



REPORTED SALES vs. PRIOR PERIOD (\$MM)

CONSUMER SEGMENT ⁽²⁾

BABY CARE

	THIRD QUARTER					NINE MONTHS				
	2018	2017	Reported	Operational ⁽¹⁾	Currency	2018	2017	Reported	Operational ⁽¹⁾	Currency
US	\$ 120	\$ 100	20.0%	20.0%	-	\$ 306	\$ 326	-6.1%	-6.1%	-
Intl	352	377	-6.6%	0.1%	-6.7%	1,079	1,100	-1.9%	-0.5%	-1.4%
WW	472	477	-1.0%	4.3%	-5.3%	1,385	1,426	-2.9%	-1.8%	-1.1%

BEAUTY

US	543	523	3.8%	3.8%	-	1,791	1,739	3.0%	3.0%	-
Intl	535	510	4.9%	9.2%	-4.3%	1,480	1,351	9.5%	7.7%	1.8%
WW	1,078	1,033	4.4%	6.5%	-2.1%	3,271	3,090	5.9%	5.1%	0.8%

ORAL CARE

US	158	154	2.6%	2.6%	-	472	460	2.6%	2.6%	-
Intl	226	228	-0.9%	3.6%	-4.5%	684	678	0.9%	-0.5%	1.4%
WW	384	382	0.5%	3.2%	-2.7%	1,156	1,138	1.6%	0.7%	0.9%

OTC

US	440	401	9.7%	9.7%	-	1,359	1,310	3.7%	3.7%	-
Intl	608	601	1.2%	4.8%	-3.6%	1,827	1,711	6.8%	3.8%	3.0%
WW	1,048	1,002	4.6%	6.8%	-2.2%	3,186	3,021	5.5%	3.8%	1.7%

WOMEN'S HEALTH

US	3	3	0.0%	0.0%	-	10	9	11.1%	11.1%	-
Intl	266	267	-0.4%	8.0%	-8.4%	782	779	0.4%	2.0%	-1.6%
WW	269	270	-0.4%	7.9%	-8.3%	792	788	0.5%	2.1%	-1.6%

WOUND CARE / OTHER

US	106	104	1.9%	1.9%	-	344	342	0.6%	0.6%	-
Intl	58	88	-34.1%	-31.3%	-2.8%	183	257	-28.8%	-30.0%	1.2%
WW	164	192	-14.6%	-13.3%	-1.3%	527	599	-12.0%	-12.5%	0.5%

TOTAL CONSUMER

US	1,370	1,285	6.6%	6.6%	-	4,282	4,186	2.3%	2.3%	-
Intl	2,045	2,071	-1.3%	3.7%	-5.0%	6,035	5,876	2.7%	1.6%	1.1%
WW	\$ 3,415	\$ 3,356	1.8%	4.9%	-3.1%	\$ 10,317	\$ 10,062	2.5%	1.9%	0.6%

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

PHARMACEUTICAL SEGMENT ⁽²⁾⁽⁵⁾

IMMUNOLOGY

	THIRD QUARTER					NINE MONTHS				
	2018	2017	Reported	Operational ⁽¹⁾	Currency	2018	2017	Reported	Operational ⁽¹⁾	Currency
US	\$ 2,400	\$ 2,420	-0.8%	-0.8%	-	\$ 6,717	\$ 6,644	1.1%	1.1%	-
Intl	998	849	17.6%	21.7%	-4.1%	3,061	2,514	21.8%	18.6%	3.2%
WW	3,398	3,269	3.9%	5.0%	-1.1%	9,778	9,158	6.8%	5.9%	0.9%

REMICADE

US	987	1,206	-18.2%	-18.2%	-	2,821	3,452	-18.3%	-18.3%	-
US Exports ⁽³⁾	100	156	-35.9%	-35.9%	-	346	448	-22.8%	-22.8%	-
Intl	292	285	2.5%	8.2%	-5.7%	921	949	-3.0%	-3.9%	0.9%
WW	1,379	1,647	-16.3%	-15.3%	-1.0%	4,088	4,849	-15.7%	-15.9%	0.2%

