## First Quarter Results Fiscal Year 2018

February 6<sup>th</sup>, 2018



#### **Forward-Looking Statements**

 These materials include forward-looking statements and it's possible that actual results could differ from our expectations. Factors that could cause such differences appear in our quarterly earnings release and in our recent SEC filings.

#### **Non-GAAP Financial Measures**

- These materials also include Non-GAAP financial measures. A reconciliation to the comparable GAAP measures can be found herein, or in our earnings release and the financial schedules attached thereto.
- Certain financial information excludes the impact of the following items:
  - 1. Foreign currency translation.

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- 2.All adjustments to current and prior year periods as noted in the schedules in the appendix of this presentation.
- A reconciliation of certain forward-looking non-GAAP financial measures to the
  most directly comparable GAAP financial measures are omitted from the financial
  schedules attached hereto as we are unable to provide such reconciliations
  without unreasonable efforts. Sufficient information is not available to calculate
  certain forward-looking adjustments required for such reconciliations, including
  future restructuring charges and acquisition-related costs. We expect these future
  charges and costs could have a potentially significant impact on our future GAAP
  financial results.
- A copy of the press release, including the financial schedules, is posted on the "Investors" section of the BD.com website.



## **Executive overview**

Vincent A. Forlenza Chairman and CEO



# BD strategy and execution toward advancing the world of health

### Our long-term strategy is focused on

- Providing leading medical technologies and innovative solutions for our customers and their patients,
- Driving sustainable healthcare by increasing access, driving better outcomes, mitigating system cost pressures, and improving health care safety, through:

Medical	Life Sciences	Interventional
<ul> <li>Improving medication</li></ul>	<ul> <li>Enhancing the</li></ul>	<ul> <li>Advancing the</li></ul>
management across	diagnosis of infectious	management of high
the continuum of care	disease and cancer	burden diseases
<ul> <li>Leading in infection</li></ul>	<ul> <li>Empowering research</li></ul>	<ul> <li>Enabling surgical and</li></ul>
prevention and health	insights inside and	interventional
care safety	outside the cell	procedures



## Q1 FY 2018 Business highlights

### Strong Q1 performance as our last quarter before Bard

- Revenue performance exceeded expectations
- Strong underlying revenue growth in both segments
- CareFusion synergy capture activities remain on-track

### **Begin BD + Bard integration with great momentum**

- Closed on the Bard acquisition on December 29, 2017
- Both companies performing well
- Confident in the BD + Bard combination and ability to achieve our FY 2018 commitments and beyond



## FY 2018 guidance overview

FY 2018 Guidance	BD Standalone November Guidance	BD + Bard February Guidance
Comparable Revenues FXN % Growth <sup>(1)</sup> Underlying Revenues FXN % Growth <sup>(2,3)</sup>	4.0% to 5.0% 4.5% to 5.5%	4.5% to 5.5% 5.0% to 6.0%
Adjusted EPS \$	\$10.55 to \$10.65	\$10.85 to \$11.00
Adjusted EPS % Growth	~12%	15% to 16%
Adjusted EPS FXN % Growth Underlying EPS FXN % Growth(2)	~10% 12% to 13%	~12% 14% to 15%

 First year guidance in-line with the growth profile expectations set at announcement

<sup>(1)</sup> Reflects comparable revenue growth on a currency neutral basis, adjusted to exclude divestitures and include Bard in current and prior periods.

<sup>(2)</sup> Excludes the estimated impact from the US Dispensing revenue recognition change.

<sup>(3)</sup> Excludes the estimated sales impact from the hurricane in Puerto Rico on the Bard business.

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## Financial performance

### **Christopher Reidy**

Executive Vice President, CFO and Chief Administrative Officer



# Q1 FY 2018 Financial highlights

#### **Revenue growth:**

Q1 revenue growth driven by strength in both segments

#### **Earnings growth:**

Q1 EPS of \$2.48, ahead of expectations due to strong revenue performance

#### **Capital deployment:**

Gross leverage of 4.7x at December close, inline with expectations

	Q1 BD Standalone
Revenues	\$3,080
% Growth	+5.4%
Revenues FXN % Growth U.S. Dispensing change <sup>(1)</sup>	+3.7% (1.1%)
Adjusted EPS	\$2.48
% Growth	+6.4%
FXN % Growth	+3.9%



# Q1 FY 2018 Medical segment update

Dovonuos		First quar	ter
Revenues	\$	% Growth	FXN % Growth
Medical segment US Dispensing change <sup>(1)</sup>	\$2,035	+3.6%	<b>+1.9%</b> (1.7%)
Medication and Procedural Solutions	925	+6.5%	+5.0%
<b>Medication Management Solutions</b> US Dispensing change <sup>(1)</sup>	587	(2.3%)	(3.4%) (5.4%)
Diabetes Care	277	+3.7%	+2.2%
Pharmaceutical Systems	245	+8.0%	+3.7%





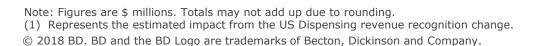














# Q1 FY 2018 Life Sciences segment update

Revenues	First quarter									
Revenues	\$	% Growth	FXN % Growth							
Life Sciences segment	\$1,045	+9.1%	+7.3%							
Diagnostic Systems	381	+14.1%	+12.5%							
Preanalytical Systems	375	+5.6%	+4.0%							
Biosciences	289	+7.3%	+5.3%							















