

REPORTED SALES vs. PRIOR PERIOD (\$MM)

CONSUMER SEGMENT ⁽²⁾

BABY CARE

	FOURTH QUARTER					TWELVE MONTHS				
	2015	2014	% Change			2015	2014	% Change		
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency
US	\$ 103	96	7.3%	7.3%	-	\$ 421	407	3.4%	3.4%	-
Intl	381	428	-11.0%	2.8%	-13.8%	1,623	1,832	-11.4%	0.7%	-12.1%
WW	484	524	-7.6%	3.7%	-11.3%	2,044	2,239	-8.7%	1.2%	-9.9%
ORAL CARE										
US	170	150	13.3%	13.3%	-	629	600	4.8%	4.8%	-
Intl	238	264	-9.8%	5.2%	-15.0%	951	1,047	-9.2%	5.5%	-14.7%
WW	408	414	-1.4%	8.2%	-9.6%	1,580	1,647	-4.1%	5.2%	-9.3%
OTC										
US	382	362	5.5%	5.5%	-	1,536	1,357	13.2%	13.2%	-
Intl	663	711	-6.8%	9.4%	-16.2%	2,439	2,749	-11.3%	5.5%	-16.8%
WW	1,045	1,073	-2.6%	8.2%	-10.8%	3,975	4,106	-3.2%	8.1%	-11.3%
SKIN CARE										
US	439	471	-6.8%	-6.8%	-	1,857	1,834	1.3%	1.3%	-
Intl	432	485	-10.9%	4.6%	-15.5%	1,674	1,924	-13.0%	1.2%	-14.2%
WW	871	956	-8.9%	-1.1%	-7.8%	3,531	3,758	-6.0%	1.3%	-7.3%
WOMEN'S HEALTH										
US	7	7	0.0%	0.0%	-	26	50	-48.0%	-48.0%	-
Intl	276	301	-8.3%	7.5%	-15.8%	1,174	1,252	-6.2%	9.8%	-16.0%
WW	283	308	-8.1%	7.4%	-15.5%	1,200	1,302	-7.8%	7.6%	-15.4%
WOUND CARE / OTHER										
US	130	208	-37.5%	-37.5%	-	753	848	-11.2%	-11.2%	-
Intl	99	123	-19.5%	-8.4%	-11.1%	424	596	-28.9%	-18.3%	-10.6%
WW	229	331	-30.8%	-26.7%	-4.1%	1,177	1,444	-18.5%	-14.1%	-4.4%
TOTAL CONSUMER										
US	1,231	1,294	-4.9%	-4.9%	-	5,222	5,096	2.5%	2.5%	-
Intl	2,089	2,312	-9.6%	5.5%	-15.1%	8,285	9,400	-11.9%	2.7%	-14.6%
WW	\$ 3,320	3,606	-7.9%	1.8%	-9.7%	\$ 13,507	14,496	-6.8%	2.7%	-9.5%

REPORTED SALES vs. PRIOR PERIOD (\$MM)