SIMPONI / SIMPONI ARIA

US	281	242	16.1%	16.1%	-	779	701	11.1%	11.1%	-
Intl	255	234	9.0%	13.5%	-4.5%	823	642	28.2%	25.3%	2.9%
WW	536	476	12.6%	14.8%	-2.2%	1,602	1,343	19.3%	17.9%	1.4%

STELARA

US	889	800	11.1%	11.1%	-	2,460	2,027	21.4%	21.4%	-
Intl	421	324	29.9%	33.0%	-3.1%	1,252	903	38.6%	32.9%	5.7%
WW	1,310	1,124	16.5%	17.4%	-0.9%	3,712	2,930	26.7%	24.9%	1.8%

OTHER IMMUNOLOGY

US	143	16	*	*	-	311	16	*	*	-
Intl	30	6	*	*	*	65	20	*	*	*
WW	173	22	*	*	*	376	36	*	*	*

INFECTIOUS DISEASES

US	345	353	-2.3%	-2.3%	-	1,006	1,020	-1.4%	-1.4%	-
Intl	478	460	3.9%	7.4%	-3.5%	1,496	1,334	12.1%	8.1%	4.0%
WW	823	813	1.2%	3.2%	-2.0%	2,502	2,354	6.3%	4.0%	2.3%

EDURANT / rilpivirine

US	13	15	-13.3%	-13.3%	-	42	44	-4.5%	-4.5%	-
Intl	189	179	5.6%	6.8%	-1.2%	581	478	21.5%	14.2%	7.3%
WW	202	194	4.1%	5.2%	-1.1%	623	522	19.3%	12.6%	6.7%

PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA

US	297	287	3.5%	3.5%	-	847	824	2.8%	2.8%	-
Intl	193	180	7.2%	12.4%	-5.2%	613	527	16.3%	13.5%	2.8%
WW	490	467	4.9%	6.9%	-2.0%	1,460	1,351	8.1%	7.0%	1.1%

OTHER INFECTIOUS DISEASES

US	35	51	-31.4%	-31.4%	-	117	152	-23.0%	-23.0%	-
Intl	96	101	-5.0%	-0.3%	-4.7%	302	329	-8.2%	-9.3%	1.1%
WW	131	152	-13.8%	-10.7%	-3.1%	419	481	-12.9%	-13.7%	0.8%

