



REPORTED SALES vs. PRIOR PERIOD (\$MM)

CONSUMER SEGMENT ⁽²⁾

BABY CARE

	2018		2017		% Change		
	2018	2017	Reported	Operational ⁽¹⁾	Currency		
US	\$ 116	\$ 123	-5.7%	-5.7%	-		
Intl	357	367	-2.7%	4.8%	-7.5%		
WW	473	490	-3.5%	2.1%	-5.6%		

BEAUTY

	2018		2017		% Change		
	2018	2017	Reported	Operational ⁽¹⁾	Currency		
US	612	596	2.7%	2.7%	-		
Intl	499	514	-2.9%	2.4%	-5.3%		
WW	1,111	1,110	0.1%	2.5%	-2.4%		

ORAL CARE

	2018		2017		% Change		
	2018	2017	Reported	Operational ⁽¹⁾	Currency		
US	165	156	5.8%	5.8%	-		
Intl	234	237	-1.3%	3.5%	-4.8%		
WW	399	393	1.5%	4.4%	-2.9%		

OTC

	2018		2017		% Change		
	2018	2017	Reported	Operational ⁽¹⁾	Currency		
US	491	406	20.9%	20.9%	-		
Intl	657	699	-6.0%	-2.0%	-4.0%		
WW	1,148	1,105	3.9%	6.4%	-2.5%		

WOMEN'S HEALTH

	2018		2017		% Change		
	2018	2017	Reported	Operational ⁽¹⁾	Currency		
US	3	3	0.0%	0.0%	-		
Intl	254	259	-1.9%	7.9%	-9.8%		
WW	257	262	-1.9%	7.8%	-9.7%		

WOUND CARE / OTHER

	2018		2017		% Change		
	2018	2017	Reported	Operational ⁽¹⁾	Currency		
US	92	95	-3.2%	-3.2%	-		
Intl	56	85	-34.1%	-31.2%	-2.9%		
WW	148	180	-17.8%	-16.4%	-1.4%		

TOTAL CONSUMER

	2018		2017		% Change		
	2018	2017	Reported	Operational ⁽¹⁾	Currency		
US	1,479	1,379	7.3%	7.3%	-		
Intl	2,057	2,161	-4.8%	0.8%	-5.6%		
WW	\$ 3,536	\$ 3,540	-0.1%	3.3%	-3.4%		

	2018		2017		% Change		
	2018	2017	Reported	Operational ⁽¹⁾	Currency		
US	\$ 422	\$ 449	-6.0%	-6.0%	-		
Intl	1,436	1,467	-2.1%	0.8%	-2.9%		
WW	1,858	1,916	-3.0%	-0.8%	-2.2%		
US	2,403	2,335	2.9%	2.9%	-		
Intl	1,979	1,865	6.1%	6.2%	-0.1%		
WW	4,382	4,200	4.3%	4.4%	-0.1%		
US	637	616	3.4%	3.4%	-		
Intl	918	915	0.3%	0.5%	-0.2%		
WW	1,555	1,531	1.6%	1.7%	-0.1%		
US	1,850	1,716	7.8%	7.8%	-		
Intl	2,484	2,410	3.1%	2.1%	1.0%		
WW	4,334	4,126	5.0%	4.4%	0.6%		
US	13	12	8.3%	8.3%	-		
Intl	1,036	1,038	-0.2%	3.5%	-3.7%		
WW	1,049	1,050	-0.1%	3.5%	-3.6%		
US	436	437	-0.2%	-0.2%	-		
Intl	239	342	-30.1%	-30.2%	0.1%		
WW	675	779	-13.4%	-13.5%	0.1%		
US	5,761	5,565	3.5%	3.5%	-		
Intl	8,092	8,037	0.7%	1.4%	-0.7%		
WW	\$ 13,853	\$ 13,602	1.8%	2.2%	-0.4%		

