



REPORTED SALES vs. PRIOR PERIOD (\$MM)

CONSUMER SEGMENT ⁽²⁾

	FOURTH QUARTER					TWELVE MONTHS				
	2017	2016	Reported	% Change Operational ⁽¹⁾	Currency	2017	2016	Reported	% Change Operational ⁽¹⁾	Currency
BABY CARE										
US	\$ 123	\$ 123	0.0%	0.0%	-	\$ 449	\$ 488	-8.0%	-8.0%	-
Intl	367	370	-0.8%	-3.2%	2.4%	1,467	1,513	-3.0%	-3.6%	0.6%
WW	490	493	-0.6%	-2.4%	1.8%	1,916	2,001	-4.2%	-4.7%	0.5%
BEAUTY										
US	596	580	2.8%	2.8%	-	2,335	2,135	9.4%	9.4%	-
Intl	514	483	6.4%	2.0%	4.4%	1,865	1,762	5.8%	4.5%	1.3%
WW	1,110	1,063	4.4%	2.4%	2.0%	4,200	3,897	7.8%	7.2%	0.6%
ORAL CARE										
US	156	163	-4.3%	-4.3%	-	616	648	-4.9%	-4.9%	-
Intl	237	234	1.3%	-2.6%	3.9%	915	920	-0.5%	-1.8%	1.3%
WW	393	397	-1.0%	-3.3%	2.3%	1,531	1,568	-2.4%	-3.2%	0.8%
OTC										
US	406	418	-2.9%	-2.9%	-	1,716	1,675	2.4%	2.4%	-
Intl	699	621	12.6%	6.3%	6.3%	2,410	2,302	4.7%	2.7%	2.0%
WW	1,105	1,039	6.4%	2.6%	3.8%	4,126	3,977	3.7%	2.6%	1.1%
WOMEN'S HEALTH										
US	3	3	0.0%	0.0%	-	12	19	-36.8%	-36.8%	-
Intl	259	261	-0.8%	-4.5%	3.7%	1,038	1,048	-1.0%	-3.1%	2.1%
WW	262	264	-0.8%	-4.4%	3.6%	1,050	1,067	-1.6%	-3.7%	2.1%
WOUND CARE / OTHER										
US	95	100	-5.0%	-5.0%	-	437	455	-4.0%	-4.0%	-
Intl	85	76	11.8%	6.1%	5.7%	342	342	0.0%	-1.7%	1.7%
WW	180	176	2.3%	-0.1%	2.4%	779	797	-2.3%	-3.0%	0.7%
TOTAL CONSUMER										
US	1,379	1,387	-0.6%	-0.6%	-	5,565	5,420	2.7%	2.7%	-
Intl	2,161	2,045	5.7%	1.2%	4.5%	8,037	7,887	1.9%	0.4%	1.5%
WW	\$ 3,540	\$ 3,432	3.1%	0.4%	2.7%	\$ 13,602	\$ 13,307	2.2%	1.3%	0.9%

