



REPORTED SALES vs. PRIOR PERIOD (\$MM)

	THIRD QUARTER				
	2020	2019	% Change		
			Reported	Operational <sup>(1)</sup>	Currency
<b>CONSUMER HEALTH SEGMENT <sup>(2,3)</sup></b>					
OTC					
US	\$ 601	477	26.0%	26.0%	-
Intl	541	621	-12.9%	-12.9%	0.0%
WW	1,142	1,098	4.0%	4.0%	0.0%
<b>SKIN HEALTH / BEAUTY <sup>(4)</sup></b>					
US	572	559	2.4%	2.4%	-
Intl	577	592	-2.7%	-0.5%	-2.2%
WW	1,149	1,151	-0.2%	0.9%	-1.1%
<b>ORAL CARE</b>					
US	164	156	5.5%	5.5%	-
Intl	248	223	10.7%	14.4%	-3.7%
WW	412	379	8.5%	10.8%	-2.3%
<b>BABY CARE</b>					
US	91	91	-1.0%	-1.0%	-
Intl	302	326	-7.2%	-0.6%	-6.6%
WW	393	417	-5.9%	-0.7%	-5.2%
<b>WOMEN'S HEALTH</b>					
US	3	3	-6.9%	-6.9%	-
Intl	227	252	-9.6%	-4.0%	-5.6%
WW	230	255	-9.6%	-4.1%	-5.5%
<b>WOUND CARE / OTHER</b>					
US	125	109	15.2%	15.2%	-
Intl	64	59	7.4%	10.3%	-2.9%
WW	189	168	12.5%	13.5%	-1.0%
<b>TOTAL CONSUMER HEALTH</b>					
US	1,556	1,394	11.6%	11.6%	-
Intl	1,958	2,075	-5.6%	-2.7%	-2.9%
WW	\$ 3,514	3,469	1.3%	3.0%	-1.7%

REPORTED SALES vs. PRIOR PERIOD (\$MM)

	NINE MONTHS				
	2020	2019	% Change		
			Reported	Operational <sup>(1)</sup>	Currency
OTC	\$ 1,917	1,468	30.6%	30.6%	-
Intl	1,722	1,781	-3.3%	-0.6%	-2.7%
WW	3,639	3,249	12.0%	13.5%	-1.5%
SKIN HEALTH / BEAUTY	1,767	1,810	-2.4%	-2.4%	-
Intl	1,506	1,633	-7.8%	-4.9%	-2.9%
WW	3,273	3,443	-5.0%	-3.6%	-1.4%
ORAL CARE	510	462	10.4%	10.4%	-
Intl	694	673	3.0%	7.9%	-4.9%
WW	1,204	1,135	6.0%	8.9%	-2.9%
BABY CARE	279	277	0.5%	0.5%	-
Intl	831	977	-14.9%	-8.6%	-6.3%
WW	1,110	1,254	-11.5%	-6.6%	-4.9%
WOMEN'S HEALTH	10	9	7.3%	7.3%	-
Intl	654	724	-9.6%	-2.8%	-6.8%
WW	664	733	-9.4%	-2.7%	-6.7%
WOUND CARE / OTHER	370	343	8.0%	8.0%	-
Intl	175	173	1.3%	5.4%	-4.1%
WW	545	516	5.8%	7.2%	-1.4%
TOTAL CONSUMER HEALTH	4,853	4,369	11.1%	11.1%	-
Intl	5,582	5,962	-6.4%	-2.2%	-4.2%
WW	\$ 10,435	10,331	1.0%	3.4%	-2.4%

