



REPORTED SALES vs. PRIOR PERIOD (\$MM)

**CONSUMER SEGMENT** <sup>(2) (4)</sup>

	THIRD QUARTER					NINE MONTHS					
	2013	2012	% Change			2013	2012	% Change			
			Reported	Operational <sup>(1)</sup>	Currency			Reported	Operational <sup>(1)</sup>	Currency	
<b>BABY CARE</b>											
US	\$ 99	104	-4.8%	-4.8%	-	\$ 308	309	-0.3%	-0.3%	-	
Intl	461	460	0.2%	4.3%	-4.1%	1,402	1,373	2.1%	5.2%	-3.1%	
WW	560	564	-0.7%	2.6%	-3.3%	1,710	1,682	1.7%	4.2%	-2.5%	
<b>ORAL CARE</b>											
US	142	162	-12.3%	-12.3%	-	449	476	-5.7%	-5.7%	-	
Intl	253	251	0.8%	3.2%	-2.4%	755	732	3.1%	4.8%	-1.7%	
WW	395	413	-4.4%	-3.0%	-1.4%	1,204	1,208	-0.3%	0.8%	-1.1%	
<b>OTC</b> <sup>(3)</sup>											
US	310	263	17.9%	17.9%	-	954	801	19.1%	19.1%	-	
Intl	665	653	1.8%	2.0%	-0.2%	1,995	1,949	2.4%	2.7%	-0.3%	
WW	975	916	6.4%	6.5%	-0.1%	2,949	2,750	7.2%	7.4%	-0.2%	
<b>SKIN CARE</b>											
US	404	390	3.6%	3.6%	-	1,320	1,314	0.5%	0.5%	-	
Intl	520	514	1.2%	2.1%	-0.9%	1,414	1,410	0.3%	0.9%	-0.6%	
WW	924	904	2.2%	2.7%	-0.5%	2,734	2,724	0.4%	0.7%	-0.3%	
<b>WOMEN'S HEALTH</b>											
US	77	81	-4.9%	-4.9%	-	242	254	-4.7%	-4.7%	-	
Intl	331	326	1.5%	4.3%	-2.8%	978	964	1.5%	4.2%	-2.7%	
WW	408	407	0.2%	2.5%	-2.3%	1,220	1,218	0.2%	2.4%	-2.2%	
<b>WOUND CARE/OTHER</b> <sup>(3)</sup>											
US	193	214	-9.8%	-9.8%	-	626	689	-9.1%	-9.1%	-	
Intl	156	163	-4.3%	-3.0%	-1.3%	501	524	-4.4%	-3.8%	-0.6%	
WW	349	377	-7.4%	-6.9%	-0.5%	1,127	1,213	-7.1%	-6.8%	-0.3%	
<b>TOTAL CONSUMER</b>											
US	1,225	1,214	0.9%	0.9%	-	3,899	3,843	1.5%	1.5%	-	
Intl	2,386	2,367	0.8%	2.6%	-1.8%	7,045	6,952	1.3%	2.7%	-1.4%	
WW	\$ 3,611	3,581	0.8%	2.0%	-1.2%	\$ 10,944	10,795	1.4%	2.3%	-0.9%	

