



REPORTED SALES vs. PRIOR PERIOD (\$MM)

	FOURTH QUARTER					TWELVE MONTHS				
	2016	2015	% Change			2016	2015	% Change		
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency
CONSUMER SEGMENT ^{(2) (3)}										
BABY CARE										
US	\$ 123	126	-2.4%	-2.4%	-	\$ 488	514	-5.1%	-5.1%	-
Intl	370	387	-4.4%	-2.2%	-2.2%	1,513	1,643	-7.9%	-2.0%	-5.9%
WW	493	513	-3.9%	-2.3%	-1.6%	2,001	2,157	-7.2%	-2.7%	-4.5%
BEAUTY										
US	580	442	31.2%	31.2%	-	2,135	1,861	14.7%	14.7%	-
Intl	483	461	4.8%	6.7%	-1.9%	1,762	1,772	-0.6%	3.7%	-4.3%
WW	1,063	903	17.7%	18.7%	-1.0%	3,897	3,633	7.3%	9.4%	-2.1%
ORAL CARE										
US	163	170	-4.1%	-4.1%	-	648	629	3.0%	3.0%	-
Intl	234	238	-1.7%	0.2%	-1.9%	920	951	-3.3%	1.4%	-4.7%
WW	397	408	-2.7%	-1.6%	-1.1%	1,568	1,580	-0.8%	2.0%	-2.8%
OTC										
US	418	386	8.3%	8.3%	-	1,675	1,565	7.0%	7.0%	-
Intl	621	632	-1.7%	1.5%	-3.2%	2,302	2,330	-1.2%	3.4%	-4.6%
WW	1,039	1,018	2.1%	4.1%	-2.0%	3,977	3,895	2.1%	4.8%	-2.7%
WOMEN'S HEALTH										
US	3	7	-57.1%	-57.1%	-	19	26	-26.9%	-26.9%	-
Intl	261	276	-5.4%	-3.1%	-2.3%	1,048	1,174	-10.7%	-4.6%	-6.1%
WW	264	283	-6.7%	-4.4%	-2.3%	1,067	1,200	-11.1%	-5.1%	-6.0%
WOUND CARE / OTHER										
US	100	100	0.0%	0.0%	-	455	627	-27.4%	-27.4%	-
Intl	76	95	-20.0%	-19.6%	-0.4%	342	415	-17.6%	-14.7%	-2.9%
WW	176	195	-9.7%	-9.5%	-0.2%	797	1,042	-23.5%	-22.3%	-1.2%
TOTAL CONSUMER										
US	1,387	1,231	12.7%	12.7%	-	5,420	5,222	3.8%	3.8%	-
Intl	2,045	2,089	-2.1%	0.2%	-2.3%	7,887	8,285	-4.8%	0.1%	-4.9%
WW	\$ 3,432	3,320	3.4%	4.9%	-1.5%	\$ 13,307	13,507	-1.5%	1.5%	-3.0%

