



REPORTED SALES vs. PRIOR PERIOD (\$MM)

	THIRD QUARTER					NINE MONTHS					
	2012	2011	% Change			2012	2011	% Change			
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency	
CONSUMER SEGMENT ⁽²⁾											
BABY CARE											
US	\$ 104	105	-1.0%	-1.0%	-	\$ 309	315	-1.9%	-1.9%	-	
Intl	460	508	-9.4%	-2.1%	-7.3%	1,373	1,457	-5.8%	0.3%	-6.1%	
WW	564	613	-8.0%	-1.9%	-6.1%	1,682	1,772	-5.1%	-0.1%	-5.0%	
ORAL CARE											
US	162	162	0.0%	0.0%	-	476	483	-1.4%	-1.4%	-	
Intl	251	260	-3.5%	4.7%	-8.2%	732	729	0.4%	7.1%	-6.7%	
WW	413	422	-2.1%	3.0%	-5.1%	1,208	1,212	-0.3%	3.7%	-4.0%	
OTC/NUTRITIONALS											
US	351	332	5.7%	5.7%	-	1,068	1,059	0.8%	0.8%	-	
Intl	709	722	-1.8%	6.0%	-7.8%	2,128	2,207	-3.6%	2.5%	-6.1%	
WW	1,060	1,054	0.6%	5.9%	-5.3%	3,196	3,266	-2.1%	2.0%	-4.1%	
SKIN CARE											
US	390	376	3.7%	3.7%	-	1,314	1,251	5.0%	5.0%	-	
Intl	514	567	-9.3%	-2.2%	-7.1%	1,410	1,520	-7.2%	-1.4%	-5.8%	
WW	904	943	-4.1%	0.2%	-4.3%	2,724	2,771	-1.7%	1.5%	-3.2%	
WOMEN'S HEALTH											
US	81	104	-22.1%	-22.1%	-	254	350	-27.4%	-27.4%	-	
Intl	326	354	-7.9%	2.3%	-10.2%	964	1,044	-7.7%	0.2%	-7.9%	
WW	407	458	-11.1%	-3.2%	-7.9%	1,218	1,394	-12.6%	-6.7%	-5.9%	
WOUND CARE/OTHER											
US	126	140	-10.0%	-10.0%	-	422	445	-5.2%	-5.2%	-	
Intl	107	110	-2.7%	4.5%	-7.2%	345	355	-2.8%	3.0%	-5.8%	
WW	233	250	-6.8%	-3.6%	-3.2%	767	800	-4.1%	-1.5%	-2.6%	
TOTAL CONSUMER											
US	1,214	1,219	-0.4%	-0.4%	-	3,843	3,903	-1.5%	-1.5%	-	
Intl	2,367	2,521	-6.1%	1.8%	-7.9%	6,952	7,312	-4.9%	1.4%	-6.3%	
WW	\$ 3,581	3,740	-4.3%	1.0%	-5.3%	\$ 10,795	11,215	-3.7%	0.4%	-4.1%	

