



**REPORTED SALES vs. PRIOR PERIOD (\$MM)**

**FIRST QUARTER**

**CONSUMER SEGMENT** <sup>(2)</sup>

BABY CARE

	<u>2014</u>	<u>2013</u>	<u>% Change</u>		
			<u>Reported</u>	<u>Operational</u> <sup>(1)</sup>	<u>Currency</u>
US	\$ 102	103	-1.0%	-1.0%	-
Intl	443	461	-3.9%	2.4%	-6.3%
WW	<u>545</u>	<u>564</u>	-3.4%	1.7%	-5.1%

ORAL CARE

US	160	158	1.3%	1.3%	-
Intl	251	245	2.4%	6.9%	-4.5%
WW	<u>411</u>	<u>403</u>	2.0%	4.7%	-2.7%

OTC

US	366	354	3.4%	3.4%	-
Intl	645	689	-6.4%	-3.6%	-2.8%
WW	<u>1,011</u>	<u>1,043</u>	-3.1%	-1.2%	-1.9%

SKIN CARE

US	457	453	0.9%	0.9%	-
Intl	457	449	1.8%	4.5%	-2.7%
WW	<u>914</u>	<u>902</u>	1.3%	2.7%	-1.4%

WOMEN'S HEALTH

US	24	81	-70.4%	-70.4%	-
Intl	303	320	-5.3%	1.0%	-6.3%
WW	<u>327</u>	<u>401</u>	-18.5%	-13.4%	-5.1%

WOUND CARE/OTHER

US	200	199	0.5%	0.5%	-
Intl	149	163	-8.6%	-6.4%	-2.2%
WW	<u>349</u>	<u>362</u>	-3.6%	-2.6%	-1.0%

**TOTAL CONSUMER**

US	1,309	1,348	-2.9%	-2.9%	-
Intl	2,248	2,327	-3.4%	0.7%	-4.1%
WW	<u>\$ 3,557</u>	<u>3,675</u>	-3.2%	-0.6%	-2.6%

See footnotes at end of schedule

**REPORTED SALES vs. PRIOR PERIOD (\$MM)**

**FIRST QUARTER**

**PHARMACEUTICAL SEGMENT <sup>(2) (3)</sup>**

**IMMUNOLOGY**

	<u>2014</u>	<u>2013</u>	<u>% Change</u>		
			<u>Reported</u>	<u>Operational <sup>(1)</sup></u>	<u>Currency</u>
US	\$ 1,547	1,639	-5.6%	-5.6%	-
Intl	796	565	40.9%	46.6%	-5.7%
WW	<u>2,343</u>	<u>2,204</u>	6.3%	7.8%	-1.5%

REMICADE

US	997	970	2.8%	2.8%	-
US Exports <sup>(4)</sup>	167	349	-52.1%	-52.1%	-
Intl	446	281	58.7%	67.3%	-8.6%
WW	<u>1,610</u>	<u>1,600</u>	0.6%	2.1%	-1.5%

SIMPONI/SIMPONI ARIA

US	104	94	10.6%	10.6%	-
Intl	155	143	8.4%	12.3%	-3.9%
WW	<u>259</u>	<u>237</u>	9.3%	11.6%	-2.3%

STELARA

US	279	226	23.5%	23.5%	-
Intl	177	120	47.5%	48.2%	-0.7%
WW	<u>456</u>	<u>346</u>	31.8%	32.0%	-0.2%

OTHER IMMUNOLOGY

US	-	-	-	-	-
Intl	18	21	-14.3%	-5.8%	-8.5%
WW	<u>18</u>	<u>21</u>	-14.3%	-5.8%	-8.5%

**INFECTIOUS DISEASES**

US	561	238	*	*	-
Intl	639	577	10.7%	11.8%	-1.1%
WW	<u>1,200</u>	<u>815</u>	47.2%	48.0%	-0.8%

EDURANT

US	5	3	66.7%	66.7%	-
Intl	76	40	90.0%	86.8%	3.2%
WW	<u>81</u>	<u>43</u>	88.4%	85.4%	3.0%