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PHARMACEUTICAL SEGMENT ^{(2) (3)}										
IMMUNOLOGY										
US	\$ 2,157	2,101	2.7%	2.7%	-	\$ 8,846	7,642	15.8%	15.8%	-
Intl	779	670	16.3%	16.9%	-0.6%	3,122	2,760	13.1%	15.9%	-2.8%
WW	2,936	2,771	6.0%	6.1%	-0.1%	11,968	10,402	15.1%	15.9%	-0.8%
REMICADE										
US	1,173	1,193	-1.7%	-1.7%	-	4,842	4,453	8.7%	8.7%	-
US Exports ⁽⁴⁾	109	180	-39.4%	-39.4%	-	782	782	0.0%	0.0%	-
Intl	342	307	11.4%	11.9%	-0.5%	1,342	1,326	1.2%	5.4%	-4.2%
WW	1,624	1,680	-3.3%	-3.2%	-0.1%	6,966	6,561	6.2%	7.0%	-0.8%
SIMPONI / SIMPONI ARIA										
US	243	204	19.1%	19.1%	-	959	730	31.4%	31.4%	-
Intl	183	136	34.6%	32.7%	1.9%	786	598	31.4%	31.6%	-0.2%
WW	426	340	25.3%	24.5%	0.8%	1,745	1,328	31.4%	31.5%	-0.1%
STELARA										
US	632	524	20.6%	20.6%	-	2,263	1,677	34.9%	34.9%	-
Intl	247	218	13.3%	15.6%	-2.3%	969	797	21.6%	24.0%	-2.4%
WW	879	742	18.5%	19.2%	-0.7%	3,232	2,474	30.6%	31.4%	-0.8%
OTHER IMMUNOLOGY										
US	-	-	-	-	-	-	-	-	-	-
Intl	7	9	-22.2%	-20.6%	-1.6%	25	39	-35.9%	-30.1%	-5.8%
WW	7	9	-22.2%	-20.6%	-1.6%	25	39	-35.9%	-30.1%	-5.8%
INFECTIOUS DISEASES										
US	354	363	-2.5%	-2.5%	-	1,461	1,535	-4.8%	-4.8%	-
Intl	407	438	-7.1%	-5.0%	-2.1%	1,747	2,121	-17.6%	-15.7%	-1.9%
WW	761	801	-5.0%	-3.9%	-1.1%	3,208	3,656	-12.3%	-11.2%	-1.1%
EDURANT										
US	14	12	16.7%	16.7%	-	52	41	26.8%	26.8%	-
Intl	151	95	58.9%	60.7%	-1.8%	521	369	41.2%	41.9%	-0.7%
WW	165	107	54.2%	55.8%	-1.6%	573	410	39.8%	40.4%	-0.6%
OLYSIO / SOVRIAD										
US	5	(1)	**	**	-	55	173	-68.2%	-68.2%	-
Intl	5	45	-88.9%	-88.1%	-0.8%	51	448	-88.6%	-88.1%	-0.5%
WW	10	44	-77.3%	-76.5%	-0.8%	106	621	-82.9%	-82.6%	-0.3%
PREZISTA / PREZCOBIX / REZOLSTA										
US	283	287	-1.4%	-1.4%	-	1,143	1,064	7.4%	7.4%	-
Intl	164	180	-8.9%	-6.0%	-2.9%	708	746	-5.1%	-2.3%	-2.8%
WW	447	467	-4.3%	-3.2%	-1.1%	1,851	1,810	2.3%	3.5%	-1.2%
OTHER INFECTIOUS DISEASES										
US	52	65	-20.0%	-20.0%	-	211	257	-17.9%	-17.9%	-
Intl	87	118	-26.3%	-24.9%	-1.4%	467	558	-16.3%	-13.6%	-2.7%
WW	139	183	-24.0%	-23.1%	-0.9%	678	815	-16.8%	-15.0%	-1.8%