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

PHARMACEUTICAL SEGMENT ^{(2) (3)}

	FOURTH QUARTER					TWELVE MONTHS				
	2017	2016	Reported	% Change Operational ⁽¹⁾	Currency	2017	2016	Reported	% Change Operational ⁽¹⁾	Currency
IMMUNOLOGY										
US	\$ 2,227	\$ 2,157	3.2%	3.2%	-	\$ 8,871	\$ 8,846	0.3%	0.3%	-
Intl	859	779	10.3%	5.2%	5.1%	3,373	3,122	8.0%	6.7%	1.3%
WW	3,086	2,936	5.1%	3.7%	1.4%	12,244	11,968	2.3%	2.0%	0.3%
REMICADE										
US	1,073	1,173	-8.5%	-8.5%	-	4,525	4,842	-6.5%	-6.5%	-
US Exports ⁽⁴⁾	115	109	5.5%	5.5%	-	563	782	-28.0%	-28.0%	-
Intl	278	342	-18.7%	-22.6%	3.9%	1,227	1,342	-8.6%	-10.2%	1.6%
WW	1,466	1,624	-9.7%	-10.5%	0.8%	6,315	6,966	-9.3%	-9.6%	0.3%
SIMPONI / SIMPONI ARIA										
US	253	243	4.1%	4.1%	-	954	959	-0.5%	-0.5%	-
Intl	237	183	29.5%	25.1%	4.4%	879	786	11.8%	10.9%	0.9%
WW	490	426	15.0%	13.1%	1.9%	1,833	1,745	5.0%	4.6%	0.4%
STELARA										
US	740	632	17.1%	17.1%	-	2,767	2,263	22.3%	22.3%	-
Intl	341	247	38.1%	30.6%	7.5%	1,244	969	28.4%	27.2%	1.2%
WW	1,081	879	23.0%	20.9%	2.1%	4,011	3,232	24.1%	23.7%	0.4%
OTHER IMMUNOLOGY										
US	46	-	*	*	-	62	-	*	*	-
Intl	3	7	-57.1%	-57.1%	0.0%	23	25	-8.0%	-9.3%	1.3%
WW	49	7	*	*	0.0%	85	25	*	*	1.3%
INFECTIOUS DISEASES										
US	338	354	-4.5%	-4.5%	-	1,358	1,461	-7.0%	-7.0%	-
Intl	462	407	13.5%	5.9%	7.6%	1,796	1,747	2.8%	1.0%	1.8%
WW	800	761	5.1%	1.0%	4.1%	3,154	3,208	-1.7%	-2.7%	1.0%
EDURANT / ribipirine										
US	14	14	0.0%	0.0%	-	58	52	11.5%	11.5%	-
Intl	178	151	17.9%	8.9%	9.0%	656	521	25.9%	23.1%	2.8%
WW	192	165	16.4%	8.2%	8.2%	714	573	24.6%	22.1%	2.5%
PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA										
US	285	283	0.7%	0.7%	-	1,109	1,143	-3.0%	-3.0%	-
Intl	185	164	12.8%	5.5%	7.3%	712	708	0.6%	-0.8%	1.4%
WW	470	447	5.1%	2.4%	2.7%	1,821	1,851	-1.6%	-2.1%	0.5%
OTHER INFECTIOUS DISEASES										
US	39	57	-31.6%	-31.6%	-	191	266	-28.2%	-28.2%	-
Intl	99	92	7.6%	1.5%	6.1%	428	518	-17.4%	-18.7%	1.3%
WW	138	149	-7.4%	-11.1%	3.7%	619	784	-21.0%	-21.9%	0.9%

