



REPORTED SALES vs. PRIOR PERIOD (\$MM)

CONSUMER SEGMENT ^{(2) (3)}

	THIRD QUARTER					NINE MONTHS				
	2017	2016	Reported	% Change Operational ⁽¹⁾	Currency	2017	2016	Reported	% Change Operational ⁽¹⁾	Currency
BABY CARE										
US	\$ 100	\$ 118	-15.3%	-15.3%	-	\$ 326	\$ 365	-10.7%	-10.7%	-
Intl	377	377	0.0%	0.0%	0.0%	1,100	1,143	-3.8%	-3.8%	0.0%
WW	477	495	-3.6%	-3.6%	0.0%	1,426	1,508	-5.4%	-5.4%	0.0%
BEAUTY										
US	523	517	1.2%	1.2%	-	1,739	1,555	11.8%	11.8%	-
Intl	510	462	10.4%	8.0%	2.4%	1,351	1,279	5.6%	5.4%	0.2%
WW	1,033	979	5.5%	4.4%	1.1%	3,090	2,834	9.0%	8.9%	0.1%
ORAL CARE										
US	154	156	-1.3%	-1.3%	-	460	485	-5.2%	-5.2%	-
Intl	228	227	0.4%	-1.4%	1.8%	678	686	-1.2%	-1.6%	0.4%
WW	382	383	-0.3%	-1.3%	1.0%	1,138	1,171	-2.8%	-3.0%	0.2%
OTC										
US	401	386	3.9%	3.9%	-	1,310	1,257	4.2%	4.2%	-
Intl	601	557	7.9%	4.7%	3.2%	1,711	1,681	1.8%	1.4%	0.4%
WW	1,002	943	6.3%	4.4%	1.9%	3,021	2,938	2.8%	2.6%	0.2%
WOMEN'S HEALTH										
US	3	3	0.0%	0.0%	-	9	16	-43.8%	-43.8%	-
Intl	267	266	0.4%	-1.9%	2.3%	779	787	-1.0%	-2.6%	1.6%
WW	270	269	0.4%	-1.8%	2.2%	788	803	-1.9%	-3.5%	1.6%
WOUND CARE / OTHER										
US	104	111	-6.3%	-6.3%	-	342	355	-3.7%	-3.7%	-
Intl	88	81	8.6%	5.9%	2.7%	257	266	-3.4%	-4.0%	0.6%
WW	192	192	0.0%	-1.2%	1.2%	599	621	-3.5%	-3.8%	0.3%
TOTAL CONSUMER										
US	1,285	1,291	-0.5%	-0.5%	-	4,186	4,033	3.8%	3.8%	-
Intl	2,071	1,970	5.1%	3.0%	2.1%	5,876	5,842	0.6%	0.2%	0.4%
WW	\$ 3,356	\$ 3,261	2.9%	1.6%	1.3%	\$ 10,062	\$ 9,875	1.9%	1.6%	0.3%

REPORTED SALES vs. PRIOR PERIOD (\$MM)