See footnotes at end of schedule

**REPORTED SALES vs. PRIOR PERIOD (\$MM)**

**PHARMACEUTICAL SEGMENT <sup>(2) (4)</sup>**

**IMMUNOLOGY**

	THIRD QUARTER					NINE MONTHS				
	<u>2013</u>	<u>2012</u>	<u>% Change</u>			<u>2013</u>	<u>2012</u>	<u>% Change</u>		
			<u>Reported</u>	<u>Operational <sup>(1)</sup></u>	<u>Currency</u>			<u>Reported</u>	<u>Operational <sup>(1)</sup></u>	<u>Currency</u>
US	\$ 1,648	1,600	3.0%	3.0%	-	\$ 4,865	4,524	7.5%	7.5%	-
Intl	695	484	43.6%	47.7%	-4.1%	1,923	1,374	40.0%	43.3%	-3.3%
WW	2,343	2,084	12.4%	13.4%	-1.0%	6,788	5,898	15.1%	15.9%	-0.8%
<b><u>REMICADE</u></b>										
US	1,013	940	7.8%	7.8%	-	2,909	2,712	7.3%	7.3%	-
US Exports <sup>(5)</sup>	291	379	-23.2%	-23.2%	-	972	1,123	-13.4%	-13.4%	-
Intl	385	272	41.5%	46.1%	-4.6%	1,080	800	35.0%	38.2%	-3.2%
WW	1,689	1,591	6.2%	7.0%	-0.8%	4,961	4,635	7.0%	7.5%	-0.5%
<b><u>SIMPONI</u></b>										
US	111	93	19.4%	19.4%	-	292	220	32.7%	32.7%	-
Intl	155	92	68.5%	74.9%	-6.4%	386	206	87.4%	95.3%	-7.9%
WW	266	185	43.8%	47.0%	-3.2%	678	426	59.2%	63.0%	-3.8%
<b><u>STELARA</u></b>										
US	233	188	23.9%	23.9%	-	692	469	47.5%	47.5%	-
Intl	137	99	38.4%	38.6%	-0.2%	395	287	37.6%	38.5%	-0.9%
WW	370	287	28.9%	29.0%	-0.1%	1,087	756	43.8%	44.1%	-0.3%
<b><u>OTHER IMMUNOLOGY</u></b>										
US	-	-	-	-	-	-	-	-	-	-
Intl	18	21	-14.3%	-8.1%	-6.2%	62	81	-23.5%	-21.4%	-2.1%
WW	18	21	-14.3%	-8.1%	-6.2%	62	81	-23.5%	-21.4%	-2.1%
<b><u>INFECTIOUS DISEASES</u></b>										
US	278	259	7.3%	7.3%	-	775	738	5.0%	5.0%	-
Intl	543	536	1.3%	-0.1%	1.4%	1,831	1,600	14.4%	14.7%	-0.3%
WW	821	795	3.3%	2.4%	0.9%	2,606	2,338	11.5%	11.7%	-0.2%
<b><u>INCIVO</u></b>										
US	-	-	-	-	-	-	-	-	-	-
Intl	76	71	7.0%	5.3%	1.7%	410	305	34.4%	36.1%	-1.7%
WW	76	71	7.0%	5.3%	1.7%	410	305	34.4%	36.1%	-1.7%
<b><u>INTELENCE</u></b>										
US	47	45	4.4%	4.4%	-	138	130	6.2%	6.2%	-
Intl	45	49	-8.2%	-9.2%	1.0%	146	135	8.1%	8.1%	0.0%
WW	92	94	-2.1%	-2.6%	0.5%	284	265	7.2%	7.2%	0.0%
<b><u>PREZISTA</u></b>										
US	215	181	18.8%	18.8%	-	578	507	14.0%	14.0%	-
Intl	195	183	6.6%	4.4%	2.2%	634	554	14.4%	14.0%	0.4%
WW	410	364	12.6%	11.5%	1.1%	1,212	1,061	14.2%	14.0%	0.2%
<b><u>OTHER INFECTIOUS DISEASES</u></b>										
US	16	33	-51.5%	-51.5%	-	59	101	-41.6%	-41.6%	-
Intl	227	233	-2.6%	-3.4%	0.8%	641	606	5.8%	6.0%	-0.2%
WW	243	266	-8.6%	-9.3%	0.7%	700	707	-1.0%	-0.8%	-0.2%