See footnotes at end of schedule

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	2016	2015	% Change			2016	2015	% Change			
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency	
NEUROSCIENCE											
US	631	752	-16.1%	-16.1%	-	2,628	2,850	-7.8%	-7.8%	-	
Intl	839	849	-1.2%	-1.2%	0.0%	3,457	3,409	1.4%	2.3%	-0.9%	
WW	1,470	1,601	-8.2%	-8.2%	0.0%	6,085	6,259	-2.8%	-2.3%	-0.5%	
<u>CONCERTA / METHYLPHENIDATE</u>											
US	103	117	-12.0%	-12.0%	-	468	434	7.8%	7.8%	-	
Intl	101	96	5.2%	5.8%	-0.6%	395	387	2.1%	4.8%	-2.7%	
WW	204	213	-4.2%	-3.9%	-0.3%	863	821	5.1%	6.4%	-1.3%	
<u>INVEGA / PALIPERIDONE</u>											
US	-	58	**	**	-	70	339	-79.4%	-79.4%	-	
Intl	56	55	1.8%	0.2%	1.6%	241	234	3.0%	2.1%	0.9%	
WW	56	113	-50.4%	-51.1%	0.7%	311	573	-45.7%	-46.1%	0.4%	
<u>INVEGA SUSTENNA / XEPLION / TRINZA</u>											
US	360	327	10.1%	10.1%	-	1,343	1,085	23.8%	23.8%	-	
Intl	225	197	14.2%	15.8%	-1.6%	871	745	16.9%	18.7%	-1.8%	
WW	585	524	11.6%	12.2%	-0.6%	2,214	1,830	21.0%	21.7%	-0.7%	
<u>RISPERDAL CONSTA</u>											
US	92	103	-10.7%	-10.7%	-	381	409	-6.8%	-6.8%	-	
Intl	118	131	-9.9%	-8.6%	-1.3%	512	561	-8.7%	-7.4%	-1.3%	
WW	210	234	-10.3%	-9.5%	-0.8%	893	970	-7.9%	-7.1%	-0.8%	
<u>OTHER NEUROSCIENCE</u>											
US	76	147	-48.3%	-48.3%	-	366	583	-37.2%	-37.2%	-	
Intl	339	370	-8.4%	-9.8%	1.4%	1,438	1,482	-3.0%	-2.9%	-0.1%	
WW	415	517	-19.7%	-20.7%	1.0%	1,804	2,065	-12.6%	-12.5%	-0.1%	
ONCOLOGY											
US	595	457	30.2%	30.2%	-	2,335	1,547	50.9%	50.9%	-	
Intl	867	816	6.3%	8.1%	-1.8%	3,472	3,148	10.3%	12.6%	-2.3%	
WW	1,462	1,273	14.8%	15.9%	-1.1%	5,807	4,695	23.7%	25.2%	-1.5%	
<u>DARZALEX</u>											
US	151	20	*	*	-	471	20	*	*	-	
Intl	49	-	*	*	0.0%	101	-	*	*	0.0%	
WW	200	20	*	*	0.0%	572	20	*	*	0.0%	
<u>IMBRUVICA</u>											
US	158	122	29.5%	29.5%	-	613	375	63.5%	63.5%	-	
Intl	188	113	66.4%	72.2%	-5.8%	638	314	*	*	-6.3%	
WW	346	235	47.2%	50.0%	-2.8%	1,251	689	81.6%	84.5%	-2.9%	
<u>VELCADE</u>											
US	-	-	-	-	-	-	-	-	-	-	
Intl	274	321	-14.6%	-12.6%	-2.0%	1,224	1,333	-8.2%	-5.9%	-2.3%	
WW	274	321	-14.6%	-12.6%	-2.0%	1,224	1,333	-8.2%	-5.9%	-2.3%	
<u>ZYTIGA</u>											
US	249	286	-12.9%	-12.9%	-	1,089	1,070	1.8%	1.8%	-	
Intl	270	295	-8.5%	-9.0%	0.5%	1,171	1,161	0.9%	1.8%	-0.9%	
WW	519	581	-10.7%	-11.0%	0.3%	2,260	2,231	1.3%	1.8%	-0.5%	
<u>OTHER ONCOLOGY</u>											
US	37	29	27.6%	27.6%	-	162	82	97.6%	97.6%	-	
Intl	86	87	-1.1%	1.3%	-2.4%	338	340	-0.6%	2.1%	-2.7%	
WW	123	116	6.0%	7.8%	-1.8%	500	422	18.5%	20.6%	-2.1%	
CARDIOVASCULAR / METABOLISM / OTHER											
US	1,265	1,237	2.3%	2.3%	-	4,855	4,759	2.0%	2.0%	-	
Intl	338	381	-11.3%	-7.8%	-3.5%	1,541	1,659	-7.1%	-2.9%	-4.2%	
WW	1,603	1,618	-0.9%	-0.1%	-0.8%	6,396	6,418	-0.3%	0.8%	-1.1%	
<u>XARELTO</u>											
US	598	494	21.1%	21.1%	-	2,288	1,868	22.5%	22.5%	-	
Intl	-	-	-	-	-	-	-	-	-	-	
WW	598	494	21.1%	21.1%	-	2,288	1,868	22.5%	22.5%	-	
<u>INVOKANA / INVOKAMET</u>											
US	334	348	-4.0%	-4.0%	-	1,273	1,238	2.8%	2.8%	-	
Intl	37	24	54.2%	60.3%	-6.1%	134	70	91.4%	*	-9.7%	
WW	371	372	-0.3%	0.1%	-0.4%	1,407	1,308	7.6%	8.1%	-0.5%	
<u>PROCRIT / EPREX</u>											
US	186	173	7.5%	7.5%	-	767	692	10.8%	10.8%	-	
Intl	73	87	-16.1%	-14.5%	-1.6%	338	376	-10.1%	-7.6%	-2.5%	
WW	259	260	-0.4%	0.1%	-0.5%	1,105	1,068	3.5%	4.4%	-0.9%	
<u>OTHER</u>											
US	147	222	-33.8%	-33.8%	-	527	961	-45.2%	-45.2%	-	
Intl	228	270	-15.6%	-11.7%	-3.9%	1,069	1,213	-11.9%	-7.5%	-4.4%	
WW	375	492	-23.8%	-21.6%	-2.2%	1,596	2,174	-26.6%	-24.1%	-2.5%	
TOTAL PHARMACEUTICAL											
US	5,002	4,910	1.9%	1.9%	-	20,125	18,333	9.8%	9.8%	-	
Intl	3,230	3,154	2.4%	3.7%	-1.3%	13,339	13,097	1.8%	4.0%	-2.2%	
WW	\$ 8,232	\$ 8,064	2.1%	2.6%	-0.5%	\$ 33,464	\$ 31,430	6.5%	7.4%	-0.9%	

