



REPORTED SALES vs. PRIOR PERIOD (\$MM)

| | FIRST QUARTER | | | | |
|---|---------------|-------|----------|----------------------------|----------|
| | 2020 | 2019 | % Change | | |
| | | | Reported | Operational ⁽¹⁾ | Currency |
| CONSUMER HEALTH SEGMENT ^(2,3) | | | | | |
| BABY CARE | | | | | |
| US | \$ 92 | 87 | 6.7% | 6.7% | - |
| Intl | 269 | 307 | -12.4% | -8.2% | -4.2% |
| WW | 361 | 394 | -8.2% | -4.9% | -3.3% |
| SKIN HEALTH / BEAUTY ⁽⁴⁾ | | | | | |
| US | 659 | 588 | 12.1% | 12.1% | - |
| Intl | 458 | 502 | -8.8% | -6.5% | -2.3% |
| WW | 1,117 | 1,090 | 2.5% | 3.5% | -1.0% |
| ORAL CARE | | | | | |
| US | 176 | 151 | 16.2% | 16.2% | - |
| Intl | 219 | 216 | 1.5% | 5.3% | -3.8% |
| WW | 395 | 367 | 7.6% | 9.8% | -2.2% |
| OTC | | | | | |
| US | 689 | 507 | 35.9% | 35.9% | - |
| Intl | 659 | 580 | 13.7% | 17.0% | -3.3% |
| WW | 1,348 | 1,087 | 24.1% | 25.8% | -1.7% |
| WOMEN'S HEALTH | | | | | |
| US | 4 | 3 | 32.0% | 32.0% | - |
| Intl | 228 | 222 | 2.5% | 8.9% | -6.4% |
| WW | 232 | 225 | 2.9% | 9.2% | -6.3% |
| WOUND CARE / OTHER | | | | | |
| US | 119 | 102 | 17.0% | 17.0% | - |
| Intl | 52 | 53 | -1.2% | 1.9% | -3.1% |
| WW | 171 | 155 | 10.7% | 11.8% | -1.1% |
| TOTAL CONSUMER HEALTH | | | | | |
| US | 1,740 | 1,438 | 21.0% | 21.0% | - |
| Intl | 1,885 | 1,880 | 0.3% | 3.9% | -3.6% |
| WW | \$ 3,625 | 3,318 | 9.2% | 11.3% | -2.1% |