PHARMACEUTICAL SEGMENT ^{(2) (3)}

	THIRD QUARTER					NINE MONTHS				
	2017	2016	Reported	% Change Operational ⁽¹⁾	Currency	2017	2016	Reported	% Change Operational ⁽¹⁾	Currency
IMMUNOLOGY										
US	\$ 2,420	\$ 2,294	5.5%	5.5%	-	\$ 6,644	\$ 6,689	-0.7%	-0.7%	-
Intl	849	790	7.5%	4.9%	2.6%	2,514	2,343	7.3%	7.3%	0.0%
WW	3,269	3,084	6.0%	5.3%	0.7%	9,158	9,032	1.4%	1.4%	0.0%
REMICADE										
US	1,206	1,222	-1.3%	-1.3%	-	3,452	3,669	-5.9%	-5.9%	-
US Exports ⁽⁴⁾	156	255	-38.8%	-38.8%	-	448	673	-33.4%	-33.4%	-
Intl	285	306	-6.9%	-10.2%	3.3%	949	1,000	-5.1%	-5.9%	0.8%
WW	1,647	1,783	-7.6%	-8.2%	0.6%	4,849	5,342	-9.2%	-9.4%	0.2%
SIMPONI / SIMPONI ARIA										
US	242	256	-5.5%	-5.5%	-	701	716	-2.1%	-2.1%	-
Intl	234	225	4.0%	3.2%	0.8%	642	603	6.5%	6.6%	-0.1%
WW	476	481	-1.0%	-1.4%	0.4%	1,343	1,319	1.8%	1.9%	-0.1%
STELARA										
US	800	561	42.6%	42.6%	-	2,027	1,631	24.3%	24.3%	-
Intl	324	253	28.1%	24.7%	3.4%	903	722	25.1%	26.1%	-1.0%
WW	1,124	814	38.1%	37.0%	1.1%	2,930	2,353	24.5%	24.8%	-0.3%
OTHER IMMUNOLOGY										
US	16	-	*	*	-	16	-	*	*	-
Intl	6	6	-	-	-	20	18	11.1%	9.4%	1.7%
WW	22	6	*	*	-	36	18	100.0%	98.3%	1.7%
INFECTIOUS DISEASES										
US	353	387	-8.8%	-8.8%	-	1,020	1,107	-7.9%	-7.9%	-
Intl	460	455	1.1%	-2.3%	3.4%	1,334	1,340	-0.4%	-0.4%	0.0%
WW	813	842	-3.4%	-5.3%	1.9%	2,354	2,447	-3.8%	-3.8%	0.0%
EDURANT										
US	15	13	15.4%	15.4%	-	44	38	15.8%	15.8%	-
Intl	179	136	31.6%	26.0%	5.6%	478	370	29.2%	28.9%	0.3%
WW	194	149	30.2%	25.1%	5.1%	522	408	27.9%	27.7%	0.2%
PREZISTA / PREZCOBIX / REZOLSTA										
US	287	310	-7.4%	-7.4%	-	824	860	-4.2%	-4.2%	-
Intl	180	183	-1.6%	-5.5%	3.9%	527	544	-3.1%	-2.7%	-0.4%
WW	467	493	-5.3%	-6.7%	1.4%	1,351	1,404	-3.8%	-3.7%	-0.1%
OTHER INFECTIOUS DISEASES										
US	51	64	-20.3%	-20.3%	-	152	209	-27.3%	-27.3%	-
Intl	101	136	-25.7%	-26.4%	0.7%	329	426	-22.8%	-23.1%	0.3%
WW	152	200	-24.0%	-24.5%	0.5%	481	635	-24.3%	-24.5%	0.2%

