



REPORTED SALES vs. PRIOR PERIOD (\$MM)

CONSUMER SEGMENT ⁽²⁾

BABY CARE

US

Intl

WW

ORAL CARE

US

Intl

WW

OTC

US

Intl

WW

SKIN CARE

US

Intl

WW

WOMEN'S HEALTH

US

Intl

WW

WOUND CARE / OTHER

US

Intl

WW

TOTAL CONSUMER

US

Intl

WW

	SECOND QUARTER					SIX MONTHS				
	2016	2015	% Change			2016	2015	% Change		
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency
\$	102	104	-1.9%	-1.9%	-	197	215	-8.4%	-8.4%	-
US	398	439	-9.3%	-2.2%	-7.1%	754	839	-10.1%	-1.1%	-9.0%
Intl	500	543	-7.9%	-2.1%	-5.8%	951	1,054	-8.8%	-2.6%	-7.2%
WW										
\$	159	147	8.2%	8.2%	-	329	305	7.9%	7.9%	-
US	244	244	0.0%	5.6%	-5.6%	459	489	-6.1%	1.3%	-7.4%
Intl	403	391	3.1%	6.6%	-3.5%	788	794	-0.8%	3.8%	-4.6%
WW										
\$	389	366	6.3%	6.3%	-	850	771	10.2%	10.2%	-
US	619	608	1.8%	6.1%	-4.3%	1,177	1,196	-1.6%	4.5%	-6.1%
Intl	1,008	974	3.5%	6.2%	-2.7%	2,027	1,967	3.1%	6.8%	-3.7%
WW										
\$	555	491	13.0%	13.0%	-	1,043	983	6.1%	6.1%	-
US	398	403	-1.2%	3.5%	-4.7%	772	814	-5.2%	1.3%	-6.5%
Intl	953	894	6.6%	8.7%	-2.1%	1,815	1,797	1.0%	3.9%	-2.9%
WW										
\$	7	7	0.0%	0.0%	-	13	13	0.0%	0.0%	-
US	276	313	-11.8%	-4.8%	-7.0%	521	594	-12.3%	-3.0%	-9.3%
Intl	283	320	-11.6%	-4.8%	-6.8%	534	607	-12.0%	-2.9%	-9.1%
WW										
\$	172	240	-28.3%	-28.3%	-	310	427	-27.4%	-27.4%	-
US	100	121	-17.4%	-14.2%	-3.2%	189	227	-16.7%	-11.4%	-5.3%
Intl	272	361	-24.7%	-23.6%	-1.1%	499	654	-23.7%	-21.9%	-1.8%
WW										
\$	1,384	1,355	2.1%	2.1%	-	2,742	2,714	1.0%	1.0%	-
US	2,035	2,128	-4.4%	1.0%	-5.4%	3,872	4,159	-6.9%	0.4%	-7.3%
Intl	\$ 3,419	\$ 3,483	-1.8%	1.5%	-3.3%	\$ 6,614	\$ 6,873	-3.8%	0.6%	-4.4%
WW										

REPORTED SALES vs. PRIOR PERIOD (\$MM)

