

Hill-Rom

2015 and 2016 Reclassified Revenue Schedule

November 3, 2016

Reported Revenue - Reconciliation of Segments

	Q1 2016			Q1 2015			% Growth @ Actual Rates			% Growth @ Constant Rates		
	United States	International	Total	United States	International	Total	United States	International	Total	United States	International	Total
Patient Support Systems	\$ 241	\$ 100	\$ 342	\$ 219	\$ 119	\$ 338	10%	-16%	1%	10%	-7%	4%
Front Line Care	155	65	220	21	1	22	N/M	N/M	N/M	N/M	N/M	N/M
Surgical Solutions	47	53	99	45	60	105	5%	-13%	-5%	5%	-3%	0%
Total Hill-Rom	\$ 443	\$ 218	\$ 661	\$ 284	\$ 181	\$ 465	56%	21%	42%	56%	34%	47%

	Q2 2016			Q2 2015			% Growth @ Actual Rates			% Growth @ Constant Rates		
	United States	International	Total	United States	International	Total	United States	International	Total	United States	International	Total
Patient Support Systems	\$ 258	\$ 94	\$ 352	\$ 232	\$ 121	\$ 353	11%	-22%	0%	11%	-20%	1%
Front Line Care	132	53	185	21	2	22	N/M	N/M	N/M	N/M	N/M	N/M
Surgical Solutions	48	48	95	44	55	99	8%	-14%	-4%	8%	-12%	-3%
Total Hill-Rom	\$ 438	\$ 194	\$ 633	\$ 297	\$ 178	\$ 475	48%	9%	33%	48%	13%	35%

	Q3 2016			Q3 2015			% Growth @ Actual Rates			% Growth @ Constant Rates		
	United States	International	Total	United States	International	Total	United States	International	Total	United States	International	Total
Patient Support Systems	\$ 259	\$ 102	\$ 361	\$ 240	\$ 114	\$ 354	8%	-10%	2%	8%	-10%	2%
Front Line Care	139	54	193	21	1	22	N/M	N/M	N/M	N/M	N/M	N/M
Surgical Solutions	53	49	102	47	52	99	13%	-6%	3%	13%	-6%	3%
Total Hill-Rom	\$ 451	\$ 204	\$ 655	\$ 308	\$ 167	\$ 475	47%	23%	38%	47%	24%	39%

	Q4 2016			Q4 2015			% Growth @ Actual Rates			% Growth @ Constant Rates		
	United States	International	Total	United States	International	Total	United States	International	Total	United States	International	Total
Patient Support Systems	\$ 279	\$ 103	\$ 382	\$ 269	\$ 113	\$ 382	4%	-8%	0%	4%	-8%	0%
Front Line Care	158	53	212	54	18	72	N/M	N/M	N/M	N/M	N/M	N/M
Surgical Solutions	60	53	112	61	59	120	-2%	-10%	-6%	-2%	-8%	-5%
Total Hill-Rom	\$ 497	\$ 209	\$ 706	\$ 384	\$ 190	\$ 574	29%	10%	23%	29%	12%	24%

	YTD 2016			YTD 2015			% Growth @ Actual Rates			% Growth @ Constant Rates		
	United States	International	Total	United States	International	Total	United States	International	Total	United States	International	Total
Patient Support Systems	\$ 1,037	\$ 400	\$ 1,437	\$ 959	\$ 468	\$ 1,427	8%	-15%	1%	8%	-11%	2%
Front Line Care	585	225	810	117	22	139	N/M	N/M	N/M	N/M	N/M	N/M
Surgical Solutions	207	201	408	197	226	423	5%	-11%	-3%	5%	-7%	-1%
Total Hill-Rom	\$ 1,829	\$ 826	\$ 2,655	\$ 1,273	\$ 715	\$ 1,988	44%	15%	34%	44%	20%	35%

Note: Segment revenue by U.S. and International for Fiscal Year Ended 9/30/2015 and 9/30/2016 in US\$ million

Enhancing outcomes for patients and their caregivers:

