



REPORTED SALES vs. PRIOR PERIOD (\$MM)

	FIRST QUARTER				
	2017	2016	% Change		
			Reported	Operational ⁽¹⁾	Currency
CONSUMER SEGMENT ^{(2) (3)}					
<u>BABY CARE</u>					
US	\$ 113	121	-6.6%	-6.6%	-
Intl	342	362	-5.5%	-6.1%	0.6%
WW	455	483	-5.8%	-6.3%	0.5%
<u>BEAUTY</u>					
US	567	484	17.1%	17.1%	-
Intl	414	395	4.8%	5.0%	-0.2%
WW	981	879	11.6%	11.7%	-0.1%
<u>ORAL CARE</u>					
US	156	170	-8.2%	-8.2%	-
Intl	206	215	-4.2%	-4.5%	0.3%
WW	362	385	-6.0%	-6.2%	0.2%
<u>OTC</u>					
US	477	466	2.4%	2.4%	-
Intl	536	533	0.6%	0.7%	-0.1%
WW	1,013	999	1.4%	1.5%	-0.1%
<u>WOMEN'S HEALTH</u>					
US	3	6	-50.0%	-50.0%	-
Intl	239	245	-2.4%	-4.2%	1.8%
WW	242	251	-3.6%	-5.3%	1.7%
<u>WOUND CARE / OTHER</u>					
US	98	111	-11.7%	-11.7%	-
Intl	77	87	-11.5%	-12.3%	0.8%
WW	175	198	-11.6%	-11.9%	0.3%
<u>TOTAL CONSUMER</u>					
US	1,414	1,358	4.1%	4.1%	-
Intl	1,814	1,837	-1.3%	-1.6%	0.3%
WW	\$ 3,228	3,195	1.0%	0.8%	0.2%

See footnotes at end of schedule

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PHARMACEUTICAL SEGMENT ^{(2) (3)}					
<u>IMMUNOLOGY</u>					
US	\$ 2,123	2,171	-2.2%	-2.2%	-
Intl	807	739	9.2%	9.0%	0.2%
WW	2,930	2,910	0.7%	0.6%	0.1%
<u>REMICADE</u>					
US	1,182	1,211	-2.4%	-2.4%	-
US Exports ⁽⁴⁾	165	233	-29.2%	-29.2%	-
Intl	325	335	-3.0%	-4.8%	1.8%
WW	1,672	1,779	-6.0%	-6.3%	0.3%
<u>SIMPONI / SIMPONI ARIA</u>					
US	229	216	6.0%	6.0%	-
Intl	199	174	14.4%	13.4%	1.0%
WW	428	390	9.7%	9.2%	0.5%
<u>STELARA</u>					
US	547	511	7.0%	7.0%	-
Intl	276	224	23.2%	26.1%	-2.9%
WW	823	735	12.0%	12.9%	-0.9%
<u>OTHER IMMUNOLOGY</u>					
US	-	-	-	-	-
Intl	7	6	16.7%	12.1%	4.6%
WW	7	6	16.7%	12.1%	4.6%
<u>INFECTIOUS DISEASES</u>					
US	326	358	-8.9%	-8.9%	-
Intl	423	418	1.2%	2.8%	-1.6%
WW	749	776	-3.5%	-2.6%	-0.9%
<u>EDURANT / RILPIVIRINE</u>					
US	12	11	9.1%	9.1%	-
Intl	137	108	26.9%	30.4%	-3.5%
WW	149	119	25.2%	28.3%	-3.1%
<u>PREZISTA / PREZCOBIX / REZOLSTA</u>					
US	259	277	-6.5%	-6.5%	-
Intl	171	175	-2.3%	0.2%	-2.5%
WW	430	452	-4.9%	-3.9%	-1.0%
<u>OTHER INFECTIOUS DISEASES</u>					
US	55	70	-21.4%	-21.4%	-
Intl	115	135	-14.8%	-15.9%	1.1%
WW	170	205	-17.1%	-17.8%	0.7%

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<u>NEUROSCIENCE</u>					
US	664	680	-2.4%	-2.4%	-
Intl	833	869	-4.1%	-2.9%	-1.2%
WW	1,497	1,549	-3.4%	-2.7%	-0.7%
<u>CONCERTA / METHYLPHENIDATE</u>					
US	108	134	-19.4%	-19.4%	-
Intl	101	97	4.1%	4.2%	-0.1%
WW	209	231	-9.5%	-9.5%	0.0%
<u>INVEGA SUSTENNA / XEPLION / TRINZA</u>					
US	372	305	22.0%	22.0%	-
Intl	232	208	11.5%	14.3%	-2.8%
WW	604	513	17.7%	18.8%	-1.1%
<u>RISPERDAL CONSTA</u>					
US	95	95	0.0%	0.0%	-
Intl	112	136	-17.6%	-15.7%	-1.9%
WW	207	231	-10.4%	-9.3%	-1.1%
<u>OTHER NEUROSCIENCE</u>					
US	89	146	-39.0%	-39.0%	-
Intl	388	428	-9.3%	-8.9%	-0.4%
WW	477	574	-16.9%	-16.6%	-0.3%
<u>ONCOLOGY</u>					
US	664	549	20.9%	20.9%	-
Intl	930	805	15.5%	18.3%	-2.8%
WW	1,594	1,354	17.7%	19.3%	-1.6%
<u>DARZALEX</u>					
US	201	101	99.0%	99.0%	-
Intl	54	-	*	*	0.0%
WW	255	101	*	*	0.0%
<u>IMBRUVICA</u>					
US	190	132	43.9%	43.9%	-
Intl	219	129	69.8%	73.7%	-3.9%
WW	409	261	56.7%	58.6%	-1.9%
<u>VELCADE</u>					
US	-	-	-	-	-
Intl	280	304	-7.9%	-5.0%	-2.9%
WW	280	304	-7.9%	-5.0%	-2.9%
<u>ZYTIGA</u>					
US	233	272	-14.3%	-14.3%	-
Intl	290	286	1.4%	2.7%	-1.3%
WW	523	558	-6.3%	-5.6%	-0.7%
<u>OTHER ONCOLOGY</u>					
US	40	44	-9.1%	-9.1%	-
Intl	87	86	1.2%	4.1%	-2.9%
WW	127	130	-2.3%	-0.4%	-1.9%