PHARMACEUTICAL SEGMENT ⁽²⁾

IMMUNOLOGY

US

Intl

WW

REMICADE

US

US Exports ⁽³⁾

Intl

WW

SIMPONI / SIMPONI ARIA

US

Intl

WW

STELARA

US

Intl

WW

OTHER IMMUNOLOGY

US

Intl

WW

INFECTIOUS DISEASES

US

Intl

WW

EDURANT

US

Intl

WW

OLYSIO / SOVRIAD

US

Intl

WW

PREZISTA / PREZCOBIX / REZOLSTA

US

Intl

WW

OTHER INFECTIOUS DISEASES

US

Intl

WW

	SECOND QUARTER					SIX MONTHS				
	2016	2015	% Change			2016	2015	% Change		
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency
\$	2,224	1,876	18.6%	18.6%	-	4,395	3,631	21.0%	21.0%	-
US	814	678	20.1%	23.0%	-2.9%	1,553	1,386	12.0%	17.7%	-5.7%
Intl	3,038	2,554	19.0%	19.8%	-0.8%	5,948	5,017	18.6%	20.2%	-1.6%
WW										
\$	1,236	1,088	13.6%	13.6%	-	2,447	2,143	14.2%	14.2%	-
US	185	241	-23.2%	-23.2%	-	418	422	-0.9%	-0.9%	-
US Exports ⁽³⁾	359	339	5.9%	11.1%	-5.2%	694	703	-1.3%	6.2%	-7.5%
Intl	1,780	1,668	6.7%	7.7%	-1.0%	3,559	3,268	8.9%	10.5%	-1.6%
WW										
\$	244	172	41.9%	41.9%	-	460	327	40.7%	40.7%	-
US	204	136	50.0%	49.7%	0.3%	378	281	34.5%	38.3%	-3.8%
Intl	448	308	45.5%	45.4%	0.1%	838	608	37.8%	39.5%	-1.7%
WW										
\$	559	375	49.1%	49.1%	-	1,070	739	44.8%	44.8%	-
US	245	195	25.6%	26.4%	-0.8%	469	380	23.4%	26.8%	-3.4%
Intl	804	570	41.1%	41.4%	-0.3%	1,539	1,119	37.5%	38.7%	-1.2%
WW										
\$	6	8	-25.0%	-15.2%	-9.8%	12	22	-45.5%	-36.4%	-9.1%
US	6	8	-25.0%	-15.2%	-9.8%	12	22	-45.5%	-36.4%	-9.1%
Intl										
WW										
\$	362	381	-5.0%	-5.0%	-	720	793	-9.2%	-9.2%	-
US	467	651	-28.3%	-27.3%	-1.0%	885	1,214	-27.1%	-24.8%	-2.3%
Intl	829	1,032	-19.7%	-19.1%	-0.6%	1,605	2,007	-20.0%	-18.6%	-1.4%
WW										
\$	14	9	55.6%	55.6%	-	25	18	38.9%	38.9%	-
US	126	92	37.0%	35.1%	1.9%	234	174	34.5%	35.2%	-0.7%
Intl	140	101	38.6%	36.9%	1.7%	259	192	34.9%	35.6%	-0.7%
WW										
\$	21	50	-58.0%	-58.0%	-	37	148	-75.0%	-75.0%	-
US	22	214	-89.7%	-89.4%	-0.3%	38	350	-89.1%	-88.5%	-0.6%
Intl	43	264	-83.7%	-83.5%	-0.2%	75	498	-84.9%	-84.5%	-0.4%
WW										
\$	273	258	5.8%	5.8%	-	550	492	11.8%	11.8%	-
US	186	190	-2.1%	-0.6%	-1.5%	361	383	-5.7%	-2.6%	-3.1%
Intl	459	448	2.5%	3.1%	-0.6%	911	875	4.1%	5.5%	-1.4%
WW										
\$	54	64	-15.6%	-15.6%	-	108	135	-20.0%	-20.0%	-
US	133	155	-14.2%	-11.2%	-3.0%	252	307	-17.9%	-13.9%	-4.0%
Intl	187	219	-14.6%	-12.5%	-2.1%	360	442	-18.6%	-15.8%	-2.8%
WW										