See footnotes at end of schedule

PHARMACEUTICAL SEGMENT <sup>(2,5)</sup>	REPORTED SALES vs. PRIOR PERIOD (\$MM)					REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	THIRD QUARTER					NINE MONTHS				
	2020	2019	% Change			2020	2019	% Change		
		Reported	Operational <sup>(1)</sup>	Currency			Reported	Operational <sup>(1)</sup>	Currency	
<b>IMMUNOLOGY</b>										
US	\$ 2,558	2,582	-0.9%	-0.9%	-	\$ 7,330	7,124	2.9%	2.9%	-
Intl	1,230	1,129	9.0%	8.4%	0.6%	3,619	3,304	9.5%	11.9%	-2.4%
WW	3,789	3,711	2.1%	1.9%	0.2%	10,950	10,428	5.0%	5.7%	-0.7%
<b>REMICADE</b>										
US	634	749	-15.4%	-15.4%	-	1,852	2,324	-20.3%	-20.3%	-
US Exports <sup>(6)</sup>	78	88	-11.3%	-11.3%	-	321	226	42.1%	42.1%	-
Intl	209	299	-30.1%	-28.0%	-2.1%	673	795	-15.3%	-11.6%	-3.7%
WW	921	1,136	-18.9%	-18.4%	-0.5%	2,846	3,345	-14.9%	-14.0%	-0.9%
<b>SIMPONI / SIMPONI ARIA</b>										
US	312	313	-0.4%	-0.4%	-	840	857	-2.0%	-2.0%	-
Intl	280	273	2.4%	2.2%	0.2%	827	816	1.3%	3.9%	-2.6%
WW	592	586	0.9%	0.8%	0.1%	1,667	1,673	-0.4%	0.9%	-1.3%
<b>STELARA</b>										
US	1,313	1,212	8.4%	8.4%	-	3,668	3,152	16.4%	16.4%	-
Intl	634	487	30.3%	28.1%	2.2%	1,795	1,509	19.0%	20.6%	-1.6%
WW	1,947	1,698	14.7%	14.0%	0.7%	5,463	4,661	17.2%	17.7%	-0.5%
<b>TREMFYA</b>										
US	222	221	0.4%	0.4%	-	650	565	15.0%	15.0%	-
Intl	105	69	54.4%	50.4%	4.0%	316	177	78.7%	79.1%	-0.4%
WW	327	290	13.1%	12.2%	0.9%	965	742	30.2%	30.3%	-0.1%
<b>OTHER IMMUNOLOGY</b>										
US	-	-	-	-	-	-	-	-	-	-
Intl	3	2	35.6%	44.6%	-9.0%	9	8	12.4%	19.1%	-6.7%
WW	3	2	35.6%	44.6%	-9.0%	9	8	12.4%	19.1%	-6.7%
<b>INFECTIOUS DISEASES</b>										
US	413	418	-1.1%	-1.1%	-	1,265	1,162	8.9%	8.9%	-
Intl	451	421	7.0%	6.3%	0.7%	1,397	1,385	0.9%	3.8%	-2.9%
WW	864	839	3.0%	2.6%	0.4%	2,662	2,547	4.5%	6.1%	-1.6%
<b>EDURANT / rilpivirine</b>										
US	11	12	-12.0%	-12.0%	-	33	36	-8.6%	-8.6%	-
Intl	226	206	9.3%	5.0%	4.3%	684	603	13.3%	13.8%	-0.5%
WW	236	218	8.1%	4.1%	4.0%	716	639	12.1%	12.6%	-0.5%
<b>PREZISTA / PREZCOBIX / REZOLSTA / SYMTUZA</b>										
US	379	373	1.5%	1.5%	-	1,154	1,032	11.8%	11.8%	-
Intl	147	135	9.1%	12.1%	-3.0%	461	534	-13.7%	-8.8%	-4.9%
WW	526	508	3.5%	4.3%	-0.8%	1,615	1,566	3.1%	4.8%	-1.7%
<b>OTHER INFECTIOUS DISEASES</b>										
US	24	33	-26.6%	-26.6%	-	79	94	-16.6%	-16.6%	-
Intl	78	80	-2.3%	-0.4%	-1.9%	252	248	1.8%	6.3%	-4.5%
WW	102	113	-9.4%	-8.1%	-1.3%	331	342	-3.2%	0.0%	-3.2%