See footnotes at end of schedule

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| PHARMACEUTICAL SEGMENT ⁽²⁾ | | | | | |
| IMMUNOLOGY | | | | | |
| US | \$ 2,410 | 2,163 | 11.4% | 11.4% | - |
| Intl | 1,228 | 1,088 | 12.8% | 16.3% | -3.5% |
| WW | 3,638 | 3,251 | 11.9% | 13.1% | -1.2% |
| <u>REMICADE</u> | | | | | |
| US | 625 | 774 | -19.3% | -19.3% | - |
| US Exports ⁽⁵⁾ | 110 | 76 | 44.3% | 44.3% | - |
| Intl | 256 | 252 | 1.5% | 5.2% | -3.7% |
| WW | 990 | 1,102 | -10.2% | -9.3% | -0.9% |
| <u>SIMPONI / SIMPONI ARIA</u> | | | | | |
| US | 272 | 263 | 3.4% | 3.4% | - |
| Intl | 258 | 261 | -1.2% | 2.6% | -3.8% |
| WW | 529 | 524 | 1.1% | 3.0% | -1.9% |
| <u>STELARA</u> | | | | | |
| US | 1,217 | 882 | 37.9% | 37.9% | - |
| Intl | 603 | 523 | 15.2% | 18.3% | -3.1% |
| WW | 1,819 | 1,405 | 29.5% | 30.6% | -1.1% |
| <u>TREMFYA</u> | | | | | |
| US | 187 | 168 | 11.5% | 11.5% | - |
| Intl | 109 | 49 | * | * | * |
| WW | 296 | 217 | 36.4% | 37.3% | -0.9% |
| <u>OTHER IMMUNOLOGY</u> | | | | | |
| US | - | - | - | - | - |
| Intl | 3 | 3 | -6.9% | -5.6% | -1.3% |
| WW | 3 | 3 | -6.9% | -5.6% | -1.3% |
| INFECTIOUS DISEASES | | | | | |
| US | 436 | 357 | 22.3% | 22.3% | - |
| Intl | 483 | 489 | -1.2% | 2.7% | -3.9% |
| WW | 920 | 846 | 8.7% | 11.0% | -2.3% |
| <u>EDURANT / rilpivirine</u> | | | | | |
| US | 12 | 12 | 0.6% | 0.6% | - |
| Intl | 212 | 199 | 6.4% | 9.2% | -2.8% |
| WW | 224 | 211 | 6.1% | 8.7% | -2.6% |
| <u>PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA</u> | | | | | |
| US | 396 | 315 | 25.5% | 25.5% | - |
| Intl | 184 | 208 | -11.6% | -6.4% | -5.2% |
| WW | 579 | 523 | 10.8% | 12.8% | -2.0% |
| <u>OTHER INFECTIOUS DISEASES</u> | | | | | |
| US | 29 | 30 | -3.4% | -3.4% | - |
| Intl | 87 | 82 | 6.7% | 10.2% | -3.5% |
| WW | 116 | 112 | 4.0% | 6.6% | -2.6% |

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|---|---------------|-------|----------|----------------------------|----------|
| | 2020 | 2019 | % Change | | |
| | | | Reported | Operational ⁽¹⁾ | Currency |
| NEUROSCIENCE | | | | | |
| US | 748 | 723 | 3.3% | 3.3% | - |
| Intl | 910 | 905 | 0.5% | 3.0% | -2.5% |
| WW | 1,658 | 1,629 | 1.8% | 3.1% | -1.3% |
| <u>CONCERTA / Methylphenidate</u> | | | | | |
| US | 52 | 97 | -46.1% | -46.1% | - |
| Intl | 118 | 116 | 1.5% | 3.6% | -2.1% |
| WW | 171 | 214 | -20.1% | -19.0% | -1.1% |
| <u>INVEGA SUSTENNA / XEPLION / INVEGA TRINZA / TREVICTA</u> | | | | | |
| US | 544 | 483 | 12.6% | 12.6% | - |
| Intl | 339 | 307 | 10.3% | 13.2% | -2.9% |
| WW | 883 | 790 | 11.7% | 12.9% | -1.2% |
| <u>RISPERDAL CONSTA</u> | | | | | |
| US | 76 | 77 | -0.3% | -0.3% | - |
| Intl | 94 | 102 | -8.7% | -5.9% | -2.8% |
| WW | 170 | 179 | -5.1% | -3.5% | -1.6% |
| <u>OTHER NEUROSCIENCE</u> | | | | | |
| US | 75 | 66 | 12.5% | 12.5% | - |
| Intl | 360 | 379 | -5.1% | -3.1% | -2.0% |
| WW | 435 | 446 | -2.5% | -0.8% | -1.7% |
| ONCOLOGY | | | | | |
| US | 1,175 | 962 | 22.1% | 22.1% | - |
| Intl | 1,839 | 1,556 | 18.2% | 21.7% | -3.5% |
| WW | 3,013 | 2,518 | 19.7% | 21.8% | -2.1% |
| <u>DARZALEX</u> | | | | | |
| US | 463 | 352 | 31.8% | 31.8% | - |
| Intl | 474 | 277 | 70.9% | 76.8% | -5.9% |
| WW | 937 | 629 | 49.0% | 51.6% | -2.6% |
| <u>ERLEADA⁽⁶⁾</u> | | | | | |
| US | 119 | 58 | * | * | - |
| Intl | 24 | 3 | * | * | * |
| WW | 143 | 61 | * | * | * |
| <u>IMBRUVICA</u> | | | | | |
| US | 432 | 349 | 23.9% | 23.9% | - |
| Intl | 599 | 435 | 37.8% | 42.3% | -4.5% |
| WW | 1,031 | 784 | 31.6% | 34.1% | -2.5% |
| <u>VELCADE</u> | | | | | |
| US | - | - | - | - | - |
| Intl | 108 | 263 | -59.0% | -58.2% | -0.8% |
| WW | 108 | 263 | -59.0% | -58.2% | -0.8% |
| <u>ZYTIGA / abiraterone acetate</u> | | | | | |
| US | 139 | 185 | -25.2% | -25.2% | - |
| Intl | 552 | 494 | 11.7% | 14.3% | -2.6% |
| WW | 690 | 679 | 1.6% | 3.5% | -1.9% |
| <u>OTHER ONCOLOGY⁽⁶⁾</u> | | | | | |
| US | 22 | 18 | 20.1% | 20.1% | - |
| Intl | 82 | 84 | -2.7% | 0.6% | -3.3% |
| WW | 104 | 102 | 1.3% | 4.1% | -2.8% |

