



REPORTED SALES vs. PRIOR PERIOD (\$MM)

	FOURTH QUARTER					TWELVE MONTHS				
	2019	2018	Reported	% Change Operational ⁽¹⁾	Currency	2019	2018	Reported	% Change Operational ⁽¹⁾	Currency
CONSUMER SEGMENT ⁽²⁾										
BABY CARE										
US	\$ 85	116	-26.7%	-26.7%	-	\$ 362	422	-14.2%	-14.2%	-
Intl	336	357	-5.9%	-3.7%	-2.2%	1,313	1,436	-8.6%	-3.7%	-4.9%
WW	421	473	-11.0%	-9.3%	-1.7%	1,675	1,858	-9.9%	-6.1%	-3.8%
BEAUTY										
US	582	612	-4.9%	-4.9%	-	2,392	2,403	-0.4%	-0.4%	-
Intl	568	499	13.8%	15.6%	-1.8%	2,201	1,979	11.2%	15.3%	-4.1%
WW	1,150	1,111	3.5%	4.3%	-0.8%	4,593	4,382	4.8%	6.7%	-1.9%
ORAL CARE										
US	159	165	-3.6%	-3.6%	-	621	637	-2.5%	-2.5%	-
Intl	233	234	0.2%	2.2%	-2.0%	906	918	-1.2%	3.3%	-4.5%
WW	393	399	-1.4%	-0.2%	-1.2%	1,528	1,555	-1.7%	0.9%	-2.6%
OTC										
US	542	491	10.3%	10.3%	-	2,010	1,850	8.6%	8.6%	-
Intl	653	657	-0.6%	0.8%	-1.4%	2,434	2,484	-2.0%	2.2%	-4.2%
WW	1,195	1,148	4.1%	4.9%	-0.8%	4,444	4,334	2.5%	4.9%	-2.4%
WOMEN'S HEALTH										
US	3	3	-11.8%	-11.8%	-	12	13	-5.5%	-5.5%	-
Intl	250	254	-1.5%	3.1%	-4.6%	974	1,036	-6.0%	1.1%	-7.1%
WW	253	257	-1.6%	2.9%	-4.5%	986	1,049	-6.0%	1.0%	-7.0%
WOUND CARE / OTHER										
US	98	92	7.5%	7.5%	-	441	436	1.2%	1.2%	-
Intl	57	56	-0.4%	0.6%	-1.0%	230	239	-3.9%	-0.7%	-3.2%
WW	155	148	4.5%	4.8%	-0.3%	671	675	-0.6%	0.5%	-1.1%
TOTAL CONSUMER										
US	1,470	1,479	-0.6%	-0.6%	-	5,839	5,761	1.4%	1.4%	-
Intl	2,097	2,057	2.0%	4.0%	-2.0%	8,059	8,092	-0.4%	4.2%	-4.6%
WW	\$ 3,567	3,536	0.9%	2.1%	-1.2%	\$ 13,898	13,853	0.3%	3.0%	-2.7%

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	2019	2018	Reported	% Change Operational ⁽¹⁾	Currency	2019	2018	Reported	% Change Operational ⁽¹⁾	Currency
PHARMACEUTICAL SEGMENT ⁽²⁾										
IMMUNOLOGY										
US	\$ 2,517	2,356	6.8%	6.8%	-	\$ 9,641	9,073	6.3%	6.3%	-
Intl	1,005	986	1.9%	4.3%	-2.4%	4,309	4,047	6.5%	11.6%	-5.1%
WW	3,522	3,342	5.4%	6.1%	-0.7%	13,950	13,120	6.3%	7.9%	-1.6%
REMICADE										
US	755	843	-10.4%	-10.4%	-	3,079	3,664	-16.0%	-16.0%	-
US Exports ⁽³⁾	68	90	-25.0%	-25.0%	-	294	436	-32.7%	-32.7%	-
Intl	212	305	-30.4%	-28.9%	-1.5%	1,007	1,226	-17.8%	-13.7%	-4.1%
WW	1,035	1,238	-16.4%	-16.0%	-0.4%	4,380	5,326	-17.8%	-16.8%	-1.0%
SIMPONI / SIMPONIARIA										
US	302	272	10.7%	10.7%	-	1,159	1,051	10.2%	10.2%	-
