



REPORTED SALES vs. PRIOR PERIOD (\$MM)

CONSUMER SEGMENT ⁽²⁾

BABY CARE

	2019		2018		% Change		
	2019	2018	Reported	Operational ⁽¹⁾	Reported	Operational ⁽¹⁾	Currency
US	\$ 91	120	-24.1%	-24.1%	-	-	-
Intl	326	352	-7.3%	-4.9%	-2.4%	-	-
WW	417	472	-11.6%	-9.8%	-1.8%	-	-

BEAUTY

US	559	543	2.9%	2.9%	-	-	-
Intl	592	535	10.8%	13.5%	-2.7%	-	-
WW	1,151	1,078	6.8%	8.1%	-1.3%	-	-

ORAL CARE

US	156	158	-1.1%	-1.1%	-	-	-
Intl	223	226	-1.6%	1.1%	-2.7%	-	-
WW	379	384	-1.4%	0.2%	-1.6%	-	-

OTC

US	477	440	8.4%	8.4%	-	-	-
Intl	621	608	2.2%	5.2%	-3.0%	-	-
WW	1,098	1,048	4.8%	6.5%	-1.7%	-	-

WOMEN'S HEALTH

US	3	3	-4.0%	-4.0%	-	-	-
Intl	252	266	-5.4%	-1.3%	-4.1%	-	-
WW	255	269	-5.3%	-1.3%	-4.0%	-	-

WOUND CARE / OTHER

US	109	106	1.9%	1.9%	-	-	-
Intl	59	58	3.3%	4.9%	-1.6%	-	-
WW	168	164	2.4%	3.0%	-0.6%	-	-

TOTAL CONSUMER

US	1,394	1,370	1.7%	1.7%	-	-	-
Intl	2,075	2,045	1.4%	4.3%	-2.9%	-	-
WW	\$ 3,469	3,415	1.6%	3.3%	-1.7%	-	-

	2019		2018		% Change		
	2019	2018	Reported	Operational ⁽¹⁾	Reported	Operational ⁽¹⁾	Currency
US	\$ 277	306	-9.5%	-9.5%	-	-	-
Intl	977	1,079	-9.5%	-3.7%	-5.8%	-	-
WW	1,254	1,385	-9.5%	-5.0%	-4.5%	-	-
US	1,810	1,791	1.1%	1.1%	-	-	-
Intl	1,633	1,480	10.4%	15.3%	-4.9%	-	-
WW	3,443	3,271	5.3%	7.5%	-2.2%	-	-
US	462	472	-2.1%	-2.1%	-	-	-
Intl	673	684	-1.7%	3.7%	-5.4%	-	-
WW	1,135	1,156	-1.8%	1.3%	-3.1%	-	-
US	1,468	1,359	8.0%	8.0%	-	-	-
Intl	1,781	1,827	-2.5%	2.7%	-5.2%	-	-
WW	3,249	3,186	2.0%	5.0%	-3.0%	-	-
US	9	10	-3.8%	-3.8%	-	-	-
Intl	724	782	-7.5%	0.4%	-7.9%	-	-
WW	733	792	-7.4%	0.4%	-7.8%	-	-
US	343	344	-0.4%	-0.4%	-	-	-
Intl	173	183	-5.0%	-1.1%	-3.9%	-	-
WW	516	527	-2.0%	-0.7%	-1.3%	-	-
US	4,369	4,282	2.0%	2.0%	-	-	-
Intl	5,962	6,035	-1.2%	4.3%	-5.5%	-	-
WW	\$ 10,331	10,317	0.1%	3.4%	-3.3%	-	-