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MEDICAL DEVICES SEGMENT⁽²⁾										
CARDIOVASCULAR										
US	\$ 247	229	7.9%	7.9%	-	\$ 948	931	1.8%	1.8%	-
Intl	238	210	13.3%	12.4%	0.9%	901	1,105	-18.5%	-18.4%	-0.1%
WW	485	439	10.5%	10.1%	0.4%	1,849	2,036	-9.2%	-9.2%	0.0%
DIABETES CARE										
US	191	202	-5.4%	-5.4%	-	739	833	-11.3%	-11.3%	-
Intl	271	278	-2.5%	-1.1%	-1.4%	1,050	1,095	-4.1%	-1.9%	-2.2%
WW	462	480	-3.8%	-3.0%	-0.8%	1,789	1,928	-7.2%	-5.9%	-1.3%
DIAGNOSTICS										
US	-	-	-	-	-	-	-	-	-	-
Intl	-	24	**	**	**	66	86	-23.3%	-13.9%	-9.4%
WW	-	24	**	**	**	66	86	-23.3%	-13.9%	-9.4%
ORTHOPAEDICS										
US	1,422	1,438	-1.1%	-1.1%	-	5,521	5,380	2.6%	2.6%	-
Intl	965	985	-2.0%	-0.6%	-1.4%	3,813	3,882	-1.8%	0.5%	-2.3%
WW	2,387	2,423	-1.5%	-0.9%	-0.6%	9,334	9,262	0.8%	1.8%	-1.0%
HIPS										
US	208	213	-2.3%	-2.3%	-	798	781	2.2%	2.2%	-
Intl	142	141	0.7%	3.2%	-2.5%	563	551	2.2%	5.7%	-3.5%
WW	350	354	-1.1%	-0.1%	-1.0%	1,361	1,332	2.2%	3.6%	-1.4%
KNEES										
US	247	254	-2.8%	-2.8%	-	943	916	2.9%	2.9%	-
Intl	148	151	-2.0%	0.9%	-2.9%	581	580	0.2%	3.5%	-3.3%
WW	395	405	-2.5%	-1.4%	-1.1%	1,524	1,496	1.9%	3.2%	-1.3%
TRAUMA										
US	394	379	4.0%	4.0%	-	1,545	1,462	5.7%	5.7%	-
Intl	260	265	-1.9%	-1.2%	-0.7%	1,024	1,066	-3.9%	-1.9%	-2.0%
WW	654	644	1.6%	1.9%	-0.3%	2,569	2,528	1.6%	2.5%	-0.9%
SPINE & OTHER										
US	573	592	-3.2%	-3.2%	-	2,235	2,221	0.6%	0.6%	-
Intl	415	428	-3.0%	-2.1%	-0.9%	1,645	1,685	-2.4%	-0.6%	-1.8%
WW	988	1,020	-3.1%	-2.7%	-0.4%	3,880	3,906	-0.7%	0.1%	-0.8%
SURGERY										
US	1,023	1,044	-2.0%	-2.0%	-	4,026	3,991	0.9%	0.9%	-
Intl	1,364	1,369	-0.4%	0.8%	-1.2%	5,270	5,226	0.8%	3.3%	-2.5%
WW	2,387	2,413	-1.1%	-0.4%	-0.7%	9,296	9,217	0.9%	2.3%	-1.4%
ADVANCED										
US	393	384	2.3%	2.3%	-	1,524	1,430	6.6%	6.6%	-
Intl	515	486	6.0%	7.4%	-1.4%	1,993	1,845	8.0%	10.7%	-2.7%
WW	908	870	4.4%	5.2%	-0.8%	3,517	3,275	7.4%	8.9%	-1.5%
GENERAL										
US	415	430	-3.5%	-3.5%	-	1,669	1,702	-1.9%	-1.9%	-
Intl	687	717	-4.2%	-2.9%	-1.3%	2,693	2,780	-3.1%	-0.7%	-2.4%
WW	1,102	1,147	-3.9%	-3.1%	-0.8%	4,362	4,482	-2.7%	-1.2%	-1.5%
SPECIALTY										
US	215	230	-6.5%	-6.5%	-	833	859	-3.0%	-3.0%	-
Intl	162	166	-2.4%	-2.5%	0.1%	584	601	-2.8%	-0.4%	-2.4%
WW	377	396	-4.8%	-4.8%	0.0%	1,417	1,460	-2.9%	-1.9%	-1.0%
VISION CARE										
US	265	239	10.9%	10.9%	-	1,032	997	3.5%	3.5%	-
Intl	456	409	11.5%	9.9%	1.6%	1,753	1,611	8.8%	8.2%	0.6%
WW	721	648	11.3%	10.3%	1.0%	2,785	2,608	6.8%	6.4%	0.4%
TOTAL MEDICAL DEVICES										
US	3,148	3,152	-0.1%	-0.1%	-	12,266	12,132	1.1%	1.1%	-
Intl	3,294	3,275	0.6%	1.3%	-0.7%	12,853	13,005	-1.2%	0.7%	-1.9%
WW	\$ 6,442	6,427	0.2%	0.6%	-0.4%	\$ 25,119	25,137	-0.1%	0.9%	-1.0%