# Q1 FY 2018 Geographic revenue highlights

	First quarter									
Revenues	\$	% Growth	FXN % Growth							
United States U.S. Dispensing change(1)	1,657	+1.6%	+1.6% (2.0%)							
International	1,423	+10.1%	+6.3%							
<b>Developed Markets</b> U.S. Dispensing change <sup>(1)</sup>	2,572	+4.3%	+2.5% (1.3%)							
Emerging Markets	508	+11.3%	+10.0%							
China	180	+11.0%	+9.0%							



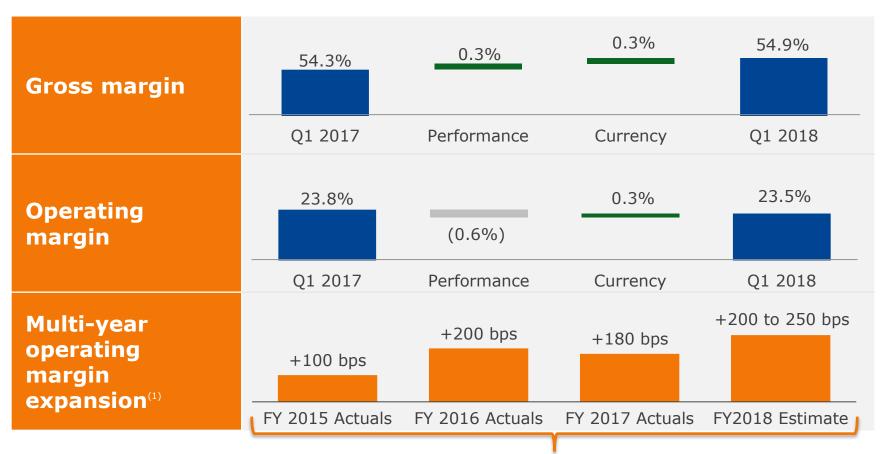
## Q1 FY 2018 adjusted income statement

As adjusted	Q1 FY 2018	% Growth	% FXN Growth	Q1 FY 2017
Revenues U.S. Dispensing change(1)	\$3,080	5.4%	3.7% (1.1%)	\$2,922
Gross profit % of revenues	1,689 54.9%	6.4%	4.2%	1,587 54.3%
SSGA % of revenues	772 25.1%	(8.6%)	(7.0%)	711 24.3%
R&D % of revenues	192 6.2%	(5.7%)	(5.0%)	182 6.2%
Operating income % of revenues	725 23.5%	4.4%	1.2%	695 23.8%
Tax rate	16.4%			17.0%
Adjusted EPS	\$2.48	6.4%	3.9%	\$2.33

Note: Figures are \$ millions. Totals may not add up due to rounding. Above figures represent favorable (or unfavorable) performance versus the prior year.

(1) Represents the estimated impact from the US Dispensing revenue recognition change.

# Q1 FY 2018 adjusted gross and operating margins



~+700 bps over four years



## Guidance update

**Christopher Reidy** 

Executive Vice President, CFO and Chief Administrative Officer



## FY 2018 BD + Bard revenue guidance

Revenue Guidance	BD Standalone	Bard Standalone	BD + Bard comparable basis (1)
Revenues FXN % Growth	4.0% to 5.0%	5.0% to 6.0%	4.5% to 5.5%
Underlying Revenues FXN % Growth	4.5% to 5.5% <sup>(2)</sup>	6.0% to 7.0% <sup>(3)</sup>	5.0% to 6.0% <sup>(2,3)</sup>

 Note: Bard Standalone revenue guidance is presented on BD's fiscal year basis.

<sup>(1)</sup> Reflects comparable revenue growth on a currency neutral basis, adjusted to exclude divestitures and include Bard in current and prior periods.

<sup>(2)</sup> Underlying Revenues FXN % Growth excludes the estimated impact from the US Dispensing revenue recognition change.

<sup>(3)</sup> Underlying Revenues FXN % Growth excludes the estimated sales impact from the hurricane in Puerto Rico on the Bard business.

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## FY 2018 segment revenue guidance

Comparable Revenue Guidance (1)	Medical	Life Sciences	Interventional					
Revenues FXN % Growth	4.0% to 5.0%	4.5% to 5.5%	5.5% to 6.5% <sup>(2)</sup>					
BD + Bard		= 4.5% to 5.5%						

Medical Segment

ChloraPrep, V. Mueller & Other ~\$700M FY 2017 revenue

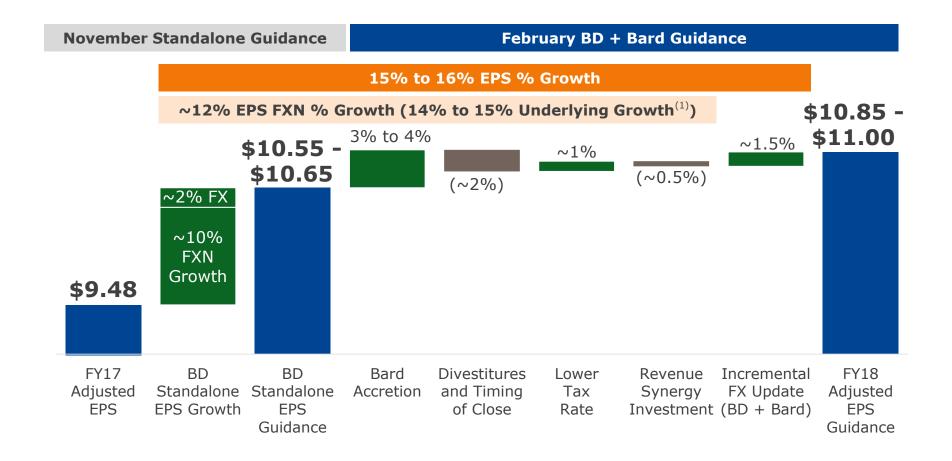
PICCs, Midlines & Other ~\$800M FY 2017 revenue

