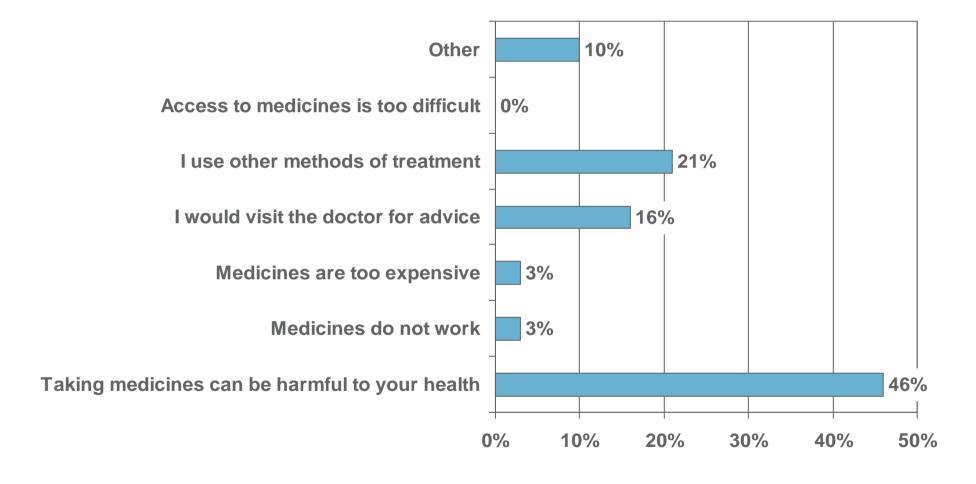
Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you? United Arab Emirates







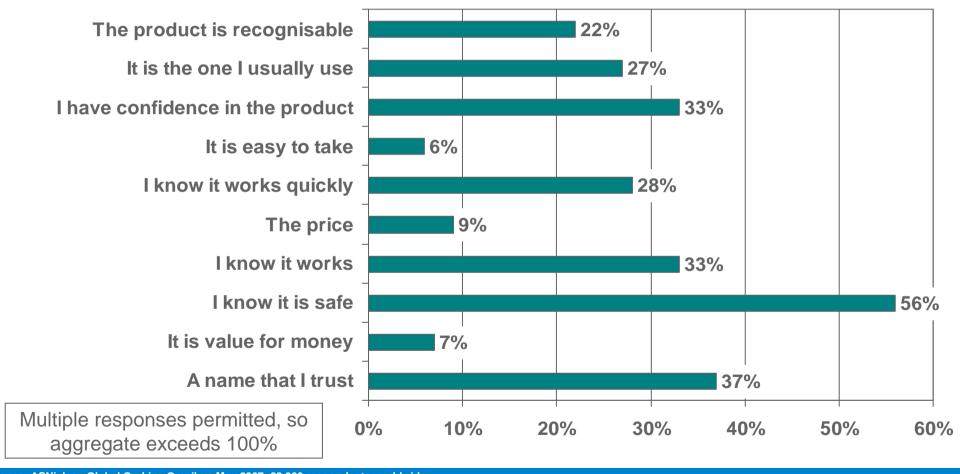
Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine? United Arab Emirates





Q3. When choosing a non-prescription medicine, what factors are important to you?