PHARMACEUTICAL SEGMENT ⁽²⁾⁽⁵⁾

IMMUNOLOGY

	2018		2017		% Change		
	2018	2017	Reported	Operational ⁽¹⁾	Currency		
US	\$ 2,356	\$ 2,227	5.8%	5.8%	-		
Intl	986	859	14.8%	19.8%	-5.0%		
WW	3,342	3,086	8.3%	9.7%	-1.4%		

REMICADE

	2018		2017		% Change		
	2018	2017	Reported	Operational ⁽¹⁾	Currency		
US	843	1,073	-21.4%	-21.4%	-		
US Exports ⁽³⁾	90	115	-21.7%	-21.7%	-		
Intl	305	278	9.7%	15.4%	-5.7%		
WW	1,238	1,466	-15.6%	-14.5%	-1.1%		

SIMPONI / SIMPONI ARIA

	2018		2017		% Change		
	2018	2017	Reported	Operational ⁽¹⁾	Currency		
US	272	253	7.5%	7.5%	-		
Intl	210	237	-11.4%	-6.3%	-5.1%		
WW	482	490	-1.6%	0.9%	-2.5%		

STELARA

	2018		2017		% Change		
	2018	2017	Reported	Operational ⁽¹⁾	Currency		
US	1,009	740	36.4%	36.4%	-		
Intl	435	341	27.6%	32.0%	-4.4%		
WW	1,444	1,081	33.6%	35.0%	-1.4%		

TREMFYA

	2018		2017		% Change		
	2018	2017	Reported	Operational ⁽¹⁾	Currency		
US	142	46	*	*	-		
Intl	33	1	*	*	*		
WW	175	47	*	*	*		

OTHER IMMUNOLOGY⁽⁵⁾

	2018		2017		% Change		
	2018	2017	Reported	Operational ⁽¹⁾	Currency		
US	-	-	-	-	-		
Intl	3	2	50.0%	53.1%	-3.1%		
WW	3	2	50.0%	53.1%	-3.1%		

INFECTIOUS DISEASES

	2018		2017		% Change		
	2018	2017	Reported	Operational ⁽¹⁾	Currency		
US	372	338	10.1%	10.1%	-		
Intl	430	462	-6.9%	-2.4%	-4.5%		
WW	802	800	0.3%	2.9%	-2.6%		

EDURANT / rilpivirine

	2018		2017		% Change		
	2018	2017	Reported	Operational ⁽¹⁾	Currency		
US	16	14	14.3%	14.3%	-		
Intl	177	178	-0.6%	3.0%	-3.6%		
WW	193	192	0.5%	3.9%	-3.4%		

PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA

	2018		2017		% Change		
	2018	2017	Reported	Operational ⁽¹⁾	Currency		
US	322	285	13.0%	13.0%	-		
Intl	173	185	-6.5%	-2.3%	-4.2%		
WW	495	470	5.3%	7.0%	-1.7%		

OTHER INFECTIOUS DISEASES

	2018		2017		% Change		
	2018	2017	Reported	Operational ⁽¹⁾	Currency		
US	34	39	-12.8%	-12.8%	-		
Intl	80	99	-19.2%	-12.7%	-6.5%		
WW	114	138	-17.4%	-12.8%	-4.6%		