See footnotes at end of schedule

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	THIRD QUARTER					NINE MONTHS				
	2017	2016	Reported	% Change Operational ⁽¹⁾	Currency	2017	2016	Reported	% Change Operational ⁽¹⁾	Currency
NEUROSCIENCE										
US	647	622	4.0%	4.0%	-	1,931	1,997	-3.3%	-3.3%	-
Intl	851	842	1.1%	0.6%	0.5%	2,531	2,618	-3.3%	-2.2%	-1.1%
WW	1,498	1,464	2.3%	2.0%	0.3%	4,462	4,615	-3.3%	-2.7%	-0.6%
CONCERTA / METHYLPHENIDATE										
US	100	102	-2.0%	-2.0%	-	284	365	-22.2%	-22.2%	-
Intl	98	88	11.4%	10.5%	0.9%	304	294	3.4%	4.1%	-0.7%
WW	198	190	4.2%	3.8%	0.4%	588	659	-10.8%	-10.5%	-0.3%
INVEGA SUSTENNA / XEPLION / TRINZA										
US	395	339	16.5%	16.5%	-	1,154	983	17.4%	17.4%	-
Intl	248	217	14.3%	11.0%	3.3%	722	646	11.8%	12.8%	-1.0%
WW	643	556	15.6%	14.3%	1.3%	1,876	1,629	15.2%	15.6%	-0.4%
RISPERDAL CONSTA										
US	87	94	-7.4%	-7.4%	-	273	289	-5.5%	-5.5%	-
Intl	107	128	-16.4%	-18.0%	1.6%	335	394	-15.0%	-14.0%	-1.0%
WW	194	222	-12.6%	-13.5%	0.9%	608	683	-11.0%	-10.4%	-0.6%
OTHER NEUROSCIENCE										
US	65	87	-25.3%	-25.3%	-	220	360	-38.9%	-38.9%	-
Intl	398	409	-2.7%	-1.4%	-1.3%	1,170	1,284	-8.9%	-7.7%	-1.2%
WW	463	496	-6.7%	-5.6%	-1.1%	1,390	1,644	-15.5%	-14.5%	-1.0%
ONCOLOGY										
US	846	622	36.0%	36.0%	-	2,207	1,740	26.8%	26.8%	-
Intl	1,052	895	17.5%	15.2%	2.3%	3,012	2,605	15.6%	16.8%	-1.2%
WW	1,898	1,517	25.1%	23.8%	1.3%	5,219	4,345	20.1%	20.8%	-0.7%
DARZALEX										
US	230	124	85.5%	85.5%	-	643	320	*	*	-
Intl	87	39	*	*	*	228	52	*	*	*
WW	317	163	94.5%	92.0%	2.5%	871	372	*	*	*
IMBRUVICA										
US	230	179	28.5%	28.5%	-	622	455	36.7%	36.7%	-
Intl	282	170	65.9%	61.8%	4.1%	749	450	66.4%	67.7%	-1.3%
WW	512	349	46.7%	44.7%	2.0%	1,371	905	51.5%	52.1%	-0.6%
VELCADE										
US	-	-	-	-	-	-	-	-	-	-
Intl	273	304	-10.2%	-11.2%	1.0%	843	950	-11.3%	-9.8%	-1.5%
WW	273	304	-10.2%	-11.2%	1.0%	843	950	-11.3%	-9.8%	-1.5%
ZYTIGA										
US	352	282	24.8%	24.8%	-	826	840	-1.7%	-1.7%	-