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	SECOND QUARTER					SIX MONTHS				
	2016	2015	% Change		Currency	2016	2015	% Change		Currency
			Reported	Operational ⁽¹⁾				Reported	Operational ⁽¹⁾	
NEUROSCIENCE										
US	695	693	0.3%	0.3%	-	1,375	1,443	-4.7%	-4.7%	-
Intl	907	871	4.1%	4.7%	-0.6%	1,776	1,739	2.1%	5.1%	-3.0%
WW	1,602	1,564	2.4%	2.8%	-0.4%	3,151	3,182	-1.0%	0.6%	-1.6%
CONCERTA / METHYLPHENIDATE										
US	129	102	26.5%	26.5%	-	263	228	15.4%	15.4%	-
Intl	109	104	4.8%	8.4%	-3.6%	206	202	2.0%	7.4%	-5.4%
WW	238	206	15.5%	17.3%	-1.8%	469	430	9.1%	11.7%	-2.6%
INVEGA / PALIPERIDONE										
US	18	105	-82.9%	-82.9%	-	42	199	-78.9%	-78.9%	-
Intl	64	61	4.9%	3.4%	1.5%	126	122	3.3%	4.4%	-1.1%
WW	82	166	-50.6%	-51.2%	0.6%	168	321	-47.7%	-47.3%	-0.4%
INVEGA SUSTENNA / XEPLION / INVEGA TRINZA										
US	339	253	34.0%	34.0%	-	644	481	33.9%	33.9%	-
Intl	221	183	20.8%	21.2%	-0.4%	429	366	17.2%	20.2%	-3.0%
WW	560	436	28.4%	28.6%	-0.2%	1,073	847	26.7%	28.0%	-1.3%
RISPERDAL CONSTA										
US	100	99	1.0%	1.0%	-	195	203	-3.9%	-3.9%	-
Intl	130	148	-12.2%	-11.9%	-0.3%	266	298	-10.7%	-8.4%	-2.3%
WW	230	247	-6.9%	-6.7%	-0.2%	461	501	-8.0%	-6.6%	-1.4%
OTHER NEUROSCIENCE										
US	109	134	-18.7%	-18.7%	-	231	332	-30.4%	-30.4%	-
Intl	383	375	2.1%	2.6%	-0.5%	749	751	-0.3%	2.6%	-2.9%
WW	492	509	-3.3%	-3.0%	-0.3%	980	1,083	-9.5%	-7.5%	-2.0%
ONCOLOGY										
US	569	362	57.2%	57.2%	-	1,118	696	60.6%	60.6%	-
Intl	905	782	15.7%	17.1%	-1.4%	1,710	1,556	9.9%	13.5%	-3.6%
WW	1,474	1,144	28.8%	29.8%	-1.0%	2,828	2,252	25.6%	28.1%	-2.5%
IMBRUVICA										
US	144	89	61.8%	61.8%	-	276	155	78.1%	78.1%	-
Intl	151	65	-	-	**	280	115	-	-	**
WW	295	154	91.6%	93.1%	-1.5%	556	270	-	-	**
VELCADE										
US	-	-	-	-	-	-	-	-	-	-
Intl	342	344	-0.6%	1.4%	-2.0%	646	683	-5.4%	-2.0%	-3.4%
WW	342	344	-0.6%	1.4%	-2.0%	646	683	-5.4%	-2.0%	-3.4%
ZYTIGA										
US	286	255	12.2%	12.2%	-	558	508	9.8%	9.8%	-
Intl	315	291	8.2%	8.4%	-0.2%	601	594	1.2%	4.1%	-2.9%
WW	601	546	10.1%	10.2%	-0.1%	1,159	1,102	5.2%	6.8%	-1.6%
OTHER ONCOLOGY										
US	139	18	-	-	-	284	33	-	-	-
Intl	97	82	18.3%	20.1%	-1.8%	183	164	11.6%	15.6%	-4.0%
WW	236	100	-	-	**	467	197	-	-	**
CARDIOVASCULAR / METABOLISM / OTHER										
US	1,294	1,231	5.1%	5.1%	-	2,473	2,351	5.2%	5.2%	-
Intl	417	421	-1.0%	3.2%	-4.2%	827	863	-4.2%	1.4%	-5.6%
WW	1,711	1,652	3.6%	4.7%	-1.1%	3,300	3,214	2.7%	4.2%	-1.5%
XARELTO										
US	594	472	25.8%	25.8%	-	1,161	913	27.2%	27.2%	-
Intl	-	-	-	-	-	-	-	-	-	-
WW	594	472	25.8%	25.8%	-	1,161	913	27.2%	27.2%	-
INVOKANA / INVOKAMET										
US	348	302	15.2%	15.2%	-	645	568	13.6%	13.6%	-
Intl	35	16	-	-	**	63	28	-	-	**
WW	383	318	20.4%	21.0%	-0.6%	708	596	18.8%	19.5%	-0.7%
PROCRIT / EPREX										
US	230	179	28.5%	28.5%	-	413	342	20.8%	20.8%	-
Intl	92	97	-5.2%	-2.9%	-2.3%	183	203	-9.9%	-5.9%	-4.0%
WW	322	276	16.7%	17.5%	-0.8%	596	545	9.4%	10.9%	-1.5%
OTHER										
US	122	278	-56.1%	-56.1%	-	254	528	-51.9%	-51.9%	-
Intl	290	308	-5.8%	-1.4%	-4.4%	581	632	-8.1%	-2.5%	-5.6%
WW	412	586	-29.7%	-27.4%	-2.3%	835	1,160	-28.0%	-25.0%	-3.0%
TOTAL PHARMACEUTICAL										
US	5,144	4,543	13.2%	13.2%	-	10,081	8,914	13.1%	13.1%	-
Intl	3,510	3,403	3.1%	4.9%	-1.8%	6,751	6,758	-0.1%	3.8%	-3.9%
WW	\$ 8,654	\$ 7,946	8.9%	9.7%	-0.8%	\$ 16,832	\$ 15,672	7.4%	9.1%	-1.7%