	2018		2017		% Change		
	2018	2017	Reported	Operational ⁽¹⁾	Currency		
US	\$ 9,073	\$ 8,871	2.3%	2.3%	-		
Intl	4,047	3,373	20.0%	18.9%	1.1%		
WW	13,120	12,244	7.2%	6.9%	0.3%		
US	3,664	4,525	-19.0%	-19.0%	-		
US Exports ⁽³⁾	436	563	-22.6%	-22.6%	-		
Intl	1,226	1,227	-0.1%	0.5%	-0.6%		
WW	5,326	6,315	-15.7%	-15.6%	-0.1%		
US	1,051	954	10.2%	10.2%	-		
Intl	1,033	879	17.5%	16.7%	0.8%		
WW	2,084	1,833	13.7%	13.3%	0.4%		
US	3,469	2,767	25.4%	25.4%	-		
Intl	1,687	1,244	35.6%	32.7%	2.9%		
WW	5,156	4,011	28.5%	27.6%	0.9%		
US	453	62	*	*	-		
Intl	91	1	*	*	*		
WW	544	63	*	*	*		
US	-	-	-	-	-		
Intl	10	22	-54.5%	-54.0%	-0.5%		
WW	10	22	-54.5%	-54.0%	-0.5%		
US	1,378	1,358	1.5%	1.5%	-		
Intl	1,926	1,796	7.2%	5.4%	1.8%		
WW	3,304	3,154	4.8%	3.8%	1.0%		
US	58	58	0.0%	0.0%	-		
Intl	758	656	15.5%	11.1%	4.4%		
WW	816	714	14.3%	10.3%	4.0%		
US	1,169	1,109	5.4%	5.4%	-		
Intl	786	712	10.4%	9.5%	0.9%		
WW	1,955	1,821	7.4%	7.0%	0.4%		
US	151	191	-20.9%	-20.9%	-		
Intl	382	428	-10.7%	-10.1%	-0.6%		
WW	533	619	-13.9%	-13.5%	-0.4%		

