



REPORTED SALES vs. PRIOR PERIOD (\$MM)

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

	SECOND QUARTER					SIX MONTHS					
	2017	2016	% Change			2017	2016	% Change			
			Reported	Operational <sup>(1)</sup>	Currency			Reported	Operational <sup>(1)</sup>	Currency	
<b>BABY CARE</b>											
US	\$ 113	\$ 126	-10.3%	-10.3%	-	\$ 226	\$ 247	-8.5%	-8.5%	-	
Intl	381	404	-5.7%	-5.3%	-0.4%	723	766	-5.6%	-5.7%	0.1%	
WW	494	530	-6.8%	-6.5%	-0.3%	949	1,013	-6.3%	-6.3%	0.0%	
<b>BEAUTY</b>											
US	649	554	17.1%	17.1%	-	1,216	1,038	17.1%	17.1%	-	
Intl	427	422	1.2%	3.1%	-1.9%	841	817	2.9%	4.0%	-1.1%	
WW	1,076	976	10.2%	11.0%	-0.8%	2,057	1,855	10.9%	11.4%	-0.5%	
<b>ORAL CARE</b>											
US	150	159	-5.7%	-5.7%	-	306	329	-7.0%	-7.0%	-	
Intl	244	244	0.0%	0.8%	-0.8%	450	459	-2.0%	-1.7%	-0.3%	
WW	394	403	-2.2%	-1.7%	-0.5%	756	788	-4.1%	-3.9%	-0.2%	
<b>OTC</b>											
US	432	405	6.7%	6.7%	-	909	871	4.4%	4.4%	-	
Intl	574	591	-2.9%	-1.1%	-1.8%	1,110	1,124	-1.2%	-0.2%	-1.0%	
WW	1,006	996	1.0%	2.1%	-1.1%	2,019	1,995	1.2%	1.8%	-0.6%	
<b>WOMEN'S HEALTH</b>											
US	3	7	-57.1%	-57.1%	-	6	13	-53.8%	-53.8%	-	
Intl	273	276	-1.1%	-1.9%	0.8%	512	521	-1.7%	-3.0%	1.3%	
WW	276	283	-2.5%	-3.3%	0.8%	518	534	-3.0%	-4.2%	1.2%	
<b>WOUND CARE / OTHER</b>											
US	140	133	5.3%	5.3%	-	238	244	-2.5%	-2.5%	-	
Intl	92	98	-6.1%	-4.8%	-1.3%	169	185	-8.6%	-8.3%	-0.3%	
WW	232	231	0.4%	0.9%	-0.5%	407	429	-5.1%	-5.0%	-0.1%	
<b>TOTAL CONSUMER</b>											
US	1,487	1,384	7.4%	7.4%	-	2,901	2,742	5.8%	5.8%	-	
Intl	1,991	2,035	-2.2%	-1.1%	-1.1%	3,805	3,872	-1.7%	-1.3%	-0.4%	
WW	\$ 3,478	\$ 3,419	1.7%	2.3%	-0.6%	\$ 6,706	\$ 6,614	1.4%	1.6%	-0.2%	

REPORTED SALES vs. PRIOR PERIOD (\$MM)

