



REPORTED SALES vs. PRIOR PERIOD (\$MM)

	FIRST QUARTER				
	2018	2017	% Change		
			Reported	Operational ⁽¹⁾	Currency
CONSUMER SEGMENT ⁽²⁾					
BABY CARE					
US	\$ 97	113	-14.2%	-14.2%	-
Intl	360	342	5.3%	1.3%	4.0%
WW	457	455	0.4%	-2.6%	3.0%
BEAUTY					
US	611	567	7.8%	7.8%	-
Intl	473	414	14.3%	6.2%	8.1%
WW	1,084	981	10.5%	7.1%	3.4%
ORAL CARE					
US	157	156	0.6%	0.6%	-
Intl	222	206	7.8%	0.7%	7.1%
WW	379	362	4.7%	0.6%	4.1%
OTC					
US	465	477	-2.5%	-2.5%	-
Intl	607	536	13.2%	3.9%	9.3%
WW	1,072	1,013	5.8%	0.9%	4.9%
WOMEN'S HEALTH					
US	3	3	0.0%	0.0%	-
Intl	240	239	0.4%	-4.6%	5.0%
WW	243	242	0.4%	-4.6%	5.0%
WOUND CARE / OTHER					
US	103	98	5.1%	5.1%	-
Intl	60	77	-22.1%	-26.7%	4.6%
WW	163	175	-6.9%	-8.9%	2.0%
TOTAL CONSUMER					
US	1,436	1,414	1.6%	1.6%	-
Intl	1,962	1,814	8.2%	1.2%	7.0%
WW	\$ 3,398	3,228	5.3%	1.3%	4.0%

See footnotes at end of schedule

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PHARMACEUTICAL SEGMENT ⁽²⁾					
IMMUNOLOGY					
US	\$ 2,000	2,123	-5.8%	-5.8%	-
Intl	1,042	807	29.1%	19.4%	9.7%
WW	3,042	2,930	3.8%	1.1%	2.7%
REMICADE					
US	916	1,182	-22.5%	-22.5%	-
US Exports ⁽³⁾	142	165	-13.9%	-13.9%	-
Intl	331	325	1.8%	-3.7%	5.5%
WW	1,389	1,672	-16.9%	-18.0%	1.1%
SIMPONI / SIMPONI ARIA					
US	224	229	-2.2%	-2.2%	-
Intl	294	199	47.7%	37.3%	10.4%
WW	518	428	21.0%	16.2%	4.8%
STELARA					
US	652	547	19.2%	19.2%	-
Intl	409	276	48.2%	34.0%	14.2%
WW	1,061	823	28.9%	24.1%	4.8%
OTHER IMMUNOLOGY					
US	66	-	*	*	-
Intl	8	7	14.3%	13.3%	1.0%
WW	74	7	*	*	*
INFECTIOUS DISEASES					
US	333	326	2.1%	2.1%	-
Intl	497	423	17.5%	5.9%	11.6%
WW	830	749	10.8%	4.2%	6.6%
EDURANT / rilpivirine					
US	14	12	16.7%	16.7%	-
Intl	196	137	43.1%	25.2%	17.9%
WW	210	149	40.9%	24.5%	16.4%
PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA					
US	273	259	5.4%	5.4%	-
Intl	205	171	19.9%	9.4%	10.5%
WW	478	430	11.2%	7.0%	4.2%
OTHER INFECTIOUS DISEASES					
US	46	55	-16.4%	-16.4%	-
Intl	96	115	-16.5%	-22.4%	5.9%
WW	142	170	-16.5%	-20.5%	4.0%