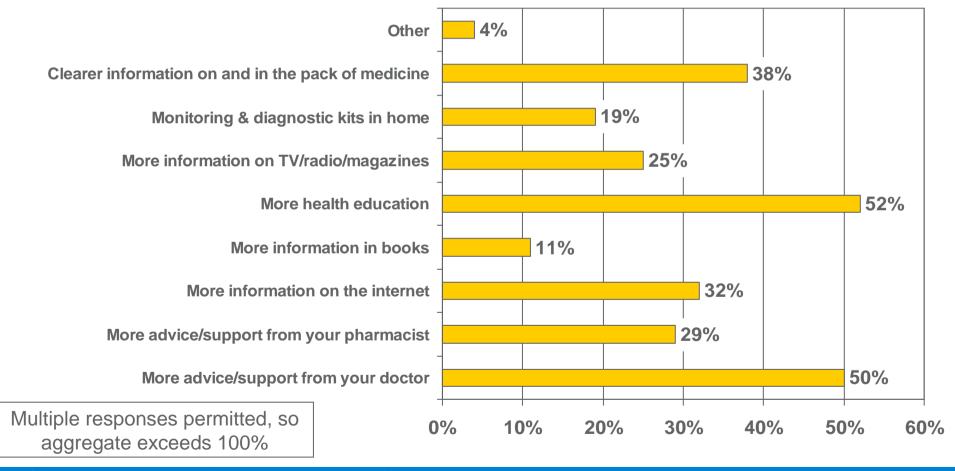






Q4. In the future which of the following would help you to take care of your health and minor ailments?

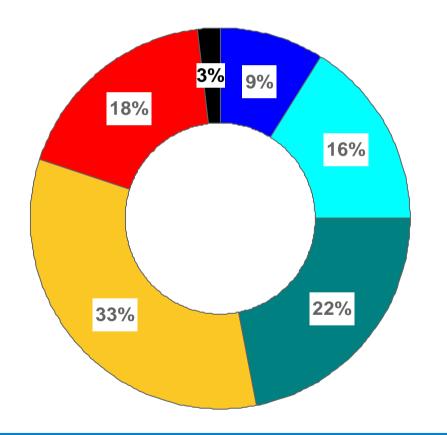


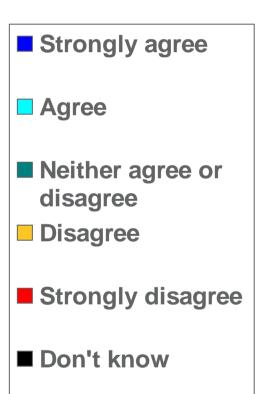




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

United Arab Emirates

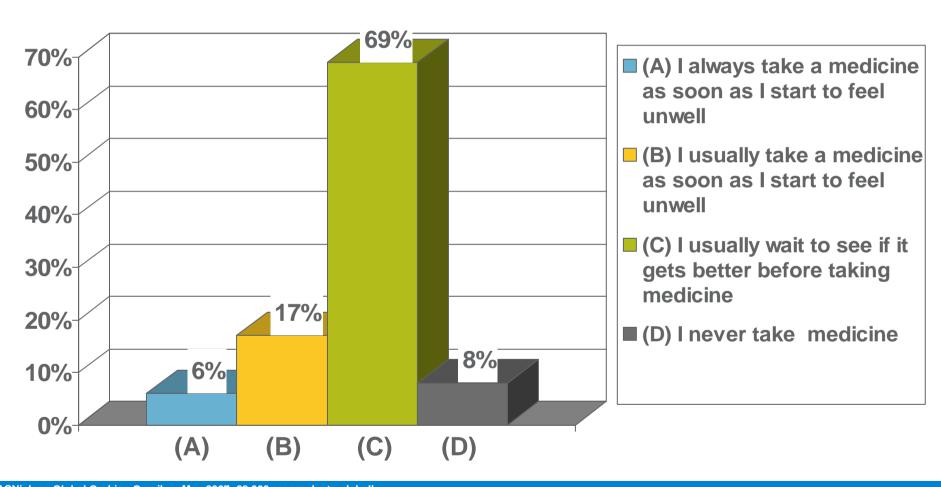






Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?

