



REPORTED SALES vs. PRIOR PERIOD (\$MM)

	FOURTH QUARTER					TWELVE MONTHS				
	2013	2012	% Change			2013	2012	% Change		
			Reported	Operational ⁽¹⁾	Currency			Reported	Operational ⁽¹⁾	Currency
CONSUMER SEGMENT ^{(2) (4)}										
BABY CARE										
US	\$ 105	103	1.9%	1.9%	-	\$ 413	412	0.2%	0.2%	-
Intl	480	469	2.3%	7.1%	-4.8%	1,882	1,842	2.2%	5.7%	-3.5%
WW	585	572	2.3%	6.2%	-3.9%	2,295	2,254	1.8%	4.7%	-2.9%
ORAL CARE										
US	153	165	-7.3%	-7.3%	-	602	641	-6.1%	-6.1%	-
Intl	265	251	5.6%	8.6%	-3.0%	1,020	983	3.8%	5.9%	-2.1%
WW	418	416	0.5%	2.3%	-1.8%	1,622	1,624	-0.1%	1.1%	-1.2%
OTC ⁽³⁾										
US	332	273	21.6%	21.6%	-	1,286	1,074	19.7%	19.7%	-
Intl	747	743	0.5%	1.1%	-0.6%	2,742	2,692	1.9%	2.3%	-0.4%
WW	1,079	1,016	6.2%	6.6%	-0.4%	4,028	3,766	7.0%	7.3%	-0.3%
SKIN CARE										
US	432	385	12.2%	12.2%	-	1,752	1,699	3.1%	3.1%	-
Intl	538	509	5.7%	7.4%	-1.7%	1,952	1,919	1.7%	2.6%	-0.9%
WW	970	894	8.5%	9.5%	-1.0%	3,704	3,618	2.4%	2.9%	-0.5%
WOMEN'S HEALTH										
US	38	82	-53.7%	-53.7%	-	280	336	-16.7%	-16.7%	-
Intl	310	325	-4.6%	-0.8%	-3.8%	1,288	1,289	-0.1%	2.9%	-3.0%
WW	348	407	-14.5%	-11.5%	-3.0%	1,568	1,625	-3.5%	-1.1%	-2.4%
WOUND CARE/OTHER ⁽³⁾										
US	203	195	4.1%	4.1%	-	829	884	-6.2%	-6.2%	-
Intl	150	152	-1.3%	0.6%	-1.9%	651	676	-3.7%	-2.8%	-0.9%
WW	353	347	1.7%	2.6%	-0.9%	1,480	1,560	-5.1%	-4.7%	-0.4%
TOTAL CONSUMER										
US	1,263	1,203	5.0%	5.0%	-	5,162	5,046	2.3%	2.3%	-
Intl	2,490	2,449	1.7%	4.1%	-2.4%	9,535	9,401	1.4%	3.1%	-1.7%
WW	\$ 3,753	3,652	2.8%	4.4%	-1.6%	\$ 14,697	14,447	1.7%	2.8%	-1.1%