Interventional Segment

<sup>(1)</sup> Reflects comparable revenue growth on a currency neutral basis, adjusted to exclude divestitures and include Bard in current and prior periods.

<sup>(2)</sup> Underlying Revenues FXN % Growth excludes the estimated sales impact from the hurricane in Puerto Rico on the Bard business.

## FY 2018 adjusted EPS guidance









## Q1 FY 2018 guidance update

_		
As adjusted	BD + Bard February Guidance	BD Standalone November Guidance
BD Comparable Revenues FXN % Growth <sup>(1)</sup>	4.5% to 5.5%	4.0% to 5.0%
Underlying Revenues FXN % Growth(2)	5.0% to 6.0%	4.5% to 5.5%
Revenue – FX Impact	~2.0%	~1.0%
BD Reported Revenues	30% to 31%	5.5% to 6.5%
Gross margin	56.0% to 57.0%	54.0% to 55.0%
SSG&A (% of sales)	24.5% to 25.5%	23.0% to 24.0%
R&D (% of sales)	6.0% to 7.0%	6.0% to 7.0%
Operating margin Operating margin expansion FXN	25.0% to 26.0% +200 to 250 bps	24.0% to 25.0% +100 to 150 bps
Effective tax rate	17.0% to 19.0%	17.0% to 19.0%
EPS	\$10.85 to \$11.00	\$10.55 to \$10.65
EPS FXN % Growth	~12%	~10%
EPS % Growth	15% to 16%	~12%
Operating cash flow	~\$3.5B	~\$2.9B
Capital expenditures	\$850M to \$900M	\$800M to \$850M
Interest/other, net <sup>(3)</sup>	(\$500M to \$525M)	(\$300M to \$325M)
Share count	~261M	~219M

- (1) Reflects comparable revenue growth on a currency neutral basis, adjusted to exclude divestitures and include Bard in prior periods.
- (2) Underlying Revenues FXN % Growth excludes the estimated impact from the US Dispensing revenue recognition change and the estimated sales impact from the hurricane in Puerto Rico on the Bard business.
- (3) Amounts previously reported by Bard as revenue related to the Gore royalty have been reclassified to Other Income to reflect the future reporting classification by BD.





## Executive summary

Vincent A. Forlenza Chairman and CEO



# Q1 FY 2018 BD transformation update

	CareFusion	Bard
Integration	Integration largely complete	• Successful "Day 1" activities
Cost Synergies	<ul> <li>~\$250M achieved through FY 2017 and on-track to achieve ~\$350M through FY 2018</li> </ul>	<ul> <li>Expect ~\$300M by FY 2020</li> <li>Initial focus on public company and procurement cost savings</li> </ul>
Revenue Synergies	• 250+ active or in process product registrations	<ul> <li>Expanded vascular access portfolio gaining traction</li> <li>Detailed planning ongoing by opportunity</li> </ul>



## FY 2018 Planned Product Launches

#### **Medical**

- BD PhaSeal<sup>™</sup> Optima
- BD PureHub<sup>™</sup> IV needless connector disinfectant caps
- ▼ IV Solutions sodium chloride and 5% dextrose
- IV Solutions additional compounds in FY 2018
- Next Gen Accucath<sup>™</sup> catheter
- BD Venflon™ I with BD Instaflash™ Needle Technology
- BD Venflon™ Pro Safety with BD Instaflash™ Needle Technology
- **⊗** BD HealthSight™ integrated MMS platform
- **Ø** BD Pyxis™ ES 1.5.2
- **⊙** BD Neopak™ XSi™ glass prefillable syringe

#### **Life Sciences**

- BD MAX<sup>™</sup> Enteric Viral Panel
- BD MAX™ TB
- Ø BD MAX™ Check-Points CPO assay (CE Mark)
- BD Onclarity<sup>™</sup> HPV (US PMA)
- BD Synapsis<sup>™</sup> Informatics DS platform
- BD AbSeq assays for protein expression

#### **Interventional**

- LifeStent<sup>™</sup> 5Fr. ProSeries<sup>™</sup> stent
- OptiFix<sup>™</sup> open fixation system
- **⊘** Lutonix<sup>™</sup> AV catheter
- Covera<sup>™</sup> stent graft (AV access graft indication)
- Magic3<sup>™</sup> catheter
- **③** AllPoints™ port access system
- Echo 2<sup>™</sup> position system with Ventralight<sup>™</sup> ST mesh
- Lutonix<sup>™</sup> drug coated balloon catheter – Long Lesion (200mm+ balloon lengths for SFA treatment)