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	<b>THIRD QUARTER</b>					<b>NINE MONTHS</b>				
	<u>2013</u>	<u>2012</u>	<u>% Change</u>			<u>2013</u>	<u>2012</u>	<u>% Change</u>		
			<u>Reported</u>	<u>Operational <sup>(1)</sup></u>	<u>Currency</u>			<u>Reported</u>	<u>Operational <sup>(1)</sup></u>	<u>Currency</u>
<b><u>NEUROSCIENCE</u></b>										
US	601	678	-11.4%	-11.4%	-	1,973	2,010	-1.8%	-1.8%	-
Intl	991	990	0.1%	4.6%	-4.5%	3,043	3,019	0.8%	4.6%	-3.8%
WW	1,592	1,668	-4.6%	-1.9%	-2.7%	5,016	5,029	-0.3%	2.0%	-2.3%
<b><u>CONCERTA/METHYLPHENIDATE</u></b>										
US	38	150	-74.7%	-74.7%	-	262	493	-46.9%	-46.9%	-
Intl	104	104	0.0%	3.5%	-3.5%	351	337	4.2%	6.6%	-2.4%
WW	142	254	-44.1%	-42.7%	-1.4%	613	830	-26.1%	-25.1%	-1.0%
<b><u>INVEGA</u></b>										
US	82	78	5.1%	5.1%	-	229	223	2.7%	2.7%	-
Intl	65	62	4.8%	11.0%	-6.2%	200	180	11.1%	16.9%	-5.8%
WW	147	140	5.0%	7.8%	-2.8%	429	403	6.5%	9.1%	-2.6%
<b><u>INVEGA SUSTENNA/ XEPLION</u></b>										
US	180	130	38.5%	38.5%	-	502	350	43.4%	43.4%	-
Intl	144	82	75.6%	72.9%	2.7%	396	218	81.7%	80.1%	1.6%
WW	324	212	52.8%	51.7%	1.1%	898	568	58.1%	57.5%	0.6%
<b><u>RISPERDAL CONSTA</u></b>										
US	114	113	0.9%	0.9%	-	327	336	-2.7%	-2.7%	-
Intl	212	238	-10.9%	-8.7%	-2.2%	670	731	-8.3%	-6.1%	-2.2%
WW	326	351	-7.1%	-5.6%	-1.5%	997	1,067	-6.6%	-5.1%	-1.5%
<b><u>OTHER NEUROSCIENCE</u></b>										
US	187	207	-9.7%	-9.7%	-	653	608	7.4%	7.4%	-
Intl	466	504	-7.5%	-0.7%	-6.8%	1,426	1,553	-8.2%	-2.8%	-5.4%
WW	653	711	-8.2%	-3.4%	-4.8%	2,079	2,161	-3.8%	0.1%	-3.9%
<b><u>ONCOLOGY</u></b>										
US	227	145	56.6%	56.6%	-	632	371	70.4%	70.4%	-
Intl	754	483	56.1%	57.1%	-1.0%	2,028	1,439	40.9%	42.9%	-2.0%
WW	981	628	56.2%	57.0%	-0.8%	2,660	1,810	47.0%	48.6%	-1.6%
<b><u>VELCADE</u></b>										
US	-	-	-	-	-	-	-	-	-	-
Intl	404	327	23.5%	26.3%	-2.8%	1,136	998	13.8%	16.7%	-2.9%
WW	404	327	23.5%	26.3%	-2.8%	1,136	998	13.8%	16.7%	-2.9%
<b><u>ZYTIGA</u></b>										
US	204	136	50.0%	50.0%	-	539	349	54.4%	54.4%	-
Intl	260	129	*	97.1%	4.5%	664	348	90.8%	89.1%	1.7%
WW	464	265	75.1%	72.9%	2.2%	1,203	697	72.6%	71.7%	0.9%
<b><u>OTHER ONCOLOGY</u></b>										
US	23	9	*	*	-	93	22	*	*	-
Intl	90	27	*	*	-5.2%	228	93	*	*	-5.7%
WW	113	36	*	*	-3.8%	321	115	*	*	-4.6%

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	<u>2013</u>	<u>2012</u>	<u>% Change</u>			<u>2013</u>	<u>2012</u>	<u>% Change</u>		
			<u>Reported</u>	<u>Operational <sup>(1)</sup></u>	<u>Currency</u>			<u>Reported</u>	<u>Operational <sup>(1)</sup></u>	<u>Currency</u>
<b><u>TOTAL OTHER</u></b>										
US	795	606	31.2%	31.2%	-	2,152	1,765	21.9%	21.9%	-
Intl	504	621	-18.8%	-18.8%	0.0%	1,607	1,986	-19.1%	-18.7%	-0.4%
WW	<u>1,299</u>	<u>1,227</u>	5.9%	5.9%	0.0%	<u>3,759</u>	<u>3,751</u>	0.2%	0.4%	-0.2%
<b><u>ACIPHEX/PARIET</u></b>										
US	89	80	11.3%	11.3%	-	289	280	3.2%	3.2%	-
Intl	44	115	-61.7%	-62.0%	0.3%	152	369	-58.8%	-58.7%	-0.1%
WW	<u>133</u>	<u>195</u>	-31.8%	-32.0%	0.2%	<u>441</u>	<u>649</u>	-32.0%	-32.0%	0.0%
<b><u>PROCRI/EPREX</u></b>										
US	204	198	3.0%	3.0%	-	627	634	-1.1%	-1.1%	-
Intl	140	161	-13.0%	-14.4%	1.4%	430	502	-14.3%	-14.9%	0.6%
WW	<u>344</u>	<u>359</u>	-4.2%	-4.8%	0.6%	<u>1,057</u>	<u>1,136</u>	-7.0%	-7.3%	0.3%
<b><u>XARELTO</u></b>										
US	246	68	*	*	-	593	144	*	*	-
Intl	-	-	-	-	-	-	-	-	-	-
WW	<u>246</u>	<u>68</u>	*	*	-	<u>593</u>	<u>144</u>	*	*	-
<b><u>OTHER</u></b>										
US	256	260	-1.5%	-1.5%	-	643	707	-9.1%	-9.1%	-
Intl	320	345	-7.2%	-6.4%	-0.8%	1,025	1,115	-8.1%	-7.2%	-0.9%
WW	<u>576</u>	<u>605</u>	-4.8%	-4.4%	-0.4%	<u>1,668</u>	<u>1,822</u>	-8.5%	-7.9%	-0.6%
<b><u>TOTAL PHARMACEUTICAL</u></b>										
US	3,549	3,288	7.9%	7.9%	-	10,397	9,408	10.5%	10.5%	-
Intl	3,487	3,114	12.0%	14.0%	-2.0%	10,432	9,418	10.8%	12.9%	-2.1%
WW	<u>\$ 7,036</u>	<u>6,402</u>	9.9%	10.9%	-1.0%	<u>\$ 20,829</u>	<u>18,826</u>	10.6%	11.7%	-1.1%