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<u>CARDIOVASCULAR / METABOLISM / OTHER</u>					
US	1,095	1,179	-7.1%	-7.1%	-
Intl	380	410	-7.3%	-4.5%	-2.8%
WW	<u>1,475</u>	<u>1,589</u>	-7.2%	-6.5%	-0.7%
<u>XARELTO</u>					
US	513	567	-9.5%	-9.5%	-
Intl	-	-	-	-	-
WW	<u>513</u>	<u>567</u>	-9.5%	-9.5%	-
<u>INVOKANA / INVOKAMET</u>					
US	247	297	-16.8%	-16.8%	-
Intl	37	28	32.1%	32.8%	-0.7%
WW	<u>284</u>	<u>325</u>	-12.6%	-12.5%	-0.1%
<u>PROCRIT / EPREX</u>					
US	169	183	-7.7%	-7.7%	-
Intl	78	91	-14.3%	-13.1%	-1.2%
WW	<u>247</u>	<u>274</u>	-9.9%	-9.5%	-0.4%
<u>OTHER</u>					
US	166	132	25.8%	25.8%	-
Intl	265	291	-8.9%	-5.4%	-3.5%
WW	<u>431</u>	<u>423</u>	1.9%	4.3%	-2.4%
<u>TOTAL PHARMACEUTICAL</u>					
US	4,872	4,937	-1.3%	-1.3%	-
Intl	3,373	3,241	4.1%	5.6%	-1.5%
WW	<u>\$ 8,245</u>	<u>8,178</u>	0.8%	1.4%	-0.6%

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MEDICAL DEVICES SEGMENT ⁽²⁾

CARDIOVASCULAR

	<u>2017</u>	<u>2016</u>	<u>% Change</u>		
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US	\$ 259	231	12.1%	12.1%	-
Intl	240	212	13.2%	14.2%	-1.0%
WW	499	443	12.6%	13.1%	-0.5%

DIABETES CARE

US	154	180	-14.4%	-14.4%	-
Intl	245	249	-1.6%	-0.8%	-0.8%
WW	399	429	-7.0%	-6.5%	-0.5%

DIAGNOSTICS

US	-	-	-	-	-
Intl	1	28	**	**	**
WW	1	28	**	**	**

ORTHOPAEDICS

US	1,379	1,392	-0.9%	-0.9%	-
Intl	946	949	-0.3%	1.0%	-1.3%
WW	2,325	2,341	-0.7%	-0.2%	-0.5%

HIPS

US	209	203	3.0%	3.0%	-
Intl	143	139	2.9%	4.5%	-1.6%
WW	352	342	2.9%	3.5%	-0.6%

KNEES

US	246	244	0.8%	0.8%	-
Intl	152	145	4.8%	7.0%	-2.2%
WW	398	389	2.3%	3.1%	-0.8%

TRAUMA

US	391	381	2.6%	2.6%	-
Intl	251	261	-3.8%	-3.1%	-0.7%
WW	642	642	0.0%	0.3%	-0.3%

SPINE & OTHER

US	533	564	-5.5%	-5.5%	-
Intl	400	404	-1.0%	0.3%	-1.3%
WW	933	968	-3.6%	-3.1%	-0.5%

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<u>SURGERY</u>					
US	995	981	1.4%	1.4%	-
Intl	1,276	1,247	2.3%	3.3%	-1.0%
WW	2,271	2,228	1.9%	2.5%	-0.6%
<u>ADVANCED</u>					
US	392	352	11.4%	11.4%	-
Intl	485	464	4.5%	5.9%	-1.4%
WW	877	816	7.5%	8.3%	-0.8%
<u>GENERAL</u>					
US	423	419	1.0%	1.0%	-
Intl	651	651	0.0%	1.2%	-1.2%
WW	1,074	1,070	0.4%	1.1%	-0.7%
<u>SPECIALTY</u>					
US	180	210	-14.3%	-14.3%	-
Intl	140	132	6.1%	4.8%	1.3%
WW	320	342	-6.4%	-6.9%	0.5%
<u>VISION CARE</u>					
US	305	242	26.0%	26.0%	-
Intl	493	398	23.9%	23.6%	0.3%
WW	798	640	24.7%	24.5%	0.2%
<u>CONTACT LENSES / OTHER</u>					
US	256	242	5.8%	5.8%	-
Intl	427	398	7.3%	7.0%	0.3%
WW	683	640	6.7%	6.5%	0.2%
<u>SURGICAL</u>					
US	49	-	**	**	-
Intl	66	-	**	**	0.0%
WW	115	-	**	**	0.0%
<u>TOTAL MEDICAL DEVICES</u>					
US	3,092	3,026	2.2%	2.2%	-
Intl	3,201	3,083	3.8%	4.7%	-0.9%
WW	\$ 6,293	6,109	3.0%	3.4%	-0.4%

* Percentage greater than 100%

** Not meaningful

(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