## Key takeaways

### Pleased with first quarter performance

 Strong underlying growth continues across both segments driving earnings performance ahead of expectations

#### Confidence in the BD + Bard outlook

- BD + Bard guidance aligns with the growth profile expectations set at announcement
- Both companies entering integration with great momentum
- Confidence in the potential to unlock value as a combined company for our customers and their patients





# Q1 FY 2018 & Q1 FY 2017 Adjustment Reconciliations

(Unaudited: Amounts in millions, except per share data)

		Three Months Ended December 31, 2017																		
		Revenues	Gı	ross Profit	Adm	lling and inistrative xpense	Researc Develop Exper	ment	Acquisitions a Other Restructuring		(In	Operating come) cense	erating come	In	terest come nse) Net	Exp	ther ense, let	come Tax ovision	Net Income	Diluted Earnings per Share
Reported \$ for Three Months Ended December 31, 2017		\$ 3,080	\$	1,550	\$	774	\$	192	\$ 3	54	\$	-	\$ 230	\$	(114)	\$	(11)	\$ 241	\$ (136)	\$ (0.76)
Reported % of Revenues Reported effective tax rate				50.3%		25.1%		6.2%					7.5%					230.0%	-4.4%	
Specified items:																				
Purchase accounting adjustments pre-tax (1)		-		133		(1)		-		-		-	135		(1)		1	-	135	0.59
Restructuring costs pre-tax (2)		-		-		-		-	(2	36)		-	236		-		-	-	236	1.03
Integration costs pre-tax (2)		-		-		-		-		74)		-	74		-		-	-	74	0.32
Transaction costs pre-tax (2)		-		-		-		-		44)		-	44		-		-	-	44	0.19
Financing Costs (3)		-		-		_		-		-		-	-		50		-	-	50	0.22
Hurricane Relief Costs (4)		-		6		(1)		-		-		-	7		-		-	-	7	0.03
Dilutive Share Impact (5)		-		-				-		-		-	-		-		-	-	-	0.28
Income Tax Benefit of Special Items and Tax Reform (6)		=		-		-		-		-		-	-		-		-	(135)	135	0.59
Adjusted \$ for Three Months Ended December 31, 2017	Α	\$ 3,080	\$	1,689	\$	772	\$	192	\$ -		\$	-	\$ 725	\$	(65)	\$	(10)	\$ 107	\$ 544	\$ 2.48
Adjusted % of Adjusted Revenues Adjusted effective tax rate				54.9%		25.1%		6.2%					23.5%					16.4%	17.7%	

							Three Mont	hs End	led Decembe	r 31, 2016													
		Reve	nues	Gros	ss Profit	Adm	lling and inistrative xpense	Dev	earch and velopment expense	Acquisitions and Other Restructurings		Other Opera (Income) Expense		Operating Income	I	nterest ncome ense) Net		Other ome, Net	7	come Tax ovision	Net come	Ea	iluted rnings r Share
Reported \$ for Three Months Ended December 31, 2016 Reported % of Revenues Reported effective tax rate		\$ :	2,922	\$	<b>1,452</b> 49.7%	\$	<b>709</b> 24.3%	\$	<b>182</b> 6.2%	\$ 8	7	\$ (3	36)	\$ <b>811</b> 27.8%	\$	(89)	\$	(29)		<b>131</b> 18.9%	<b>562</b> 19.2%	\$	2.58
Specified items:																							
Purchase accounting adjustments pre-tax (1) Restructuring costs pre-tax (2)			-		135		2		=		-		-	133 35		(7)		-		-	126 35		0.58
Integration costs pre-tax (2)			-		-		-		-	(3			-	35 46		-		-		-	35 46		0.16
Transaction costs pre-tax (2)			-		-		-		-	. (	6)		-	6		-		-		-	6		0.03
Loss on debt extinguishment (7) Litigation-related item (8)			-		-		-		-		-		-	(336)		-		42		-	42 (336)		0.19
Income tax benefit of special items			-		-		-		-		-		-	-		-		-		(27)	27		0.12
Adjusted \$ for Three Months Ended December 31, 2016	В	\$ :	2,922	\$	1,587	\$	711	\$	182	\$ -		\$ -		\$ 695	\$	(96)	\$	13	\$	104	507	\$	2.33
Adjusted % of Revenues Adjusted effective tax rate					54.3%		24.3%		6.2%					23.8%						17.0%	17.4%		
					Three	Month	s Ended Dec	ember	31, 2017 ver	sus December 31	, 201	16											
Adjusted \$ change Adjusted % change	C=A-B D=C/B		157 5.4%	\$	102 6.4%	\$	(61) (8.6%)	\$	(10) (5.7%)	\$ - -		\$ ·		\$ 30 4.4%	\$	31 32.5%	\$ (	(22) 179.1%)		(3) (2.6%)	\$ 36 7.1%	\$	0.15 6.49
Foreign currency translation impact	E	\$	50	\$	35	\$	(12)	\$	(1)	\$ -		\$ -		\$ 22	\$	-	\$	(5)	\$	(3)	\$ 14	\$	0.06
Adjusted foreign currency neutral \$ change Adjusted foreign currency neutral % change	F=C-E G=F/B	\$	108 3.7%	\$	67 4.2%	\$	(50) (7.0%)	\$	(9) (5.0%)	\$ -		\$ -		\$ 8 1.2%	\$	31 32.5%	\$	(17) 137.6%)	\$	- 0.3%	\$ 23 4.4%	\$	0.09

<sup>(1)</sup> Includes adjustments related to the purchase accounting for acquisitions impacting identified intangible assets and valuation of fixed assets and debt.

