



REPORTED SALES vs. PRIOR PERIOD (\$MM)

	SECOND QUARTER					SIX MONTHS				
	2019	2018	Reported	% Change Operational ⁽¹⁾	Currency	2019	2018	Reported	% Change Operational ⁽¹⁾	Currency
CONSUMER SEGMENT ⁽²⁾										
BABY CARE										
US	\$ 99	89	11.5%	11.5%	-	\$ 186	186	-0.2%	-0.2%	-
Intl	344	367	-6.3%	0.0%	-6.3%	651	727	-10.5%	-3.2%	-7.3%
WW	443	456	-2.8%	2.2%	-5.0%	837	913	-8.4%	-2.6%	-5.8%
BEAUTY										
US	663	637	4.1%	4.1%	-	1,251	1,248	0.3%	0.3%	-
Intl	539	472	14.1%	19.5%	-5.4%	1,041	945	10.1%	16.3%	-6.2%
WW	1,202	1,109	8.4%	10.7%	-2.3%	2,292	2,193	4.5%	7.2%	-2.7%
ORAL CARE										
US	155	157	-1.6%	-1.6%	-	306	314	-2.5%	-2.5%	-
Intl	234	236	-0.7%	5.3%	-6.0%	450	458	-1.7%	4.9%	-6.6%
WW	389	393	-1.1%	2.5%	-3.6%	756	772	-2.0%	1.9%	-3.9%
OTC										
US	484	454	6.6%	6.6%	-	991	919	7.8%	7.8%	-
Intl	580	612	-5.1%	0.0%	-5.1%	1,160	1,219	-4.9%	1.4%	-6.3%
WW	1,064	1,066	-0.1%	2.8%	-2.9%	2,151	2,138	0.6%	4.2%	-3.6%
WOMEN'S HEALTH										
US	3	4	-10.3%	-10.3%	-	6	7	-3.7%	-3.7%	-
Intl	250	276	-9.5%	-1.3%	-8.2%	472	516	-8.6%	1.3%	-9.9%
WW	253	280	-9.5%	-1.4%	-8.1%	478	523	-8.5%	1.2%	-9.7%
WOUND CARE / OTHER										
US	132	135	-1.9%	-1.9%	-	234	238	-1.5%	-1.5%	-
Intl	61	65	-6.4%	-2.0%	-4.4%	114	125	-8.9%	-3.9%	-5.0%
WW	193	200	-3.4%	-1.9%	-1.5%	348	363	-4.0%	-2.3%	-1.7%
TOTAL CONSUMER										
US	1,537	1,476	4.1%	4.1%	-	2,975	2,912	2.2%	2.2%	-
Intl	2,007	2,028	-1.0%	4.9%	-5.9%	3,887	3,990	-2.6%	4.3%	-6.9%
WW	\$ 3,544	3,504	1.2%	4.6%	-3.4%	\$ 6,862	6,902	-0.6%	3.4%	-4.0%

See footnotes at end of schedule

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			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency
PHARMACEUTICAL SEGMENT ⁽²⁾⁽⁴⁾										
IMMUNOLOGY										
US	\$ 2,379	2,317	2.7%	2.7%	-	\$ 4,542	4,317	5.2%	5.2%	-
Intl	1,087	1,021	6.3%	12.5%	-6.2%	2,175	2,063	5.4%	12.5%	-7.1%
WW	3,466	3,338	3.8%	5.7%	-1.9%	6,717	6,380	5.3%	7.6%	-2.3%
REMICADE										
US	801	918	-12.7%	-12.7%	-	1,575	1,834	-14.1%	-14.1%	-
US Exports ⁽³⁾	62	104	-40.3%	-40.3%	-	138	246	-43.9%	-43.9%	-
Intl	244	298	-18.5%	-13.5%	-5.0%	496	629	-21.2%	-15.5%	-5.7%
WW	1,107	1,320	-16.2%	-15.1%	-1.1%	2,209	2,709	-18.5%	-17.1%	-1.3%
SIMPONI / SIMPONI ARIA										
US	281	274	2.7%	2.7%	-	544	498	9.1%	9.1%	-