Hill-Rom

Pro Forma Revenue* - Reconciliation of Segments

	Q1 2016			Q1 2015			% Growth @ Actual Rates			% Growth @ Constant Rates		
	United States	International	Total	United States	International	Total	United States	International	Total	United States	International	Total
Patient Support Systems	\$ 241	\$ 100	\$ 342	\$ 219	\$ 119	\$ 338	10%	-16%	1%	10%	-7%	4%
Front Line Care Pro Forma	155	65	220	140	69	208	11%	-5%	6%	11%	4%	9%
Surgical Solutions	47	53	99	45	60	105	5%	-13%	-5%	5%	-3%	0%
Total Hill-Rom	\$ 443	\$ 218	\$ 661	\$ 403	\$ 248	\$ 651	10%	-12%	2%	10%	-3%	5%

	Q2 2016			Q2 2015			% Growth @ Actual Rates			% Growth @ Constant Rates		
	United States	International	Total	United States	International	Total	United States	International	Total	United States	International	Total
Patient Support Systems	\$ 258	\$ 94	\$ 352	\$ 232	\$ 121	\$ 353	11%	-22%	0%	11%	-20%	1%
Front Line Care Pro Forma	132	53	185	120	55	176	10%	-4%	5%	10%	1%	7%
Surgical Solutions	48	48	95	44	55	99	8%	-14%	-4%	8%	-12%	-3%
Total Hill-Rom	\$ 438	\$ 194	\$ 633	\$ 397	\$ 232	\$ 628	10%	-16%	1%	11%	-13%	2%

	Q3 2016			Q3 2015			% Growth @ Actual Rates			% Growth @ Constant Rates		
	United States	International	Total	United States	International	Total	United States	International	Total	United States	International	Total
Patient Support Systems	\$ 259	\$ 102	\$ 361	\$ 240	\$ 114	\$ 354	8%	-10%	2%	8%	-10%	2%
Front Line Care Pro Forma	139	54	193	141	50	190	-1%	8%	1%	-1%	10%	2%
Surgical Solutions	53	49	102	47	52	99	13%	-6%	3%	13%	-6%	3%
Total Hill-Rom	\$ 451	\$ 204	\$ 655	\$ 427	\$ 216	\$ 643	6%	-5%	2%	6%	-4%	2%

	Q4 2016			Q4 2015			% Growth @ Actual Rates			% Growth @ Constant Rates		
	United States	International	Total	United States	International	Total	United States	International	Total	United States	International	Total
Patient Support Systems	\$ 279	\$ 103	\$ 382	\$ 269	\$ 113	\$ 382	4%	-8%	0%	4%	-8%	0%
Front Line Care Pro Forma	158	53	212	142	57	200	11%	-7%	6%	11%	-7%	6%
Surgical Solutions	60	53	112	61	59	120	-2%	-10%	-6%	-2%	-8%	-5%
Total Hill-Rom	\$ 497	\$ 209	\$ 706	\$ 472	\$ 229	\$ 701	5%	-9%	1%	5%	-8%	1%

	YTD 2016			YTD 2015			% Growth @ Actual Rates			% Growth @ Constant Rates		
	United States	International	Total	United States	International	Total	United States	International	Total	United States	International	Total
Patient Support Systems	\$ 1,037	\$ 400	\$ 1,437	\$ 959	\$ 468	\$ 1,427	8%	-14%	1%	8%	-11%	2%
Front Line Care Pro Forma	585	225	810	543	231	774	8%	-3%	5%	8%	2%	6%
Surgical Solutions	207	201	408	197	226	423	5%	-11%	-3%	5%	-7%	-1%
Total Hill-Rom	\$ 1,829	\$ 826	\$ 2,655	\$ 1,699	\$ 924	\$ 2,623	8%	-11%	1%	8%	-7%	3%

Note: Segment revenue by U.S. and International for Fiscal Year Ended 9/30/2015 and 9/30/2016 in US\$ million
 * Pro Forma includes Welch Allyn in both periods

Enhancing outcomes for patients and their caregivers:

Hill-Rom