<sup>(8)</sup> Represents the reversal of certain reserves related to an appellate court decision which, among other things, reversed an unfavorable antitrust judgment in the RTI case.





<sup>(2)</sup> Represents integration, restructuring and transaction costs which are associated with the Bard and CareFusion acquisitions, as well as restructuring and transaction costs associated with other portfolio rationalization initiatives.

 $<sup>^{\</sup>left( 3\right) }$  Represents financing impacts associated with the Bard acquisition.

<sup>(4)</sup> Represents costs incurred as a result of hurricane-related damage to production facilities in Puerto Rico.

<sup>(5)</sup> Represents the dilutive impact of the following: BD shares issued in May 2017, in anticipation of the Bard acquisition; preferred share dividends payable on mandatory convertible preferred stock outstanding; and BD shares issued as consideration transferred to acquire Bard. The adjusted diluted average shares outstanding (in thousands) was 218,997.

<sup>(6)</sup> Includes additional tax expense, net, of \$270 million relating to new U.S. tax legislation. An estimated one-time transition tax payable of \$561 million, payable over an eight year period with 8% due in each of the first five years, was offset

by a tax benefit of \$290 million related to the remeasurement of deferred tax balances due to the lower corporate tax rate at which they are expected to reverse in the future.

<sup>7)</sup> Represents losses recognized upon the extinguishment of certain long-term senior notes.

# Q1 FY 2018 Reconciliation of Reported Diluted EPS to Adjusted Diluted EPS

(Unaudited)

			Three	Months Ended D	ecember 31,		
	2017	2016	Growth	Foreign Currency Translation	Foreign Currency Neutral Growth	Growth %	Foreign Currency Neutral Growth %
Reported Diluted (Loss) Earnings per Share	\$ (0.76)	\$ 2.58	\$ (3.34)	\$ 0.05	\$ (3.39)	(129.5)%	(131.4)%
Purchase accounting adjustments (\$135 million and \$126 million pre-tax, respectively) (1)	0.59	0.58					
Restructuring costs (\$236 million and \$35 million pre-tax, respectively) (2)	1.03	0.16					
Integration costs (\$74 million and \$46 million pre-tax, respectively) $^{(2)}$	0.32	0.21					
Transaction costs (\$44 million and \$6 million pre-tax, respectively) (2)	0.19	0.03					
Financing costs (\$50 million pre-tax) (3)	0.22	_					
Hurricane recovery costs (\$7 million) (4)	0.03	_					
Losses on debt extinguishment (\$42 million pre-tax) (5)	_	0.19					
Litigation-related item ( $\$(336)$ million pretax) $^{(6)}$	_	(1.54)					
Dilutive impact (7)	0.28	_					
Income tax provision of special items and impact of tax reform (\$135 million and \$27 million, respectively) (8)	0.59	0.12					
Adjusted Diluted Earnings per Share	\$ 2.48	\$ 2.33	\$ 0.15	\$ 0.06	\$ 0.09	6.4%	3.9%

- (1) Includes adjustments related to the purchase accounting for acquisitions impacting identified intangible assets and valuation of fixed assets and debt.
- (2) Represents integration, restructuring and transaction costs which are associated with the Bard and CareFusion acquisitions, as well as restructuring and transaction costs associated with other portfolio rationalization initiatives.
- (3) Represents financing impacts associated with the Bard acquisition.
- (4) Represents costs incurred as a result of hurricane-related damage to production facilities in Puerto Rico.
- (5) Represents losses recognized upon the extinguishment of certain long-term senior notes.
- (6) Represents the reversal of certain reserves related to an appellate court decision which, among other things, reversed an unfavorable antitrust judgment in the RTI case.
- (7) Represents the dilutive impact of the following: BD shares issued in May 2017, in anticipation of the Bard acquisition; preferred share dividends payable on mandatory convertible preferred stock outstanding; and BD shares issued as consideration transferred to acquire Bard. The adjusted diluted average shares outstanding (in thousands) was 218,997.
- (8) Includes additional tax expense, net, of \$270 million relating to new U.S. tax legislation. An estimated one-time transition tax payable of \$561 million, payable over an eight year period with 8% due in each of the first five years, was offset by a tax benefit of \$290 million related to the remeasurement of deferred tax balances due to the lower corporate tax rate at which they are expected to reverse in the future.