Intl	317	300	5.7%	4.4%	1.3%	924	901	2.6%	3.5%	-0.9%
WW	669	582	14.9%	14.2%	0.7%	1,750	1,741	0.5%	1.0%	-0.5%
OTHER ONCOLOGY										
US	34	37	-8.1%	-8.1%	-	116	125	-7.2%	-7.2%	-
Intl	93	82	13.4%	11.1%	2.3%	268	252	6.3%	7.3%	-1.0%
WW	127	119	6.7%	5.1%	1.6%	384	377	1.9%	2.6%	-0.7%
PULMONARY HYPERTENSION⁽⁵⁾										
US	387	-	*	*	-	427	-	*	*	-
Intl	283	-	*	*	-	334	-	*	*	-
WW	670	-	*	*	-	761	-	*	*	-
OPSUMIT										
US	150	-	*	*	-	174	-	*	*	-
Intl	109	-	*	*	-	130	-	*	*	-
WW	259	-	*	*	-	304	-	*	*	-
TRACLEER										
US	83	-	*	*	-	85	-	*	*	-
Intl	127	-	*	*	-	151	-	*	*	-
WW	210	-	*	*	-	236	-	*	*	-
UPTRAVI										
US	113	-	*	*	-	121	-	*	*	-
Intl	11	-	*	*	-	12	-	*	*	-
WW	124	-	*	*	-	133	-	*	*	-
OTHER										
US	41	-	*	*	-	47	-	*	*	-
Intl	36	-	*	*	-	41	-	*	*	-
WW	77	-	*	*	-	88	-	*	*	-
CARDIOVASCULAR / METABOLISM / OTHER										
US	1,163	1,117	4.1%	4.1%	-	3,469	3,590	-3.4%	-3.4%	-
Intl	384	376	2.1%	1.0%	1.1%	1,152	1,203	-4.2%	-2.2%	-2.0%
WW	1,547	1,493	3.6%	3.3%	0.3%	4,621	4,793	-3.6%	-3.1%	-0.5%
XARELTO										
US	635	529	20.0%	20.0%	-	1,790	1,690	5.9%	5.9%	-
Intl	-	-	-	-	-	-	-	-	-	-
WW	635	529	20.0%	20.0%	-	1,790	1,690	5.9%	5.9%	-
INVOKANA / INVOKAMET										
US	220	294	-25.2%	-25.2%	-	723	939	-23.0%	-23.0%	-
Intl	45	34	32.4%	31.6%	0.8%	121	97	24.7%	26.5%	-1.8%
WW	265	328	-19.2%	-19.3%	0.1%	844	1,036	-18.5%	-18.3%	-0.2%
PROCRIPT / EPREX										
US	168	168	0.0%	0.0%	-	511	581	-12.0%	-12.0%	-
Intl	70	82	-14.6%	-17.6%	3.0%	229	265	-13.6%	-13.3%	-0.3%
WW	238	250	-4.8%	-5.8%	1.0%	740	846	-12.5%	-12.4%	-0.1%
OTHER										
US	140	126	11.1%	11.1%	-	445	380	17.1%	17.1%	-
Intl	269	260	3.5%	2.9%	0.6%	802	841	-4.6%	-2.1%	-2.5%
WW	409	386	6.0%	5.6%	0.4%	1,247	1,221	2.1%	3.8%	-1.7%
TOTAL PHARMACEUTICAL										
US	5,816	5,042	15.4%	15.4%	-	15,698	15,123	3.8%	3.8%	-
Intl	3,879	3,358	15.5%	13.5%	2.0%	10,877	10,109	7.6%	8.4%	-0.8%
WW	\$ 9,695	\$ 8,400	15.4%	14.6%	0.8%	\$ 26,575	\$ 25,232	5.3%	5.6%	-0.3%