See footnotes at end of schedule

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	THIRD QUARTER					NINE MONTHS				
	2019	2018	Reported	% Change Operational ⁽¹⁾	Currency	2019	2018	Reported	% Change Operational ⁽¹⁾	Currency
PHARMACEUTICAL SEGMENT ⁽²⁾⁽⁴⁾										
IMMUNOLOGY										
US	\$ 2,582	2,400	7.6%	7.6%	-	\$ 7,124	6,717	6.1%	6.1%	-
Intl	1,129	998	13.2%	16.8%	-3.6%	3,304	3,061	8.0%	13.9%	-5.9%
WW	3,711	3,398	9.3%	10.3%	-1.0%	10,428	9,778	6.7%	8.5%	-1.8%
REMICADE										
US	749	987	-24.1%	-24.1%	-	2,324	2,821	-17.6%	-17.6%	-
US Exports ⁽³⁾	88	100	-12.0%	-12.0%	-	226	346	-34.7%	-34.7%	-
Intl	299	292	2.5%	6.1%	-3.6%	795	921	-13.7%	-8.6%	-5.1%
WW	1,136	1,379	-17.6%	-16.9%	-0.7%	3,345	4,088	-18.2%	-17.0%	-1.2%
SIMPONI / SIMPONI ARIA										
US	313	281	11.6%	11.6%	-	857	779	10.0%	10.0%	-
Intl	273	255	7.3%	9.9%	-2.6%	816	823	-0.8%	4.6%	-5.4%
WW	586	536	9.6%	10.8%	-1.2%	1,673	1,602	4.5%	7.2%	-2.7%
STELARA										
US	1,212	889	36.3%	36.3%	-	3,152	2,460	28.1%	28.1%	-
Intl	487	421	15.7%	19.5%	-3.8%	1,509	1,252	20.5%	27.1%	-6.6%
WW	1,698	1,310	29.6%	30.9%	-1.3%	4,661	3,712	25.6%	27.8%	-2.2%
TREMFYA										
US	221	143	54.3%	54.3%	-	565	311	81.7%	81.7%	-
Intl	69	28	*	*	*	177	58	*	*	*
WW	290	171	69.0%	70.3%	-1.3%	742	369	*	*	*
OTHER IMMUNOLOGY⁽⁴⁾										
US	-	-	-	-	-	-	-	-	-	-
Intl	2	2	-4.4%	-3.0%	-1.4%	8	7	13.7%	14.4%	-0.7%
WW	2	2	-4.4%	-3.0%	-1.4%	8	7	13.7%	14.4%	-0.7%
INFECTIOUS DISEASES										
US	418	345	21.2%	21.2%	-	1,162	1,006	15.5%	15.5%	-
Intl	421	478	-12.0%	-9.0%	-3.0%	1,385	1,496	-7.4%	-1.2%	-6.2%
WW	839	823	1.9%	3.6%	-1.7%	2,547	2,502	1.8%	5.5%	-3.7%
EDURANT / rilpivirine										
US	12	13	-7.3%	-7.3%	-	36	42	-14.3%	-14.3%	-
Intl	206	189	9.0%	13.4%	-4.4%	603	581	3.8%	10.1%	-6.3%
WW	218	202	7.9%	12.1%	-4.2%	639	623	2.6%	8.5%	-5.9%
PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA										
US	373	297	25.4%	25.4%	-	1,032	847	21.8%	21.8%	-
Intl	135	193	-29.8%	-28.1%	-1.7%	534	613	-12.8%	-6.5%	-6.3%
WW	508	490	3.7%	4.4%	-0.7%	1,566	1,460	7.3%	9.9%	-2.6%
OTHER INFECTIOUS DISEASES										
US	33	35	-4.3%	-4.3%	-	94	117	-19.6%	-19.6%	-
Intl	80	96	-17.4%	-14.9%	-2.5%	248	302	-18.2%	-12.1%	-6.1%
WW	113	131	-13.9%	-12.1%	-1.8%	342	419	-18.6%	-14.2%	-4.4%