# FY 2017 Reconciliation of Reported Diluted EPS to Adjusted Diluted EPS

			Twelve M	lonths Ended	September	30,	
	2017	2016	Growth	Foreign Currency Translation	Foreign Currency Neutral Growth	Growth %	Foreign Currency Neutral Growth %
Reported Diluted Earnings per Share	\$ 4.60	\$4.49	\$0.11	\$ (0.23)	\$ 0.34	2.4%	7.6%
Purchase accounting adjustments (\$491 million and \$527 million pre-tax, respectively) (1)	2.20	2.42					
Restructuring costs (\$85 million and \$526 million pre-tax, respectively) (2)	0.38	2.42					
Integration costs (\$237 million and \$192 million pre-tax, respectively) (2)	1.06	0.88					
Transaction costs (\$39 million and \$10 million pre-tax, respectively) (2)	0.17	0.04					
Financing costs (\$131 million pre-tax) (3)	0.58	_					
Losses on debt extinguishment (\$73 million pre-tax) (4)	0.33	_					
Lease contract modification-related charge (\$748 million pre-tax) (5)	3.34	_					
Litigation-related item (\$(337) million pretax) (6)	(1.51)	_					
Dilutive Impact (7)	0.54	_					
Pension settlement charges ( $\$6$ million pretax) $^{(8)}$	_	0.03					
Income tax benefit of special items (\$(495) million and \$(369) million, respectively)	(2.21)	(1.70)					
Adjusted Diluted Earnings per Share	\$ 9.48	\$ 8.59	\$ 0.89	\$ (0.24)	\$ 1.13	10.4%	13.2%

- Includes adjustments related to the purchase accounting for acquisitions, primarily CareFusion, impacting identified intangible assets and valuation of fixed assets and debt.
- (2) Represents integration, restructuring and transaction costs which are associated with the acquisition of CareFusion and other portfolio rationalization initiatives, as well as integration and transaction costs which relate to the pending agreement to acquire Bard.
- (3) Represents financing costs, primarily fees paid to enter into a bridge facility, incurred in connection with the pending agreement to acquire Bard.
- (4) Represents losses recognized upon the extinguishment of certain long-term senior notes.
- (5) Represents a non-cash charge resulting from a modification to our dispensing equipment lease contracts with customers.
- (6) Largely represents the reversal of certain reserves related to an appellate court decision which, among other things, reversed an unfavorable antitrust judgment in the RTI case.
- (7) Represents the dilutive impact of BD shares issued in May 2017, in anticipation of the pending acquisition of Bard, and of preferred share dividends payable on mandatory convertible preferred stock outstanding. The year-to-date adjusted diluted average shares outstanding (in thousands) is 218.323.
- (8) Represents pension settlement charges associated with lump sum benefit payments made from the Company's U.S. supplemental pension plan, as such payments exceeded the service and interest components of the plan's pension cost.



# FY 2018 Reconciliation – FX Impact Emerging, Developed Markets & China

BD Standalone (Unaudited; Amounts in millions)

	Emerging Markets*	China	<b>Developed Markets</b>
	Q1	Q1	Q1
BDX Reported 2018	508	180	2,572
Adjusted Comparable Growth %	11.3	11.0	4.3
FX Neutral Growth %	10.0	9.0	2.5
FX Impact %	1.3	2.0	1.8
BDX Reported 2017	456	163	2,466



<sup>\*</sup> Emerging markets include Eastern Europe, Middle East, Africa, Latin America and Greater Asia excluding the following: Australia, New Zealand, Japan, Singapore, Hong Kong SAR, Taiwan and South Korea.

## FY 2018 Outlook Reconciliation

			BD Including Bard							
		FY2017	FY2018 Outlook							
	R	evenues	% Change	FX Impact	% Change FXN					
BDX Revenue	\$	12,093	30.0% - 31.0%	~2.0%	28.0% - 29.0%					
Comparable Revenue Growth										
		FY2017	FY2018 Outlook							
	R	evenues	% Change FXN Comparable							
BDX As Reported Revenue	\$	12,093								
Divestitures Revenue (1)		(48)								
Bard As Reported		3,875								
Gore Royalty Classification		(173)								
Intercompany Adjustment		(14)								
BDX NewCo Comparable Revenue U.S. Dispensing Change & Bard	\$	15,732	4.5% - 5.5%							
Hurricane Impact			~0.5%							
NewCo Revenue Underlying			5.0% - 6.0%							
BD Medical As Reported Revenue	\$	8,105								
BD BU Re-alignment		(685)								
Bard BU Re-alignment		800								
Intercompany Adjustment	_	(14)	1.00/ 5.00/							
BD Medical Comparable Revenue	\$	8,205	4.0% - 5.0%							
BD Life Sciences As Reported Revenue	\$	3,988	4.5% - 5.5%							
Bard Interventional as Reported	\$	_								
BD BU Re-alignment		685								
Bard As Reported Bard BU Re-alignment		3,875 (800)								
Divestitures Revenue (1)		(48)								
Gore Royalty Classification		(173)								
Bard Interventional Comparable	\$	3,539	4.5% - 5.5%							
Hurricane Impact			~1%							
NewCo Interventional Revenue			5.5% - 6.5%							
		BD Inclu	ding Bard							
			Outlook							
		ull Year								
		FY2018 Outlook	% Increase							
Adjusted Fully Diluted Earnings per	\$10	.85 - 11.00	15% - 16%							
Estimated FX Impact			~3.5%							
Adjusted FXN Growth			~12.0%							

FXN - Foreign Currency Neutral



<sup>(1)</sup> Excludes the impact from the pending divestitures of BD's soft tissue core needle biopsy product line and Bard's Aspira product line of tunneled home drainage catheters and accessories.