Intl	282	274	2.7%	8.5%	-5.8%	543	568	-4.4%	2.2%	-6.6%
WW	563	548	2.7%	5.6%	-2.9%	1,087	1,066	1.9%	5.4%	-3.5%
STELARA										
US	1,058	919	15.2%	15.2%	-	1,940	1,571	23.5%	23.5%	-
Intl	499	422	18.1%	25.0%	-6.9%	1,022	831	23.0%	31.0%	-8.0%
WW	1,558	1,341	16.1%	18.3%	-2.2%	2,963	2,402	23.3%	26.1%	-2.8%
TREMFYA										
US	176	102	72.3%	72.3%	-	344	168	*	*	-
Intl	59	24	*	*	*	108	30	*	*	*
WW	235	126	86.5%	88.9%	-2.4%	452	198	*	*	*
OTHER IMMUNOLOGY ⁽⁴⁾										
US	-	-	-	-	-	-	-	-	-	-
Intl	3	3	27.7%	27.0%	0.7%	6	5	23.6%	24.0%	-0.4%
WW	3	3	27.7%	27.0%	0.7%	6	5	23.6%	24.0%	-0.4%
INFECTIOUS DISEASES										
US	387	328	17.8%	17.8%	-	744	661	12.5%	12.5%	-
Intl	475	521	-8.7%	-2.5%	-6.2%	964	1,018	-5.3%	2.5%	-7.8%
WW	862	849	1.5%	5.4%	-3.9%	1,708	1,679	1.7%	6.5%	-4.8%
EDURANT / rilpivirine										
US	12	15	-15.8%	-15.8%	-	24	29	-17.3%	-17.3%	-
Intl	198	196	0.5%	6.6%	-6.1%	397	392	1.4%	8.6%	-7.2%
WW	210	211	-0.6%	5.0%	-5.6%	421	421	0.1%	6.8%	-6.7%
PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA										
US	344	277	24.2%	24.2%	-	659	550	19.9%	19.9%	-
Intl	191	215	-11.1%	-4.6%	-6.5%	399	420	-5.0%	3.4%	-8.4%
WW	535	492	8.7%	11.6%	-2.9%	1,058	970	9.1%	12.7%	-3.6%
OTHER INFECTIOUS DISEASES										
US	31	36	-16.6%	-16.6%	-	61	82	-26.0%	-26.0%	-
Intl	86	110	-20.8%	-14.6%	-6.2%	168	206	-18.6%	-10.7%	-7.9%
WW	117	146	-19.7%	-15.1%	-4.6%	229	288	-20.7%	-15.1%	-5.6%

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	SECOND QUARTER						SIX MONTHS					
	2019	2018	% Change			2019	2018	% Change				
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency		
NEUROSCIENCE												
US	664	639	3.8%	3.8%	-	1,387	1,263	9.8%	9.8%	-		
Intl	875	889	-1.6%	3.9%	-5.5%	1,780	1,824	-2.4%	4.1%	-6.5%		
WW	1,538	1,528	0.6%	3.9%	-3.3%	3,167	3,087	2.6%	6.4%	-3.8%		
<u>CONCERTA / methylphenidate</u>												
US	15	68	-78.6%	-78.6%	-	112	134	-16.4%	-16.4%	-		
Intl	123	115	6.2%	12.1%	-5.9%	239	222	7.3%	13.9%	-6.6%		
WW	137	183	-25.2%	-21.5%	-3.7%	351	356	-1.6%	2.5%	-4.1%		
<u>INVEGA SUSTENNA / XEPLION / INVEGA TRINZA / TREVICTA</u>												
US	506	438	15.6%	15.6%	-	989	838	18.1%	18.1%	-		
Intl	312	282	10.4%	17.2%	-6.8%	619	578	7.0%	14.7%	-7.7%		
WW	818	720	13.6%	16.3%	-2.7%	1,608	1,416	13.6%	16.7%	-3.1%		
<u>RISPERDAL CONSTA</u>												