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	THIRD QUARTER					NINE MONTHS					
	2019	2018	% Change			2019	2018	% Change			
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency	
NEUROSCIENCE											
US	785	651	20.7%	20.7%	-	2,172	1,914	13.5%	13.5%	-	
Intl	810	839	-3.5%	-1.4%	-2.1%	2,590	2,663	-2.7%	2.4%	-5.1%	
WW	1,595	1,490	7.1%	8.2%	-1.1%	4,762	4,577	4.0%	7.0%	-3.0%	
<u>CONCERTA / methylphenidate</u>											
US	84	57	48.2%	48.2%	-	196	191	2.9%	2.9%	-	
Intl	109	100	9.4%	10.6%	-1.2%	348	322	8.0%	12.9%	-4.9%	
WW	193	157	23.5%	24.3%	-0.8%	544	513	6.1%	9.2%	-3.1%	
<u>INVEGA SUSTENNA / XEPLION / INVEGA TRINZA / TREVICTA</u>											
US	554	468	18.3%	18.3%	-	1,543	1,306	18.1%	18.1%	-	
Intl	297	281	5.9%	9.4%	-3.5%	916	859	6.7%	13.0%	-6.3%	
WW	851	749	13.7%	15.0%	-1.3%	2,459	2,165	13.6%	16.1%	-2.5%	
<u>RISPERDAL CONSTA</u>											
US	79	76	4.9%	4.9%	-	237	238	-0.5%	-0.5%	-	
Intl	89	99	-10.5%	-7.5%	-3.0%	292	321	-9.1%	-3.2%	-5.9%	
WW	167	175	-3.8%	-2.2%	-1.6%	528	559	-5.4%	-2.1%	-3.3%	
<u>OTHER NEUROSCIENCE</u>											
US	68	50	35.3%	35.3%	-	196	179	9.7%	9.7%	-	
Intl	316	359	-12.5%	-11.5%	-1.0%	1,035	1,161	-10.9%	-6.8%	-4.1%	
WW	384	409	-6.6%	-5.8%	-0.8%	1,231	1,340	-8.2%	-4.6%	-3.6%	
ONCOLOGY											
US	1,171	1,250	-6.3%	-6.3%	-	3,146	3,268	-3.7%	-3.7%	-	
Intl	1,590	1,338	18.8%	22.9%	-4.1%	4,830	4,087	18.2%	25.2%	-7.0%	
WW	2,761	2,588	6.7%	8.8%	-2.1%	7,976	7,355	8.4%	12.3%	-3.9%	
<u>DARZALEX</u>											
US	402	318	26.1%	26.1%	-	1,123	880	27.6%	27.6%	-	
Intl	363	180	-	-	-	1,045	561	86.2%	98.7%	-12.5%	
WW	765	498	53.5%	56.6%	-3.1%	2,168	1,441	50.4%	55.3%	-4.9%	
<u>IMBRUVICA</u>											
US	447	334	34.0%	34.0%	-	1,163	811	43.5%	43.5%	-	
Intl	475	371	27.6%	33.0%	-5.4%	1,373	1,101	24.6%	33.0%	-8.4%	
WW	921	705	30.6%	33.5%	-2.9%	2,536	1,912	32.6%	37.4%	-4.8%	
<u>VELCADE</u>											
US	-	-	-	-	-	-	-	-	-	-	
Intl	149	271	-44.8%	-44.4%	-0.4%	636	864	-26.3%	-22.8%	-3.5%	
WW	149	271	-44.8%	-44.4%	-0.4%	636	864	-26.3%	-22.8%	-3.5%	
<u>ZYTIGA / abiraterone acetate</u>											
US	233	527	-55.8%	-55.8%	-	616	1,420	-56.6%	-56.6%	-	
Intl	508	431	17.8%	21.1%	-3.3%	1,502	1,292	16.2%	22.1%	-5.9%	
WW	741	958	-22.7%	-21.2%	-1.5%	2,118	2,712	-21.9%	-19.1%	-2.8%	
<u>OTHER ONCOLOGY</u>											
US	91	71	26.7%	26.7%	-	245	157	54.7%	54.7%	-	