## Our focus on sustainable performance



INNOVATION

Developing new products and solutions that improve outcomes, reduce system costs and promote healthcare safety

#### Q1 Update

Combating antimicrobial resistance (AMR) by launching new CPO detect assay on BD MAX<sup>™</sup> and Resistance Fighter communications campaign



ACCESS

Providing access to affordable medical technologies to resource limited populations around the globally

#### Q1 Update

Collaborating with the London School of Hygiene and Tropical Medicine to advance training on use of diagnostics to combat AMR



**EFFICIENCY** 

Working across the value chain to minimize environmental impact and maintain resilient global operations

#### Q1 Update

Increasing use of renewable energy by installing a 1.5 Megawatt solar array at our largest China facility



**EMPOWERMENT** 

Fostering a purpose-driven culture that supports an inclusive and diverse workplace and community engagement

#### Q1 Update

Assisting our colleagues in Puerto Rico, including the launch of an associate relief fund



## FY 2017 Bard Product Launches

#### Vascular Access:

- **②** Provena<sup>™</sup> family of 4 French dual lumen and 3 French Single lumen PICCs
- **③** Nautilus Delta™ catheter tip confirmation system with pediatric and port placement indications
- **⊘** PowerGlide<sup>™</sup> Premium family of reinforced tip PowerGlide midlines
- **⊘** PowerGlide<sup>™</sup> Seldinger family of midlines
- **③** Site~Rite Halcyon™ ultrasound system with enhanced image quality

#### **Peripheral Interventional:**

- ▼ PMA approval for the Lutonix<sup>™</sup> 035 family of drug coated balloons with the expanded in-stent restenosis and long lesion (up to 300 mm lesion lengths) indications
- **⊙** FDA approval and launched the LifeStream<sup>™</sup> family of balloon expandable stent-grafts for the treatment of iliac artery stenosis
- Ø Approval and launched a new, first of its kind, family of fully implanted PowerFlow™ Apheresis Ports to provide high flow and long term access for patients requiring chronic apheresis treatment

#### **Urology and Critical Care:**

- **♥** PureWick<sup>™</sup> female external catheter system
- **⊙** EndoBeam<sup>™</sup> family of laser fibers

#### **Surgery:**

- **②** 20 additional sizes of Phasix<sup>™</sup> resorbable mesh
- New configurations of the XenMatrix™ AB antibiotic coated biologically derived hernia repair mesh



## BD + Bard reporting changes



- The majority of the Bard businesses will be reported under a new Interventional segment
  - The Interventional segment will have three organizational units
  - Interventional segment to include certain legacy BD product platforms: Infection prevention (largely surgical ChloraPrep™), Interventional Specialties and V. Mueller™ (all of which are currently reported within the Medical segment's MPS unit)
- Within the Medical segment, Medication and Procedural Solutions (MPS) to be renamed Medication Delivery Solutions (MDS)
  - The MDS unit within the BD Medical segment will include Bard's vascular access product platforms such as PICC's and midlines (which were reported in Bard's Oncology and Urology product groups.)
- BD Life Sciences will continue to be reported consistent with BD's legacy structure



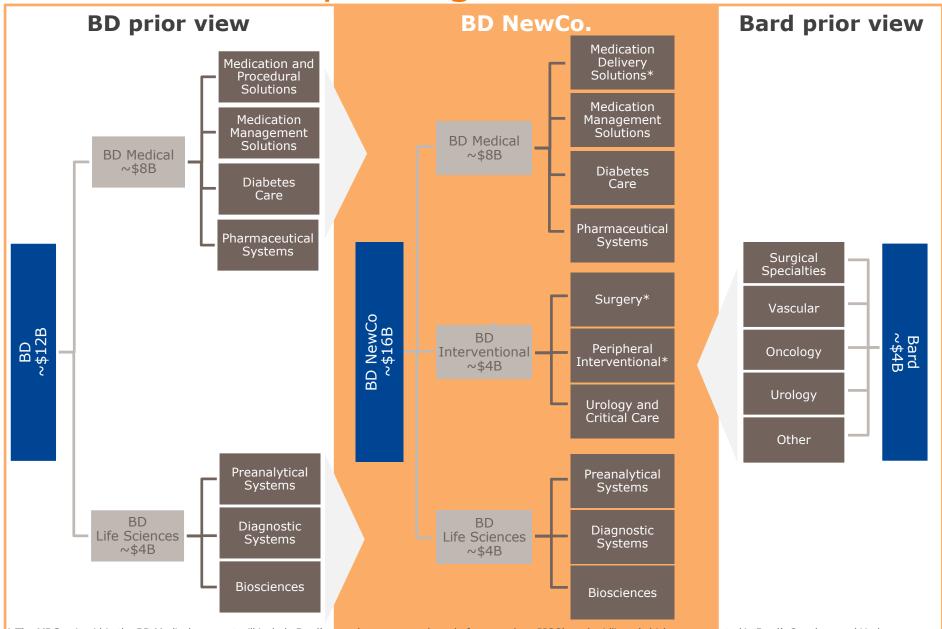
- Will continue to disclose results for 3 geographic regions:
  - United States, International and Emerging Markets
  - Bard did not previously disclose Emerging Markets data



- Aligns products with sales channel strategy
- Continues to provide visibility to growth in International and Emerging Markets