See footnotes at end of schedule

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			<u>Reported</u>	<u>Operational <sup>(1)</sup></u>	<u>Currency</u>			<u>Reported</u>	<u>Operational <sup>(1)</sup></u>	<u>Currency</u>
<b><u>MEDICAL DEVICES AND DIAGNOSTICS <sup>(2)</sup></u></b>										
<b><u>CARDIOVASCULAR CARE</u></b>										
US	\$ 196	195	0.5%	0.5%	-	\$ 598	566	5.7%	5.7%	-
Intl	305	298	2.3%	6.6%	-4.3%	945	913	3.5%	7.5%	-4.0%
WW	501	493	1.6%	4.2%	-2.6%	1,543	1,479	4.3%	6.8%	-2.5%
<b><u>DIABETES CARE</u></b>										
US	237	328	-27.7%	-27.7%	-	779	1,017	-23.4%	-23.4%	-
Intl	320	301	6.3%	6.5%	-0.2%	967	955	1.3%	2.2%	-0.9%
WW	557	629	-11.4%	-11.3%	-0.1%	1,746	1,972	-11.5%	-11.0%	-0.5%
<b><u>DIAGNOSTICS</u></b>										
US	222	256	-13.3%	-13.3%	-	711	767	-7.3%	-7.3%	-
Intl	237	257	-7.8%	-2.8%	-5.0%	708	772	-8.3%	-4.1%	-4.2%
WW	459	513	-10.5%	-8.0%	-2.5%	1,419	1,539	-7.8%	-5.7%	-2.1%
<b><u>INFECTION PREVENTION/OTHER</u></b>										
US	91	98	-7.1%	-7.1%	-	271	313	-13.4%	-13.4%	-
Intl	129	134	-3.7%	4.3%	-8.0%	395	393	0.5%	6.9%	-6.4%
WW	220	232	-5.2%	-0.5%	-4.7%	666	706	-5.7%	-2.1%	-3.6%
<b><u>ORTHOPAEDICS</u></b>										
US	1,232	1,242	-0.8%	-0.8%	-	3,767	2,898	30.0%	30.0%	-
Intl	1,051	1,048	0.3%	3.4%	-3.1%	3,286	2,513	30.8%	34.3%	-3.5%
WW	2,283	2,290	-0.3%	1.1%	-1.4%	7,053	5,411	30.3%	31.9%	-1.6%
<b><u>SPECIALTY SURGERY</u></b>										
US	321	308	4.2%	4.2%	-	971	971	0.0%	0.0%	-
Intl	305	289	5.5%	9.2%	-3.7%	938	900	4.2%	7.2%	-3.0%
WW	626	597	4.9%	6.7%	-1.8%	1,909	1,871	2.0%	3.4%	-1.4%
<b><u>SURGICAL CARE</u></b>										
US	587	602	-2.5%	-2.5%	-	1,695	1,797	-5.7%	-5.7%	-
Intl	947	949	-0.2%	3.9%	-4.1%	2,935	3,019	-2.8%	0.6%	-3.4%
WW	1,534	1,551	-1.1%	1.4%	-2.5%	4,630	4,816	-3.9%	-1.8%	-2.1%
<b><u>VISION CARE</u></b>										
US	265	260	1.9%	1.9%	-	808	790	2.3%	2.3%	-
Intl	483	504	-4.2%	4.9%	-9.1%	1,410	1,461	-3.5%	4.3%	-7.8%
WW	748	764	-2.1%	3.9%	-6.0%	2,218	2,251	-1.5%	3.6%	-5.1%
<b><u>TOTAL MEDICAL DEVICES AND DIAGNOSTICS</u></b>										
US	3,151	3,289	-4.2%	-4.2%	-	9,600	9,119	5.3%	5.3%	-
Intl	3,777	3,780	-0.1%	4.2%	-4.3%	11,584	10,926	6.0%	10.0%	-4.0%
WW	\$ 6,928	7,069	-2.0%	0.3%	-2.3%	\$ 21,184	20,045	5.7%	7.9%	-2.2%

\* Percentage greater than 100%

(1) Operational growth excludes the effect of currency

(2) Select areas (unaudited)

(3) Nutritionals now reflected in Wound Care/Other, previously reported in OTC/Nutritionals

(4) Prior year amounts have been reclassified to conform to current year product disclosure

(5) Reported as U.S. sales