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

	SECOND QUARTER					SIX MONTHS					
	2017	2016	% Change			2017	2016	% Change			
			Reported	Operational <sup>(1)</sup>	Currency			Reported	Operational <sup>(1)</sup>	Currency	
<b>IMMUNOLOGY</b>											
US	\$ 2,101	\$ 2,224	-5.5%	-5.5%	-	\$ 4,224	\$ 4,395	-3.9%	-3.9%	-	
Intl	858	814	5.4%	8.0%	-2.6%	1,665	1,553	7.2%	8.5%	-1.3%	
WW	2,959	3,038	-2.6%	-1.9%	-0.7%	5,889	5,948	-1.0%	-0.7%	-0.3%	
<b>REMICADE</b>											
US	1,064	1,236	-13.9%	-13.9%	-	2,246	2,447	-8.2%	-8.2%	-	
US Exports <sup>(4)</sup>	127	185	-31.4%	-31.4%	-	292	418	-30.1%	-30.1%	-	
Intl	339	359	-5.6%	-3.4%	-2.2%	664	694	-4.3%	-4.0%	-0.3%	
WW	1,530	1,780	-14.0%	-13.6%	-0.4%	3,202	3,559	-10.0%	-9.9%	-0.1%	
<b>SIMPONI / SIMPONI ARIA</b>											
US	230	244	-5.7%	-5.7%	-	459	460	-0.2%	-0.2%	-	
Intl	209	204	2.5%	4.6%	-2.1%	408	378	7.9%	8.6%	-0.7%	
WW	439	448	-2.0%	-1.0%	-1.0%	867	838	3.5%	3.8%	-0.3%	
<b>STELARA</b>											
US	680	559	21.6%	21.6%	-	1,227	1,070	14.7%	14.7%	-	
Intl	303	245	23.7%	27.5%	-3.8%	579	469	23.5%	26.8%	-3.3%	
WW	983	804	22.3%	23.4%	-1.1%	1,806	1,539	17.3%	18.3%	-1.0%	
<b>OTHER IMMUNOLOGY</b>											
US	-	-	-	-	-	-	-	-	-	-	
Intl	7	6	16.7%	15.8%	0.9%	14	12	16.7%	14.0%	2.7%	
WW	7	6	16.7%	15.8%	0.9%	14	12	16.7%	14.0%	2.7%	
<b>INFECTIOUS DISEASES</b>											
US	341	362	-5.8%	-5.8%	-	667	720	-7.4%	-7.4%	-	
Intl	451	467	-3.4%	-1.5%	-1.9%	874	885	-1.2%	0.6%	-1.8%	
WW	792	829	-4.5%	-3.4%	-1.1%	1,541	1,605	-4.0%	-3.0%	-1.0%	
<b>EDURANT</b>											
US	17	14	21.4%	21.4%	-	29	25	16.0%	16.0%	-	
Intl	162	126	28.6%	30.9%	-2.3%	299	234	27.8%	30.6%	-2.8%	
WW	179	140	27.9%	30.0%	-2.1%	328	259	26.6%	29.2%	-2.6%	
<b>PREZISTA / PREZCOBIX / REZOLSTA</b>											
US	278	273	1.8%	1.8%	-	537	550	-2.4%	-2.4%	-	
Intl	176	186	-5.4%	-2.9%	-2.5%	347	361	-3.9%	-1.4%	-2.5%	
WW	454	459	-1.1%	-0.1%	-1.0%	884	911	-3.0%	-2.0%	-1.0%	
<b>OTHER INFECTIOUS DISEASES</b>											
US	46	75	-38.7%	-38.7%	-	101	145	-30.3%	-30.3%	-	
Intl	113	155	-27.1%	-26.3%	-0.8%	228	290	-21.4%	-21.5%	0.1%	
WW	159	230	-30.9%	-30.4%	-0.5%	329	435	-24.4%	-24.4%	0.0%	