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	FOURTH QUARTER					TWELVE MONTHS				
	2017	2016	Reported	% Change Operational ⁽¹⁾	Currency	2017	2016	Reported	% Change Operational ⁽¹⁾	Currency
NEUROSCIENCE										
US	699	631	10.8%	10.8%	-	2,630	2,628	0.1%	0.1%	-
Intl	825	839	-1.7%	-5.3%	3.6%	3,356	3,457	-2.9%	-3.0%	0.1%
WW	1,524	1,470	3.7%	1.6%	2.1%	5,986	6,085	-1.6%	-1.6%	0.0%
CONCERTA / METHYLPHENIDATE										
US	100	103	-2.9%	-2.9%	-	384	468	-17.9%	-17.9%	-
Intl	103	101	2.0%	-0.6%	2.6%	407	395	3.0%	2.8%	0.2%
WW	203	204	-0.5%	-1.8%	1.3%	791	863	-8.3%	-8.4%	0.1%
INVEGA SUSTENNA / XEPLION / TRINZA / TREVICTA										
US	436	360	21.1%	21.1%	-	1,590	1,343	18.4%	18.4%	-
Intl	257	225	14.2%	8.0%	6.2%	979	871	12.4%	11.6%	0.8%
WW	693	585	18.5%	16.1%	2.4%	2,569	2,214	16.0%	15.7%	0.3%
RISPERDAL CONSTA										
US	87	92	-5.4%	-5.4%	-	360	381	-5.5%	-5.5%	-
Intl	110	118	-6.8%	-11.5%	4.7%	445	512	-13.1%	-13.4%	0.3%
WW	197	210	-6.2%	-8.8%	2.6%	805	893	-9.9%	-10.1%	0.2%
OTHER NEUROSCIENCE										
US	76	76	0.0%	0.0%	-	296	436	-32.1%	-32.1%	-
Intl	355	395	-10.1%	-12.2%	2.1%	1,525	1,679	-9.2%	-8.7%	-0.5%
WW	431	471	-8.5%	-10.2%	1.7%	1,821	2,115	-13.9%	-13.5%	-0.4%
ONCOLOGY										
US	891	595	49.7%	49.7%	-	3,098	2,335	32.7%	32.7%	-
Intl	1,148	867	32.4%	26.0%	6.4%	4,160	3,472	19.8%	19.1%	0.7%
WW	2,039	1,462	39.5%	35.7%	3.8%	7,258	5,807	25.0%	24.6%	0.4%
DARZALEX										
US	241	151	59.6%	59.6%	-	884	471	87.7%	87.7%	-
Intl	130	49	*	*	*	358	101	*	*	*
WW	371	200	85.5%	82.3%	3.2%	1,242	572	*	*	*
IMBRUVICA										
US	219	158	38.6%	38.6%	-	841	613	37.2%	37.2%	-
Intl	303	188	61.2%	52.2%	9.0%	1,052	638	64.9%	63.2%	1.7%
WW	522	346	50.9%	46.0%	4.9%	1,893	1,251	51.3%	50.4%	0.9%
VELCADE										
US	-	-	-	-	-	-	-	-	-	-
Intl	271	274	-1.1%	-5.6%	4.5%	1,114	1,224	-9.0%	-8.8%	-0.2%
WW	271	274	-1.1%	-5.6%	4.5%	1,114	1,224	-9.0%	-8.8%	-0.2%
ZYTIGA										
US	402	249	61.4%	61.4%	-	1,228	1,089	12.8%	12.8%	-