Intl	213	210	1.4%	3.7%	-2.3%	1,029	1,033	-0.4%	4.4%	-4.8%
WW	515	482	6.6%	7.6%	-1.0%	2,188	2,084	5.0%	7.3%	-2.3%
STELARA										
US	1,194	1,009	18.4%	18.4%	-	4,346	3,469	25.3%	25.3%	-
Intl	506	435	16.3%	19.1%	-2.8%	2,015	1,687	19.4%	25.1%	-5.7%
WW	1,700	1,444	17.7%	18.6%	-0.9%	6,361	5,156	23.4%	25.2%	-1.8%
TREMFYA										
US	199	142	39.7%	39.7%	-	764	453	68.5%	68.5%	-
Intl	71	33	*	*	*	248	91	*	*	*
WW	270	175	53.9%	55.1%	-1.2%	1,012	544	85.9%	87.7%	-1.8%
OTHER IMMUNOLOGY										
US	-	-	-	-	-	-	-	-	-	-
Intl	2	3	-22.4%	-24.0%	1.6%	10	10	4.5%	4.7%	-0.2%
WW	2	3	-22.4%	-24.0%	1.6%	10	10	4.5%	4.7%	-0.2%
INFECTIOUS DISEASES										
US	435	372	17.1%	17.1%	-	1,597	1,378	15.9%	15.9%	-
Intl	430	430	0.2%	3.0%	-2.8%	1,815	1,926	-5.7%	-0.2%	-5.5%
WW	866	802	8.0%	9.6%	-1.6%	3,413	3,304	3.3%	6.5%	-3.2%
EDURANT / rilpivirine										
US	14	16	-12.3%	-12.3%	-	50	58	-13.7%	-13.7%	-
Intl	209	177	17.7%	20.9%	-3.2%	812	758	7.1%	12.7%	-5.6%
WW	222	193	15.2%	18.2%	-3.0%	861	816	5.6%	10.8%	-5.2%
PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA										
US	390	322	21.0%	21.0%	-	1,422	1,169	21.6%	21.6%	-
Intl	155	173	-10.7%	-7.8%	-2.9%	689	786	-12.3%	-6.8%	-5.5%
WW	544	495	9.9%	10.9%	-1.0%	2,110	1,955	8.0%	10.2%	-2.2%
OTHER INFECTIOUS DISEASES										
US	32	34	-5.8%	-5.8%	-	126	151	-16.5%	-16.5%	-
Intl	67	80	-15.4%	-13.3%	-2.1%	315	382	-17.6%	-12.3%	-5.3%
WW	99	114	-12.5%	-11.0%	-1.5%	441	533	-17.3%	-13.5%	-3.8%

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	2019	2018	Reported	% Change Operational ⁽¹⁾	Currency	2019	2018	Reported	% Change Operational ⁽¹⁾	Currency
NEUROSCIENCE										
US	747	660	13.2%	13.2%	-	2,919	2,574	13.4%	13.4%	-
Intl	819	840	-2.5%	-1.2%	-1.3%	3,409	3,503	-2.7%	1.5%	-4.2%
WW	1,566	1,500	4.4%	5.2%	-0.8%	6,328	6,077	4.1%	6.6%	-2.5%
CONCERTA / methylphenidate										
US	37	38	-4.4%	-4.4%	-	233	229	1.7%	1.7%	-
Intl	115	112	2.4%	3.0%	-0.6%	463	434	6.6%	10.3%	-3.7%
WW	152	150	0.7%	1.1%	-0.4%	696	663	4.9%	7.3%	-2.4%
INVEGA SUSTENNA / XEPLION / INVEGA TRINZA / TREVICTA										
US	564	485	16.2%	16.2%	-	2,107	1,791	17.6%	17.6%	-
Intl	308	278	10.7%	13.2%	-2.5%	1,224	1,137	7.7%	13.0%	-5.3%
WW	871	763	14.2%	15.1%	-0.9%	3,330	2,928	13.7%	15.8%	-2.1%
RISPERDAL CONSTA										
US	77	77	0.3%	0.3%	-	314	315	-0.3%	-0.3%	-