	REPORTED SALES vs. PRIOR PERIOD (\$MM)					REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	THIRD QUARTER					NINE MONTHS				
	2020	2019	% Change			2020	2019	% Change		
		Reported	Operational <sup>(1)</sup>	Currency			Reported	Operational <sup>(1)</sup>	Currency	
<b>NEUROSCIENCE</b>										
US	759	785	-3.5%	-3.5%	-	2,285	2,172	5.2%	5.2%	-
Intl	846	810	4.5%	4.1%	0.4%	2,565	2,590	-1.0%	0.9%	-1.9%
WW	1,605	1,595	0.6%	0.4%	0.2%	4,850	4,762	1.8%	2.9%	-1.1%
<u>CONCERTA / Methylphenidate</u>										
US	43	84	-49.2%	-49.2%	-	150	196	-23.6%	-23.6%	-
Intl	107	109	-2.0%	-1.7%	-0.3%	319	348	-8.2%	-6.4%	-1.8%
WW	149	193	-22.6%	-22.5%	-0.1%	469	544	-13.8%	-12.6%	-1.2%
<u>INVEGA SUSTENNA / XEPLION / INVEGA TRINZA / TREVICTA</u>										
US	585	554	5.6%	5.6%	-	1,704	1,543	10.5%	10.5%	-
Intl	341	297	14.9%	12.6%	2.3%	983	916	7.3%	8.6%	-1.3%
WW	926	851	8.8%	8.0%	0.8%	2,688	2,459	9.3%	9.8%	-0.5%
<u>RISPERDAL CONSTA</u>										
US	70	79	-11.0%	-11.0%	-	220	237	-6.9%	-6.9%	-
Intl	81	89	-7.8%	-8.9%	1.1%	254	292	-12.7%	-11.0%	-1.7%
WW	152	167	-9.3%	-9.9%	0.6%	475	528	-10.1%	-9.2%	-0.9%
<u>OTHER NEUROSCIENCE</u>										
US	60	68	-11.3%	-11.3%	-	210	196	7.1%	7.1%	-
Intl	317	316	0.3%	1.7%	-1.4%	1,008	1,035	-2.6%	-0.1%	-2.5%
WW	377	384	-1.8%	-0.6%	-1.2%	1,218	1,231	-1.1%	1.1%	-2.2%
<b>ONCOLOGY</b>										
US	1,267	1,171	8.2%	8.2%	-	3,623	3,146	15.2%	15.2%	-
Intl	1,862	1,590	17.1%	15.5%	1.6%	5,310	4,830	9.9%	11.8%	-1.9%
WW	3,129	2,761	13.3%	12.4%	0.9%	8,933	7,976	12.0%	13.1%	-1.1%
<u>DARZALEX</u>										
US	585	402	46.0%	46.0%	-	1,540	1,123	37.2%	37.2%	-
Intl	514	363	41.5%	40.5%	1.0%	1,397	1,045	33.7%	36.7%	-3.0%
WW	1,099	765	43.8%	43.4%	0.4%	2,937	2,168	35.5%	37.0%	-1.5%
<u>ERLEADA</u>										
US	152	74	*	*	-	407	194	*	*	-
Intl	55	12	*	*	*	112	22	*	*	*
WW	206	86	*	*	*	519	216	*	*	*
<u>IMBRUVICA</u>										
US	450	447	0.7%	0.7%	-	1,329	1,163	14.2%	14.2%	-
Intl	581	475	22.5%	21.2%	1.3%	1,682	1,373	22.5%	25.2%	-2.7%
WW	1,031	921	11.9%	11.2%	0.7%	3,011	2,536	18.7%	20.2%	-1.5%
<u>VELCADE</u>										
US	-	-	-	-	-	-	-	-	-	-
Intl	105	149	-30.1%	-30.8%	0.7%	311	636	-51.2%	-50.7%	-0.5%
WW	105	149	-30.1%	-30.8%	0.7%	311	636	-51.2%	-50.7%	-0.5%
<u>ZYTIGA / abiraterone acetate</u>										
US	58	233	-75.2%	-75.2%	-	284	616	-53.9%	-53.9%	-
Intl	532	508	4.8%	2.2%	2.6%	1,564	1,502	4.1%	4.8%	-0.7%
WW	590	741	-20.4%	-22.1%	1.7%	1,848	2,118	-12.7%	-12.3%	-0.4%
<u>OTHER ONCOLOGY</u>										
US	21	17	35.3%	35.3%	-	63	51	25.8%	25.8%	-
Intl	76	83	-8.8%	-10.1%	1.3%	244	252	-3.1%	-1.1%	-2.0%
WW	98	100	-1.7%	-2.8%	1.1%	308	303	1.7%	3.3%	-1.6%
<b>PULMONARY HYPERTENSION</b>										
US	510	427	19.4%	19.4%	-	1,541	1,296	18.9%	18.9%	-
Intl	239	227	5.2%	3.7%	1.5%	742	704	5.3%	6.5%	-1.2%
WW	749	654	14.5%	13.9%	0.6%	2,283	2,000	14.1%	14.6%	-0.5%
<u>OPSUMIT</u>										
US	244	206	18.1%	18.1%	-	729	581	25.3%	25.3%	-
Intl	148	140	5.5%	3.9%	1.6%	458	419	9.3%	10.7%	-1.4%
WW	392	347	13.0%	12.3%	0.7%	1,187	1,001	18.6%	19.2%	-0.6%
<u>UPTRAVI</u>										
US	226	185	22.4%	22.4%	-	692	536	29.1%	29.1%	-
Intl	34	25	32.3%	28.9%	3.4%	100	75	33.1%	34.6%	-1.5%
WW	260	210	23.6%	23.2%	0.4%	792	611	29.6%	29.8%	-0.2%
<u>OTHER PULMONARY HYPERTENSION</u>										
US	40	36	11.5%	11.5%	-	121	179	-32.3%	-32.3%	-
Intl	57	61	-6.7%	-7.4%	0.7%	183	210	-12.7%	-11.9%	-0.8%
WW	97	96	0.1%	-0.3%	0.4%	304	388	-21.7%	-21.3%	-0.4%
<b>CARDIOVASCULAR / METABOLISM / OTHER</b>										
US	931	955	-2.6%	-2.6%	-	2,574	2,804	-8.2%	-8.2%	-
Intl	351	360	-2.7%	-2.4%	-0.3%	1,052	1,131	-7.1%	-4.6%	-2.5%
WW	1,281	1,316	-2.6%	-2.5%	-0.1%	3,625	3,936	-7.9%	-7.2%	-0.7%
<u>XARELTO</u>										
US	630	613	2.9%	2.9%	-	1,716	1,704	0.7%	0.7%	-
Intl	-	-	-	-	-	-	-	-	-	-
WW	630	613	2.9%	2.9%	-	1,716	1,704	0.7%	0.7%	-
<u>INVOKANA / INVOKAMET</u>										
US	156	125	24.7%	24.7%	-	405	411	-1.6%	-1.6%	-
Intl	68	55	24.7%	25.2%	-0.5%	173	147	18.0%	20.7%	-2.7%
WW	224	179	24.7%	24.9%	-0.2%	578	558	3.6%	4.3%	-0.7%
<u>PROCRIPT / EPREX</u>										
US	69	126	-45.4%	-45.4%	-	215	387	-44.5%	-44.5%	-
Intl	63	72	-12.2%	-13.0%	0.8%	208	220	-5.5%	-4.3%	-1.2%
WW	132	198	-33.3%	-33.6%	0.3%	423	607	-30.4%	-29.9%	-0.5%
<u>OTHER</u>										
US	75	91	-17.9%	-17.9%	-	238	302	-21.4%	-21.4%	-
Intl	219	234	-6.2%	-5.5%	-0.7%	670	765	-12.3%	-9.5%	-2.8%
WW	294	325	-9.5%	-9.0%	-0.5%	908	1,067	-14.9%	-12.9%	-2.0%
<b>TOTAL PHARMACEUTICAL</b>										
US	6,438	6,340	1.5%	1.5%	-	18,619	17,705	5.2%	5.2%	-
Intl	4,980	4,537	9.7%	8.8%	0.9%	14,685	13,945	5.3%	7.4%	-2.1%
WW	\$ 11,418	\$ 10,877	5.0%	4.6%	0.4%	\$ 33,304	\$ 31,650	5.2%	6.1%	-0.9%