INCIVO

US	-	-	-	-	-
Intl	86	162	-46.9%	-47.4%	0.5%
WW	<u>86</u>	<u>162</u>	-46.9%	-47.4%	0.5%

OLYSIO/SOVRIAD

US	291	-	*	*	-
Intl	63	-	*	*	0.0%
WW	<u>354</u>	<u>-</u>	*	*	0.0%

PREZISTA

US	214	167	28.1%	28.1%	-
Intl	231	200	15.5%	15.5%	0.0%
WW	<u>445</u>	<u>367</u>	21.3%	21.3%	0.0%

OTHER INFECTIOUS DISEASES

US	51	68	-25.0%	-25.0%	-
Intl	183	175	4.6%	5.8%	-1.2%
WW	<u>234</u>	<u>243</u>	-3.7%	-2.8%	-0.9%

**REPORTED SALES vs. PRIOR PERIOD (\$MM)**

**FIRST QUARTER**

**NEUROSCIENCE**

	<u>2014</u>	<u>2013</u>	<u>% Change</u>		
			<u>Reported</u>	<u>Operational <sup>(1)</sup></u>	<u>Currency</u>
US	601	746	-19.4%	-19.4%	-
Intl	1,037	998	3.9%	7.6%	-3.7%
WW	<u>1,638</u>	<u>1,744</u>	-6.1%	-4.0%	-2.1%

**CONCERTA/METHYLPHENIDATE**

US	35	139	-74.8%	-74.8%	-
Intl	115	117	-1.7%	2.9%	-4.6%
WW	<u>150</u>	<u>256</u>	-41.4%	-39.3%	-2.1%

**INVEGA**

US	86	71	21.1%	21.1%	-
Intl	79	61	29.5%	34.0%	-4.5%
WW	<u>165</u>	<u>132</u>	25.0%	27.1%	-2.1%

**INVEGA SUSTENNA/ XEPLION**

US	182	164	11.0%	11.0%	-
Intl	191	120	59.2%	60.7%	-1.5%
WW	<u>373</u>	<u>284</u>	31.3%	31.9%	-0.6%

**RISPERDAL CONSTA**

US	106	106	0.0%	0.0%	-
Intl	204	229	-10.9%	-9.1%	-1.8%
WW	<u>310</u>	<u>335</u>	-7.5%	-6.3%	-1.2%

**OTHER NEUROSCIENCE**

US	192	266	-27.8%	-27.8%	-
Intl	448	471	-4.9%	0.1%	-5.0%
WW	<u>640</u>	<u>737</u>	-13.2%	-10.0%	-3.2%

**ONCOLOGY**

US	240	199	20.6%	20.6%	-
Intl	782	595	31.4%	33.4%	-2.0%
WW	<u>1,022</u>	<u>794</u>	28.7%	30.2%	-1.5%

**VELCADE**

US	-	-	-	-	-
Intl	408	353	15.6%	18.6%	-3.0%
WW	<u>408</u>	<u>353</u>	15.6%	18.6%	-3.0%

**ZYTIGA**

US	229	161	42.2%	42.2%	-
Intl	283	183	54.6%	54.6%	0.0%
WW	<u>512</u>	<u>344</u>	48.8%	48.8%	0.0%

**OTHER ONCOLOGY**

US	11	38	-71.1%	-71.1%	-
Intl	91	59	54.2%	56.0%	-1.8%
WW	<u>102</u>	<u>97</u>	5.2%	6.3%	-1.1%