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	SECOND QUARTER					SIX MONTHS						
	2017	2016	% Change			2017	2016	% Change				
			Reported	Operational <sup>(1)</sup>	Currency			Reported	Operational <sup>(1)</sup>	Currency		
<b>NEUROSCIENCE</b>												
US	620	695	-10.8%	-10.8%	-	1,284	1,375	-6.6%	-6.6%	-		
Intl	847	907	-6.6%	-4.1%	-2.5%	1,680	1,776	-5.4%	-3.5%	-1.9%		
WW	1,467	1,602	-8.4%	-7.0%	-1.4%	2,964	3,151	-5.9%	-4.9%	-1.0%		
<b>CONCERTA / METHYLPHENIDATE</b>												
US	76	129	-41.1%	-41.1%	-	184	263	-30.0%	-30.0%	-		
Intl	105	109	-3.7%	-1.3%	-2.4%	206	206	0.0%	1.3%	-1.3%		
WW	181	238	-23.9%	-22.8%	-1.1%	390	469	-16.8%	-16.2%	-0.6%		
<b>INVEGA SUSTENNA / XEPLION / TRINZA</b>												
US	387	339	14.2%	14.2%	-	759	644	17.9%	17.9%	-		
Intl	242	221	9.5%	13.1%	-3.6%	474	429	10.5%	13.7%	-3.2%		
WW	629	560	12.3%	13.7%	-1.4%	1,233	1,073	14.9%	16.2%	-1.3%		
<b>RISPERDAL CONSTA</b>												
US	91	100	-9.0%	-9.0%	-	186	195	-4.6%	-4.6%	-		
Intl	116	130	-10.8%	-8.1%	-2.7%	228	266	-14.3%	-12.0%	-2.3%		
WW	207	230	-10.0%	-8.5%	-1.5%	414	461	-10.2%	-8.9%	-1.3%		
<b>OTHER NEUROSCIENCE</b>												
US	66	127	-48.0%	-48.0%	-	155	273	-43.2%	-43.2%	-		
Intl	384	447	-14.1%	-12.1%	-2.0%	772	875	-11.8%	-10.6%	-1.2%		
WW	450	574	-21.6%	-20.0%	-1.6%	927	1,148	-19.3%	-18.4%	-0.9%		
<b>ONCOLOGY</b>												
US	697	569	22.5%	22.5%	-	1,361	1,118	21.7%	21.7%	-		
Intl	1,030	905	13.8%	17.0%	-3.2%	1,960	1,710	14.6%	17.6%	-3.0%		
WW	1,727	1,474	17.2%	19.2%	-2.0%	3,321	2,828	17.4%	19.2%	-1.8%		
<b>DARZALEX</b>												
US	212	95	*	*	-	413	196	*	*	-		
Intl	87	13	*	*	**	141	13	*	*	**		
WW	299	108	*	*	**	554	209	*	*	**		
<b>IMBRUVICA</b>												
US	202	144	40.3%	40.3%	-	392	276	42.0%	42.0%	-		
Intl	248	151	64.2%	69.4%	-5.2%	467	280	66.8%	71.4%	-4.6%		
WW	450	295	52.5%	55.1%	-2.6%	859	556	54.5%	56.8%	-2.3%		
<b>VELCADE</b>												
US	-	-	-	-	-	-	-	-	-	-		
Intl	290	342	-15.2%	-12.6%	-2.6%	570	646	-11.8%	-9.0%	-2.8%		
WW	290	342	-15.2%	-12.6%	-2.6%	570	646	-11.8%	-9.0%	-2.8%		
<b>ZYTIGA</b>												
US	241	286	-15.7%	-15.7%	-	474	558	-15.1%	-15.1%	-		
Intl	317	315	0.6%	3.2%	-2.6%	607	601	1.0%	3.0%	-2.0%		