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

MEDICAL DEVICES SEGMENT ^{(2) (4)}

CARDIOVASCULAR

US

Intl

WW

DIABETES CARE

US

Intl

WW

DIAGNOSTICS

US

Intl

WW

ORTHOPAEDICS

US

Intl

WW

HIPS

US

Intl

WW

KNEES

US

Intl

WW

TRAUMA

US

Intl

WW

SPINE & OTHER

US

Intl

WW

SURGERY

US

Intl

WW

ADVANCED

US

Intl

WW

GENERAL

US

Intl

WW

SPECIALTY

US

Intl

WW

VISION CARE

US

Intl

WW

TOTAL MEDICAL DEVICES

US

Intl

WW

	SECOND QUARTER					SIX MONTHS					
	2016	2015	% Change			2016	2015	% Change			
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency	
\$	235	235	0.0%	0.0%	-	\$	466	463	0.6%	0.6%	-
Intl	235	309	-23.9%	-23.8%	-0.1%	447	610	-26.7%	-25.0%	-1.7%	
WW	470	544	-13.6%	-13.6%	0.0%	913	1,073	-14.9%	-14.0%	-0.9%	
US	177	214	-17.3%	-17.3%	-	357	426	-16.2%	-16.2%	-	
Intl	294	280	5.0%	7.0%	-2.0%	543	552	-1.6%	2.2%	-3.8%	
WW	471	494	-4.7%	-3.5%	-1.2%	900	978	-8.0%	-5.8%	-2.2%	
US	-	-	-	-	-	-	-	-	-	-	
Intl	31	16	93.8%	*	**	59	46	28.3%	47.8%	-19.5%	
WW	31	16	93.8%	*	**	59	46	28.3%	47.8%	-19.5%	
US	1,364	1,321	3.3%	3.3%	-	2,756	2,630	4.8%	4.8%	-	
Intl	991	1,009	-1.8%	0.2%	-2.0%	1,940	2,028	-4.3%	-0.5%	-3.8%	
WW	2,355	2,330	1.1%	2.0%	-0.9%	4,696	4,658	0.8%	2.4%	-1.6%	
US	197	193	2.1%	2.1%	-	400	383	4.4%	4.4%	-	
Intl	152	143	6.3%	9.6%	-3.3%	291	286	1.7%	6.5%	-4.8%	
WW	349	336	3.9%	5.3%	-1.4%	691	669	3.3%	5.3%	-2.0%	
US	229	222	3.2%	3.2%	-	473	448	5.6%	5.6%	-	
Intl	156	150	4.0%	6.7%	-2.7%	301	300	0.3%	4.4%	-4.1%	
WW	385	372	3.5%	4.6%	-1.1%	774	748	3.5%	5.1%	-1.6%	
US	381	351	8.5%	8.5%	-	762	715	6.6%	6.6%	-	
Intl	255	270	-5.6%	-3.8%	-1.8%	516	562	-8.2%	-4.4%	-3.8%	
WW	636	621	2.4%	3.2%	-0.8%	1,278	1,277	0.1%	1.8%	-1.7%	
US	557	555	0.4%	0.4%	-	1,121	1,084	3.4%	3.4%	-	
Intl	428	446	-4.0%	-2.5%	-1.5%	832	880	-5.5%	-2.2%	-3.3%	
WW	985	1,001	-1.6%	-0.9%	-0.7%	1,953	1,964	-0.6%	0.9%	-1.5%	
US	1,020	1,000	2.0%	2.0%	-	2,001	1,960	2.1%	2.1%	-	
Intl	1,377	1,328	3.7%	6.4%	-2.7%	2,624	2,624	0.0%	4.4%	-4.4%	
WW	2,397	2,328	3.0%	4.6%	-1.6%	4,625	4,584	0.9%	3.4%	-2.5%	
US	389	360	8.1%	8.1%	-	741	689	7.5%	7.5%	-	
Intl	520	480	8.3%	11.0%	-2.7%	984	921	6.8%	11.3%	-4.5%	
WW	909	840	8.2%	9.7%	-1.5%	1,725	1,610	7.1%	9.7%	-2.6%	
US	421	423	-0.5%	-0.5%	-	840	845	-0.6%	-0.6%	-	
Intl	706	696	1.4%	3.9%	-2.5%	1,357	1,407	-3.6%	0.5%	-4.1%	
WW	1,127	1,119	0.7%	2.3%	-1.6%	2,197	2,252	-2.4%	0.2%	-2.6%	
US	210	217	-3.2%	-3.2%	-	420	426	-1.4%	-1.4%	-	
Intl	151	152	-0.7%	2.8%	-3.5%	283	296	-4.4%	1.0%	-5.4%	
WW	361	369	-2.2%	-0.7%	-1.5%	703	722	-2.6%	-0.4%	-2.2%	
US	248	243	2.1%	2.1%	-	490	496	-1.2%	-1.2%	-	
Intl	437	403	8.4%	8.1%	0.3%	835	781	6.9%	8.9%	-2.0%	
WW	685	646	6.0%	5.8%	0.2%	1,325	1,277	3.8%	5.0%	-1.2%	
US	3,044	3,013	1.0%	1.0%	-	6,070	5,975	1.6%	1.6%	-	
Intl	3,365	3,345	0.6%	2.6%	-2.0%	6,448	6,641	-2.9%	0.8%	-3.7%	
WW	\$ 6,409	\$ 6,358	0.8%	1.8%	-1.0%	\$ 12,518	\$ 12,616	-0.8%	1.2%	-2.0%	

* Percentage greater than 100%

** Not meaningful

(1) Operational growth excludes the effect of translational currency

(2) Unaudited

(3) Reported as U.S. sales

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