See footnotes at end of schedule

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PHARMACEUTICAL SEGMENT ^{(2) (4)}										
IMMUNOLOGY										
US	\$ 1,600	1,390	15.1%	15.1%	-	\$ 4,524	4,350	4.0%	4.0%	-
Intl	484	377	28.4%	37.1%	-8.7%	1,374	652	*	*	-5.7%
WW	2,084	1,767	17.9%	19.8%	-1.9%	5,898	5,002	17.9%	19.2%	-1.3%
REMICADE										
US	940	876	7.3%	7.3%	-	2,712	2,500	8.5%	8.5%	-
US Exports ⁽³⁾	379	343	10.5%	10.5%	-	1,123	1,360	-17.4%	-17.4%	-
Intl	272	189	43.9%	53.2%	-9.3%	800	204	*	*	-5.7%
WW	1,591	1,408	13.0%	14.3%	-1.3%	4,635	4,064	14.1%	15.1%	-1.0%
SIMPONI										
US	93	59	57.6%	57.6%	-	220	173	27.2%	27.2%	-
Intl	92	70	31.4%	39.7%	-8.3%	206	118	74.6%	83.0%	-8.4%
WW	185	129	43.4%	47.9%	-4.5%	426	291	46.4%	49.8%	-3.4%
STELARA										
US	188	112	67.9%	67.9%	-	469	317	47.9%	47.9%	-
Intl	99	77	28.6%	39.5%	-10.9%	287	214	34.1%	43.3%	-9.2%
WW	287	189	51.9%	56.4%	-4.5%	756	531	42.4%	46.1%	-3.7%
OTHER IMMUNOLOGY										
US	-	-	-	-	-	-	-	-	-	-
Intl	21	41	-48.8%	-46.6%	-2.2%	81	116	-30.2%	-27.2%	-3.0%
WW	21	41	-48.8%	-46.6%	-2.2%	81	116	-30.2%	-27.2%	-3.0%
INFECTIOUS DISEASES										
US	259	216	19.9%	19.9%	-	738	1,191	-38.0%	-38.0%	-
Intl	536	498	7.6%	18.0%	-10.4%	1,600	1,282	24.8%	34.1%	-9.3%
WW	795	714	11.3%	18.6%	-7.3%	2,338	2,473	-5.5%	-0.7%	-4.8%
INTELENCE										
US	45	42	7.1%	7.1%	-	130	118	10.2%	10.2%	-
Intl	49	41	19.5%	32.1%	-12.6%	135	113	19.5%	29.2%	-9.7%
WW	94	83	13.3%	19.5%	-6.2%	265	231	14.7%	19.4%	-4.7%
LEVAQUIN/FLOXIN										
US	10	14	-28.6%	-28.6%	-	35	585	-94.0%	-94.0%	-
Intl	10	11	-9.1%	-4.8%	-4.3%	30	33	-9.1%	-4.2%	-4.9%
WW	20	25	-20.0%	-18.1%	-1.9%	65	618	-89.5%	-89.2%	-0.3%
PREZISTA										
US	181	132	37.1%	37.1%	-	507	386	31.3%	31.3%	-
Intl	183	184	-0.5%	9.9%	-10.4%	554	509	8.8%	17.7%	-8.9%
WW	364	316	15.2%	21.3%	-6.1%	1,061	895	18.5%	23.5%	-5.0%
OTHER INFECTIOUS DISEASES										
US	23	28	-17.9%	-17.9%	-	66	102	-35.3%	-35.3%	-
Intl	294	262	12.2%	22.6%	-10.4%	881	627	40.5%	50.4%	-9.9%
WW	317	290	9.3%	18.7%	-9.4%	947	729	29.9%	38.4%	-8.5%