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	THIRD QUARTER					NINE MONTHS					
	2018	2017	% Change			2018	2017	% Change			
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency	
NEUROSCIENCE											
US	651	647	0.6%	0.6%	-	1,914	1,931	-0.9%	-0.9%	-	
Intl	839	851	-1.4%	2.1%	-3.5%	2,663	2,531	5.2%	2.3%	2.9%	
WW	1,490	1,498	-0.5%	1.5%	-2.0%	4,577	4,462	2.6%	0.9%	1.7%	
<u>CONCERTA / methylphenidate</u>											
US	57	100	-43.0%	-43.0%	-	191	284	-32.7%	-32.7%	-	
Intl	100	98	2.0%	7.3%	-5.3%	322	304	5.9%	4.4%	1.5%	
WW	157	198	-20.7%	-18.1%	-2.6%	513	588	-12.8%	-13.6%	0.8%	
<u>INVEGA SUSTENNA / XEPLION / TRINZA / TREVICTA</u>											
US	468	395	18.5%	18.5%	-	1,306	1,154	13.2%	13.2%	-	
Intl	281	248	13.3%	16.6%	-3.3%	859	722	19.0%	14.2%	4.8%	
WW	749	643	16.5%	17.8%	-1.3%	2,165	1,876	15.4%	13.5%	1.9%	
<u>RISPERDAL CONSTA</u>											
US	76	87	-12.6%	-12.6%	-	238	273	-12.8%	-12.8%	-	
Intl	99	107	-7.5%	-4.0%	-3.5%	321	335	-4.2%	-7.3%	3.1%	
WW	175	194	-9.8%	-7.9%	-1.9%	559	608	-8.1%	-9.8%	1.7%	
<u>OTHER NEUROSCIENCE</u>											
US	50	65	-23.1%	-23.1%	-	179	220	-18.6%	-18.6%	-	
Intl	359	398	-9.8%	-6.6%	-3.2%	1,161	1,170	-0.8%	-2.9%	2.1%	
WW	409	463	-11.7%	-9.0%	-2.7%	1,340	1,390	-3.6%	-5.4%	1.8%	
ONCOLOGY											
US	1,250	846	47.8%	47.8%	-	3,268	2,207	48.1%	48.1%	-	
Intl	1,338	1,052	27.2%	31.2%	-4.0%	4,087	3,012	35.7%	30.9%	4.8%	
WW	2,588	1,898	36.4%	38.6%	-2.2%	7,355	5,219	40.9%	38.1%	2.8%	
<u>DARZALEX</u>											
US	318	230	38.3%	38.3%	-	880	643	36.9%	36.9%	-	
Intl	180	87	*	*	*	561	228	*	*	*	
WW	498	317	57.1%	60.0%	-2.9%	1,441	871	65.4%	63.6%	1.8%	
<u>IMBRUVICA</u>											
US	334	230	45.2%	45.2%	-	811	622	30.4%	30.4%	-	
Intl	371	282	31.6%	36.6%	-5.0%	1,101	749	47.0%	42.2%	4.8%	
WW	705	512	37.7%	40.4%	-2.7%	1,912	1,371	39.5%	36.9%	2.6%	
<u>VELCADE</u>											
US	-	-	-	-	-	-	-	-	-	-	
Intl	271	273	-0.7%	1.8%	-2.5%	864	843	2.5%	-1.7%	4.2%	
WW	271	273	-0.7%	1.8%	-2.5%	864	843	2.5%	-1.7%	4.2%	
<u>ZYTIGA</u>											
US	527	352	49.7%	49.7%	-	1,420	826	71.9%	71.9%	-	
Intl	431	317	36.0%	38.8%	-2.8%	1,292	924	39.8%	34.2%	5.6%	
WW	958	669	43.2%	44.5%	-1.3%	2,712	1,750	55.0%	52.0%	3.0%	
<u>OTHER ONCOLOGY</u>											