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REPORTED SALES vs. PRIOR PERIOD (\$MM)

| | FIRST QUARTER | | | | |
|--|------------------|---------------|----------|----------------------------|----------|
| | 2020 | 2019 | % Change | | |
| | | | Reported | Operational ⁽¹⁾ | Currency |
| <u>PULMONARY HYPERTENSION</u> | | | | | |
| US | 486 | 430 | 13.0% | 13.0% | - |
| Intl | 260 | 226 | 14.9% | 17.8% | -2.9% |
| WW | <u>745</u> | <u>656</u> | 13.7% | 14.7% | -1.0% |
| <u>OPSUMIT</u> | | | | | |
| US | 229 | 172 | 33.0% | 33.0% | - |
| Intl | 160 | 133 | 20.2% | 23.3% | -3.1% |
| WW | <u>389</u> | <u>306</u> | 27.4% | 28.8% | -1.4% |
| <u>UPTRAVI</u> | | | | | |
| US | 212 | 176 | 20.7% | 20.7% | - |
| Intl | 38 | 22 | 70.2% | 75.0% | -4.8% |
| WW | <u>250</u> | <u>198</u> | 26.2% | 26.8% | -0.6% |
| <u>OTHER PULMONARY HYPERTENSION⁽⁶⁾</u> | | | | | |
| US | 44 | 82 | -45.9% | -45.9% | - |
| Intl | 62 | 71 | -12.4% | -10.7% | -1.7% |
| WW | <u>106</u> | <u>152</u> | -30.4% | -29.6% | -0.8% |
| <u>CARDIOVASCULAR / METABOLISM / OTHER</u> | | | | | |
| US | 806 | 947 | -14.9% | -14.9% | - |
| Intl | 354 | 398 | -11.0% | -8.7% | -2.3% |
| WW | <u>1,160</u> | <u>1,345</u> | -13.8% | -13.1% | -0.7% |
| <u>XARELTO</u> | | | | | |
| US | 527 | 542 | -2.7% | -2.7% | - |
| Intl | - | - | - | - | - |
| WW | <u>527</u> | <u>542</u> | -2.7% | -2.7% | - |
| <u>INVOKANA / INVOKAMET</u> | | | | | |
| US | 117 | 154 | -23.6% | -23.6% | - |
| Intl | 58 | 49 | 18.6% | 20.9% | -2.3% |
| WW | <u>175</u> | <u>202</u> | -13.5% | -12.9% | -0.6% |
| <u>PROCRIT / EPREX</u> | | | | | |
| US | 76 | 148 | -48.5% | -48.5% | - |
| Intl | 79 | 78 | 0.4% | 1.9% | -1.5% |
| WW | <u>155</u> | <u>226</u> | -31.6% | -31.0% | -0.6% |
| <u>OTHER</u> | | | | | |
| US | 85 | 104 | -18.0% | -18.0% | - |
| Intl | 217 | 271 | -19.7% | -17.1% | -2.6% |
| WW | <u>302</u> | <u>374</u> | -19.2% | -17.4% | -1.8% |
| <u>TOTAL PHARMACEUTICAL</u> | | | | | |
| US | 6,061 | 5,582 | 8.6% | 8.6% | - |
| Intl | 5,073 | 4,662 | 8.8% | 12.0% | -3.2% |
| WW | <u>\$ 11,134</u> | <u>10,244</u> | 8.7% | 10.1% | -1.4% |