See footnotes at end of schedule

	REPORTED SALES vs. PRIOR PERIOD (\$MM)				
	THIRD QUARTER				
	2020	2019	% Change		
		Reported	Operational <sup>(1)</sup>	Currency	
<b>MEDICAL DEVICES SEGMENT <sup>(2,5)</sup></b>					
<b>INTERVENTIONAL SOLUTIONS</b>					
US	399	357	11.8%	11.8%	-
Intl	437	382	14.0%	12.9%	1.1%
WW	836	741	12.9%	12.4%	0.5%
<b>ORTHOPAEDICS</b>					
US	1,308	1,301	0.6%	0.6%	-
Intl	774	837	-7.5%	-9.0%	1.5%
WW	2,083	2,138	-2.6%	-3.1%	0.5%
<b>HIPS</b>					
US	221	204	8.7%	8.7%	-
Intl	124	133	-7.2%	-8.4%	1.2%
WW	345	336	2.4%	1.9%	0.5%
<b>KNEES</b>					
US	205	209	-1.9%	-1.9%	-
Intl	102	136	-24.8%	-26.4%	1.6%
WW	308	344	-10.9%	-11.6%	0.7%
<b>TRAUMA</b>					
US	433	415	4.2%	4.2%	-
Intl	253	262	-3.4%	-4.7%	1.3%
WW	685	677	1.3%	0.7%	0.6%
<b>SPINE, SPORTS &amp; OTHER <sup>(7)</sup></b>					
US	449	472	-4.9%	-4.9%	-
Intl	295	306	-3.4%	-5.0%	1.6%
WW	745	778	-4.3%	-5.0%	0.7%
<b>SURGERY</b>					
US	913	940	-3.0%	-3.0%	-
Intl	1,239	1,371	-9.6%	-9.5%	-0.1%
WW	2,152	2,311	-6.9%	-6.9%	0.0%
<b>ADVANCED</b>					
US	421	409	3.0%	3.0%	-
Intl	579	602	-3.9%	-4.1%	0.2%
WW	1,000	1,010	-1.1%	-1.2%	0.1%
<b>GENERAL</b>					
US	492	531	-7.6%	-7.6%	-
Intl	660	769	-14.1%	-13.8%	-0.3%
WW	1,152	1,301	-11.4%	-11.3%	-0.1%
<b>VISION</b>					
US	473	459	3.1%	3.1%	-
Intl	608	734	-17.2%	-17.4%	0.2%
WW	1,081	1,193	-9.4%	-9.5%	0.1%
<b>CONTACT LENSES / OTHER</b>					
US	375	339	10.9%	10.9%	-
Intl	455	555	-18.1%	-18.2%	0.1%
WW	830	893	-7.1%	-7.2%	0.1%
<b>SURGICAL</b>					
US	98	120	-18.9%	-18.9%	-
Intl	153	180	-14.6%	-14.8%	0.2%
WW	251	299	-16.3%	-16.4%	0.1%
<b>TOTAL MEDICAL DEVICES</b>					
US	3,092	3,057	1.2%	1.2%	-
Intl	3,058	3,326	-8.1%	-8.5%	0.4%
WW	\$ 6,150	6,383	-3.6%	-3.9%	0.3%