Intl	95	85	12.2%	16.7%	-4.5%	274	269	2.1%	8.9%	-6.8%	
WW	186	156	18.8%	21.3%	-2.5%	519	426	21.6%	25.9%	-4.3%	
PULMONARY HYPERTENSION											
US	427	425	0.5%	0.5%	-	1,296	1,215	6.6%	6.6%	-	
Intl	227	231	-1.6%	0.6%	-2.2%	704	691	1.9%	7.3%	-5.4%	
WW	654	656	-0.3%	0.5%	-0.8%	2,000	1,906	4.9%	6.9%	-2.0%	
<u>OPSUMIT</u>											
US	206	182	12.9%	12.9%	-	581	511	13.7%	13.7%	-	
Intl	140	128	10.1%	13.2%	-3.1%	419	381	10.2%	16.4%	-6.2%	
WW	347	310	11.7%	13.0%	-1.3%	1,001	892	12.2%	14.9%	-2.7%	
<u>TRACLEER / bosentan</u>											
US	19	69	-72.4%	-72.4%	-	121	208	-41.8%	-41.8%	-	
Intl	46	70	-32.8%	-33.5%	0.7%	164	214	-23.3%	-20.8%	-2.5%	
WW	65	139	-52.7%	-53.0%	0.3%	285	422	-32.4%	-31.1%	-1.3%	
<u>UPTRAVI</u>											
US	185	154	20.2%	20.2%	-	536	433	23.9%	23.9%	-	
Intl	25	17	52.1%	58.7%	-6.6%	75	49	52.8%	61.5%	-8.7%	
WW	210	171	23.4%	24.0%	-0.6%	611	482	26.8%	27.7%	-0.9%	
<u>OTHER</u>											
US	17	20	-10.1%	-10.1%	-	58	63	-8.9%	-8.9%	-	
Intl	15	16	-15.4%	-11.6%	-3.8%	46	47	-3.0%	5.4%	-8.4%	
WW	31	36	-12.6%	-10.8%	-1.8%	103	110	-6.4%	-2.9%	-3.5%	
CARDIOVASCULAR / METABOLISM / OTHER											
US	955	1,026	-6.9%	-6.9%	-	2,804	3,230	-13.2%	-13.2%	-	
Intl	360	365	-1.3%	1.1%	-2.4%	1,131	1,196	-5.4%	-0.7%	-4.7%	
WW	1,316	1,391	-5.4%	-4.8%	-0.6%	3,936	4,426	-11.1%	-9.8%	-1.3%	
<u>XARELTO</u>											
US	613	612	0.1%	0.1%	-	1,704	1,869	-8.9%	-8.9%	-	
Intl	-	-	-	-	-	-	-	-	-	-	
WW	613	612	0.1%	0.1%	-	1,704	1,869	-8.9%	-8.9%	-	
<u>INVOKANA / INVOKAMET</u>											
US	125	150	-16.6%	-16.6%	-	411	523	-21.3%	-21.3%	-	
Intl	55	40	33.9%	37.8%	-3.9%	147	130	12.3%	17.9%	-5.6%	
WW	179	190	-5.8%	-5.0%	-0.8%	558	653	-14.6%	-13.4%	-1.2%	
<u>PROCRIT / EPREX</u>											
US	126	178	-29.6%	-29.6%	-	387	523	-26.1%	-26.1%	-	
Intl	72	77	-5.7%	-4.4%	-1.3%	220	244	-9.8%	-6.4%	-3.4%	
WW	198	255	-22.4%	-22.0%	-0.4%	607	767	-20.9%	-19.8%	-1.1%	
<u>OTHER</u>											
US	91	86	8.1%	8.1%	-	302	315	-3.8%	-3.8%	-	
Intl	234	248	-5.7%	-3.2%	-2.5%	765	822	-6.9%	-2.0%	-4.9%	
WW	325	334	-2.2%	-0.3%	-1.9%	1,067	1,137	-6.1%	-2.5%	-3.6%	
TOTAL PHARMACEUTICAL											
US	6,340	6,097	4.0%	4.0%	-	17,705	17,350	2.0%	2.0%	-	
Intl	4,537	4,249	6.8%	10.0%	-3.2%	13,945	13,194	5.7%	11.7%	-6.0%	
WW	\$ 10,877	\$ 10,346	5.1%	6.4%	-1.3%	\$ 31,650	\$ 30,544	3.6%	6.2%	-2.6%	