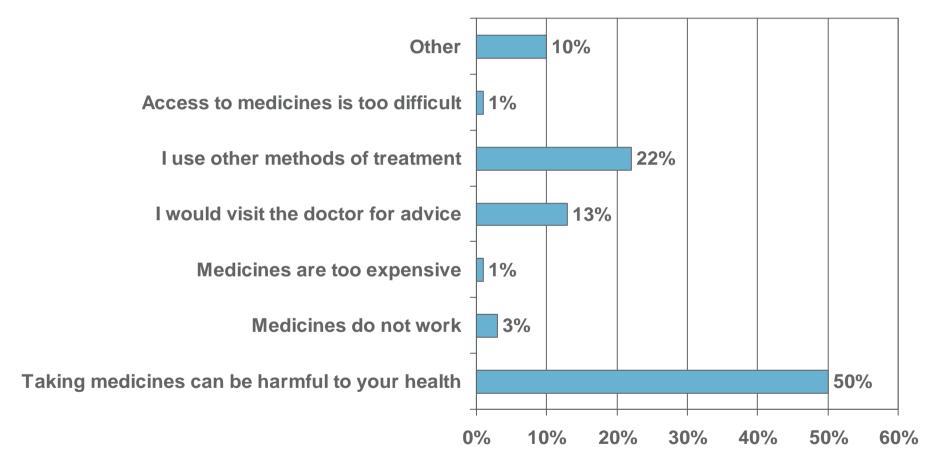






Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?



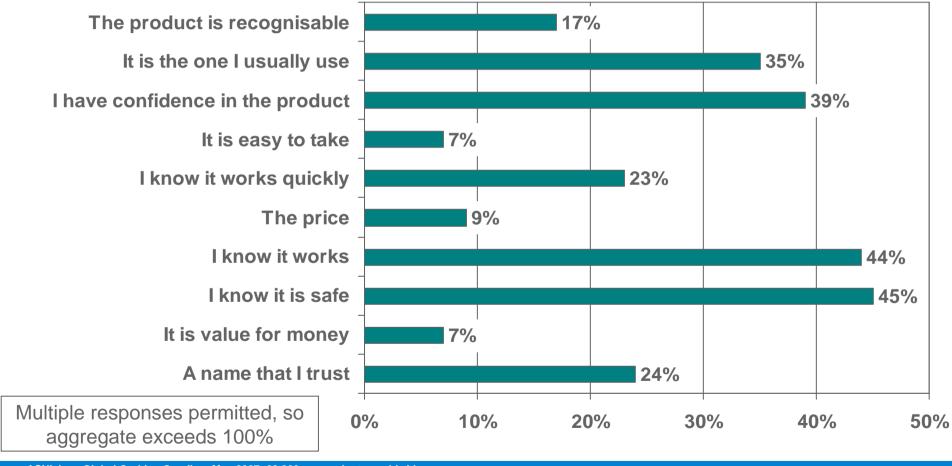


Source: ACNielsen Global On-Line Omnibus May 2007: 28,000 respondents worldwide - asked only to those who responded (C) & (D) for question 1



Q3. When choosing a non-prescription medicine, what factors are important to you?

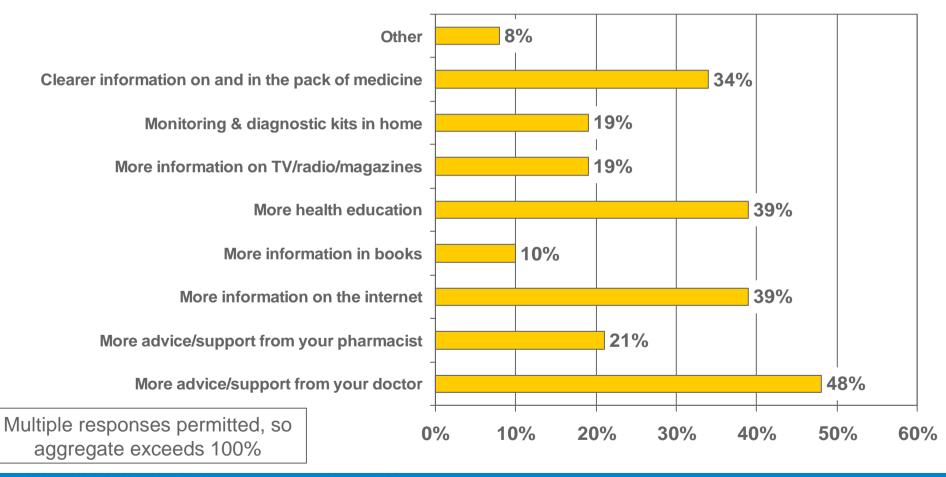






Q4. In the future which of the following would help you to take care of your health and minor ailments?