US	81	80	0.8%	0.8%	-	158	162	-3.0%	-3.0%	-		
Intl	101	108	-6.5%	-0.1%	-6.4%	203	222	-8.4%	-1.3%	-7.1%		
WW	182	188	-3.4%	0.3%	-3.7%	361	384	-6.2%	-2.0%	-4.2%		
<u>OTHER NEUROSCIENCE</u>												
US	62	53	16.1%	16.1%	-	128	129	-0.4%	-0.4%	-		
Intl	340	384	-11.5%	-7.3%	-4.2%	719	802	-10.3%	-4.8%	-5.5%		
WW	401	437	-8.1%	-4.4%	-3.7%	847	931	-8.9%	-4.1%	-4.8%		
ONCOLOGY												
US	1,013	1,085	-6.6%	-6.6%	-	1,975	2,018	-2.1%	-2.1%	-		
Intl	1,684	1,371	22.8%	30.5%	-7.7%	3,240	2,749	17.9%	26.3%	-8.4%		
WW	2,697	2,456	9.8%	14.1%	-4.3%	5,215	4,767	9.4%	14.3%	-4.9%		
<u>DARZALEX</u>												
US	369	298	24.4%	24.4%	-	721	562	28.5%	28.5%	-		
Intl	405	213	89.5%	*	-13.6%	682	381	78.7%	93.0%	-14.3%		
WW	774	511	51.6%	57.3%	-5.7%	1,403	943	48.8%	54.6%	-5.8%		
<u>IMBRUVICA</u>												
US	367	250	47.0%	47.0%	-	716	477	50.2%	50.2%	-		
Intl	463	370	25.3%	33.9%	-8.6%	898	730	23.1%	33.0%	-9.9%		
WW	831	620	34.1%	39.2%	-5.1%	1,615	1,207	33.8%	39.8%	-6.0%		
<u>VELCADE</u>												
US	-	-	-	-	-	-	-	-	-	-		
Intl	224	280	-20.1%	-16.1%	-4.0%	487	593	-17.9%	-12.9%	-5.0%		
WW	224	280	-20.1%	-16.1%	-4.0%	487	593	-17.9%	-12.9%	-5.0%		
<u>ZYTIGA / abiraterone acetate</u>												
US	198	486	-59.4%	-59.4%	-	383	893	-57.1%	-57.1%	-		
Intl	500	423	18.0%	24.5%	-6.5%	994	861	15.4%	22.6%	-7.2%		
WW	698	909	-23.3%	-20.3%	-3.0%	1,377	1,754	-21.5%	-18.0%	-3.5%		
<u>OTHER ONCOLOGY</u>												
US	78	51	50.5%	50.5%	-	154	86	77.7%	77.7%	-		
Intl	92	85	8.8%	16.2%	-7.4%	179	184	-2.5%	5.3%	-7.8%		
WW	170	136	24.7%	29.3%	-4.6%	333	270	23.2%	28.6%	-5.4%		
PULMONARY HYPERTENSION												
US	439	429	2.2%	2.2%	-	869	790	10.0%	10.0%	-		
Intl	251	236	6.7%	12.7%	-6.0%	477	460	3.7%	10.7%	-7.0%		
WW	690	665	3.8%	6.0%	-2.2%	1,346	1,250	7.7%	10.2%	-2.5%		
<u>OPSUMIT</u>												
US	203	180	12.8%	12.8%	-	375	329	14.2%	14.2%	-		
Intl	146	131	11.5%	18.1%	-6.6%	279	253	10.3%	18.0%	-7.7%		
WW	348	311	12.3%	15.0%	-2.7%	654	582	12.5%	15.8%	-3.3%		
<u>TRACLEER</u>												
US	41	71	-41.8%	-41.8%	-	102	139	-26.3%	-26.3%	-		
Intl	62	72	-14.5%	-10.9%	-3.6%	118	144	-18.7%	-14.6%	-4.1%		
WW	103	143	-28.0%	-26.2%	-1.8%	220	283	-22.4%	-20.3%	-2.1%		
<u>UPTRAVI</u>												
US	175	155	13.4%	13.4%	-	351	279	25.9%	25.9%	-		
Intl	28	16	62.5%	71.6%	-9.1%	50	32	53.1%	63.0%	-9.9%		