See footnotes at end of schedule

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			<u>Reported</u>	<u>Operational ⁽¹⁾</u>	<u>Currency</u>			<u>Reported</u>	<u>Operational ⁽¹⁾</u>	<u>Currency</u>
PHARMACEUTICAL SEGMENT ^{(2) (4)}										
IMMUNOLOGY										
US	\$ 1,726	1,448	19.2%	19.2%	-	\$ 6,591	5,972	10.4%	10.4%	-
Intl	676	528	28.0%	31.9%	-3.9%	2,599	1,902	36.6%	40.1%	-3.5%
WW	2,402	1,976	21.6%	22.6%	-1.0%	9,190	7,874	16.7%	17.5%	-0.8%
REMICADE										
US	982	871	12.7%	12.7%	-	3,891	3,583	8.6%	8.6%	-
US Exports ⁽⁵⁾	367	347	5.8%	5.8%	-	1,339	1,470	-8.9%	-8.9%	-
Intl	363	286	26.9%	30.7%	-3.8%	1,443	1,086	32.9%	36.2%	-3.3%
WW	1,712	1,504	13.8%	14.5%	-0.7%	6,673	6,139	8.7%	9.3%	-0.6%
SIMPONI										
US	112	72	55.6%	55.6%	-	404	292	38.4%	38.4%	-
Intl	142	109	30.3%	37.0%	-6.7%	528	315	67.6%	75.1%	-7.5%
WW	254	181	40.3%	44.3%	-4.0%	932	607	53.5%	57.4%	-3.9%
STELARA										
US	265	158	67.7%	67.7%	-	957	627	52.6%	52.6%	-
Intl	152	111	36.9%	37.8%	-0.9%	547	398	37.4%	38.3%	-0.9%
WW	417	269	55.0%	55.4%	-0.4%	1,504	1,025	46.7%	47.0%	-0.3%
OTHER IMMUNOLOGY										
US	-	-	-	-	-	-	-	-	-	-
Intl	19	22	-13.6%	-7.7%	-5.9%	81	103	-21.4%	-18.5%	-2.9%
WW	19	22	-13.6%	-7.7%	-5.9%	81	103	-21.4%	-18.5%	-2.9%
INFECTIOUS DISEASES										
US	302	236	28.0%	28.0%	-	1,077	974	10.6%	10.6%	-
Intl	642	620	3.5%	3.0%	0.5%	2,473	2,220	11.4%	11.5%	-0.1%
WW	944	856	10.3%	9.9%	0.4%	3,550	3,194	11.1%	11.1%	0.0%
INCIVO										
US	-	-	-	-	-	-	-	-	-	-
Intl	107	138	-22.5%	-23.6%	1.1%	517	443	16.7%	17.5%	-0.8%
WW	107	138	-22.5%	-23.6%	1.1%	517	443	16.7%	17.5%	-0.8%
INTELENCE										
US	49	46	6.5%	6.5%	-	187	176	6.3%	6.3%	-
Intl	46	38	21.1%	20.2%	0.9%	192	173	11.0%	10.8%	0.2%
WW	95	84	13.1%	12.7%	0.4%	379	349	8.6%	8.5%	0.1%
PREZISTA										
US	229	165	38.8%	38.8%	-	807	672	20.1%	20.1%	-
Intl	232	188	23.4%	22.8%	0.6%	866	742	16.7%	16.2%	0.5%
WW	461	353	30.6%	30.3%	0.3%	1,673	1,414	18.3%	18.1%	0.2%
OTHER INFECTIOUS DISEASES										
US	24	25	-4.0%	-4.0%	-	83	126	-34.1%	-34.1%	-
Intl	257	256	0.4%	0.4%	0.0%	898	862	4.2%	4.4%	-0.2%
WW	281	281	0.0%	0.0%	0.0%	981	988	-0.7%	-0.5%	-0.2%