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<u>NEUROSCIENCE</u>					
US	624	664	-6.0%	-6.0%	-
Intl	935	833	12.2%	3.3%	8.9%
WW	1,559	1,497	4.1%	-0.8%	4.9%
<u>CONCERTA / Methylphenidate</u>					
US	66	108	-38.9%	-38.9%	-
Intl	107	101	5.9%	-0.9%	6.8%
WW	173	209	-17.2%	-20.5%	3.3%
<u>INVEGA SUSTENNA / XEPLION / TRINZA / TREVICTA</u>					
US	400	372	7.5%	7.5%	-
Intl	296	232	27.6%	15.2%	12.4%
WW	696	604	15.2%	10.5%	4.7%
<u>RISPERDAL CONSTA</u>					
US	82	95	-13.7%	-13.7%	-
Intl	114	112	1.8%	-7.1%	8.9%
WW	196	207	-5.3%	-10.2%	4.9%
<u>OTHER NEUROSCIENCE</u>					
US	76	89	-14.6%	-14.6%	-
Intl	418	388	7.7%	0.4%	7.3%
WW	494	477	3.6%	-2.3%	5.9%
<u>ONCOLOGY</u>					
US	933	664	40.5%	40.5%	-
Intl	1,378	930	48.2%	34.5%	13.7%
WW	2,311	1,594	45.0%	37.0%	8.0%
<u>DARZALEX</u>					
US	264	201	31.3%	31.3%	-
Intl	168	54	*	*	*
WW	432	255	69.4%	63.5%	5.9%
<u>IMBRUVICA</u>					
US	227	190	19.5%	19.5%	-
Intl	360	219	64.4%	49.0%	15.4%
WW	587	409	43.5%	35.3%	8.2%
<u>VELCADE</u>					
US	-	-	-	-	-
Intl	313	280	11.8%	1.6%	10.2%
WW	313	280	11.8%	1.6%	10.2%
<u>ZYTIGA</u>					
US	407	233	74.7%	74.7%	-
Intl	438	290	51.0%	36.8%	14.2%
WW	845	523	61.6%	53.7%	7.9%
<u>OTHER ONCOLOGY</u>					
US	35	40	-12.5%	-12.5%	-
Intl	99	87	13.8%	4.0%	9.8%
WW	134	127	5.5%	-1.2%	6.7%

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<u>PULMONARY HYPERTENSION⁽⁴⁾</u>					
US	361	-	*	*	-
Intl	224	-	*	*	-
WW	585	-	*	*	-
<u>OPSUMIT</u>					
US	149	-	*	*	-
Intl	122	-	*	*	-
WW	271	-	*	*	-
<u>TRACLEER</u>					
US	68	-	*	*	-
Intl	72	-	*	*	-
WW	140	-	*	*	-
<u>UPTRAVI</u>					
US	124	-	*	*	-
Intl	16	-	*	*	-
WW	140	-	*	*	-
<u>OTHER</u>					
US	20	-	*	*	-
Intl	14	-	*	*	-
WW	34	-	*	*	-
<u>CARDIOVASCULAR / METABOLISM / OTHER</u>					
US	1,103	1,095	0.7%	0.7%	-
Intl	414	380	8.9%	1.4%	7.5%
WW	1,517	1,475	2.8%	0.9%	1.9%
<u>XARELTO</u>					
US	578	513	12.7%	12.7%	-
Intl	-	-	-	-	-
WW	578	513	12.7%	12.7%	-
<u>INVOKANA / INVOKAMET</u>					
US	204	247	-17.4%	-17.4%	-
Intl	44	37	18.9%	10.3%	8.6%
WW	248	284	-12.7%	-13.8%	1.1%
<u>PROCRIT / EPREX</u>					
US	189	169	11.8%	11.8%	-
Intl	87	78	11.5%	2.8%	8.7%
WW	276	247	11.7%	9.0%	2.7%
<u>OTHER</u>					
US	132	166	-20.5%	-20.5%	-
Intl	283	265	6.8%	-0.2%	7.0%
WW	415	431	-3.7%	-8.0%	4.3%
<u>TOTAL PHARMACEUTICAL</u>					
US	5,354	4,872	9.9%	9.9%	-
Intl	4,490	3,373	33.1%	22.5%	10.6%
WW	\$ 9,844	8,245	19.4%	15.1%	4.3%