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	FOURTH QUARTER					TWELVE MONTHS					
	2018	2017	% Change			2018	2017	% Change			
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency	
NEUROSCIENCE											
US	660	699	-5.6%	-5.6%	-	2,574	2,630	-2.1%	-2.1%	-	
Intl	840	825	1.8%	6.3%	-4.5%	3,503	3,356	4.4%	3.3%	1.1%	
WW	1,500	1,524	-1.6%	0.8%	-2.4%	6,077	5,986	1.5%	0.9%	0.6%	
<u>CONCERTA / methylphenidate</u>											
US	38	100	-62.0%	-62.0%	-	229	384	-40.4%	-40.4%	-	
Intl	112	103	8.7%	13.2%	-4.5%	434	407	6.6%	6.7%	-0.1%	
WW	150	203	-26.1%	-23.8%	-2.3%	663	791	-16.2%	-16.2%	0.0%	
<u>INVEGA SUSTENNA / XEPLION / TRINZA / TREVICTA</u>											
US	485	436	11.2%	11.2%	-	1,791	1,590	12.6%	12.6%	-	
Intl	278	257	8.2%	12.6%	-4.4%	1,137	979	16.1%	13.7%	2.4%	
WW	763	693	10.1%	11.7%	-1.6%	2,928	2,569	14.0%	13.1%	0.9%	
<u>RISPERDAL CONSTA</u>											
US	77	87	-11.5%	-11.5%	-	315	360	-12.5%	-12.5%	-	
Intl	101	110	-8.2%	-3.6%	-4.6%	422	445	-5.2%	-6.4%	1.2%	
WW	178	197	-9.6%	-7.1%	-2.5%	737	805	-8.4%	-9.1%	0.7%	
<u>OTHER NEUROSCIENCE</u>											
US	60	76	-21.1%	-21.1%	-	239	296	-19.3%	-19.3%	-	
Intl	349	355	-1.7%	2.8%	-4.5%	1,510	1,525	-1.0%	-1.6%	0.6%	
WW	409	431	-5.1%	-1.4%	-3.7%	1,749	1,821	-4.0%	-4.5%	0.5%	
ONCOLOGY											
US	1,063	891	19.3%	19.3%	-	4,331	3,098	39.8%	39.8%	-	
Intl	1,426	1,148	24.2%	29.2%	-5.0%	5,513	4,160	32.5%	30.4%	2.1%	
WW	2,489	2,039	22.1%	24.9%	-2.8%	9,844	7,258	35.6%	34.4%	1.2%	
<u>DARZALEX</u>											
US	323	241	34.0%	34.0%	-	1,203	884	36.1%	36.1%	-	
Intl	261	130	*	*	*	822	358	*	*	*	
WW	584	371	57.4%	59.6%	-2.2%	2,025	1,242	63.0%	62.4%	0.6%	
<u>IMBRUVICA</u>											
US	318	219	45.2%	45.2%	-	1,129	841	34.2%	34.2%	-	
Intl	385	303	27.1%	34.1%	-7.0%	1,486	1,052	41.3%	39.9%	1.4%	
WW	703	522	34.7%	38.8%	-4.1%	2,615	1,893	38.1%	37.3%	0.8%	
<u>VELCADE</u>											
US	-	-	-	-	-	-	-	-	-	-	
Intl	252	271	-7.0%	-3.1%	-3.9%	1,116	1,114	0.2%	-2.0%	2.2%	
WW	252	271	-7.0%	-3.1%	-3.9%	1,116	1,114	0.2%	-2.0%	2.2%	
<u>ZYTIGA</u>											
US	351	402	-12.7%	-12.7%	-	1,771	1,228	44.2%	44.2%	-	
Intl	435	353	23.2%	27.1%	-3.9%	1,727	1,277	35.2%	32.2%	3.0%	
WW	786	755	4.1%	5.9%	-1.8%	3,498	2,505	39.6%	38.1%	1.5%	
<u>OTHER ONCOLOGY</u>											