Intl	353	270	30.7%	25.0%	5.7%	1,277	1,171	9.1%	8.5%	0.6%
WW	755	519	45.5%	42.5%	3.0%	2,505	2,260	10.8%	10.5%	0.3%
OTHER ONCOLOGY										
US	29	37	-21.6%	-21.6%	-	145	162	-10.5%	-10.5%	-
Intl	91	86	5.8%	0.5%	5.3%	359	338	6.2%	5.6%	0.6%
WW	120	123	-2.4%	-6.1%	3.7%	504	500	0.8%	0.4%	0.4%
PULMONARY HYPERTENSION⁽⁶⁾										
US	365	-	*	*	-	773	-	*	*	-
Intl	245	-	*	*	-	554	-	*	*	-
WW	610	-	*	*	-	1,327	-	*	*	-
OPSUMIT										
US	146	-	*	*	-	320	-	*	*	-
Intl	123	-	*	*	-	253	-	*	*	-
WW	269	-	*	*	-	573	-	*	*	-
TRACLEER										
US	76	-	*	*	-	161	-	*	*	-
Intl	91	-	*	*	-	242	-	*	*	-
WW	167	-	*	*	-	403	-	*	*	-
UPTRAVI										
US	117	-	*	*	-	238	-	*	*	-
Intl	13	-	*	*	-	25	-	*	*	-
WW	130	-	*	*	-	263	-	*	*	-
OTHER⁽⁶⁾										
US	26	-	*	*	-	54	-	*	*	-
Intl	18	-	*	*	-	34	-	*	*	-
WW	44	-	*	*	-	88	-	*	*	-
CARDIOVASCULAR / METABOLISM / OTHER										
US	1,256	1,265	-0.7%	-0.7%	-	4,744	4,855	-2.3%	-2.3%	-
Intl	366	338	8.3%	3.2%	5.1%	1,543	1,541	0.1%	0.5%	-0.4%
WW	1,622	1,603	1.2%	0.1%	1.1%	6,287	6,396	-1.7%	-1.6%	-0.1%
XARELTO										
US	710	598	18.7%	18.7%	-	2,500	2,288	9.3%	9.3%	-
Intl	-	-	-	-	-	-	-	-	-	-
WW	710	598	18.7%	18.7%	-	2,500	2,288	9.3%	9.3%	-
INVOKANA / INVOKAMET										
US	221	334	-33.8%	-33.8%	-	944	1,273	-25.8%	-25.8%	-
Intl	46	37	24.3%	16.4%	7.9%	167	134	24.6%	23.7%	0.9%
WW	267	371	-28.0%	-28.8%	0.8%	1,111	1,407	-21.0%	-21.1%	0.1%
PROCRIT / EPREX										
US	164	186	-11.8%	-11.8%	-	675	767	-12.0%	-12.0%	-
Intl	68	73	-6.8%	-12.1%	5.3%	297	338	-12.1%	-13.0%	0.9%
WW	232	259	-10.4%	-11.9%	1.5%	972	1,105	-12.0%	-12.3%	0.3%
OTHER⁽⁶⁾										
US	161	147	9.5%	9.5%	-	625	527	18.6%	18.6%	-
Intl	252	228	10.5%	5.9%	4.6%	1,079	1,069	0.9%	1.9%	-1.0%
WW	413	375	10.1%	7.3%	2.8%	1,704	1,596	6.8%	7.5%	-0.7%
TOTAL PHARMACEUTICAL										
US	5,776	5,002	15.5%	15.5%	-	21,474	20,125	6.7%	6.7%	-
Intl	3,905	3,230	20.9%	15.5%	5.4%	14,782	13,339	10.8%	10.1%	0.7%
WW	\$ 9,681	\$ 8,232	17.6%	15.5%	2.1%	\$ 36,256	\$ 33,464	8.3%	8.0%	0.3%