WW	203	171	18.2%	19.1%	-0.9%	401	311	28.7%	29.7%	-1.0%		
<u>OTHER</u>												
US	20	23	-18.2%	-18.2%	-	41	43	-8.4%	-8.4%	-		
Intl	16	17	3.7%	13.3%	-9.6%	31	31	4.1%	15.1%	-11.0%		
WW	37	40	-9.6%	-5.8%	-3.8%	72	74	-3.4%	1.0%	-4.4%		
CARDIOVASCULAR / METABOLISM / OTHER												
US	902	1,101	-18.1%	-18.1%	-	1,849	2,204	-16.1%	-16.1%	-		
Intl	373	417	-10.5%	-5.7%	-4.8%	771	831	-7.2%	-1.5%	-5.7%		
WW	1,275	1,518	-16.0%	-14.7%	-1.3%	2,620	3,035	-13.7%	-12.1%	-1.6%		
<u>XARELTO</u>												
US	549	679	-19.2%	-19.2%	-	1,091	1,257	-13.2%	-13.2%	-		
Intl	-	-	-	-	-	-	-	-	-	-		
WW	549	679	-19.2%	-19.2%	-	1,091	1,257	-13.2%	-13.2%	-		
<u>INVOKANA / INVOKAMET</u>												
US	132	169	-21.2%	-21.2%	-	286	373	-23.2%	-23.2%	-		
Intl	43	46	-6.0%	-1.5%	-4.5%	92	90	2.6%	8.9%	-6.3%		
WW	177	215	-17.9%	-16.9%	-1.0%	379	463	-18.2%	-16.9%	-1.3%		
<u>PROCRI / EPREX</u>												
US	113	156	-27.5%	-27.5%	-	261	345	-24.3%	-24.3%	-		
Intl	70	80	-13.4%	-9.6%	-3.8%	148	167	-11.7%	-7.3%	-4.4%		
WW	183	236	-22.7%	-21.4%	-1.3%	409	512	-20.2%	-18.7%	-1.5%		
<u>OTHER</u>												
US	107	97	9.3%	9.3%	-	211	229	-8.2%	-8.2%	-		
Intl	260	291	-10.5%	-5.2%	-5.3%	531	574	-7.5%	-1.4%	-6.1%		
WW	368	388	-5.5%	-1.5%	-4.0%	742	803	-7.7%	-3.4%	-4.3%		
TOTAL PHARMACEUTICAL												
US	5,783	5,899	-2.0%	-2.0%	-	11,365	11,253	1.0%	1.0%	-		
Intl	4,746	4,455	6.5%	12.9%	-6.4%	9,408	8,945	5.2%	12.5%	-7.3%		
WW	\$ 10,529	\$ 10,354	1.7%	4.4%	-2.7%	\$ 20,773	\$ 20,198	2.8%	6.1%	-3.3%		

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MEDICAL DEVICES SEGMENT ⁽²⁾⁽⁵⁾										
DIABETES CARE ⁽³⁾										
US	\$ -	129	*	*	-	\$ -	246	*	*	-
Intl	-	226	*	*	*	-	448	*	*	*
WW	-	355	*	*	*	-	694	*	*	*
INTERVENTIONAL SOLUTIONS										
US	366	323	13.7%	13.7%	-	709	627	13.2%	13.2%	-
Intl	385	344	11.6%	17.3%	-5.7%	774	680	13.7%	20.0%	-6.3%
WW	750	667	12.6%	15.6%	-3.0%	1,482	1,307	13.4%	16.7%	-3.3%
ORTHOPAEDICS										
US	1,331	1,332	-0.1%	-0.1%	-	2,649	2,639	0.4%	0.4%	-
Intl	894	930	-3.8%	1.5%	-5.3%	1,779	1,873	-5.0%	1.1%	-6.1%
WW	2,224	2,262	-1.6%	0.6%	-2.2%	4,428	4,512	-1.9%	0.7%	-2.6%
HIPS										
US	216	211	2.1%	2.1%	-	429	420	2.1%	2.1%	-
Intl	147	149	-0.7%	5.0%	-5.7%	295	303	-2.3%	4.2%	-6.5%
WW	364	360	0.9%	3.3%	-2.4%	725	723	0.3%	3.0%	-2.7%