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

MEDICAL DEVICES SEGMENT ⁽²⁾

INTERVENTIONAL SOLUTIONS

| | 2020 | 2019 | % Change | | |
|------|------------|------------|----------|----------------------------|----------|
| | | | Reported | Operational ⁽¹⁾ | Currency |
| US | 365 | 343 | 6.6% | 6.6% | - |
| Intl | 362 | 389 | -6.9% | -5.1% | -1.8% |
| WW | <u>727</u> | <u>732</u> | -0.6% | 0.4% | -1.0% |

ORTHOPAEDICS

| | | | | | |
|------|--------------|--------------|--------|-------|-------|
| US | 1,250 | 1,318 | -5.2% | -5.2% | - |
| Intl | 788 | 885 | -11.0% | -8.5% | -2.5% |
| WW | <u>2,038</u> | <u>2,204</u> | -7.5% | -6.5% | -1.0% |

HIPS

| | | | | | |
|------|------------|------------|--------|-------|-------|
| US | 206 | 213 | -3.6% | -3.6% | - |
| Intl | 132 | 148 | -11.2% | -8.4% | -2.8% |
| WW | <u>337</u> | <u>361</u> | -6.7% | -5.6% | -1.1% |

KNEES

| | | | | | |
|------|------------|------------|--------|-------|-------|
| US | 214 | 223 | -4.2% | -4.2% | - |
| Intl | 130 | 146 | -11.4% | -8.9% | -2.5% |
| WW | <u>343</u> | <u>369</u> | -7.0% | -6.1% | -0.9% |

TRAUMA

| | | | | | |
|------|------------|------------|-------|-------|-------|
| US | 407 | 417 | -2.3% | -2.3% | - |
| Intl | 247 | 268 | -8.0% | -5.3% | -2.7% |
| WW | <u>654</u> | <u>685</u> | -4.5% | -3.5% | -1.0% |

SPINE, SPORTS & OTHER ⁽⁷⁾

| | | | | | |
|------|------------|------------|--------|--------|-------|
| US | 423 | 465 | -8.9% | -8.9% | - |
| Intl | 280 | 323 | -13.3% | -11.1% | -2.2% |
| WW | <u>703</u> | <u>788</u> | -10.7% | -9.8% | -0.9% |

SURGERY

| | | | | | |
|------|--------------|--------------|--------|--------|-------|
| US | 844 | 1,001 | -15.7% | -15.7% | - |
| Intl | 1,257 | 1,394 | -9.8% | -6.7% | -3.1% |
| WW | <u>2,100</u> | <u>2,395</u> | -12.3% | -10.5% | -1.8% |

ADVANCED

| | | | | | |
|------|------------|------------|-------|-------|-------|
| US | 381 | 404 | -5.7% | -5.7% | - |
| Intl | 567 | 576 | -1.6% | 1.6% | -3.2% |
| WW | <u>948</u> | <u>980</u> | -3.3% | -1.4% | -1.9% |