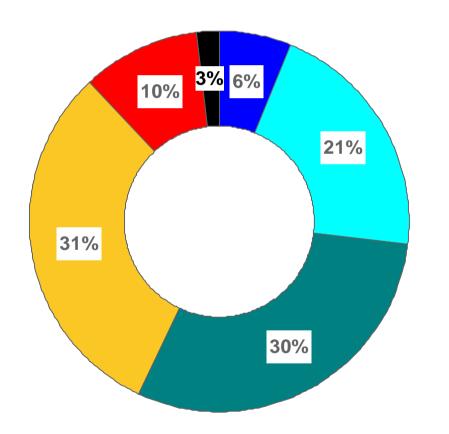


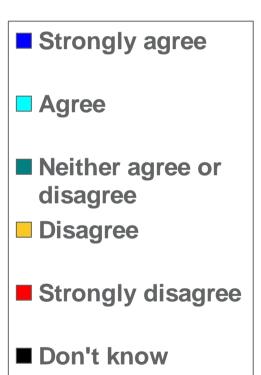




Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?



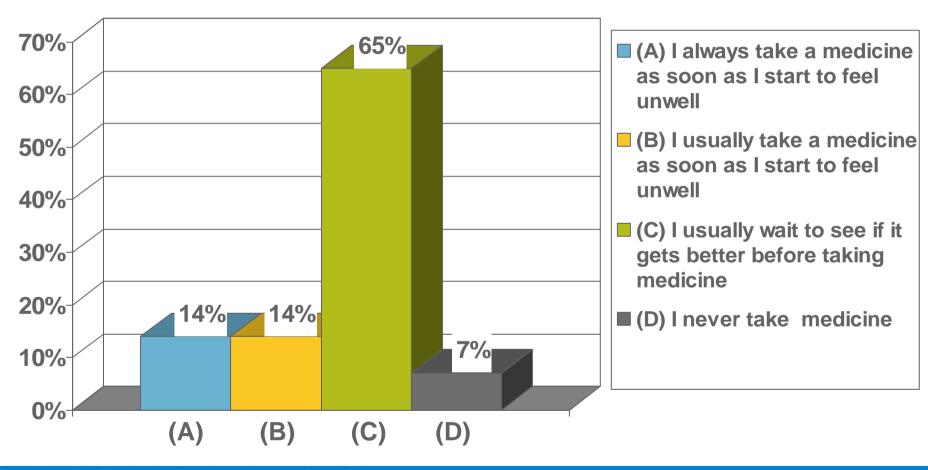






Q1. When you feel the first signs of a minor ailment starting, which of the following applies to you?