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<u>MEDICAL DEVICES SEGMENT</u> ⁽²⁾⁽⁵⁾					
<u>DIABETES CARE</u>					
US	\$ 117	154	-24.0%	-24.0%	-
Intl	222	245	-9.4%	-16.7%	7.3%
WW	<u>339</u>	<u>399</u>	-15.0%	-19.5%	4.5%
<u>DIAGNOSTICS</u>					
US	-	-	-	-	-
Intl	-	1	*	*	*
WW	<u>-</u>	<u>1</u>	*	*	*
<u>INTERVENTIONAL SOLUTIONS</u> ⁽⁶⁾					
US	304	279	9.0%	9.0%	-
Intl	336	270	24.4%	14.3%	10.1%
WW	<u>640</u>	<u>549</u>	16.6%	11.6%	5.0%
<u>ORTHOPAEDICS</u> ⁽⁶⁾					
US	1,307	1,359	-3.8%	-3.8%	-
Intl	943	916	2.9%	-5.8%	8.7%
WW	<u>2,250</u>	<u>2,275</u>	-1.1%	-4.6%	3.5%
<u>HIPS</u>					
US	209	209	0.0%	0.0%	-
Intl	154	143	7.7%	-1.2%	8.9%
WW	<u>363</u>	<u>352</u>	3.1%	-0.5%	3.6%
<u>KNEES</u>					
US	228	246	-7.3%	-7.3%	-
Intl	159	152	4.6%	-4.2%	8.8%
WW	<u>387</u>	<u>398</u>	-2.8%	-6.2%	3.4%
<u>TRAUMA</u>					
US	407	391	4.1%	4.1%	-
Intl	289	251	15.1%	5.6%	9.5%
WW	<u>696</u>	<u>642</u>	8.4%	4.7%	3.7%
<u>SPINE & OTHER</u> ⁽⁶⁾					
US	463	513	-9.7%	-9.7%	-
Intl	341	370	-7.8%	-15.8%	8.0%
WW	<u>804</u>	<u>883</u>	-8.9%	-12.2%	3.3%

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<u>SURGERY</u>					
US	993	995	-0.2%	-0.2%	-
Intl	1,430	1,276	12.1%	3.9%	8.2%
WW	<u>2,423</u>	<u>2,271</u>	6.7%	2.1%	4.6%
<u>ADVANCED</u>					
US	393	392	0.3%	0.3%	-
Intl	573	485	18.1%	9.4%	8.7%
WW	<u>966</u>	<u>877</u>	10.1%	5.3%	4.8%
<u>GENERAL</u>					
US	423	423	0.0%	0.0%	-
Intl	704	651	8.1%	0.0%	8.1%
WW	<u>1,127</u>	<u>1,074</u>	4.9%	0.0%	4.9%
<u>SPECIALTY</u>					
US	177	180	-1.7%	-1.7%	-
Intl	153	140	9.3%	2.7%	6.6%
WW	<u>330</u>	<u>320</u>	3.1%	0.2%	2.9%
<u>VISION CARE⁽⁷⁾</u>					
US	440	305	44.3%	44.3%	-
Intl	675	493	36.9%	28.3%	8.6%
WW	<u>1,115</u>	<u>798</u>	39.7%	34.4%	5.3%
<u>CONTACT LENSES / OTHER</u>					
US	309	256	20.7%	20.7%	-
Intl	498	427	16.6%	9.3%	7.3%
WW	<u>807</u>	<u>683</u>	18.2%	13.6%	4.6%
<u>SURGICAL</u>					
US	131	49	*	*	-
Intl	177	66	*	*	*
WW	<u>308</u>	<u>115</u>	*	*	*
<u>TOTAL MEDICAL DEVICES</u>					
US	3,161	3,092	2.2%	2.2%	-
Intl	3,606	3,201	12.7%	4.2%	8.5%
WW	<u>\$ 6,767</u>	<u>6,293</u>	7.5%	3.2%	4.3%

* 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) All sales related to the Cerenovus business (previously included in Spine & Other in Orthopaedics) were reclassified to Interventional Solutions (previously referred to as Cardiovascular). See supplemental schedule.

(7) Includes products acquired from Abbott Medical Optics (AMO) acquisition on February 27, 2017