GENERAL ⁽⁶⁾

| | | | | | |
|------|--------------|--------------|--------|--------|-------|
| US | 463 | 597 | -22.5% | -22.5% | - |
| Intl | 690 | 818 | -15.7% | -12.6% | -3.1% |
| WW | <u>1,153</u> | <u>1,414</u> | -18.5% | -16.8% | -1.7% |

VISION

| | | | | | |
|------|--------------|--------------|-------|-------|-------|
| US | 439 | 446 | -1.6% | -1.6% | - |
| Intl | 628 | 682 | -8.0% | -6.4% | -1.6% |
| WW | <u>1,067</u> | <u>1,129</u> | -5.5% | -4.5% | -1.0% |

CONTACT LENSES / OTHER

| | | | | | |
|------|------------|------------|-------|-------|-------|
| US | 346 | 321 | 7.7% | 7.7% | - |
| Intl | 467 | 502 | -7.0% | -5.4% | -1.6% |
| WW | <u>814</u> | <u>824</u> | -1.3% | -0.3% | -1.0% |

SURGICAL

| | | | | | |
|------|------------|------------|--------|--------|-------|
| US | 93 | 125 | -25.5% | -25.5% | - |
| Intl | 160 | 180 | -11.0% | -9.2% | -1.8% |
| WW | <u>253</u> | <u>305</u> | -16.9% | -15.9% | -1.0% |

TOTAL MEDICAL DEVICES

| | | | | | |
|------|-----------------|--------------|-------|-------|-------|
| US | 2,898 | 3,109 | -6.8% | -6.8% | - |
| Intl | 3,034 | 3,350 | -9.4% | -6.9% | -2.5% |
| WW | <u>\$ 5,932</u> | <u>6,459</u> | -8.2% | -6.9% | -1.3% |

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) Previously referred to as Consumer

(4) Previously referred to as Beauty

(5) Reported as U.S. sales

(6) Refer to supplemental schedule

(7) Previously referred to as Spine & Other

Supplemental Schedule
Prior quarter amounts have been reclassified to
conform to current quarter product disclosure (\$MM)

| | 2018 | 2019 | | | | 2019 |
|--|-----------|-------|-------|-------|-------|-----------|
| | Full Year | Q1 | Q2 | Q3 | Q4 | Full Year |
| PHARMACEUTICAL SEGMENT⁽¹⁾ | | | | | | |
| <u>ERLEADA⁽²⁾</u> | | | | | | |
| US | 124 | 58 | 62 | 74 | 103 | 297 |
| Intl | - | 3 | 7 | 12 | 13 | 35 |
| WW | 124 | 61 | 69 | 86 | 116 | 332 |
| <u>OTHER ONCOLOGY⁽²⁾</u> | | | | | | |
| US | 104 | 18 | 16 | 17 | 19 | 70 |
| Intl | 362 | 84 | 85 | 83 | 84 | 336 |
| WW | 466 | 102 | 101 | 100 | 104 | 407 |
| Pulmonary Hypertension | | | | | | |
| <u>OTHER PAH⁽³⁾</u> | | | | | | |
| US | 353 | 82 | 61 | 36 | 26 | 205 |
| Intl | 342 | 71 | 78 | 61 | 62 | 272 |
| WW | 695 | 152 | 140 | 96 | 88 | 476 |
| MEDICAL DEVICES SEGMENT⁽¹⁾ | | | | | | |
| <u>GENERAL SURGERY⁽⁴⁾</u> | | | | | | |
| US | 2,468 | 597 | 530 | 531 | 534 | 2,192 |
| Intl | 3,431 | 818 | 794 | 769 | 834 | 3,215 |
| WW | 5,899 | 1,414 | 1,325 | 1,301 | 1,366 | 5,406 |

Note: Columns and rows within tables may not add due to rounding.

- (1) Unaudited
- (2) ERLEADA was previously included in Other Oncology
- (3) Other PAH is inclusive of TRACLEER, which was previously disclosed separately
- (4) General Surgery is inclusive of Specialty Surgery, which was previously disclosed separately