WW	558	601	-7.2%	-5.8%	-1.4%	1,081	1,159	-6.7%	-5.7%	-1.0%		
<b>OTHER ONCOLOGY</b>												
US	42	44	-4.5%	-4.5%	-	82	88	-6.8%	-6.8%	-		
Intl	88	84	4.8%	7.1%	-2.3%	175	170	2.9%	5.5%	-2.6%		
WW	130	128	1.6%	3.1%	-1.5%	257	258	-0.4%	1.3%	-1.7%		
<b>PULMONARY HYPERTENSION <sup>(5)</sup></b>												
US	40	-	**	**	-	40	-	**	**	-		
Intl	51	-	**	**	-	51	-	**	**	-		
WW	91	-	**	**	-	91	-	**	**	-		
<b>OPSUMIT</b>												
US	24	-	**	**	-	24	-	**	**	-		
Intl	21	-	**	**	-	21	-	**	**	-		
WW	45	-	**	**	-	45	-	**	**	-		
<b>TRACLEER</b>												
US	2	-	**	**	-	2	-	**	**	-		
Intl	24	-	**	**	-	24	-	**	**	-		
WW	26	-	**	**	-	26	-	**	**	-		
<b>UPTRAVI</b>												
US	8	-	**	**	-	8	-	**	**	-		
Intl	1	-	**	**	-	1	-	**	**	-		
WW	9	-	**	**	-	9	-	**	**	-		
<b>OTHER <sup>(6)</sup></b>												
US	6	-	**	**	-	6	-	**	**	-		
Intl	5	-	**	**	-	5	-	**	**	-		
WW	11	-	**	**	-	11	-	**	**	-		
<b>CARDIOVASCULAR / METABOLISM / OTHER</b>												
US	1,211	1,294	-6.4%	-6.4%	-	2,306	2,473	-6.8%	-6.8%	-		
Intl	388	417	-7.0%	-3.0%	-4.0%	768	827	-7.1%	-3.7%	-3.4%		
WW	1,599	1,711	-6.5%	-5.5%	-1.0%	3,074	3,300	-6.8%	-6.0%	-0.8%		
<b>XARELTO</b>												
US	642	594	8.1%	8.1%	-	1,155	1,161	-0.5%	-0.5%	-		
Intl	-	-	-	-	-	-	-	-	-	-		
WW	642	594	8.1%	8.1%	-	1,155	1,161	-0.5%	-0.5%	-		
<b>INVOKANA / INVOKAMET</b>												
US	256	348	-26.4%	-26.4%	-	503	645	-22.0%	-22.0%	-		
Intl	39	35	11.4%	16.8%	-5.4%	76	63	20.6%	23.9%	-3.3%		
WW	295	383	-23.0%	-22.5%	-0.5%	579	708	-18.2%	-17.9%	-0.3%		
<b>PROCRIT / EPREX</b>												
US	174	230	-24.3%	-24.3%	-	343	413	-16.9%	-16.9%	-		
Intl	81	92	-12.0%	-9.7%	-2.3%	159	183	-13.1%	-11.3%	-1.8%		
WW	255	322	-20.8%	-20.1%	-0.7%	502	596	-15.8%	-15.3%	-0.5%		
<b>OTHER</b>												
US	139	122	13.9%	13.9%	-	305	254	20.1%	20.1%	-		
Intl	268	290	-7.6%	-3.3%	-4.3%	533	581	-8.3%	-4.4%	-3.9%		
WW	407	412	-1.2%	1.9%	-3.1%	838	835	0.4%	3.1%	-2.7%		
<b>TOTAL PHARMACEUTICAL</b>												
US	5,010	5,144	-2.6%	-2.6%	-	9,882	10,081	-2.0%	-2.0%	-		
Intl	3,625	3,510	3.3%	6.1%	-2.8%	6,998	6,751	3.7%	5.9%	-2.2%		
WW	\$ 8,635	\$ 8,654	-0.2%	1.0%	-1.2%	\$ 16,880	\$ 16,832	0.3%	1.2%	-0.9%		

