



2018 Updated Financial Outlook

October 30, 2018

FORWARD-LOOKING STATEMENTS

The 2018 outlook information provided below includes forward-looking non-GAAP financial measures, which management uses in measuring performance. The company is not able to reconcile full year 2018 projected organic revenues (non-GAAP) to full year 2018 projected reported net revenues, full year 2018 projected comparable currency neutral operating income (adjusted for structural items and accounting changes) (non-GAAP) to full year 2018 projected reported operating income, or full year 2018 projected comparable EPS from continuing operations (non-GAAP) to full year 2018 projected reported EPS from continuing operations without unreasonable efforts because it is not possible to predict with a reasonable degree of certainty the actual impact of changes in foreign currency exchange rates; the exact timing and amount of acquisitions, divestitures and/or structural changes; the exact timing and amount of comparability items throughout 2018; and the actual impact of accounting changes. The unavailable information could have a significant impact on full year 2018 GAAP financial results.

Full Year 2018 Outlook

	Revenue	Operating Income	EPS
Underlying Performance	At least 4%	At least 9%	Comparable EPS from Continuing Operations (non-GAAP): 8% to 10% Growth vs. \$1.91 in 2017
Impact from Acquisitions, Divestitures and Structural Items	16% Headwind	3% Headwind	
Currency Impact	1% Headwind	4% Headwind	
Impact from Accounting Changes	2% Tailwind	0% Impact	

Other Considerations

- Estimated underlying effective tax rate (non-GAAP) of 20.3%
- Cash from operations of approximately \$8.0 billion
- Capital expenditures (excluding discontinued operations) of approximately \$1.7 billion
- Net share repurchases (non-GAAP) of approximately \$1.0 billion



Note: Underlying performance for revenue represents organic revenues (non-GAAP). Underlying performance for operating income represents comparable currency neutral operating income (adjusted for structural items and accounting changes) (non-GAAP). Impacts from acquisitions, divestitures and structural items as well as impacts from currency and accounting changes are for comparable net revenues (non-GAAP) and comparable operating income (non-GAAP).

Fourth Quarter 2018 Outlook

	Revenue	Operating Income
Impact from Acquisitions, Divestitures and Structural Items	7% Headwind	0% to 1% Headwind
Currency Impact	4% to 5% Headwind	10% to 11% Headwind
Impact from Accounting Changes	2% Tailwind	1% Tailwind

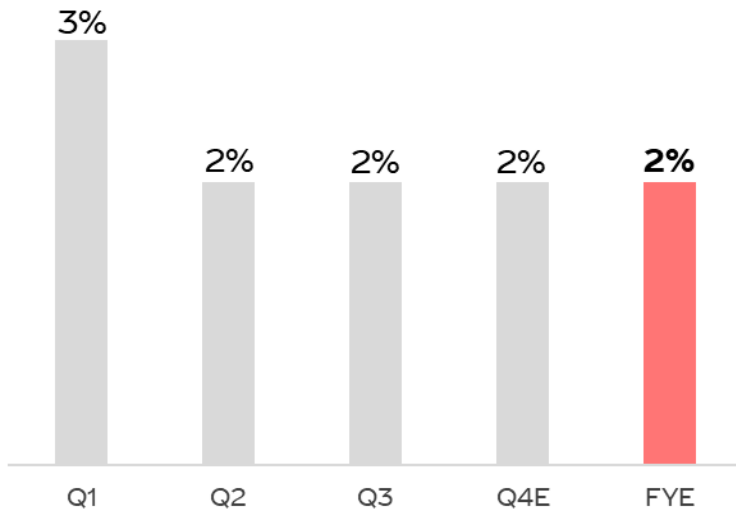
Other Consideration

- One additional day compared to fourth quarter 2017

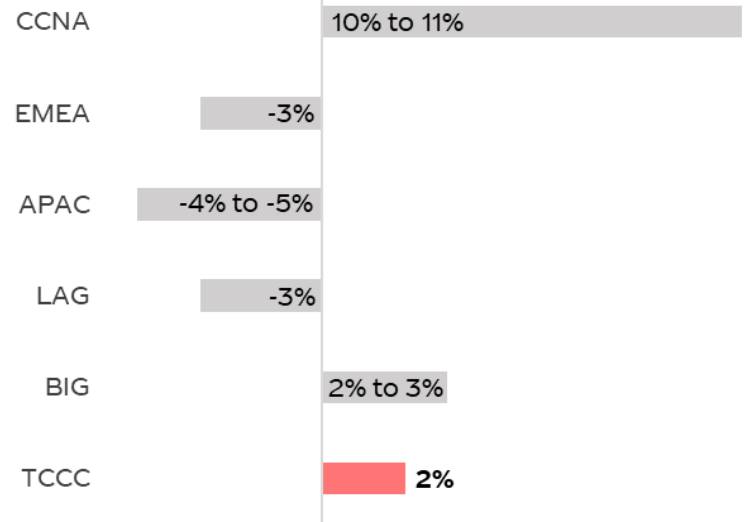


2018 Revenue Recognition Impacts

Impact to Consolidated Revenue



Full Year Impact to Segment Revenue



- The impact to revenue is expected to be almost entirely offset by the impact to cost of goods sold.
- The impact to operating income is expected to be minimal on a full year basis.