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	NINE MONTHS				
	2020	2019	% Change		
		Reported	Operational <sup>(1)</sup>	Currency	
US	1,019	1,066	-4.4%	-4.4%	-
Intl	1,134	1,156	-2.0%	-1.0%	-1.0%
WW	2,153	2,223	-3.1%	-2.7%	-0.4%
US	3,427	3,950	-13.2%	-13.2%	-
Intl	2,145	2,616	-18.0%	-16.9%	-1.1%
WW	5,572	6,566	-15.1%	-14.7%	-0.4%
US	564	633	-10.9%	-10.9%	-
Intl	344	428	-19.8%	-18.3%	-1.5%
WW	908	1,061	-14.5%	-13.9%	-0.6%
US	527	650	-19.0%	-19.0%	-
Intl	298	435	-31.5%	-30.7%	-0.8%
WW	825	1,085	-24.0%	-23.7%	-0.3%
US	1,194	1,239	-3.6%	-3.6%	-
Intl	698	795	-12.2%	-10.9%	-1.3%
WW	1,892	2,034	-7.0%	-6.5%	-0.5%
US	1,142	1,427	-20.0%	-20.0%	-
Intl	805	957	-15.8%	-14.9%	-0.9%
WW	1,947	2,384	-18.3%	-18.0%	-0.3%
US	2,247	2,867	-21.7%	-21.7%	-
Intl	3,556	4,192	-15.2%	-13.1%	-2.1%
WW	5,803	7,059	-17.8%	-16.6%	-1.2%
US	1,079	1,209	-10.7%	-10.7%	-
Intl	1,644	1,811	-9.2%	-7.3%	-1.9%
WW	2,723	3,019	-9.8%	-8.7%	-1.1%
US	1,168	1,658	-29.6%	-29.6%	-
Intl	1,912	2,381	-19.7%	-17.5%	-2.2%
WW	3,080	4,040	-23.8%	-22.5%	-1.3%
US	1,160	1,366	-15.1%	-15.1%	-
Intl	1,683	2,117	-20.5%	-19.6%	-0.9%
WW	2,843	3,483	-18.4%	-17.8%	-0.6%
US	924	993	-6.9%	-6.9%	-
Intl	1,274	1,566	-18.7%	-17.8%	-0.9%
WW	2,198	2,559	-14.1%	-13.6%	-0.5%
US	236	373	-36.8%	-36.8%	-
Intl	409	551	-25.7%	-24.8%	-0.9%
WW	645	923	-30.2%	-29.6%	-0.6%
US	7,852	9,249	-15.1%	-15.1%	-
Intl	8,518	10,082	-15.5%	-14.1%	-1.4%
WW	\$ 16,370	19,331	-15.3%	-14.6%	-0.7%

**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) Previously referred to as Consumer

(4) Previously referred to as Beauty

(5) Certain prior year amounts have been reclassified to conform to current year product disclosures

(6) Reported as U.S. sales

(7) Previously referred to as Spine & Other