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NEUROSCIENCE											
US	678	634	6.9%	6.9%	-	2,010	2,006	0.2%	0.2%	-	
Intl	990	1,050	-5.7%	1.2%	-6.9%	3,019	3,203	-5.7%	-0.4%	-5.3%	
WW	1,668	1,684	-1.0%	3.3%	-4.3%	5,029	5,209	-3.5%	-0.2%	-3.3%	
CONCERTA/METHYLPHENIDATE											
US	150	179	-16.2%	-16.2%	-	493	667	-26.1%	-26.1%	-	
Intl	104	104	0.0%	6.8%	-6.8%	337	327	3.1%	9.1%	-6.0%	
WW	254	283	-10.2%	-7.7%	-2.5%	830	994	-16.5%	-14.5%	-2.0%	
INVEGA											
US	78	74	5.4%	5.4%	-	223	219	1.8%	1.8%	-	
Intl	62	52	19.2%	26.9%	-7.7%	180	155	16.1%	21.5%	-5.4%	
WW	140	126	11.1%	14.3%	-3.2%	403	374	7.8%	10.0%	-2.2%	
INVEGA SUSTENNA/ XEPLION											
US	130	85	52.9%	52.9%	-	350	220	59.1%	59.1%	-	
Intl	82	16	*	*	-8.7%	218	23	*	*	-7.1%	
WW	212	101	*	*	-3.4%	568	243	*	*	-2.7%	
RISPERDAL CONSTA											
US	113	111	1.8%	1.8%	-	336	335	0.3%	0.3%	-	
Intl	238	279	-14.7%	-7.2%	-7.5%	731	863	-15.3%	-9.4%	-5.9%	
WW	351	390	-10.0%	-4.6%	-5.4%	1,067	1,198	-10.9%	-6.7%	-4.2%	
OTHER NEUROSCIENCE											
US	207	185	11.9%	11.9%	-	608	565	7.6%	7.6%	-	
Intl	504	599	-15.9%	-10.3%	-5.6%	1,553	1,835	-15.4%	-11.3%	-4.1%	
WW	711	784	-9.3%	-5.0%	-4.3%	2,161	2,400	-10.0%	-6.9%	-3.1%	
ONCOLOGY											
US	145	79	83.5%	83.5%	-	371	236	57.2%	57.2%	-	
Intl	483	415	16.4%	27.3%	-10.9%	1,439	1,249	15.2%	23.6%	-8.4%	
WW	628	494	27.1%	36.2%	-9.1%	1,810	1,485	21.9%	29.0%	-7.1%	
DOXIL/CAELYX											
US	9	10	-10.0%	-10.0%	-	22	130	-83.1%	-83.1%	-	
Intl	7	76	-90.8%	-89.6%	-1.2%	31	233	-86.7%	-85.4%	-1.3%	
WW	16	86	-81.4%	-80.4%	-1.0%	53	363	-85.4%	-84.6%	-0.8%	
VELCADE											
US	-	-	-	-	-	-	-	-	-	-	
Intl	327	295	10.8%	20.7%	-9.9%	998	922	8.2%	15.7%	-7.5%	
WW	327	295	10.8%	20.7%	-9.9%	998	922	8.2%	15.7%	-7.5%	
ZYTIGA											
US	136	69	97.1%	97.1%	-	349	106	*	*	-	
Intl	129	26	*	*	-10.7%	348	43	*	*	-8.5%	
WW	265	95	*	*	-5.2%	697	149	*	*	-4.2%	
OTHER ONCOLOGY											
US	-	-	-	-	-	-	-	-	-	-	
Intl	20	18	11.1%	18.8%	-7.7%	62	51	21.6%	28.1%	-6.5%	
WW	20	18	11.1%	18.8%	-7.7%	62	51	21.6%	28.1%	-6.5%	

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TOTAL OTHER										
US	606	550	10.2%	10.2%	-	1,765	1,716	2.9%	2.9%	-
Intl	621	773	-19.7%	-12.8%	-6.9%	1,986	2,389	-16.9%	-11.6%	-5.3%
WW	1,227	1,323	-7.3%	-3.3%	-4.0%	3,751	4,105	-8.6%	-5.5%	-3.1%
ACIPHEX/PARIET										
US	80	94	-14.9%	-14.9%	-	280	304	-7.9%	-7.9%	-
Intl	115	141	-18.4%	-9.2%	-9.2%	369	417	-11.5%	-4.1%	-7.4%
WW	195	235	-17.0%	-11.5%	-5.5%	649	721	-10.0%	-5.7%	-4.3%
PROCRIT/EPREX										
US	198	176	12.5%	12.5%	-	634	623	1.8%	1.8%	-
Intl	161	207	-22.2%	-14.6%	-7.6%	502	632	-20.6%	-14.5%	-6.1%
WW	359	383	-6.3%	-2.2%	-4.1%	1,136	1,255	-9.5%	-6.4%	-3.1%
OTHER										
US	328	280	17.1%	17.1%	-	851	789	7.9%	7.9%	-
Intl	345	425	-18.8%	-13.1%	-5.7%	1,115	1,340	-16.8%	-12.5%	-4.3%
WW	673	705	-4.5%	-1.1%	-3.4%	1,966	2,129	-7.7%	-5.0%	-2.7%
TOTAL PHARMACEUTICAL										
US	3,288	2,869	14.6%	14.6%	-	9,408	9,499	-1.0%	-1.0%	-
Intl	3,114	3,113	0.0%	8.2%	-8.2%	9,418	8,775	7.3%	14.1%	-6.8%
WW	\$ 6,402	\$ 5,982	7.0%	11.3%	-4.3%	\$ 18,826	\$ 18,274	3.0%	6.3%	-3.3%