PHARMACEUTICAL SEGMENT ^{(2) (3)}

IMMUNOLOGY

	FOURTH QUARTER					TWELVE MONTHS				
	2015	2014	% Change			2015	2014	% Change		
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency
US	\$ 2,101	1,816	15.7%	15.7%	-	\$ 7,642	7,111	7.5%	7.5%	-
Intl	670	762	-12.1%	2.0%	-14.1%	2,760	3,082	-10.4%	5.5%	-15.9%
WW	2,771	2,578	7.5%	11.7%	-4.2%	10,402	10,193	2.1%	6.9%	-4.8%
REMICADE										
US	1,193	1,052	13.4%	13.4%	-	4,453	4,155	7.2%	7.2%	-
US Exports ⁽⁴⁾	180	244	-26.2%	-26.2%	-	782	1,078	-27.5%	-27.5%	-
Intl	307	376	-18.4%	-3.9%	-14.5%	1,326	1,635	-18.9%	-4.7%	-14.2%
WW	1,680	1,672	0.5%	3.8%	-3.3%	6,561	6,868	-4.5%	-1.1%	-3.4%
SIMPONI / SIMPONI ARIA										
US	204	164	24.4%	24.4%	-	730	544	34.2%	34.2%	-
Intl	136	182	-25.3%	-14.8%	-10.5%	598	643	-7.0%	10.2%	-17.2%
WW	340	346	-1.7%	3.8%	-5.5%	1,328	1,187	11.9%	21.2%	-9.3%
STELARA										
US	524	356	47.2%	47.2%	-	1,677	1,334	25.7%	25.7%	-
Intl	218	189	15.3%	32.4%	-17.1%	797	738	8.0%	27.0%	-19.0%
WW	742	545	36.1%	42.0%	-5.9%	2,474	2,072	19.4%	26.2%	-6.8%
OTHER IMMUNOLOGY										
US	-	-	-	-	-	-	-	-	-	-
Intl	9	15	-40.0%	-27.7%	-12.3%	39	66	-40.9%	-30.6%	-10.3%
WW	9	15	-40.0%	-27.7%	-12.3%	39	66	-40.9%	-30.6%	-10.3%
INFECTIOUS DISEASES										
US	363	564	-35.6%	-35.6%	-	1,535	3,112	-50.7%	-50.7%	-
Intl	438	512	-14.5%	-3.6%	-10.9%	2,121	2,487	-14.7%	1.2%	-15.9%
WW	801	1,076	-25.6%	-20.4%	-5.2%	3,656	5,599	-34.7%	-27.6%	-7.1%
EDURANT										
US	12	6	100.0%	100.0%	-	41	24	70.8%	70.8%	-
Intl	95	84	13.1%	29.3%	-16.2%	369	341	8.2%	29.2%	-21.0%
WW	107	90	18.9%	34.0%	-15.1%	410	365	12.3%	31.9%	-19.6%
OLYSIO / SOVRIAD										
US	(1)	256	**	**	-	173	1,943	-91.1%	-91.1%	-
Intl	45	65	-30.8%	-27.0%	-3.8%	448	359	24.8%	49.1%	-24.3%
WW	44	321	-86.3%	-85.5%	-0.8%	621	2,302	-73.0%	-69.2%	-3.8%
PREZISTA / PREZCOBIX / REZOLSTA										
US	287	243	18.1%	18.1%	-	1,064	930	14.4%	14.4%	-
Intl	180	205	-12.2%	-0.2%	-12.0%	746	901	-17.2%	-1.6%	-15.6%
WW	467	448	4.2%	9.7%	-5.5%	1,810	1,831	-1.1%	6.6%	-7.7%
OTHER INFECTIOUS DISEASES										
US	65	59	10.2%	10.2%	-	257	215	19.5%	19.5%	-
Intl	118	158	-25.3%	-15.6%	-9.7%	558	886	-37.0%	-26.2%	-10.8%
WW	183	217	-15.7%	-8.7%	-7.0%	815	1,101	-26.0%	-17.3%	-8.7%