Intl	82	101	-18.9%	-17.0%	-1.9%	374	422	-11.4%	-6.5%	-4.9%
WW	160	178	-10.6%	-9.5%	-1.1%	688	737	-6.7%	-3.9%	-2.8%
OTHER NEUROSCIENCE										
US	70	60	16.7%	16.7%	-	266	239	11.4%	11.4%	-
Intl	314	349	-9.9%	-9.3%	-0.6%	1,349	1,510	-10.7%	-7.4%	-3.3%
WW	383	409	-6.1%	-5.5%	-0.6%	1,614	1,749	-7.7%	-4.9%	-2.8%
ONCOLOGY										
US	1,153	1,063	8.5%	8.5%	-	4,299	4,331	-0.7%	-0.7%	-
Intl	1,563	1,426	9.6%	12.2%	-2.6%	6,393	5,513	16.0%	21.8%	-5.8%
WW	2,716	2,489	9.1%	10.6%	-1.5%	10,692	9,844	8.6%	11.9%	-3.3%
DARZALEX										
US	444	323	37.8%	37.8%	-	1,567	1,203	30.3%	30.3%	-
Intl	385	261	47.5%	52.8%	-5.3%	1,430	822	73.9%	84.1%	-10.2%
WW	830	584	42.1%	44.5%	-2.4%	2,998	2,025	48.0%	52.2%	-4.2%
IMBRUVICA										
US	392	318	22.8%	22.8%	-	1,555	1,129	37.7%	37.7%	-
Intl	483	385	25.9%	29.7%	-3.8%	1,856	1,486	24.9%	32.1%	-7.2%
WW	875	703	24.5%	26.6%	-2.1%	3,411	2,615	30.4%	34.5%	-4.1%
VELCADE										
US	-	-	-	-	-	-	-	-	-	-
Intl	115	252	-54.6%	-55.2%	0.6%	751	1,116	-32.7%	-30.1%	-2.6%
WW	115	252	-54.6%	-55.2%	0.6%	751	1,116	-32.7%	-30.1%	-2.6%
ZYTIGA / abiraterone acetate										
US	194	351	-44.8%	-44.8%	-	810	1,771	-54.3%	-54.3%	-
Intl	483	435	11.2%	12.9%	-1.7%	1,985	1,727	15.0%	19.8%	-4.8%
WW	677	786	-13.8%	-12.9%	-0.9%	2,795	3,498	-20.1%	-17.7%	-2.4%
OTHER ONCOLOGY										
US	122	71	75.1%	75.1%	-	367	228	61.0%	61.0%	-
Intl	97	93	3.0%	5.9%	-2.9%	371	362	2.4%	8.1%	-5.7%
WW	220	164	33.7%	35.4%	-1.7%	739	590	25.0%	28.6%	-3.6%
PULMONARY HYPERTENSION										
US	388	436	-11.1%	-11.1%	-	1,684	1,651	2.0%	2.0%	-
Intl	235	231	1.6%	3.1%	-1.5%	939	922	1.9%	6.3%	-4.4%
WW	623	667	-6.7%	-6.2%	-0.5%	2,623	2,573	1.9%	3.5%	-1.6%
OPSUMIT										
US	185	189	-2.4%	-2.4%	-	766	700	9.4%	9.4%	-
Intl	143	134	5.8%	7.5%	-1.7%	562	515	9.0%	14.1%	-5.1%
WW	326	323	1.0%	1.7%	-0.7%	1,327	1,215	9.2%	11.4%	-2.2%
TRACLEER / bosentan										
US	10	60	-83.3%	-83.3%	-	131	268	-51.1%	-51.1%	-
Intl	46	64	-27.6%	-28.8%	1.2%	210	278	-24.3%	-22.6%	-1.7%
WW	56	124	-54.8%	-55.4%	0.6%	341	546	-37.5%	-36.6%	-0.9%
UPTRAVI										
US	178	165	7.4%	7.4%	-	714	598	19.3%	19.3%	-
Intl	30	16	92.5%	99.5%	-7.0%	105	65	62.4%	70.7%	-8.3%
WW	208	181	14.8%	15.4%	-0.6%	819	663	23.5%	24.3%	-0.8%
OTHER										
US	16	22	-27.7%	-27.7%	-	74	85	-13.7%	-13.7%	-