KNEES										
US	218	229	-4.8%	-4.8%	-	441	457	-3.5%	-3.5%	-
Intl	153	153	0.4%	5.4%	-5.0%	299	312	-4.0%	1.9%	-5.9%
WW	372	382	-2.8%	-0.7%	-2.1%	741	769	-3.7%	-1.3%	-2.4%
TRAUMA										
US	407	394	3.3%	3.3%	-	824	801	2.9%	2.9%	-
Intl	265	281	-5.9%	-0.6%	-5.3%	533	570	-6.5%	-0.5%	-6.0%
WW	672	675	-0.6%	1.7%	-2.3%	1,357	1,371	-1.0%	1.5%	-2.5%
SPINE & OTHER										
US	490	498	-1.5%	-1.5%	-	955	961	-0.6%	-0.6%	-
Intl	328	347	-5.3%	0.0%	-5.3%	651	688	-5.4%	0.6%	-6.0%
WW	818	845	-3.1%	-0.9%	-2.2%	1,606	1,649	-2.6%	-0.1%	-2.5%
SURGERY										
US	926	1,022	-9.5%	-9.5%	-	1,927	2,015	-4.4%	-4.4%	-
Intl	1,427	1,493	-4.4%	1.5%	-5.9%	2,821	2,923	-3.5%	3.0%	-6.5%
WW	2,353	2,515	-6.5%	-3.0%	-3.5%	4,748	4,938	-3.9%	0.0%	-3.9%
ADVANCED										
US	396	402	-1.7%	-1.7%	-	800	795	0.6%	0.6%	-
Intl	633	603	5.0%	11.2%	-6.2%	1,209	1,176	2.8%	9.5%	-6.7%
WW	1,029	1,005	2.3%	6.1%	-3.8%	2,009	1,971	1.9%	5.9%	-4.0%
GENERAL										
US	443	436	1.6%	1.6%	-	868	859	1.0%	1.0%	-
Intl	674	733	-7.9%	-2.4%	-5.5%	1,339	1,437	-6.8%	-0.4%	-6.4%
WW	1,119	1,169	-4.3%	-0.9%	-3.4%	2,208	2,296	-3.9%	0.1%	-4.0%
SPECIALTY										
US	87	184	-53.1%	-53.1%	-	259	361	-28.3%	-28.3%	-
Intl	120	157	-23.7%	-18.2%	-5.5%	273	310	-12.1%	-5.4%	-6.7%
WW	206	341	-39.6%	-37.1%	-2.5%	531	671	-20.8%	-17.8%	-3.0%
VISION										
US	461	459	0.4%	0.4%	-	907	899	1.0%	1.0%	-
Intl	701	714	-2.0%	2.2%	-4.2%	1,383	1,389	-0.5%	4.7%	-5.2%
WW	1,161	1,173	-1.0%	1.5%	-2.5%	2,290	2,288	0.1%	3.2%	-3.1%
CONTACT LENSES / OTHER										
US	333	320	3.9%	3.9%	-	654	629	4.0%	4.0%	-
Intl	509	524	-2.9%	1.5%	-4.4%	1,011	1,022	-1.0%	4.4%	-5.4%
WW	842	844	-0.3%	2.4%	-2.7%	1,666	1,651	0.9%	4.2%	-3.3%
SURGICAL										
US	128	139	-7.7%	-7.7%	-	253	270	-6.1%	-6.1%	-
Intl	191	190	0.7%	4.2%	-3.5%	371	367	1.0%	5.5%	-4.5%
WW	319	329	-2.8%	-0.8%	-2.0%	624	637	-2.0%	0.6%	-2.6%
TOTAL MEDICAL DEVICES										
US	3,083	3,265	-5.6%	-5.6%	-	6,192	6,426	-3.6%	-3.6%	-
Intl	3,406	3,707	-8.1%	-2.9%	-5.2%	6,756	7,313	-7.6%	-1.6%	-6.0%
WW	\$ 6,489	6,972	-6.9%	-4.1%	-2.8%	\$ 12,948	13,739	-5.7%	-2.6%	-3.1%

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) Prior year amounts have been reclassified to conform to current year product disclosure

(5) Reflects LifeScan divestiture October 2, 2018