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	FOURTH QUARTER					TWELVE MONTHS				
	2015	2014	% Change		Currency	2015	2014	% Change		Currency
			Reported	Operational ⁽¹⁾				Reported	Operational ⁽¹⁾	
NEUROSCIENCE										
US	752	645	16.6%	16.6%	-	2,850	2,452	16.2%	16.2%	-
Intl	849	1,006	-15.6%	-4.2%	-11.4%	3,409	4,035	-15.5%	-1.8%	-13.7%
WW	1,601	1,651	-3.0%	3.9%	-6.9%	6,259	6,487	-3.5%	5.0%	-8.5%
<u>CONCERTA / METHYLPHENIDATE</u>										
US	117	55	*	*	-	434	152	*	*	-
Intl	96	114	-15.8%	-4.0%	-11.8%	387	447	-13.4%	-0.3%	-13.1%
WW	213	169	26.0%	33.9%	-7.9%	821	599	37.1%	46.9%	-9.8%
<u>INVEGA / PALIPERIDONE</u>										
US	58	96	-39.6%	-39.6%	-	339	360	-5.8%	-5.8%	-
Intl	55	65	-15.4%	-5.6%	-9.8%	234	280	-16.4%	-2.9%	-13.5%
WW	113	161	-29.8%	-25.9%	-3.9%	573	640	-10.5%	-4.6%	-5.9%
<u>INVEGA SUSTENNA / XEPLION / INVEGA TRINZA</u>										
US	327	226	44.7%	44.7%	-	1,085	825	31.5%	31.5%	-
Intl	197	192	2.6%	17.7%	-15.1%	745	763	-2.4%	14.9%	-17.3%
WW	524	418	25.4%	32.4%	-7.0%	1,830	1,588	15.2%	23.5%	-8.3%
<u>RISPERDAL CONSTA</u>										
US	103	104	-1.0%	-1.0%	-	409	427	-4.2%	-4.2%	-
Intl	131	190	-31.1%	-21.2%	-9.9%	561	763	-26.5%	-12.9%	-13.6%
WW	234	294	-20.4%	-14.0%	-6.4%	970	1,190	-18.5%	-9.8%	-8.7%
<u>OTHER NEUROSCIENCE</u>										
US	147	164	-10.4%	-10.4%	-	583	688	-15.3%	-15.3%	-
Intl	370	445	-16.9%	-6.3%	-10.6%	1,482	1,782	-16.8%	-4.5%	-12.3%
WW	517	609	-15.1%	-7.4%	-7.7%	2,065	2,470	-16.4%	-7.5%	-8.9%
ONCOLOGY										
US	457	334	36.8%	36.8%	-	1,547	1,157	33.7%	33.7%	-
Intl	816	878	-7.1%	6.5%	-13.6%	3,148	3,300	-4.6%	12.2%	-16.8%
WW	1,273	1,212	5.0%	14.8%	-9.8%	4,695	4,457	5.3%	17.7%	-12.4%
<u>IMBRUVICA</u>										
US	122	64	90.6%	90.6%	-	375	145	*	*	-
Intl	113	28	*	*	**	314	55	*	*	**
WW	235	92	*	*	**	689	200	*	*	**
<u>VELCADE</u>										
US	-	-	-	-	-	-	-	-	-	-
Intl	321	418	-23.2%	-13.5%	-9.7%	1,333	1,618	-17.6%	-4.2%	-13.4%
WW	321	418	-23.2%	-13.5%	-9.7%	1,333	1,618	-17.6%	-4.2%	-13.4%
<u>ZYTIGA</u>										
US	286	255	12.2%	12.2%	-	1,070	971	10.2%	10.2%	-
Intl	295	340	-13.2%	0.2%	-13.4%	1,161	1,266	-8.3%	9.0%	-17.3%
WW	581	595	-2.4%	5.3%	-7.7%	2,231	2,237	-0.3%	9.5%	-9.8%
<u>OTHER ONCOLOGY</u>										
US	49	15	*	*	-	102	41	*	*	-
Intl	87	92	-5.4%	10.3%	-15.7%	340	361	-5.8%	11.2%	-17.0%
WW	136	107	27.1%	40.5%	-13.4%	442	402	10.0%	25.2%	-15.2%
CARDIOVASCULAR / METABOLISM / OTHER ⁽⁵⁾										
US	1,237	997	24.1%	24.1%	-	4,759	3,600	32.2%	32.2%	-
Intl	381	485	-21.4%	-9.8%	-11.6%	1,659	1,977	-16.1%	-3.9%	-12.2%
WW	1,618	1,482	9.2%	13.0%	-3.8%	6,418	5,577	15.1%	19.4%	-4.3%
<u>XARELTO</u>										
US	494	428	15.4%	15.4%	-	1,868	1,522	22.7%	22.7%	-
Intl	-	-	-	-	-	-	-	-	-	-
WW	494	428	15.4%	15.4%	-	1,868	1,522	22.7%	22.7%	-
<u>INVOKANA / INVOKAMET</u>										
US	348	193	80.3%	80.3%	-	1,238	569	*	*	-
Intl	24	8	*	*	**	70	17	*	*	**
WW	372	201	85.1%	87.1%	-2.0%	1,308	586	*	*	**
<u>PROCRIT / EPREX</u>										
US	173	177	-2.3%	-2.3%	-	692	715	-3.2%	-3.2%	-
Intl	87	125	-30.4%	-20.0%	-10.4%	376	523	-28.1%	-15.8%	-12.3%
WW	260	302	-13.9%	-9.6%	-4.3%	1,068	1,238	-13.7%	-8.5%	-5.2%
<u>OTHER</u>										
US	222	199	11.6%	11.6%	-	961	794	21.0%	21.0%	-
Intl	270	352	-23.3%	-12.1%	-11.2%	1,213	1,437	-15.6%	-4.1%	-11.5%
WW	492	551	-10.7%	-3.5%	-7.2%	2,174	2,231	-2.6%	4.8%	-7.4%
TOTAL PHARMACEUTICAL										
US	4,910	4,356	12.7%	12.7%	-	18,333	17,432	5.2%	5.2%	-
Intl	3,154	3,643	-13.4%	-0.9%	-12.5%	13,097	14,881	-12.0%	3.0%	-15.0%
WW	\$ 8,064	\$ 7,999	0.8%	6.5%	-5.7%	\$ 31,430	\$ 32,313	-2.7%	4.2%	-6.9%

