



REPORTED SALES vs. PRIOR PERIOD (\$MM)

	FIRST QUARTER				
	2016	2015	% Change		
			Reported	Operational ⁽¹⁾	Currency
CONSUMER SEGMENT ⁽²⁾					
BABY CARE					
US	\$ 95	111	-14.4%	-14.4%	-
Intl	356	400	-11.0%	0.1%	-11.1%
WW	451	511	-11.7%	-3.0%	-8.7%
ORAL CARE					
US	170	158	7.6%	7.6%	-
Intl	215	245	-12.2%	-2.9%	-9.3%
WW	385	403	-4.5%	1.1%	-5.6%
OTC					
US	461	405	13.8%	13.8%	-
Intl	558	588	-5.1%	2.8%	-7.9%
WW	1,019	993	2.6%	7.3%	-4.7%
SKIN CARE					
US	488	492	-0.8%	-0.8%	-
Intl	374	411	-9.0%	-0.7%	-8.3%
WW	862	903	-4.5%	-0.7%	-3.8%
WOMEN'S HEALTH					
US	6	6	0.0%	0.0%	-
Intl	245	281	-12.8%	-0.9%	-11.9%
WW	251	287	-12.5%	-0.9%	-11.6%
WOUND CARE / OTHER					
US	138	187	-26.2%	-26.2%	-
Intl	89	106	-16.0%	-8.4%	-7.6%
WW	227	293	-22.5%	-19.7%	-2.8%
TOTAL CONSUMER					
US	1,358	1,359	-0.1%	-0.1%	-
Intl	1,837	2,031	-9.6%	-0.3%	-9.3%
WW	\$ 3,195	3,390	-5.8%	-0.2%	-5.6%

See footnotes at end of schedule

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PHARMACEUTICAL SEGMENT ⁽²⁾					
IMMUNOLOGY					
US	\$ 2,171	1,755	23.7%	23.7%	-
Intl	739	708	4.4%	12.8%	-8.4%
WW	<u>2,910</u>	<u>2,463</u>	18.1%	20.5%	-2.4%
REMICADE					
US	1,211	1,055	14.8%	14.8%	-
US Exports ⁽³⁾	233	181	28.7%	28.7%	-
Intl	335	364	-8.0%	1.8%	-9.8%
WW	<u>1,779</u>	<u>1,600</u>	11.2%	13.4%	-2.2%
SIMPONI / SIMPONI ARIA					
US	216	155	39.4%	39.4%	-
Intl	174	145	20.0%	27.6%	-7.6%
WW	<u>390</u>	<u>300</u>	30.0%	33.7%	-3.7%
STELARA					
US	511	364	40.4%	40.4%	-
Intl	224	185	21.1%	27.3%	-6.2%
WW	<u>735</u>	<u>549</u>	33.9%	36.0%	-2.1%
OTHER IMMUNOLOGY					
US	-	-	-	-	-
Intl	6	14	-57.1%	-48.4%	-8.7%
WW	<u>6</u>	<u>14</u>	-57.1%	-48.4%	-8.7%
INFECTIOUS DISEASES					
US	358	412	-13.1%	-13.1%	-
Intl	418	563	-25.8%	-22.1%	-3.7%
WW	<u>776</u>	<u>975</u>	-20.4%	-18.2%	-2.2%
EDURANT					
US	11	9	22.2%	22.2%	-
Intl	108	82	31.7%	35.3%	-3.6%
WW	<u>119</u>	<u>91</u>	30.8%	34.1%	-3.3%
OLYSIO / SOVRIAD					
US	16	98	-83.7%	-83.7%	-
Intl	16	136	-88.2%	-87.1%	-1.1%
WW	<u>32</u>	<u>234</u>	-86.3%	-85.7%	-0.6%
PREZISTA / PREZCOBIX / REZOLSTA					
US	277	234	18.4%	18.4%	-
Intl	175	193	-9.3%	-4.6%	-4.7%
WW	<u>452</u>	<u>427</u>	5.9%	8.0%	-2.1%
OTHER INFECTIOUS DISEASES					
US	54	71	-23.9%	-23.9%	-
Intl	119	152	-21.7%	-16.7%	-5.0%
WW	<u>173</u>	<u>223</u>	-22.4%	-19.0%	-3.4%