**REPORTED SALES vs. PRIOR PERIOD (\$MM)**

	<b>FIRST QUARTER</b>				
	<u>2014</u>	<u>2013</u>	<u>% Change</u>		
			<u>Reported</u>	<u>Operational <sup>(1)</sup></u>	<u>Currency</u>
<b><u>TOTAL OTHER</u></b>					
US	791	649	21.9%	21.9%	-
Intl	504	562	-10.3%	-8.7%	-1.6%
WW	<u>1,295</u>	<u>1,211</u>	6.9%	7.6%	-0.7%
<b><u>PROCRIT/EPREX</u></b>					
US	176	233	-24.5%	-24.5%	-
Intl	134	145	-7.6%	-6.6%	-1.0%
WW	<u>310</u>	<u>378</u>	-18.0%	-17.6%	-0.4%
<b><u>XARELTO</u></b>					
US	319	158	*	*	-
Intl	-	-	-	-	-
WW	<u>319</u>	<u>158</u>	*	*	-
<b><u>OTHER</u></b>					
US	296	258	14.7%	14.7%	-
Intl	370	417	-11.3%	-9.6%	-1.7%
WW	<u>666</u>	<u>675</u>	-1.3%	-0.2%	-1.1%
<b><u>TOTAL PHARMACEUTICAL</u></b>					
US	3,740	3,471	7.7%	7.7%	-
Intl	3,758	3,297	14.0%	16.9%	-2.9%
WW	<u>\$ 7,498</u>	<u>6,768</u>	10.8%	12.2%	-1.4%

**Supplemental Sales Information**

	<b>2013</b>				
	<u>Q1</u>	<u>Q2</u>	<u>Q3</u>	<u>Q4</u>	<u>Full Year</u>
<b><u>EDURANT</u></b>					
US	3	3	4	5	15
Intl	40	53	60	68	221
WW	<u>43</u>	<u>56</u>	<u>64</u>	<u>73</u>	<u>236</u>
<b><u>OLYSIO/SOVRIAD</u></b>					
US	-	-	-	13	13
Intl	-	-	-	10	10
WW	<u>-</u>	<u>-</u>	<u>-</u>	<u>23</u>	<u>23</u>

See footnotes at end of schedule

**REPORTED SALES vs. PRIOR PERIOD (\$MM)**

**MEDICAL DEVICES AND DIAGNOSTICS** <sup>(2) (3)</sup>

CARDIOVASCULAR CARE

	<u>2014</u>	<u>2013</u>	<u>% Change</u>		
			<u>Reported</u>	<u>Operational</u> <sup>(1)</sup>	<u>Currency</u>
US	\$ 205	198	3.5%	3.5%	-
Intl	336	315	6.7%	9.4%	-2.7%
WW	541	513	5.5%	7.2%	-1.7%

DIABETES CARE

US	192	283	-32.2%	-32.2%	-
Intl	320	317	0.9%	2.9%	-2.0%
WW	512	600	-14.7%	-13.7%	-1.0%

DIAGNOSTICS

US	224	248	-9.7%	-9.7%	-
Intl	219	229	-4.4%	-0.9%	-3.5%
WW	443	477	-7.1%	-5.4%	-1.7%

ORTHOPAEDICS

US	1,292	1,261	2.5%	2.5%	-
Intl	1,129	1,124	0.4%	2.9%	-2.5%
WW	2,421	2,385	1.5%	2.7%	-1.2%

SPECIALTY SURGERY/OTHER <sup>(5)</sup>

US	417	404	3.2%	3.2%	-
Intl	457	435	5.1%	9.3%	-4.2%
WW	874	839	4.2%	6.4%	-2.2%

SURGICAL CARE

US	539	531	1.5%	1.5%	-
Intl	969	977	-0.8%	2.2%	-3.0%
WW	1,508	1,508	0.0%	1.9%	-1.9%

VISION CARE

US	286	281	1.8%	1.8%	-
Intl	475	459	3.5%	10.0%	-6.5%
WW	761	740	2.8%	6.8%	-4.0%

**TOTAL MEDICAL DEVICES AND DIAGNOSTICS**

US	3,155	3,206	-1.6%	-1.6%	-
Intl	3,905	3,856	1.3%	4.6%	-3.3%
WW	\$ 7,060	7,062	0.0%	1.8%	-1.8%

\* Percentage greater than 100%

(1) Operational growth excludes the effect of translational currency

(2) Unaudited

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

(4) Reported as U.S. sales

(5) Infection Prevention now reflected in Specialty Surgery/Other, previously reported independently