See footnotes at end of schedule

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	FOURTH QUARTER					TWELVE MONTHS					
	2015	2014	% Change			2015	2014	% Change			
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency	
MEDICAL DEVICES ^{(2) (3)}											
CARDIOVASCULAR											
US	\$ 229	222	3.2%	3.2%	-	\$ 931	862	8.0%	8.0%	-	
Intl	210	336	-37.5%	-29.4%	-8.1%	1,105	1,346	-17.9%	-5.3%	-12.6%	
WW	439	558	-21.3%	-16.4%	-4.9%	2,036	2,208	-7.8%	-0.1%	-7.7%	
DIABETES CARE											
US	202	206	-1.9%	-1.9%	-	833	864	-3.6%	-3.6%	-	
Intl	278	308	-9.7%	5.0%	-14.7%	1,095	1,278	-14.3%	1.3%	-15.6%	
WW	480	514	-6.6%	2.2%	-8.8%	1,928	2,142	-10.0%	-0.7%	-9.3%	
DIAGNOSTICS ⁽⁴⁾											
US	-	-	-	-	-	-	456	**	**	-	
Intl	24	14	71.4%	**	**	86	506	-83.0%	**	**	
WW	24	14	71.4%	**	**	86	962	-91.1%	**	**	
ORTHOPAEDICS											
US	1,438	1,339	7.4%	7.4%	-	5,380	5,197	3.5%	3.5%	-	
Intl	985	1,102	-10.6%	1.0%	-11.6%	3,882	4,478	-13.3%	-0.3%	-13.0%	
WW	2,423	2,441	-0.7%	4.5%	-5.2%	9,262	9,675	-4.3%	1.7%	-6.0%	
HIPS											
US	213	194	9.8%	9.8%	-	781	745	4.8%	4.8%	-	
Intl	141	156	-9.6%	2.3%	-11.9%	551	623	-11.6%	1.1%	-12.7%	
WW	354	350	1.1%	6.4%	-5.3%	1,332	1,368	-2.6%	3.2%	-5.8%	
KNEES											
US	254	236	7.6%	7.6%	-	916	878	4.3%	4.3%	-	
Intl	151	165	-8.5%	2.4%	-10.9%	580	655	-11.5%	0.7%	-12.2%	
WW	405	401	1.0%	5.5%	-4.5%	1,496	1,533	-2.4%	2.8%	-5.2%	
TRAUMA											
US	379	352	7.7%	7.7%	-	1,462	1,418	3.1%	3.1%	-	
Intl	265	287	-7.7%	4.6%	-12.3%	1,066	1,222	-12.8%	0.6%	-13.4%	
WW	644	639	0.8%	6.3%	-5.5%	2,528	2,640	-4.2%	2.0%	-6.2%	
SPINE & OTHER											
US	592	557	6.3%	6.3%	-	2,221	2,156	3.0%	3.0%	-	
Intl	428	494	-13.4%	-2.1%	-11.3%	1,685	1,978	-14.8%	-1.8%	-13.0%	
WW	1,020	1,051	-2.9%	2.4%	-5.3%	3,906	4,134	-5.5%	0.7%	-6.2%	
SURGERY											
US	1,044	992	5.2%	5.2%	-	3,991	3,900	2.3%	2.3%	-	
Intl	1,369	1,484	-7.7%	4.4%	-12.1%	5,226	5,817	-10.2%	2.9%	-13.1%	
WW	2,413	2,476	-2.5%	4.7%	-7.2%	9,217	9,717	-5.1%	2.7%	-7.8%	
ADVANCED											
US	384	352	9.1%	9.1%	-	1,430	1,342	6.6%	6.6%	-	
Intl	486	497	-2.2%	10.1%	-12.3%	1,845	1,895	-2.6%	10.8%	-13.4%	
WW	870	849	2.5%	9.7%	-7.2%	3,275	3,237	1.2%	9.1%	-7.9%	
GENERAL											
US	430	432	-0.5%	-0.5%	-	1,702	1,717	-0.9%	-0.9%	-	
Intl	717	821	-12.7%	-1.3%	-11.4%	2,780	3,253	-14.5%	-1.9%	-12.6%	
WW	1,147	1,253	-8.5%	-1.0%	-7.5%	4,482	4,970	-9.8%	-1.5%	-8.3%	
SPECIALTY											
US	230	208	10.6%	10.6%	-	859	841	2.1%	2.1%	-	
Intl	166	166	0.0%	14.6%	-14.6%	601	669	-10.2%	4.3%	-14.5%	
WW	396	374	5.9%	12.4%	-6.5%	1,460	1,510	-3.3%	3.1%	-6.4%	
VISION CARE											
US	239	195	22.6%	22.6%	-	997	975	2.3%	2.3%	-	
Intl	409	451	-9.3%	2.3%	-11.6%	1,611	1,843	-12.6%	1.5%	-14.1%	
WW	648	646	0.3%	8.4%	-8.1%	2,608	2,818	-7.5%	1.7%	-9.2%	
TOTAL MEDICAL DEVICES											
US	3,152	2,954	6.7%	6.7%	-	12,132	12,254	-1.0%	-1.0%	-	
Intl	3,275	3,695	-11.4%	0.6%	-12.0%	13,005	15,268	-14.8%	-1.7%	-13.1%	
WW	\$ 6,427	6,649	-3.3%	3.4%	-6.7%	\$ 25,137	27,522	-8.7%	-1.4%	-7.3%	

* 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

(4) Reported as U.S. sales

(5) Previously referred to as Other

(6) Reflects Diagnostics divestiture June 30, 2014