* 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
(see supplemental sales information for further detail)

(4) Reported as U.S. sales

Supplemental Sales Information



Prior quarter amounts have been reclassified to conform to current year product disclosure

(\$MM)

	2016			2015		
	Q3	Q2	Q1	Q3	Q2	Q1
CONSUMER SEGMENT ⁽¹⁾						
BABY CARE ⁽³⁾						
US	\$ 118	126	121	\$ 126	127	135
Intl	377	404	362	408	443	405
WW	495	530	483	534	570	540
BEAUTY ^{(2), (4)}						
US	517	554	484	433	492	494
Intl	462	422	395	451	424	436
WW	979	976	879	884	916	930
ORAL CARE						
US	156	159	170	154	147	158
Intl	227	244	215	224	244	245
WW	383	403	385	378	391	403
OTC ⁽⁵⁾						
US	386	405	466	395	377	407
Intl	557	591	533	552	587	559
WW	943	996	999	947	964	966
WOMEN'S HEALTH						
US	3	7	6	6	7	6
Intl	266	276	245	304	313	281
WW	269	283	251	310	320	287
WOUND CARE / OTHER						
US	111	133	111	163	205	159
Intl	81	98	87	98	117	105
WW	192	231	198	261	322	264
TOTAL CONSUMER						
US	1,291	1,384	1,358	1,277	1,355	1,359
Intl	1,970	2,035	1,837	2,037	2,128	2,031
WW	\$ 3,261	3,419	3,195	\$ 3,314	3,483	3,390

PHARMACEUTICAL SEGMENT ⁽¹⁾

DARZALEX

US	124	95	101	-	-	-
Intl	39	13	-	-	-	-
WW	163	108	101	-	-	-

(1) Unaudited

(2) Previously referred to as Skin Care

(3) Now includes AVEENO[®] Baby (previously part of Beauty)

(4) Now includes NIZORAL[®] and ROGAINE[®] /REGAINE[®] (previously part of OTC)

(5) Now includes BENGAY[®], BENADRYL[®] Topical, and LACTAID[®] (previously part of Wound Care/Other)