US	71	34	*	*	-	157	116	35.3%	35.3%	-	
Intl	85	93	-8.6%	-4.7%	-3.9%	269	268	0.4%	-2.5%	2.9%	
WW	156	127	22.8%	25.6%	-2.8%	426	384	10.9%	8.9%	2.0%	
PULMONARY HYPERTENSION⁽⁴⁾											
US	425	371	14.6%	14.6%	-	1,215	408	*	*	-	
Intl	231	261	-11.5%	-8.9%	-2.6%	691	309	*	*	*	
WW	656	632	3.8%	4.9%	-1.1%	1,906	717	*	*	*	
<u>OPSUMIT</u>											
US	182	150	21.3%	21.3%	-	511	174	*	*	-	
Intl	128	109	17.4%	20.9%	-3.5%	381	130	*	*	*	
WW	310	259	19.7%	21.2%	-1.5%	892	304	*	*	*	
<u>TRACLEER</u>											
US	69	83	-16.9%	-16.9%	-	208	85	*	*	-	
Intl	70	127	-44.9%	-43.6%	-1.3%	214	151	41.7%	37.5%	4.2%	
WW	139	210	-33.8%	-33.0%	-0.8%	422	236	78.8%	76.1%	2.7%	
<u>UPTRAVI</u>											
US	154	113	36.3%	36.3%	-	433	121	*	*	-	
Intl	17	11	54.5%	57.3%	-2.8%	49	12	*	*	*	
WW	171	124	37.9%	38.1%	-0.2%	482	133	*	*	*	
<u>OTHER</u>											
US	20	25	-20.0%	-20.0%	-	63	28	*	*	-	
Intl	16	14	14.3%	21.2%	-6.9%	47	16	*	*	*	
WW	36	39	-7.7%	-5.2%	-2.5%	110	44	*	*	*	
CARDIOVASCULAR / METABOLISM / OTHER											
US	1,026	1,179	-13.0%	-13.0%	-	3,230	3,488	-7.4%	-7.4%	-	
Intl	365	406	-10.1%	-6.5%	-3.6%	1,196	1,177	1.6%	-1.1%	2.7%	
WW	1,391	1,585	-12.2%	-11.3%	-0.9%	4,426	4,665	-5.1%	-5.8%	0.7%	
<u>XARELTO</u>											
US	612	635	-3.6%	-3.6%	-	1,869	1,790	4.4%	4.4%	-	
Intl	-	-	-	-	-	-	-	-	-	-	
WW	612	635	-3.6%	-3.6%	-	1,869	1,790	4.4%	4.4%	-	
<u>INVOKANA / INVOKAMET</u>											
US	150	220	-31.8%	-31.8%	-	523	723	-27.7%	-27.7%	-	
Intl	40	45	-11.1%	-6.7%	-4.4%	130	121	7.4%	4.8%	2.6%	
WW	190	265	-28.3%	-27.6%	-0.7%	653	844	-22.6%	-23.0%	0.4%	
<u>PROCIT / EPREX</u>											
US	178	168	6.0%	6.0%	-	523	511	2.3%	2.3%	-	
Intl	77	70	10.0%	12.8%	-2.8%	244	229	6.6%	2.9%	3.7%	
WW	255	238	7.1%	7.9%	-0.8%	767	740	3.6%	2.4%	1.2%	
<u>OTHER</u>											
US	86	156	-44.9%	-44.9%	-	315	464	-32.1%	-32.1%	-	
Intl	248	291	-14.8%	-11.1%	-3.7%	822	827	-0.6%	-3.1%	2.5%	
WW	334	447	-25.3%	-22.9%	-2.4%	1,137	1,291	-11.9%	-13.5%	1.6%	
TOTAL PHARMACEUTICAL											
US	6,097	5,816	4.8%	4.8%	-	17,350	15,698	10.5%	10.5%	-	
Intl	4,249	3,879	9.5%	13.2%	-3.7%	13,194	10,877	21.3%	17.5%	3.8%	
WW	\$ 10,346	\$ 9,695	6.7%	8.2%	-1.5%	\$ 30,544	\$ 26,575	14.9%	13.4%	1.5%	