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<u>NEUROSCIENCE</u>					
US	680	750	-9.3%	-9.3%	-
Intl	869	868	0.1%	5.4%	-5.3%
WW	<u>1,549</u>	<u>1,618</u>	-4.3%	-1.4%	-2.9%
<u>CONCERTA / METHYLPHENIDATE</u>					
US	134	126	6.3%	6.3%	-
Intl	97	98	-1.0%	6.4%	-7.4%
WW	<u>231</u>	<u>224</u>	3.1%	6.3%	-3.2%
<u>INVEGA / PALIPERIDONE</u>					
US	24	94	-74.5%	-74.5%	-
Intl	62	61	1.6%	5.3%	-3.7%
WW	<u>86</u>	<u>155</u>	-44.5%	-43.0%	-1.5%
<u>INVEGA SUSTENNA / XEPLION / INVEGA TRINZA</u>					
US	305	228	33.8%	33.8%	-
Intl	208	183	13.7%	19.3%	-5.6%
WW	<u>513</u>	<u>411</u>	24.8%	27.3%	-2.5%
<u>RISPERDAL CONSTA</u>					
US	95	104	-8.7%	-8.7%	-
Intl	136	150	-9.3%	-4.9%	-4.4%
WW	<u>231</u>	<u>254</u>	-9.1%	-6.5%	-2.6%
<u>OTHER NEUROSCIENCE</u>					
US	122	198	-38.4%	-38.4%	-
Intl	366	376	-2.7%	2.6%	-5.3%
WW	<u>488</u>	<u>574</u>	-15.0%	-11.5%	-3.5%
<u>ONCOLOGY</u>					
US	549	334	64.4%	64.4%	-
Intl	805	774	4.0%	9.8%	-5.8%
WW	<u>1,354</u>	<u>1,108</u>	22.2%	26.3%	-4.1%
<u>IMBRUVICA</u>					
US	132	66	100.0%	100.0%	-
Intl	129	50	*	*	**
WW	<u>261</u>	<u>116</u>	*	*	**
<u>VELCADE</u>					
US	-	-	-	-	-
Intl	304	339	-10.3%	-5.4%	-4.9%
WW	<u>304</u>	<u>339</u>	-10.3%	-5.4%	-4.9%
<u>ZYTIGA</u>					
US	272	253	7.5%	7.5%	-
Intl	286	303	-5.6%	-0.1%	-5.5%
WW	<u>558</u>	<u>556</u>	0.4%	3.4%	-3.0%
<u>OTHER ONCOLOGY</u>					
US	145	15	*	*	-
Intl	86	82	4.9%	11.2%	-6.3%
WW	<u>231</u>	<u>97</u>	*	*	**

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<u>CARDIOVASCULAR / METABOLISM / OTHER</u>					
US	1,179	1,120	5.3%	5.3%	-
Intl	410	442	-7.2%	-0.4%	-6.8%
WW	<u>1,589</u>	<u>1,562</u>	1.7%	3.6%	-1.9%
<u>XARELTO</u>					
US	567	441	28.6%	28.6%	-
Intl	-	-	-	-	-
WW	<u>567</u>	<u>441</u>	28.6%	28.6%	-
<u>INVOKANA / INVOKAMET</u>					
US	297	266	11.7%	11.7%	-
Intl	28	12	*	*	**
WW	<u>325</u>	<u>278</u>	16.9%	17.8%	-0.9%
<u>PROCRIT / EPREX</u>					
US	183	163	12.3%	12.3%	-
Intl	91	106	-14.2%	-8.7%	-5.5%
WW	<u>274</u>	<u>269</u>	1.9%	4.1%	-2.2%
<u>OTHER</u>					
US	132	250	-47.2%	-47.2%	-
Intl	291	324	-10.2%	-3.5%	-6.7%
WW	<u>423</u>	<u>574</u>	-26.3%	-22.5%	-3.8%
<u>TOTAL PHARMACEUTICAL</u>					
US	4,937	4,371	12.9%	12.9%	-
Intl	3,241	3,355	-3.4%	2.6%	-6.0%
WW	<u>\$ 8,178</u>	<u>7,726</u>	5.9%	8.5%	-2.6%