Intl	16	17	-5.9%	-2.4%	-3.5%	62	64	-3.7%	3.3%	-7.0%
WW	32	39	-18.1%	-16.5%	-1.6%	135	149	-9.4%	-6.4%	-3.0%
CARDIOVASCULAR / METABOLISM / OTHER										
US	930	1,049	-11.4%	-11.4%	-	3,734	4,279	-12.7%	-12.7%	-
Intl	327	341	-4.4%	-3.5%	-0.9%	1,458	1,537	-5.2%	-1.3%	-3.9%
WW	1,256	1,390	-9.7%	-9.5%	-0.2%	5,192	5,816	-10.7%	-9.7%	-1.0%
XARELTO										
US	609	608	0.4%	0.4%	-	2,313	2,477	-6.6%	-6.6%	-
Intl	-	-	-	-	-	-	-	-	-	-
WW	609	608	0.4%	0.4%	-	2,313	2,477	-6.6%	-6.6%	-
INVOKANA / INVOKAMET										
US	125	188	-33.8%	-33.8%	-	536	711	-24.6%	-24.6%	-
Intl	52	40	33.7%	36.0%	-2.3%	199	170	17.3%	22.1%	-4.8%
WW	177	228	-22.2%	-21.8%	-0.4%	735	881	-16.5%	-15.6%	-0.9%
PROCRIT / EPREX										
US	118	151	-21.6%	-21.6%	-	505	674	-25.1%	-25.1%	-
Intl	65	70	-7.1%	-7.0%	-0.1%	285	314	-9.2%	-6.5%	-2.7%
WW	183	221	-17.0%	-16.9%	-0.1%	790	988	-20.0%	-19.2%	-0.8%
OTHER										
US	78	102	-25.0%	-25.0%	-	380	417	-9.1%	-9.1%	-
Intl	209	231	-10.0%	-9.1%	-0.9%	974	1,053	-7.6%	-3.5%	-4.1%
WW	286	333	-14.6%	-14.0%	-0.6%	1,353	1,470	-8.0%	-5.1%	-2.9%
TOTAL PHARMACEUTICAL										
US	6,169	5,936	3.9%	3.9%	-	23,874	23,286	2.5%	2.5%	-
Intl	4,379	4,254	2.9%	5.1%	-2.2%	18,324	17,448	5.0%	10.1%	-5.1%
WW	\$ 10,548	\$ 10,190	3.5%	4.4%	-0.9%	\$ 42,198	\$ 40,734	3.6%	5.8%	-2.2%

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MEDICAL DEVICES SEGMENT ⁽²⁾⁽⁴⁾										
DIABETES CARE ⁽⁴⁾										
US	\$ -	-	-	-	-	\$ -	371	*	*	-
Intl	-	-	-	-	-	-	638	*	*	*
WW	-	-	-	-	-	-	1,009	*	*	*
INTERVENTIONAL SOLUTIONS										
US	377	336	12.2%	12.2%	-	1,443	1,283	12.5%	12.5%	-
Intl	398	350	13.4%	14.3%	-0.9%	1,554	1,363	14.0%	17.8%	-3.8%
WW	774	686	12.8%	13.3%	-0.5%	2,997	2,646	13.3%	15.2%	-1.9%
ORTHOPAEDICS										
US	1,369	1,358	0.9%	0.9%	-	5,319	5,281	0.7%	0.7%	-
Intl	904	904	-0.1%	1.7%	-1.8%	3,520	3,604	-2.3%	1.9%	-4.2%
WW	2,273	2,262	0.5%	1.2%	-0.7%	8,839	8,885	-0.5%	1.2%	-1.7%
HIPS										
US	230	220	4.9%	4.9%	-	863	841	2.6%	2.6%	-
Intl	147	145	1.2%	3.0%	-1.8%	575	577	-0.3%	4.2%	-4.5%
WW	377	365	3.4%	4.2%	-0.8%	1,438	1,418	1.4%	3.3%	-1.9%
KNEES										
US	239	239	0.2%	0.2%	-	889	911	-2.4%	-2.4%	-
Intl	156	153	1.5%	3.2%	-1.7%	591	591	0.0%	4.1%	-4.1%
WW	395	392	0.7%	1.4%	-0.7%	1,480	1,502	-1.4%	0.2%	-1.6%
TRAUMA										
US	413	403	2.3%	2.3%	-	1,652	1,599	3.3%	3.3%	-