US	71	29	*	*	-	228	145	57.2%	57.2%	-	
Intl	93	91	2.2%	7.0%	-4.8%	362	359	0.8%	-0.2%	1.0%	
WW	164	120	36.7%	40.3%	-3.6%	590	504	17.1%	16.4%	0.7%	
PULMONARY HYPERTENSION⁽⁴⁾											
US	436	365	19.5%	19.5%	-	1,651	773	*	*	-	
Intl	231	245	-5.7%	-1.7%	-4.0%	922	554	66.4%	64.2%	2.2%	
WW	667	610	9.3%	10.9%	-1.6%	2,573	1,327	93.9%	93.0%	0.9%	
<u>OPSUMIT</u>											
US	189	146	29.5%	29.5%	-	700	320	*	*	-	
Intl	134	123	8.9%	13.8%	-4.9%	515	253	*	*	*	
WW	323	269	20.1%	22.3%	-2.2%	1,215	573	*	*	*	
<u>TRACLEER</u>											
US	60	76	-21.1%	-21.1%	-	268	161	66.5%	66.5%	-	
Intl	64	91	-29.7%	-27.2%	-2.5%	278	242	14.9%	13.2%	1.7%	
WW	124	167	-25.7%	-24.4%	-1.3%	546	403	35.5%	34.5%	1.0%	
<u>UPTRAVI</u>											
US	165	117	41.0%	41.0%	-	598	238	*	*	-	
Intl	16	13	23.1%	27.3%	-4.2%	65	25	*	*	*	
WW	181	130	39.2%	39.6%	-0.4%	663	263	*	*	*	
<u>OTHER</u>											
US	22	26	-15.4%	-15.4%	-	85	54	57.4%	57.4%	-	
Intl	17	18	-5.6%	0.7%	-6.3%	64	34	88.2%	89.1%	-0.9%	
WW	39	44	-11.4%	-8.9%	-2.5%	149	88	69.3%	69.6%	-0.3%	
CARDIOVASCULAR / METABOLISM / OTHER											
US	1,049	1,256	-16.5%	-16.5%	-	4,279	4,744	-9.8%	-9.8%	-	
Intl	341	366	-6.8%	-1.5%	-5.3%	1,537	1,543	-0.4%	-1.2%	0.8%	
WW	1,390	1,622	-14.3%	-13.1%	-1.2%	5,816	6,287	-7.5%	-7.7%	0.2%	
<u>XARELTO</u>											
US	608	710	-14.4%	-14.4%	-	2,477	2,500	-0.9%	-0.9%	-	
Intl	-	-	-	-	-	-	-	-	-	-	
WW	608	710	-14.4%	-14.4%	-	2,477	2,500	-0.9%	-0.9%	-	
<u>INVOKANA / INVOKAMET</u>											
US	188	221	-14.9%	-14.9%	-	711	944	-24.7%	-24.7%	-	
Intl	40	46	-13.0%	-7.9%	-5.1%	170	167	1.8%	1.3%	0.5%	
WW	228	267	-14.6%	-13.7%	-0.9%	881	1,111	-20.7%	-20.8%	0.1%	
<u>PROCIT / EPREX</u>											
US	151	164	-7.9%	-7.9%	-	674	675	-0.1%	-0.1%	-	
Intl	70	68	2.9%	6.7%	-3.8%	314	297	5.7%	3.7%	2.0%	
WW	221	232	-4.7%	-3.6%	-1.1%	988	972	1.6%	1.0%	0.6%	
<u>OTHER</u>											
US	102	161	-36.6%	-36.6%	-	417	625	-33.3%	-33.3%	-	
Intl	231	252	-8.3%	-2.5%	-5.8%	1,053	1,079	-2.4%	-3.0%	0.6%	
WW	333	413	-19.4%	-15.9%	-3.5%	1,470	1,704	-13.7%	-14.1%	0.4%	
TOTAL PHARMACEUTICAL											
US	5,936	5,776	2.8%	2.8%	-	23,286	21,474	8.4%	8.4%	-	
Intl	4,254	3,905	8.9%	13.7%	-4.8%	17,448	14,782	18.0%	16.5%	1.5%	
WW	\$ 10,190	\$ 9,681	5.3%	7.2%	-1.9%	\$ 40,734	\$ 36,256	12.4%	11.8%	0.6%	