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<u>MEDICAL DEVICES ^{(2) (4)}</u>					
<u>CARDIOVASCULAR</u>					
US	\$ 231	228	1.3%	1.3%	-
Intl	212	301	-29.6%	-26.3%	-3.3%
WW	<u>443</u>	<u>529</u>	-16.3%	-14.4%	-1.9%
<u>DIABETES CARE</u>					
US	180	212	-15.1%	-15.1%	-
Intl	249	272	-8.5%	-2.8%	-5.7%
WW	<u>429</u>	<u>484</u>	-11.4%	-8.2%	-3.2%
<u>DIAGNOSTICS</u>					
US	-	-	-	-	-
Intl	28	30	**	**	**
WW	<u>28</u>	<u>30</u>	**	**	**
<u>ORTHOPAEDICS</u>					
US	1,392	1,309	6.3%	6.3%	-
Intl	949	1,019	-6.9%	-1.4%	-5.5%
WW	<u>2,341</u>	<u>2,328</u>	0.6%	3.0%	-2.4%
<u>HIPS</u>					
US	203	190	6.8%	6.8%	-
Intl	139	143	-2.8%	3.4%	-6.2%
WW	<u>342</u>	<u>333</u>	2.7%	5.4%	-2.7%
<u>KNEES</u>					
US	244	226	8.0%	8.0%	-
Intl	145	150	-3.3%	2.1%	-5.4%
WW	<u>389</u>	<u>376</u>	3.5%	5.7%	-2.2%
<u>TRAUMA</u>					
US	381	364	4.7%	4.7%	-
Intl	261	292	-10.6%	-4.9%	-5.7%
WW	<u>642</u>	<u>656</u>	-2.1%	0.4%	-2.5%
<u>SPINE & OTHER</u>					
US	564	529	6.6%	6.6%	-
Intl	404	434	-6.9%	-1.8%	-5.1%
WW	<u>968</u>	<u>963</u>	0.5%	2.8%	-2.3%

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<u>SURGERY</u>					
US	981	960	2.2%	2.2%	-
Intl	1,247	1,296	-3.8%	2.3%	-6.1%
WW	<u>2,228</u>	<u>2,256</u>	-1.2%	2.3%	-3.5%
<u>ADVANCED</u>					
US	352	329	7.0%	7.0%	-
Intl	464	441	5.2%	11.7%	-6.5%
WW	<u>816</u>	<u>770</u>	6.0%	9.7%	-3.7%
<u>GENERAL</u>					
US	419	422	-0.7%	-0.7%	-
Intl	651	711	-8.4%	-2.8%	-5.6%
WW	<u>1,070</u>	<u>1,133</u>	-5.6%	-2.1%	-3.5%
<u>SPECIALTY</u>					
US	210	209	0.5%	0.5%	-
Intl	132	144	-8.3%	-1.0%	-7.3%
WW	<u>342</u>	<u>353</u>	-3.1%	-0.1%	-3.0%
<u>VISION CARE</u>					
US	242	253	-4.3%	-4.3%	-
Intl	398	378	5.3%	9.8%	-4.5%
WW	<u>640</u>	<u>631</u>	1.4%	4.1%	-2.7%
<u>TOTAL MEDICAL DEVICES</u>					
US	3,026	2,962	2.2%	2.2%	-
Intl	3,083	3,296	-6.5%	-1.0%	-5.5%
WW	<u>\$ 6,109</u>	<u>6,258</u>	-2.4%	0.5%	-2.9%

* 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