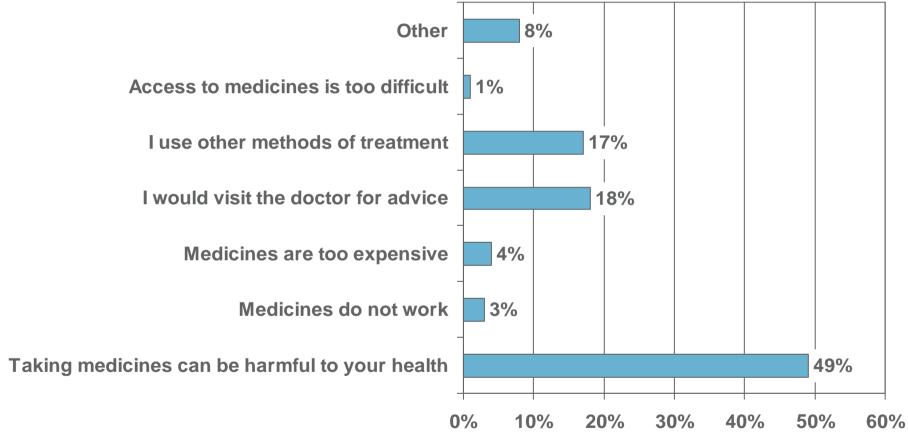






Q2. If you "usually wait to see" or "never take medicine" (Q1), what is the main reason that you would not take medicine?



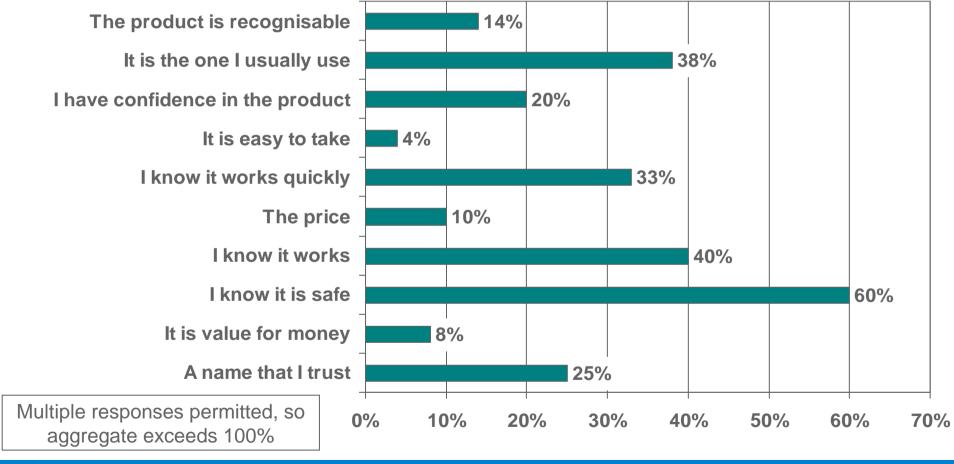


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Q3. When choosing a non-prescription medicine, what factors are important to you?

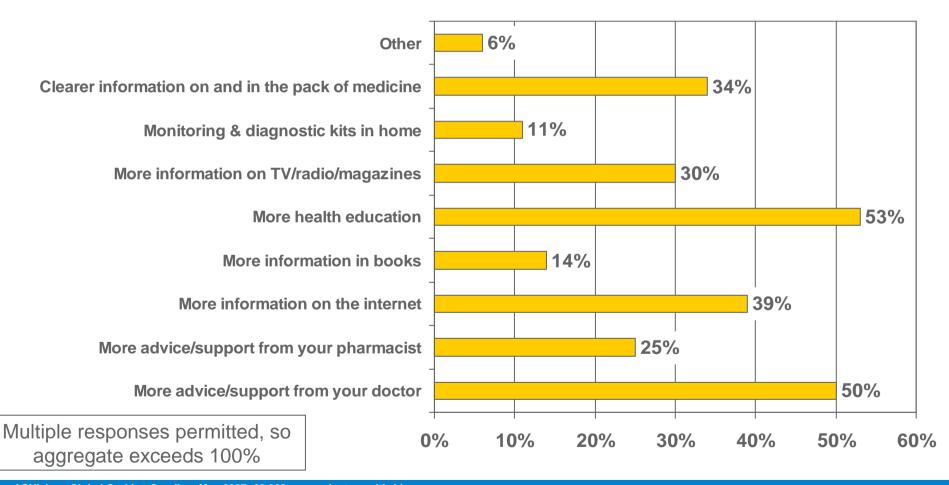






Q4. In the future which of the following would help you to take care of your health and minor ailments?







Q5. To what extent do you agree or disagree with the statement: "more medicines should be available without a prescription from the doctor"?

Egypt