Intl	273	271	0.8%	2.6%	-1.8%	1,068	1,100	-2.9%	1.4%	-4.3%
WW	686	674	1.7%	2.5%	-0.8%	2,720	2,699	0.8%	2.5%	-1.7%
SPINE & OTHER										
US	488	496	-1.6%	-1.6%	-	1,915	1,930	-0.8%	-0.8%	-
Intl	329	335	-2.1%	-0.4%	-1.7%	1,286	1,336	-3.8%	0.4%	-4.2%
WW	817	831	-1.8%	-1.1%	-0.7%	3,201	3,266	-2.0%	-0.3%	-1.7%
SURGERY										
US	961	1,094	-12.2%	-12.2%	-	3,828	4,125	-7.2%	-7.2%	-
Intl	1,481	1,493	-0.8%	1.2%	-2.0%	5,673	5,776	-1.8%	2.7%	-4.5%
WW	2,442	2,587	-5.6%	-4.4%	-1.2%	9,501	9,901	-4.0%	-1.4%	-2.6%
ADVANCED										
US	428	441	-3.0%	-3.0%	-	1,637	1,657	-1.2%	-1.2%	-
Intl	647	614	5.5%	7.6%	-2.1%	2,458	2,345	4.8%	9.4%	-4.6%
WW	1,076	1,055	2.0%	3.2%	-1.2%	4,095	4,002	2.3%	5.0%	-2.7%
GENERAL										
US	451	469	-3.9%	-3.9%	-	1,762	1,751	0.6%	0.6%	-
Intl	720	712	1.2%	3.3%	-2.1%	2,718	2,806	-3.1%	1.3%	-4.4%
WW	1,171	1,181	-0.8%	0.4%	-1.2%	4,480	4,557	-1.7%	1.0%	-2.7%
SPECIALTY										
US	83	184	-55.3%	-55.3%	-	430	717	-40.1%	-40.1%	-
Intl	114	167	-32.3%	-30.7%	-1.6%	497	625	-20.5%	-16.4%	-4.1%
WW	195	351	-44.4%	-43.6%	-0.8%	926	1,342	-31.0%	-29.0%	-2.0%
VISION										
US	428	426	0.3%	0.3%	-	1,794	1,777	0.9%	0.9%	-
Intl	713	707	1.0%	1.2%	-0.2%	2,830	2,776	2.0%	4.9%	-2.9%
WW	1,141	1,133	0.7%	0.9%	-0.2%	4,624	4,553	1.6%	3.3%	-1.7%
CONTACT LENSES / OTHER										
US	311	289	7.7%	7.7%	-	1,304	1,237	5.4%	5.4%	-
Intl	522	527	-0.8%	-0.9%	0.1%	2,088	2,065	1.1%	4.0%	-2.9%
WW	833	816	2.2%	2.1%	0.1%	3,392	3,302	2.7%	4.6%	-1.9%
SURGICAL										
US	117	137	-15.2%	-15.2%	-	490	540	-9.4%	-9.4%	-
Intl	191	180	6.4%	7.6%	-1.2%	742	711	4.4%	7.3%	-2.9%
WW	309	317	-3.0%	-2.3%	-0.7%	1,232	1,251	-1.6%	0.1%	-1.7%
TOTAL MEDICAL DEVICES										
US	3,135	3,214	-2.4%	-2.4%	-	12,384	12,837	-3.5%	-3.5%	-
Intl	3,497	3,454	1.3%	2.7%	-1.4%	13,579	14,157	-4.1%	-0.1%	-4.0%
WW	\$ 6,632	6,668	-0.5%	0.2%	-0.7%	\$ 25,963	26,994	-3.8%	-1.7%	-2.1%

Note: Columns and rows within tables may not add due to rounding. Percentages have been calculated using actual, non-rounded figures, and therefore, may not recalculate precisely.

- * Percentage greater than 100% or not meaningful
- (1) Operational growth excludes the effect of translational currency
- (2) Unaudited
- (3) Reported as U.S. sales
- (4) Reflects LifeScan divestiture October 2, 2018