

# DELIVERING STRONG AND SUSTAINABLE PERFORMANCE

## FOURTH-QUARTER 2019 SALES WORLDWIDE

**\$8.3**  
billion

**+8.5%<sup>1</sup>**  
on organic basis\*

## SALES PERFORMANCE ACROSS ABBOTT<sup>2</sup>

ON ORGANIC BASIS\*



**+11.3%**

MEDICAL DEVICES



**+6.4%**

DIAGNOSTICS



**+5.8%**

NUTRITION



**+10.0%**

ESTABLISHED  
PHARMACEUTICALS

## FULL-YEAR 2019 SALES WORLDWIDE

**\$32**  
billion

**+7.7%<sup>3</sup>**  
on organic basis\*

## FULL-YEAR 2020 GUIDANCE<sup>4</sup>

**\$3.55 to \$3.65**

ADJUSTED DILUTED EPS  
MIDPOINT REFLECTS DOUBLE-DIGIT GROWTH

**7% to 8%**

ORGANIC SALES GROWTH

## SEVERAL BUSINESSES ACHIEVED DOUBLE-DIGIT GROWTH IN THE FOURTH QUARTER

### MEDICAL DEVICES

**SALES UP 11%<sup>5</sup>**

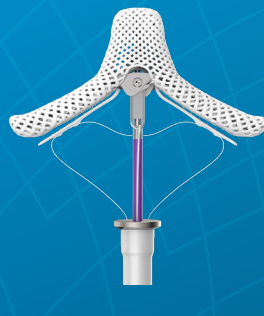
ON ORGANIC BASIS\*



ELECTROPHYSIOLOGY  
*TactiCath™ SE*



HEART FAILURE  
*HeartMate 3®*



STRUCTURAL HEART  
*MitraClip®*



DIABETES CARE  
*FreeStyle® Libre*

- ▶ Sales performance in the business was led by double-digit growth in Electrophysiology, Heart Failure, Structural Heart and Diabetes Care.
- ▶ MitraClip®, our market-leading device for mitral heart valve repair, and FreeStyle® Libre, our world-leading† glucose monitoring system, saw fourth-quarter organic sales increase 29% and 62%, respectively.<sup>6</sup>

### CORE LABORATORY DIAGNOSTICS

**SALES UP 10%<sup>7</sup>**

ON ORGANIC BASIS\*

- ▶ Strong adoption of the Alinity family of advanced diagnostic testing technologies due to increased speed and efficiency in labs.
- ▶ Alinity®-S – Our most advanced system for screening blood and plasma was selected for use by the Australian Red Cross.

- ▶ Our branded generics strategy in emerging markets continues to be highly successful.
- ▶ Sales performance was led by growth across several countries in Latin America and Asia.

### ESTABLISHED PHARMACEUTICALS

**SALES UP 10%<sup>8</sup>**

ON ORGANIC BASIS\*

\* Organic sales growth excludes the results for a non-core business within U.S. Adult Nutrition during the first nine months of 2018 as this business was discontinued during the third quarter 2018; and excludes the impact of foreign exchange. For full financial data and reconciliation of non-GAAP measures, please see our press release dated January 22, 2020, available at [www.abbottinvestor.com](http://www.abbottinvestor.com).

† Data on file, Abbott Diabetes Care. Data based on the number of users worldwide for the FreeStyle Libre system compared to the number of users for other leading personal use, sensor-based glucose monitoring systems.

1. On a GAAP basis, fourth-quarter Abbott sales increased 7.1%. 2. On a GAAP basis, Medical Devices sales increased 9.7%; Diagnostics sales increased 5.0%; Nutrition sales increased 5.2%; and Established Pharmaceuticals sales increased 7.8%. 3. On a GAAP basis, full-year Abbott sales increased 4.3%. 4. Adjusted diluted EPS excludes specified items. On a GAAP basis, full-year diluted EPS guidance is \$2.35 to \$2.45. Abbott has not provided the GAAP financial measure for organic sales growth on a forward-looking basis because the company is unable to predict the impact of foreign exchange due to the unpredictability of future changes in foreign exchange rates, which could significantly impact reported sales growth. 5. On a GAAP basis, Medical Devices sales increased 10%. 6. On a GAAP basis, MitraClip and FreeStyle Libre sales increased 27% and 59%, respectively. 7. On a GAAP basis, Core Laboratory Diagnostics sales increased 8.4%. 8. On a GAAP basis, Established Pharmaceuticals sales increased 7.8%.

#### FORWARD-LOOKING STATEMENTS

Some statements in this communication may be forward-looking statements for purposes of the Private Securities Litigation Reform Act of 1995. Abbott cautions that these forward-looking statements are subject to risks and uncertainties that may cause actual results to differ materially from those indicated in the forward-looking statements. Economic, competitive, governmental, technological and other factors that may affect Abbott's operations are discussed in Item 1A, "Risk Factors," to our Annual Report on Securities and Exchange Commission Form 10-K for the year ended December 31, 2018, and are incorporated by reference. Abbott undertakes no obligation to release publicly any revisions to forward-looking statements as a result of subsequent events or developments, except as required by law.