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	THIRD QUARTER					NINE MONTHS				
	2019	2018	Reported	% Change Operational ⁽¹⁾	Currency	2019	2018	Reported	% Change Operational ⁽¹⁾	Currency
MEDICAL DEVICES SEGMENT ⁽²⁾⁽⁵⁾										
DIABETES CARE[®]										
US	\$ -	125	*	*	-	\$ -	371	*	*	-
Intl	-	190	*	*	*	-	638	*	*	*
WW	-	315	*	*	*	-	1,009	*	*	*
INTERVENTIONAL SOLUTIONS										
US	357	320	11.5%	11.5%	-	1,066	947	12.6%	12.6%	-
Intl	382	333	15.3%	17.0%	-1.7%	1,156	1,013	14.2%	19.0%	-4.8%
WW	741	653	13.4%	14.3%	-0.9%	2,223	1,960	13.4%	15.9%	-2.5%
ORTHOPAEDICS										
US	1,301	1,284	1.2%	1.2%	-	3,950	3,923	0.7%	0.7%	-
Intl	837	827	1.2%	4.1%	-2.9%	2,616	2,700	-3.1%	2.0%	-5.1%
WW	2,138	2,111	1.2%	2.3%	-1.1%	6,566	6,623	-0.9%	1.2%	-2.1%
HIPS										
US	204	201	1.1%	1.1%	-	633	621	1.8%	1.8%	-
Intl	133	129	2.7%	5.7%	-3.0%	428	432	-0.8%	4.7%	-5.5%
WW	336	330	1.7%	2.9%	-1.2%	1,061	1,053	0.7%	3.0%	-2.3%
KNEES										
US	209	215	-2.7%	-2.7%	-	650	672	-3.3%	-3.3%	-
Intl	136	126	7.9%	10.8%	-2.9%	435	438	-0.6%	4.4%	-5.0%
WW	344	341	1.2%	2.3%	-1.1%	1,085	1,110	-2.2%	-0.2%	-2.0%
TRAUMA										
US	415	395	5.1%	5.1%	-	1,239	1,196	3.6%	3.6%	-
Intl	262	259	1.0%	4.2%	-3.2%	795	829	-4.1%	1.0%	-5.1%
WW	677	654	3.5%	4.7%	-1.2%	2,034	2,025	0.4%	2.5%	-2.1%
SPINE & OTHER										
US	472	473	-0.2%	-0.2%	-	1,427	1,434	-0.5%	-0.5%	-
Intl	306	313	-2.0%	0.6%	-2.6%	957	1,001	-4.4%	0.6%	-5.0%
WW	778	786	-0.9%	0.1%	-1.0%	2,384	2,435	-2.1%	0.0%	-2.1%
SURGERY										
US	940	1,016	-7.4%	-7.4%	-	2,867	3,031	-5.4%	-5.4%	-
Intl	1,371	1,360	0.8%	3.5%	-2.7%	4,192	4,283	-2.1%	3.2%	-5.3%
WW	2,311	2,376	-2.7%	-1.2%	-1.5%	7,059	7,314	-3.5%	-0.4%	-3.1%
ADVANCED										
US	409	421	-2.8%	-2.8%	-	1,209	1,216	-0.6%	-0.6%	-
Intl	602	555	8.3%	11.2%	-2.9%	1,811	1,731	4.6%	10.1%	-5.5%
WW	1,010	976	3.6%	5.2%	-1.6%	3,019	2,947	2.4%	5.7%	-3.3%
GENERAL										
US	443	423	4.7%	4.7%	-	1,311	1,282	2.3%	2.3%	-
Intl	659	657	0.2%	2.9%	-2.7%	1,998	2,094	-4.6%	0.6%	-5.2%
WW	1,101	1,080	1.9%	3.6%	-1.7%	3,309	3,376	-2.0%	1.2%	-3.2%
SPECIALTY										
US	88	172	-48.0%	-48.0%	-	347	533	-34.9%	-34.9%	-
Intl	110	148	-25.0%	-23.1%	-1.9%	383	458	-16.2%	-11.1%	-5.1%
WW	200	320	-37.4%	-36.5%	-0.9%	731	991	-26.2%	-23.9%	-2.3%
VISION										
US	459	452	1.4%	1.4%	-	1,366	1,351	1.1%	1.1%	-
Intl	734	680	8.0%	9.1%	-1.1%	2,117	2,069	2.3%	6.1%	-3.8%
WW	1,193	1,132	5.4%	6.1%	-0.7%	3,483	3,420	1.8%	4.1%	-2.3%
CONTACT LENSES / OTHER										
US	339	319	6.2%	6.2%	-	993	948	4.7%	4.7%	-
Intl	555	516	7.4%	8.4%	-1.0%	1,566	1,538	1.8%	5.7%	-3.9%
WW	893	835	7.0%	7.6%	-0.6%	2,559	2,486	2.9%	5.4%	-2.5%
SURGICAL										
US	120	133	-10.0%	-10.0%	-	373	403	-7.4%	-7.4%	-
Intl	180	164	9.9%	11.3%	-1.4%	551	531	3.7%	7.3%	-3.6%
WW	299	297	0.9%	1.7%	-0.8%	923	934	-1.1%	0.9%	-2.0%
TOTAL MEDICAL DEVICES										
US	3,057	3,197	-4.4%	-4.4%	-	9,249	9,623	-3.9%	-3.9%	-
Intl	3,326	3,390	-1.9%	0.3%	-2.2%	10,082	10,703	-5.8%	-1.0%	-4.8%
WW	\$ 6,383	6,587	-3.1%	-2.0%	-1.1%	\$ 19,331	20,326	-4.9%	-2.4%	-2.5%

Note: Columns and rows within tables may not add due to rounding. Percentages have been calculated using actual, non-rounded figures, and therefore, may not recalculate precisely.

* Percentage greater than 100% or 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

(5) Reflects LifeScan divestiture October 2, 2018