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REPORTED SALES vs. PRIOR PERIOD (\$MM)

	THIRD QUARTER					NINE MONTHS					
	2017	2016	% Change			2017	2016	% Change			
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency	
MEDICAL DEVICES SEGMENT ⁽²⁾											
CARDIOVASCULAR											
US	\$ 261	235	11.1%	11.1%	-	\$ 785	701	12.0%	12.0%	-	
Intl	245	216	13.4%	13.9%	-0.5%	743	663	12.1%	13.5%	-1.4%	
WW	506	451	12.2%	12.5%	-0.3%	1,528	1,364	12.0%	12.7%	-0.7%	
DIABETES CARE											
US	168	191	-12.0%	-12.0%	-	482	548	-12.0%	-12.0%	-	
Intl	237	236	0.4%	-2.6%	3.0%	743	779	-4.6%	-4.6%	0.0%	
WW	405	427	-5.2%	-6.9%	1.7%	1,225	1,327	-7.7%	-7.7%	0.0%	
DIAGNOSTICS											
US	-	-	-	-	-	-	-	-	-	-	
Intl	-	7	*	*	*	1	66	*	*	*	
WW	-	7	*	*	*	1	66	*	*	*	
ORTHOPAEDICS											
US	1,326	1,343	-1.3%	-1.3%	-	4,092	4,099	-0.2%	-0.2%	-	
Intl	925	908	1.9%	0.0%	1.9%	2,827	2,848	-0.7%	-0.2%	-0.5%	
WW	2,251	2,251	0.0%	-0.8%	0.8%	6,919	6,947	-0.4%	-0.2%	-0.2%	
HIPS											
US	195	190	2.6%	2.6%	-	612	590	3.7%	3.7%	-	
Intl	133	130	2.3%	-0.1%	2.4%	418	421	-0.7%	-0.1%	-0.6%	
WW	328	320	2.5%	1.5%	1.0%	1,030	1,011	1.9%	2.2%	-0.3%	
KNEES											
US	220	223	-1.3%	-1.3%	-	702	696	0.9%	0.9%	-	
Intl	123	132	-6.8%	-9.5%	2.7%	424	433	-2.1%	-1.4%	-0.7%	
WW	343	355	-3.4%	-4.4%	1.0%	1,126	1,129	-0.3%	0.0%	-0.3%	
TRAUMA											
US	398	389	2.3%	2.3%	-	1,179	1,151	2.4%	2.4%	-	
Intl	264	248	6.5%	4.6%	1.9%	768	764	0.5%	0.8%	-0.3%	
WW	662	637	3.9%	3.1%	0.8%	1,947	1,915	1.7%	1.8%	-0.1%	
SPINE & OTHER											
US	513	541	-5.2%	-5.2%	-	1,599	1,662	-3.8%	-3.8%	-	
Intl	405	398	1.8%	0.3%	1.5%	1,217	1,230	-1.1%	-0.5%	-0.6%	
WW	918	939	-2.2%	-2.8%	0.6%	2,816	2,892	-2.6%	-2.3%	-0.3%	
SURGERY											
US	1,002	1,002	0.0%	0.0%	-	3,009	3,003	0.2%	0.2%	-	
Intl	1,344	1,282	4.8%	3.7%	1.1%	3,992	3,906	2.2%	2.9%	-0.7%	
WW	2,346	2,284	2.7%	2.1%	0.6%	7,001	6,909	1.3%	1.7%	-0.4%	
ADVANCED											
US	398	390	2.1%	2.1%	-	1,190	1,131	5.2%	5.2%	-	
Intl	525	494	6.3%	5.3%	1.0%	1,543	1,478	4.4%	5.4%	-1.0%	
WW	923	884	4.4%	3.9%	0.5%	2,733	2,609	4.8%	5.3%	-0.5%	
GENERAL											
US	430	414	3.9%	3.9%	-	1,276	1,254	1.8%	1.8%	-	
Intl	675	649	4.0%	2.8%	1.2%	2,017	2,006	0.5%	1.1%	-0.6%	
WW	1,105	1,063	4.0%	3.2%	0.8%	3,293	3,260	1.0%	1.4%	-0.4%	
SPECIALTY											
US	174	198	-12.1%	-12.1%	-	543	618	-12.1%	-12.1%	-	
Intl	144	139	3.6%	2.8%	0.8%	432	422	2.4%	2.1%	0.3%	
WW	318	337	-5.6%	-5.9%	0.3%	975	1,040	-6.3%	-6.4%	0.1%	
VISION CARE											
US	432	277	56.0%	56.0%	-	1,142	767	48.9%	48.9%	-	
Intl	659	462	42.6%	43.9%	-1.3%	1,802	1,297	38.9%	39.8%	-0.9%	
WW	1,091	739	47.6%	48.4%	-0.8%	2,944	2,064	42.6%	43.2%	-0.6%	
CONTACT LENSES / OTHER											
US	302	277	9.0%	9.0%	-	832	767	8.5%	8.5%	-	
Intl	498	462	7.8%	9.1%	-1.3%	1,404	1,297	8.2%	9.1%	-0.9%	
WW	800	739	8.3%	9.1%	-0.8%	2,236	2,064	8.3%	8.9%	-0.6%	
SURGICAL											
US	130	-	*	*	-	310	-	*	*	-	
Intl	161	-	*	*	-	398	-	*	*	-	
WW	291	-	*	*	-	708	-	*	*	-	
TOTAL MEDICAL DEVICES											
US	3,189	3,048	4.6%	4.6%	-	9,510	9,118	4.3%	4.3%	-	
Intl	3,410	3,111	9.6%	8.6%	1.0%	10,108	9,559	5.7%	6.3%	-0.6%	
WW	\$ 6,599	6,159	7.1%	6.6%	0.5%	\$ 19,618	18,677	5.0%	5.3%	-0.3%	

* 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