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	FOURTH QUARTER					TWELVE MONTHS				
	2018	2017	Reported	% Change Operational ⁽¹⁾	Currency	2018	2017	Reported	% Change Operational ⁽¹⁾	Currency
MEDICAL DEVICES SEGMENT ⁽²⁾⁽⁵⁾										
DIABETES CARE ⁽⁶⁾										
US	\$ -	\$ 130	*	*	-	\$ 371	\$ 612	-39.4%	-39.4%	-
Intl	-	260	*	*	*	638	1,003	-36.4%	-36.8%	0.4%
WW	-	390	*	*	*	1,009	1,615	-37.5%	-37.7%	0.2%
DIAGNOSTICS										
US	-	-	-	-	-	-	-	-	-	-
Intl	-	-	-	-	-	-	1	*	*	*
WW	-	-	-	-	-	-	1	*	*	*
INTERVENTIONAL SOLUTIONS										
US	336	305	10.2%	10.2%	0.0%	1,283	1,148	11.8%	11.8%	-
Intl	350	316	10.8%	14.2%	-3.4%	1,363	1,148	18.7%	16.5%	2.2%
WW	686	621	10.5%	12.2%	-1.7%	2,646	2,296	15.2%	14.1%	1.1%
ORTHOPAEDICS										
US	1,358	1,370	-0.9%	-0.9%	-	5,281	5,404	-2.3%	-2.3%	-
Intl	904	916	-1.3%	2.4%	-3.7%	3,604	3,654	-1.4%	-2.9%	1.5%
WW	2,262	2,286	-1.0%	0.5%	-1.5%	8,885	9,058	-1.9%	-2.5%	0.6%
HIPS										
US	220	215	2.3%	2.3%	-	841	827	1.7%	1.7%	-
Intl	145	149	-2.7%	1.4%	-4.1%	577	567	1.8%	0.5%	1.3%
WW	365	364	0.3%	2.0%	-1.7%	1,418	1,394	1.7%	1.2%	0.5%
KNEES										
US	239	246	-2.8%	-2.8%	-	911	948	-3.9%	-3.9%	-
Intl	153	151	1.3%	5.2%	-3.9%	591	575	2.8%	1.5%	1.3%
WW	392	397	-1.3%	0.2%	-1.5%	1,502	1,523	-1.4%	-1.9%	0.5%
TRAUMA										
US	403	397	1.5%	1.5%	-	1,599	1,576	1.5%	1.5%	-
Intl	271	272	-0.4%	3.4%	-3.8%	1,100	1,040	5.8%	4.2%	1.6%
WW	674	669	0.7%	2.2%	-1.5%	2,699	2,616	3.2%	2.5%	0.7%
SPINE & OTHER										
US	496	512	-3.1%	-3.1%	-	1,930	2,053	-6.0%	-6.0%	-
Intl	335	344	-2.6%	0.9%	-3.5%	1,336	1,472	-9.2%	-10.7%	1.5%
WW	831	856	-2.9%	-1.5%	-1.4%	3,266	3,525	-7.3%	-7.9%	0.6%
SURGERY										
US	1,094	1,076	1.7%	1.7%	-	4,125	4,085	1.0%	1.0%	-
Intl	1,493	1,482	0.7%	5.4%	-4.7%	5,776	5,474	5.5%	5.1%	0.4%
WW	2,587	2,558	1.1%	3.8%	-2.7%	9,901	9,559	3.6%	3.4%	0.2%
ADVANCED										
US	441	430	2.6%	2.6%	-	1,657	1,620	2.3%	2.3%	-
Intl	614	593	3.5%	8.0%	-4.5%	2,345	2,136	9.8%	9.1%	0.7%
WW	1,055	1,023	3.1%	5.7%	-2.6%	4,002	3,756	6.5%	6.1%	0.4%
GENERAL										
US	469	452	3.8%	3.8%	-	1,751	1,728	1.3%	1.3%	-
Intl	712	718	-0.8%	3.9%	-4.7%	2,806	2,735	2.6%	2.2%	0.4%
WW	1,181	1,170	0.9%	3.8%	-2.9%	4,557	4,463	2.1%	1.8%	0.3%
SPECIALTY										
US	184	194	-5.2%	-5.2%	-	717	737	-2.7%	-2.7%	-
Intl	167	171	-2.3%	2.7%	-5.0%	625	603	3.6%	4.2%	-0.6%
WW	351	365	-3.8%	-1.4%	-2.4%	1,342	1,340	0.1%	0.4%	-0.3%
VISION										
US	426	433	-1.6%	-1.6%	-	1,777	1,575	12.8%	12.8%	-
Intl	707	686	3.1%	6.8%	-3.7%	2,776	2,488	11.6%	11.0%	0.6%
WW	1,133	1,119	1.3%	3.6%	-2.3%	4,553	4,063	12.1%	11.8%	0.3%
CONTACT LENSES / OTHER										
US	289	290	-0.3%	-0.3%	-	1,237	1,122	10.2%	10.2%	-
Intl	527	510	3.3%	7.2%	-3.9%	2,065	1,914	7.9%	7.4%	0.5%
WW	816	800	2.0%	4.5%	-2.5%	3,302	3,036	8.8%	8.5%	0.3%
SURGICAL										
US	137	143	-4.2%	-4.2%	-	540	453	19.2%	19.2%	-
Intl	180	176	2.3%	5.3%	-3.0%	711	574	23.9%	23.1%	0.8%
WW	317	319	-0.6%	1.1%	-1.7%	1,251	1,027	21.8%	21.4%	0.4%
TOTAL MEDICAL DEVICES										
US	3,214	3,314	-3.0%	-3.0%	-	12,837	12,824	0.1%	0.1%	-
Intl	3,454	3,660	-5.6%	-1.4%	-4.2%	14,157	13,768	2.8%	1.9%	0.9%
WW	\$ 6,668	\$ 6,974	-4.4%	-2.2%	-2.2%	\$ 26,994	\$ 26,592	1.5%	1.1%	0.4%

* 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

(6) Reflects LifeScan divestiture October 2, 2018

Pharmaceutical Supplemental Schedule

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

PHARMACEUTICAL SEGMENT⁽¹⁾

TREMFYA

US	62
Intl	1
WW	<u>63</u>

OTHER IMMUNOLOGY⁽²⁾

US	-
Intl	22
WW	<u>22</u>

2017	2018			
	Q1	Q2	Q3	Q4
Full Year				
	66	102	143	142
	<u>6</u>	<u>24</u>	<u>28</u>	<u>33</u>
	72	126	171	175
	-	-	-	-
	<u>2</u>	<u>3</u>	<u>2</u>	<u>3</u>
	2	3	2	3

(1) Unaudited

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