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NEUROSCIENCE										
US	611	601	1.7%	1.7%	-	2,584	2,611	-1.0%	-1.0%	-
Intl	1,040	1,088	-4.4%	0.1%	-4.5%	4,083	4,107	-0.6%	3.4%	-4.0%
WW	1,651	1,689	-2.2%	0.7%	-2.9%	6,667	6,718	-0.8%	1.6%	-2.4%
CONCERTA/METHYLPHENIDATE										
US	46	116	-60.3%	-60.3%	-	308	609	-49.4%	-49.4%	-
Intl	123	127	-3.1%	0.7%	-3.8%	474	464	2.2%	5.0%	-2.8%
WW	169	243	-30.5%	-28.5%	-2.0%	782	1,073	-27.1%	-25.9%	-1.2%
INVEGA										
US	87	76	14.5%	14.5%	-	316	299	5.7%	5.7%	-
Intl	67	71	-5.6%	0.8%	-6.4%	267	251	6.4%	12.3%	-5.9%
WW	154	147	4.8%	7.9%	-3.1%	583	550	6.0%	8.7%	-2.7%
INVEGA SUSTENNA/ XEPLION										
US	188	132	42.4%	42.4%	-	690	482	43.2%	43.2%	-
Intl	162	96	68.8%	69.4%	-0.6%	558	314	77.7%	76.8%	0.9%
WW	350	228	53.5%	53.7%	-0.2%	1,248	796	56.8%	56.4%	0.4%
RISPERDAL CONSTA										
US	113	103	9.7%	9.7%	-	440	439	0.2%	0.2%	-
Intl	208	255	-18.4%	-16.0%	-2.4%	878	986	-11.0%	-8.7%	-2.3%
WW	321	358	-10.3%	-8.6%	-1.7%	1,318	1,425	-7.5%	-5.9%	-1.6%
OTHER NEUROSCIENCE										
US	177	174	1.7%	1.7%	-	830	782	6.1%	6.1%	-
Intl	480	539	-10.9%	-4.8%	-6.1%	1,906	2,092	-8.9%	-3.3%	-5.6%
WW	657	713	-7.9%	-3.3%	-4.6%	2,736	2,874	-4.8%	-0.7%	-4.1%
ONCOLOGY										
US	216	135	60.0%	60.0%	-	848	506	67.6%	67.6%	-
Intl	897	684	31.1%	32.9%	-1.8%	2,925	2,123	37.8%	39.7%	-1.9%
WW	1,113	819	35.9%	37.4%	-1.5%	3,773	2,629	43.5%	45.0%	-1.5%
VELCADE										
US	-	-	-	-	-	-	-	-	-	-
Intl	524	502	4.4%	7.4%	-3.0%	1,660	1,500	10.7%	13.6%	-2.9%
WW	524	502	4.4%	7.4%	-3.0%	1,660	1,500	10.7%	13.6%	-2.9%
ZYTIGA										
US	211	114	85.1%	85.1%	-	750	463	62.0%	62.0%	-
Intl	284	150	89.3%	86.5%	2.8%	948	498	90.4%	88.4%	2.0%
WW	495	264	87.5%	85.9%	1.6%	1,698	961	76.7%	75.6%	1.1%
OTHER ONCOLOGY										
US	5	21	-76.2%	-76.2%	-	98	43	*	*	-
Intl	89	32	*	*	-1.8%	317	125	*	*	-2.2%
WW	94	53	77.4%	79.1%	-1.7%	415	168	*	*	-1.7%

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			<u>Reported</u>	<u>Operational</u> ⁽¹⁾	<u>Currency</u>			<u>Reported</u>	<u>Operational</u> ⁽¹⁾	<u>Currency</u>	
<u>TOTAL OTHER</u>											
US	696	593	17.4%	17.4%	-	2,848	2,358	20.8%	20.8%	-	
Intl	490	592	-17.2%	-16.4%	-0.8%	2,097	2,578	-18.7%	-18.2%	-0.5%	
WW	<u>1,186</u>	<u>1,185</u>	0.1%	0.5%	-0.4%	<u>4,945</u>	<u>4,936</u>	0.2%	0.5%	-0.3%	
<u>ACIPHEX/PARIET</u>											
US	(24)	92	*	*	-	265	372	-28.8%	-28.8%	-	
Intl	53	94	-43.6%	-43.1%	-0.5%	205	463	-55.7%	-55.5%	-0.2%	
WW	<u>29</u>	<u>186</u>	-84.4%	-84.2%	-0.2%	<u>470</u>	<u>835</u>	-43.7%	-43.6%	-0.1%	
<u>PROCRIT/EPREX</u>											
US	168	171	-1.8%	-1.8%	-	795	805	-1.2%	-1.2%	-	
Intl	139	155	-10.3%	-10.7%	0.4%	569	657	-13.4%	-14.0%	0.6%	
WW	<u>307</u>	<u>326</u>	-5.8%	-6.0%	0.2%	<u>1,364</u>	<u>1,462</u>	-6.7%	-7.0%	0.3%	
<u>XARELTO</u>											
US	271	95	*	*	-	864	239	*	*	-	
Intl	-	-	-	-	-	-	-	-	-	-	
WW	<u>271</u>	<u>95</u>	*	*	-	<u>864</u>	<u>239</u>	*	*	-	
<u>OTHER</u>											
US	281	235	19.6%	19.6%	-	924	942	-1.9%	-1.9%	-	
Intl	298	343	-13.1%	-11.6%	-1.5%	1,323	1,458	-9.3%	-8.2%	-1.1%	
WW	<u>579</u>	<u>578</u>	0.2%	1.1%	-0.9%	<u>2,247</u>	<u>2,400</u>	-6.4%	-5.8%	-0.6%	
<u>TOTAL PHARMACEUTICAL</u>											
US	3,551	3,013	17.9%	17.9%	-	13,948	12,421	12.3%	12.3%	-	
Intl	3,745	3,512	6.6%	9.0%	-2.4%	14,177	12,930	9.6%	11.8%	-2.2%	
WW	<u>\$ 7,296</u>	<u>6,525</u>	11.8%	13.1%	-1.3%	<u>\$ 28,125</u>	<u>25,351</u>	10.9%	12.0%	-1.1%	