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MEDICAL DEVICES AND DIAGNOSTICS ⁽²⁾⁽⁴⁾												
CARDIOVASCULAR CARE												
US	\$ 195	198	-1.5%	-1.5%	-	\$ 566	650	-12.9%	-12.9%	-		
Intl	298	328	-9.1%	-3.3%	-5.8%	913	1,098	-16.8%	-13.0%	-3.8%		
WW	493	526	-6.3%	-2.7%	-3.6%	1,479	1,748	-15.4%	-13.0%	-2.4%		
DIABETES CARE												
US	328	338	-3.0%	-3.0%	-	1,017	982	3.6%	3.6%	-		
Intl	301	326	-7.7%	0.8%	-8.5%	955	1,000	-4.5%	1.9%	-6.4%		
WW	629	664	-5.3%	-1.1%	-4.2%	1,972	1,982	-0.5%	2.8%	-3.3%		
DIAGNOSTICS												
US	256	265	-3.4%	-3.4%	-	767	811	-5.4%	-5.4%	-		
Intl	257	274	-6.2%	-0.5%	-5.7%	772	799	-3.4%	0.9%	-4.3%		
WW	513	539	-4.8%	-1.9%	-2.9%	1,539	1,610	-4.4%	-2.3%	-2.1%		
INFECTION PREVENTION/OTHER												
US	98	90	8.9%	8.9%	-	313	283	10.6%	10.6%	-		
Intl	134	130	3.1%	9.0%	-5.9%	393	385	2.1%	6.2%	-4.1%		
WW	232	220	5.5%	9.0%	-3.5%	706	668	5.7%	8.1%	-2.4%		
ORTHOPAEDICS												
US	1,242	737	68.5%	68.5%	-	2,898	2,318	25.0%	25.0%	-		
Intl	1,048	647	62.0%	68.7%	-6.7%	2,513	2,038	23.3%	28.3%	-5.0%		
WW	2,290	1,384	65.5%	68.6%	-3.1%	5,411	4,356	24.2%	26.5%	-2.3%		
SPECIALTY SURGERY												
US	308	292	5.5%	5.5%	-	971	899	8.0%	8.0%	-		
Intl	289	284	1.8%	9.1%	-7.3%	900	874	3.0%	8.7%	-5.7%		
WW	597	576	3.6%	7.2%	-3.6%	1,871	1,773	5.5%	8.3%	-2.8%		
SURGICAL CARE ⁽⁵⁾												
US	602	609	-1.1%	-1.1%	-	1,797	1,826	-1.6%	-1.6%	-		
Intl	949	1,013	-6.3%	0.9%	-7.2%	3,019	3,117	-3.1%	2.2%	-5.3%		
WW	1,551	1,622	-4.4%	0.1%	-4.5%	4,816	4,943	-2.6%	0.8%	-3.4%		
VISION CARE												
US	260	251	3.6%	3.6%	-	790	752	5.1%	5.1%	-		
Intl	504	501	0.6%	4.8%	-4.2%	1,461	1,454	0.5%	2.9%	-2.4%		
WW	764	752	1.6%	4.4%	-2.8%	2,251	2,206	2.0%	3.6%	-1.6%		
TOTAL MEDICAL DEVICES AND DIAGNOSTICS												
US	3,289	2,780	18.3%	18.3%	-	9,119	8,521	7.0%	7.0%	-		
Intl	3,780	3,503	7.9%	14.4%	-6.5%	10,926	10,765	1.5%	6.2%	-4.7%		
WW	\$ 7,069	6,283	12.5%	16.1%	-3.6%	\$ 20,045	19,286	3.9%	6.5%	-2.6%		

* Percentage greater than 100%

(1) Operational growth excludes the effect of currency

(2) Select areas (unaudited)

(3) Reported as U.S. sales

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

(5) Previously referred to as General Surgery