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	FOURTH QUARTER					TWELVE MONTHS				
	2017	2016	% Change			2017	2016	% Change		
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency
MEDICAL DEVICES SEGMENT ⁽²⁾										
CARDIOVASCULAR										
US	\$ 286	\$ 247	15.8%	15.8%	-	\$ 1,071	\$ 948	13.0%	13.0%	-
Intl	282	238	18.5%	15.6%	2.9%	1,025	901	13.8%	14.0%	-0.2%
WW	568	485	17.1%	15.7%	1.4%	2,096	1,849	13.4%	13.5%	-0.1%
DIABETES CARE										
US	130	191	-31.9%	-31.9%	-	612	739	-17.2%	-17.2%	-
Intl	260	271	-4.1%	-9.3%	5.2%	1,003	1,050	-4.5%	-5.8%	1.3%
WW	390	462	-15.6%	-18.7%	3.1%	1,615	1,789	-9.7%	-10.5%	0.8%
DIAGNOSTICS										
US	-	-	-	-	-	-	-	-	-	-
Intl	-	-	-	-	-	1	66	*	*	*
WW	-	-	-	-	-	1	66	*	*	*
ORTHOPAEDICS										
US	1,389	1,422	-2.3%	-2.3%	-	5,481	5,521	-0.7%	-0.7%	-
Intl	950	965	-1.6%	-5.8%	4.2%	3,777	3,813	-0.9%	-1.6%	0.7%
WW	2,339	2,387	-2.0%	-3.7%	1.7%	9,258	9,334	-0.8%	-1.1%	0.3%
HIPS										
US	215	208	3.4%	3.4%	-	827	798	3.6%	3.6%	-
Intl	149	142	4.9%	0.4%	4.5%	567	563	0.7%	0.0%	0.7%
WW	364	350	4.0%	2.2%	1.8%	1,394	1,361	2.4%	2.1%	0.3%
KNEES										
US	246	247	-0.4%	-0.4%	-	948	943	0.5%	0.5%	-
Intl	151	148	2.0%	-2.5%	4.5%	575	581	-1.0%	-1.6%	0.6%
WW	397	395	0.5%	-1.2%	1.7%	1,523	1,524	-0.1%	-0.3%	0.2%
TRAUMA										
US	397	394	0.8%	0.8%	-	1,576	1,545	2.0%	2.0%	-
Intl	272	260	4.6%	0.4%	4.2%	1,040	1,024	1.6%	0.7%	0.9%
WW	669	654	2.3%	0.6%	1.7%	2,616	2,569	1.8%	1.5%	0.3%
SPINE & OTHER										
US	531	573	-7.3%	-7.3%	-	2,130	2,235	-4.7%	-4.7%	-
Intl	378	415	-8.9%	-13.0%	4.1%	1,595	1,645	-3.0%	-3.6%	0.6%
WW	909	988	-8.0%	-9.7%	1.7%	3,725	3,880	-4.0%	-4.2%	0.2%
SURGERY										
US	1,076	1,023	5.2%	5.2%	-	4,085	4,026	1.5%	1.5%	-
Intl	1,482	1,364	8.7%	5.4%	3.3%	5,474	5,270	3.9%	3.5%	0.4%
WW	2,558	2,387	7.2%	5.3%	1.9%	9,559	9,296	2.8%	2.6%	0.2%
ADVANCED										
US	430	393	9.4%	9.4%	-	1,620	1,524	6.3%	6.3%	-
Intl	593	515	15.1%	11.7%	3.4%	2,136	1,993	7.2%	7.0%	0.2%
WW	1,023	908	12.7%	10.8%	1.9%	3,756	3,517	6.8%	6.7%	0.1%
GENERAL										
US	452	415	8.9%	8.9%	-	1,728	1,669	3.5%	3.5%	-
Intl	718	687	4.5%	1.0%	3.5%	2,735	2,693	1.6%	1.2%	0.4%
WW	1,170	1,102	6.2%	4.0%	2.2%	4,463	4,362	2.3%	2.0%	0.3%
SPECIALTY										
US	194	215	-9.8%	-9.8%	-	737	833	-11.5%	-11.5%	-
Intl	171	162	5.6%	3.1%	2.5%	603	584	3.3%	2.4%	0.9%
WW	365	377	-3.2%	-4.3%	1.1%	1,340	1,417	-5.4%	-5.8%	0.4%
VISION CARE										
US	433	265	63.4%	63.4%	-	1,575	1,032	52.6%	52.6%	-
Intl	686	456	50.4%	48.2%	2.2%	2,488	1,753	41.9%	42.0%	-0.1%
WW	1,119	721	55.2%	53.8%	1.4%	4,063	2,785	45.9%	46.0%	-0.1%
CONTACT LENSES / OTHER										
US	290	265	9.4%	9.4%	-	1,122	1,032	8.7%	8.7%	-
Intl	510	456	11.8%	9.6%	2.2%	1,914	1,753	9.2%	9.3%	-0.1%
WW	800	721	11.0%	9.6%	1.4%	3,036	2,785	9.0%	9.1%	-0.1%
SURGICAL										
US	143	-	*	*	-	453	-	*	*	-
Intl	176	-	*	*	-	574	-	*	*	-
WW	319	-	*	*	-	1,027	-	*	*	-
TOTAL MEDICAL DEVICES										
US	3,314	3,148	5.3%	5.3%	-	12,824	12,266	4.5%	4.5%	-
Intl	3,660	3,294	11.1%	7.5%	3.6%	13,768	12,853	7.1%	6.7%	0.4%
WW	\$ 6,974	\$ 6,442	8.3%	6.5%	1.8%	\$ 26,592	\$ 25,119	5.9%	5.7%	0.2%

* Percentage greater than 100% or 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

(5) Actelion acquisition completed June 16, 2017

(6) All non-PAH Actelion products were reclassified to Other within the Cardiovascular/Metabolism/Other therapeutic area. See supplementary schedule.

Pharmaceutical Supplemental Schedule

Prior quarter amounts have been reclassified to conform to current quarter product disclosure (\$MM)

PHARMACEUTICAL SEGMENT⁽¹⁾

PULMONARY HYPERTENSION

US

Intl

WW

OTHER⁽²⁾

US

Intl

WW

CARDIOVASCULAR / METABOLISM / OTHER

US

Intl

WW

OTHER⁽³⁾

US

Intl

WW

2017	
<u>Q2</u>	<u>Q3</u>
37	371
48	261
85	632
3	25
2	14
5	39
1,214	1,179
391	406
1,605	1,585
142	156
271	291
413	447

(1) Unaudited

(2) All non-PAH Actelion products removed; Previously included All Other PAH & Non-PAH products.

(3) Includes Actelion non-PAH products; Previously included in Pulmonary Hypertension Other.