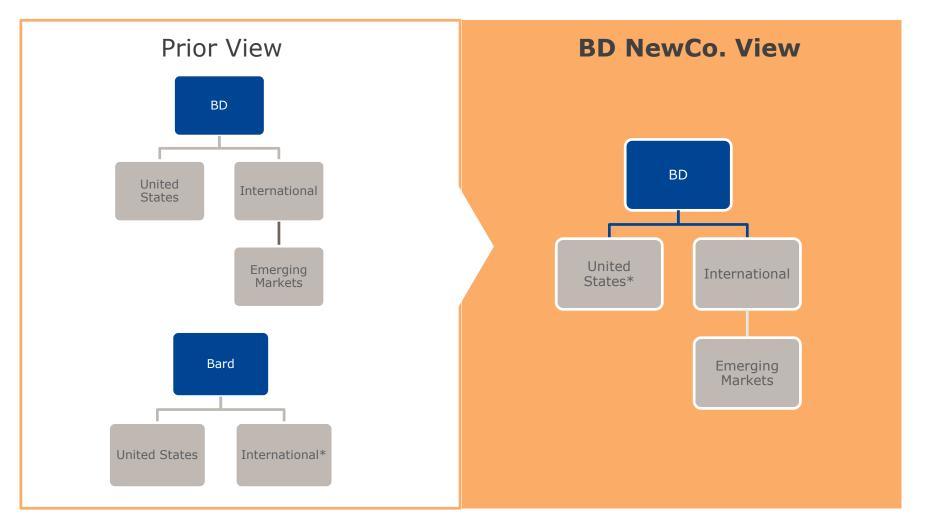


## BD +Bard reporting structure



<sup>\*</sup> The MDS unit within the BD Medical segment will include Bard's vascular access product platforms such as PICC's and midlines (which were reported in Bard's Oncology and Urology product groups.) The Surgery and Peripheral Interventional units within the BD Interventional segment will include certain legacy BD product platforms: Infection prevention (largely surgical ChloraPrep<sup>™</sup>), Interventional Specialties, and V. Mueller (all of which were reported within the Medical segment's MPS unit.)

## BD + Bard geographic region reporting





## BD + Bard key brand mapping

	Organizational Unit	Key Product Families/Brands						
		Vascular Access Devices (e.g., BD: BD Nexiva™, BD Insyte™ Autoguard™ and other peripheral catheters; Bard: PowerPICC™ Provena™, PowerGlide Pro™ and other PICC and Midline catheters*)						
	Medication Delivery Solutions	Vascular Management Systems (e.g., BD PosiFlush <sup>™</sup> prefilled flush syringes, vascular BD ChloraPrep <sup>™</sup> skin antisepsis applicators)						
	Solutions	Hazardous drug handling (BD PhaSeal™ and Texium™) and testing solutions						
		Infusion Specialty Disposables (e.g., IV sets and connectors, including MaxZero <sup>™</sup> )						
		Injection Systems (e.g., conventional and safety hypodermic needles and syringes, including BD SafetyGlide™ and BD Eclipse™ safety needles)						
Medical		Inventory management (e.g., BD Pyxis <sup>™</sup> logistics)						
Medical Segment	Medication	Pharmaceutical preparation (e.g., BD Pyxis™ IV prep)						
	Management	Medication dispensing solutions (e.g., BD Pyxis™, BD Rowa™)						
	Solutions	Infusion Pumps and related disposables and solutions (e.g., BD Alaris™ system)						
		Informatics, analytics and surveillance						
		Glass and plastic pre-fillable syringes (e.g., BD Hypak <sup>™</sup> )						
	Pharmaceutical Systems	Pre-filled safety syringes						
		Self-Administration Injection Systems (SAIS)						
		Pen needles (e.g., BD Nano™)						
	Diabetes Care	Safety pen needles						
		Conventional and safety insulin syringes						



<sup>\*</sup> The MDS unit within the BD Medical segment will include Bard's vascular access product platforms such as PICC's and midlines (which were reported in Bard's Oncology and Urology product groups.)





## BD + Bard key brand mapping

	Organizational Unit	Key Product Families/Brands					
		Soft tissue repair (e.g., Phasix <sup>™</sup> )					
		Endoscopic suturing, surgical fixation, laparoscopic irrigation (e.g., CapSure <sup>™</sup> )					
	Curaema	Biosurgery hemostats and sealants (e.g., Progel™, Arista™)					
	Surgery 🜟	Surgical Infection Prevention (BD ChloraPrep <sup>™</sup> )*					
		Surgical instruments (V. Mueller™)*					
		Drainage (PleurX™)*					
		PTA/Stents/Grafts (e.g., LifeStent™)					
Interventional Segment ☆	Peripheral	Drug-Coated Balloons (Lutonix™)					
	Intervention	Implantable ports (e.g., PowerPort™)					
		Biopsy devices*					
		Urological drainage (e.g., SureStep <sup>™</sup> Foley Trays and intermittent catheters)					
		Urological and endourological specialties					
	Urology and Critical Care 🛨	Ventilator associated pneumonia prevention devices					
		Targeted temperature management system (e.g., Artic Sun™)					
		Liberator medical: direct-to-consumer distribution of medical products					

★ Led by Bard Management

<sup>\*</sup> The Surgery and Peripheral Interventional units within the BD Interventional segment will include certain legacy BD product platforms: Infection prevention (largely surgical ChloraPrep™), Interventional Specialties, and V. Mueller™ (all of which were reported within the Medical segment's MPS unit.)