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	THIRD QUARTER					NINE MONTHS						
	2018	2017	Reported	% Change Operational ⁽¹⁾	Currency	2018	2017	Reported	% Change Operational ⁽¹⁾	Currency		
MEDICAL DEVICES SEGMENT ⁽²⁾⁽⁵⁾												
DIABETES CARE												
US	\$ 125	\$ 168		-25.6%	-25.6%	-	\$ 371	\$ 482		-23.0%	-23.0%	-
Intl	190	237		-19.8%	-16.0%	-3.8%	638	743		-14.1%	-16.3%	2.2%
WW	315	405		-22.2%	-20.0%	-2.2%	1,009	1,225		-17.6%	-19.0%	1.4%
DIAGNOSTICS												
US	-	-	-	-	-	-	-	-	-	-	-	-
Intl	-	-	-	-	-	-	-	1	*	*	*	*
WW	-	-	-	-	-	-	-	1	*	*	*	*
INTERVENTIONAL SOLUTIONS												
US	320	279		14.7%	14.7%	0.0%	947	843		12.3%	12.3%	-
Intl	333	274		21.5%	24.1%	-2.6%	1,013	832		21.8%	17.5%	4.3%
WW	653	553		18.1%	19.4%	-1.3%	1,960	1,675		17.0%	14.9%	2.1%
ORTHOPAEDICS												
US	1,284	1,308		-1.8%	-1.8%	-	3,923	4,034		-2.8%	-2.8%	-
Intl	827	896		-7.7%	-4.4%	-3.3%	2,700	2,738		-1.4%	-4.6%	3.2%
WW	2,111	2,204		-4.2%	-2.9%	-1.3%	6,623	6,772		-2.2%	-3.5%	1.3%
HIPS												
US	201	195		3.1%	3.1%	-	621	612		1.5%	1.5%	-
Intl	129	133		-3.0%	1.0%	-4.0%	432	418		3.3%	0.1%	3.2%
WW	330	328		0.6%	2.2%	-1.6%	1,053	1,030		2.2%	0.9%	1.3%
KNEES												
US	215	220		-2.3%	-2.3%	-	672	702		-4.3%	-4.3%	-
Intl	126	123		2.4%	6.8%	-4.4%	438	424		3.3%	0.2%	3.1%
WW	341	343		-0.6%	1.0%	-1.6%	1,110	1,126		-1.4%	-2.6%	1.2%
TRAUMA												
US	395	398		-0.8%	-0.8%	-	1,196	1,179		1.4%	1.4%	-
Intl	259	264		-1.9%	1.0%	-2.9%	829	768		7.9%	4.4%	3.5%
WW	654	662		-1.2%	0.0%	-1.2%	2,025	1,947		4.0%	2.6%	1.4%
SPINE & OTHER												
US	473	495		-4.4%	-4.4%	-	1,434	1,541		-6.9%	-6.9%	-
Intl	313	376		-16.8%	-13.9%	-2.9%	1,001	1,128		-11.3%	-14.3%	3.0%
WW	786	871		-9.8%	-8.6%	-1.2%	2,435	2,669		-8.8%	-10.1%	1.3%
SURGERY												
US	1,016	1,002		1.4%	1.4%	-	3,031	3,009		0.7%	0.7%	-
Intl	1,360	1,344		1.2%	5.6%	-4.4%	4,283	3,992		7.3%	5.0%	2.3%
WW	2,376	2,346		1.3%	3.8%	-2.5%	7,314	7,001		4.5%	3.2%	1.3%
ADVANCED												
US	421	398		5.8%	5.8%	-	1,216	1,190		2.2%	2.2%	-
Intl	555	525		5.7%	10.0%	-4.3%	1,731	1,543		12.2%	9.5%	2.7%
WW	976	923		5.7%	8.1%	-2.4%	2,947	2,733		7.8%	6.3%	1.5%
GENERAL												
US	423	430		-1.6%	-1.6%	-	1,282	1,276		0.5%	0.5%	-
Intl	657	675		-2.7%	1.6%	-4.3%	2,094	2,017		3.8%	1.5%	2.3%
WW	1,080	1,105		-2.3%	0.3%	-2.6%	3,376	3,293		2.5%	1.1%	1.4%
SPECIALTY												
US	172	174		-1.1%	-1.1%	-	533	543		-1.8%	-1.8%	-
Intl	148	144		2.8%	7.9%	-5.1%	458	432		6.0%	4.9%	1.1%
WW	320	318		0.6%	2.9%	-2.3%	991	975		1.6%	1.1%	0.5%
VISION												
US	452	432		4.6%	4.6%	-	1,351	1,142		18.3%	18.3%	-
Intl	680	659		3.2%	6.2%	-3.0%	2,069	1,802		14.8%	12.6%	2.2%
WW	1,132	1,091		3.8%	5.6%	-1.8%	3,420	2,944		16.2%	14.9%	1.3%
CONTACT LENSES / OTHER												
US	319	302		5.6%	5.6%	-	948	832		13.9%	13.9%	-
Intl	516	498		3.6%	6.4%	-2.8%	1,538	1,404		9.5%	7.4%	2.1%
WW	835	800		4.4%	6.2%	-1.8%	2,486	2,236		11.2%	9.9%	1.3%
SURGICAL												
US	133	130		2.3%	2.3%	-	403	310		30.0%	30.0%	-
Intl	164	161		1.9%	5.5%	-3.6%	531	398		33.4%	31.0%	2.4%
WW	297	291		2.1%	4.1%	-2.0%	934	708		31.9%	30.5%	1.4%
TOTAL MEDICAL DEVICES												
US	3,197	3,189		0.3%	0.3%	-	9,623	9,510		1.2%	1.2%	-
Intl	3,390	3,410		-0.6%	3.0%	-3.6%	10,703	10,108		5.9%	3.2%	2.7%
WW	\$ 6,587	\$ 6,599		-0.2%	1.7%	-1.9%	\$ 20,326	\$ 19,618		3.6%	2.2%	1.4%

* 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) Products acquired from Actelion acquisition on June 16, 2017

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