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	2017	2016	% Change			2017	2016	% Change			
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<b>MEDICAL DEVICES SEGMENT <sup>(2)</sup></b>											
<b>CARDIOVASCULAR</b>											
US	\$ 265	235	12.8%	12.8%	-	\$ 524	466	12.4%	12.4%	-	
Intl	258	235	9.8%	12.3%	-2.5%	498	447	11.4%	13.2%	-1.8%	
WW	523	470	11.3%	12.6%	-1.3%	1,022	913	11.9%	12.8%	-0.9%	
<b>DIABETES CARE</b>											
US	160	177	-9.6%	-9.6%	-	314	357	-12.0%	-12.0%	-	
Intl	261	294	-11.2%	-9.5%	-1.7%	506	543	-6.8%	-5.5%	-1.3%	
WW	421	471	-10.6%	-9.5%	-1.1%	820	900	-8.9%	-8.1%	-0.8%	
<b>DIAGNOSTICS</b>											
US	-	-	-	-	-	-	-	-	-	-	
Intl	-	31	**	**	**	1	59	**	**	**	
WW	-	31	**	**	**	1	59	**	**	**	
<b>ORTHOPAEDICS</b>											
US	1,387	1,364	1.7%	1.7%	-	2,766	2,756	0.4%	0.4%	-	
Intl	956	991	-3.5%	-1.4%	-2.1%	1,902	1,940	-2.0%	-0.3%	-1.7%	
WW	2,343	2,355	-0.5%	0.4%	-0.9%	4,668	4,696	-0.6%	0.1%	-0.7%	
<b>HIPS</b>											
US	208	197	5.6%	5.6%	-	417	400	4.3%	4.3%	-	
Intl	142	152	-6.6%	-4.3%	-2.3%	285	291	-2.1%	-0.1%	-2.0%	
WW	350	349	0.3%	1.3%	-1.0%	702	691	1.6%	2.4%	-0.8%	
<b>KNEES</b>											
US	236	229	3.1%	3.1%	-	482	473	1.9%	1.9%	-	
Intl	149	156	-4.5%	-2.5%	-2.0%	301	301	0.0%	2.1%	-2.1%	
WW	385	385	0.0%	0.8%	-0.8%	783	774	1.2%	2.0%	-0.8%	
<b>TRAUMA</b>											
US	390	381	2.4%	2.4%	-	781	762	2.5%	2.5%	-	
Intl	253	255	-0.8%	1.1%	-1.9%	504	516	-2.3%	-1.0%	-1.3%	
WW	643	636	1.1%	1.9%	-0.8%	1,285	1,278	0.5%	1.0%	-0.5%	
<b>SPINE &amp; OTHER</b>											
US	553	557	-0.7%	-0.7%	-	1,086	1,121	-3.1%	-3.1%	-	
Intl	412	428	-3.7%	-1.6%	-2.1%	812	832	-2.4%	-0.7%	-1.7%	
WW	965	985	-2.0%	-1.1%	-0.9%	1,898	1,953	-2.8%	-2.1%	-0.7%	
<b>SURGERY</b>											
US	1,012	1,020	-0.8%	-0.8%	-	2,007	2,001	0.3%	0.3%	-	
Intl	1,372	1,377	-0.4%	1.6%	-2.0%	2,648	2,624	0.9%	2.4%	-1.5%	
WW	2,384	2,397	-0.5%	0.6%	-1.1%	4,655	4,625	0.6%	1.5%	-0.9%	
<b>ADVANCED</b>											
US	400	389	2.8%	2.8%	-	792	741	6.9%	6.9%	-	
Intl	533	520	2.5%	4.9%	-2.4%	1,018	984	3.5%	5.4%	-1.9%	
WW	933	909	2.6%	4.0%	-1.4%	1,810	1,725	4.9%	6.0%	-1.1%	
<b>GENERAL</b>											
US	423	421	0.5%	0.5%	-	846	840	0.7%	0.7%	-	
Intl	691	706	-2.1%	-0.2%	-1.9%	1,342	1,357	-1.1%	0.4%	-1.5%	
WW	1,114	1,127	-1.2%	0.0%	-1.2%	2,188	2,197	-0.4%	0.5%	-0.9%	
<b>SPECIALTY</b>											
US	189	210	-10.0%	-10.0%	-	369	420	-12.1%	-12.1%	-	
Intl	148	151	-2.0%	-1.0%	-1.0%	288	283	1.8%	1.7%	0.1%	
WW	337	361	-6.6%	-6.2%	-0.4%	657	703	-6.5%	-6.5%	0.0%	
<b>VISION CARE</b>											
US	405	248	63.3%	63.3%	-	710	490	44.9%	44.9%	-	
Intl	650	437	48.7%	50.3%	-1.6%	1,143	835	36.9%	37.6%	-0.7%	
WW	1,055	685	54.0%	55.0%	-1.0%	1,853	1,325	39.8%	40.2%	-0.4%	
<b>CONTACT LENSES / OTHER</b>											
US	274	248	10.5%	10.5%	-	530	490	8.2%	8.2%	-	
Intl	479	437	9.6%	11.2%	-1.6%	906	835	8.5%	9.2%	-0.7%	
WW	753	685	9.9%	10.9%	-1.0%	1,436	1,325	8.4%	8.8%	-0.4%	
<b>SURGICAL</b>											
US	131	-	**	**	-	180	-	**	**	-	
Intl	171	-	**	**	-	237	-	**	**	-	
WW	302	-	**	**	-	417	-	**	**	-	
<b>TOTAL MEDICAL DEVICES</b>											
US	3,229	3,044	6.1%	6.1%	-	6,321	6,070	4.1%	4.1%	-	
Intl	3,497	3,365	3.9%	5.8%	-1.9%	6,698	6,448	3.9%	5.3%	-1.4%	
WW	\$ 6,726	6,409	4.9%	5.9%	-1.0%	\$ 13,019	12,518	4.0%	4.7%	-0.7%	

\* Percentage greater than 100%

\*\* Not meaningful

(1) Operational growth excludes the effect of translational c

(2) Unaudited

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

(4) Reported as U.S. sales

(5) Actelion acquisition completed June 16, 2017

(6) Includes Non-Pulmonary Hypertension products