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MEDICAL DEVICES AND DIAGNOSTICS ⁽²⁾										
CARDIOVASCULAR CARE										
US	\$ 210	186	12.9%	12.9%	-	\$ 808	752	7.4%	7.4%	-
Intl	324	320	1.3%	5.7%	-4.4%	1,269	1,233	2.9%	7.0%	-4.1%
WW	534	506	5.5%	8.3%	-2.8%	2,077	1,985	4.6%	7.2%	-2.6%
DIABETES CARE										
US	219	295	-25.8%	-25.8%	-	998	1,312	-23.9%	-23.9%	-
Intl	344	349	-1.4%	0.2%	-1.6%	1,311	1,304	0.5%	1.6%	-1.1%
WW	563	644	-12.6%	-11.9%	-0.7%	2,309	2,616	-11.7%	-11.2%	-0.5%
DIAGNOSTICS										
US	215	258	-16.7%	-16.7%	-	926	1,025	-9.7%	-9.7%	-
Intl	251	272	-7.7%	-2.5%	-5.2%	959	1,044	-8.1%	-3.6%	-4.5%
WW	466	530	-12.1%	-9.4%	-2.7%	1,885	2,069	-8.9%	-6.6%	-2.3%
INFECTION PREVENTION/OTHER										
US	90	86	4.7%	4.7%	-	361	399	-9.5%	-9.5%	-
Intl	156	160	-2.5%	5.2%	-7.7%	551	553	-0.4%	6.4%	-6.8%
WW	246	246	0.0%	5.0%	-5.0%	912	952	-4.2%	-0.3%	-3.9%
ORTHOPAEDICS										
US	1,307	1,246	4.9%	4.9%	-	5,074	4,144	22.4%	22.4%	-
Intl	1,149	1,142	0.6%	3.5%	-2.9%	4,435	3,655	21.3%	24.6%	-3.3%
WW	2,456	2,388	2.8%	4.2%	-1.4%	9,509	7,799	21.9%	23.4%	-1.5%
SPECIALTY SURGERY										
US	332	326	1.8%	1.8%	-	1,303	1,297	0.5%	0.5%	-
Intl	351	329	6.7%	10.7%	-4.0%	1,289	1,229	4.9%	8.1%	-3.2%
WW	683	655	4.3%	6.3%	-2.0%	2,592	2,526	2.6%	4.2%	-1.6%
SURGICAL CARE										
US	599	618	-3.1%	-3.1%	-	2,294	2,415	-5.0%	-5.0%	-
Intl	1,040	1,049	-0.9%	3.4%	-4.3%	3,975	4,068	-2.3%	1.3%	-3.6%
WW	1,639	1,667	-1.7%	1.0%	-2.7%	6,269	6,483	-3.3%	-1.0%	-2.3%
VISION CARE										
US	228	229	-0.4%	-0.4%	-	1,036	1,019	1.7%	1.7%	-
Intl	491	516	-4.8%	4.0%	-8.8%	1,901	1,977	-3.8%	4.3%	-8.1%
WW	719	745	-3.5%	2.6%	-6.1%	2,937	2,996	-2.0%	3.3%	-5.3%
TOTAL MEDICAL DEVICES AND DIAGNOSTICS										
US	3,200	3,244	-1.4%	-1.4%	-	12,800	12,363	3.5%	3.5%	-
Intl	4,106	4,137	-0.7%	3.7%	-4.4%	15,690	15,063	4.2%	8.3%	-4.1%
WW	\$ 7,306	7,381	-1.0%	1.5%	-2.5%	\$ 28,490	27,426	3.9%	6.1%	-2.2%

* Percentage greater than 100%

(1) Operational growth excludes the effect of currency

(2) 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