



Third Quarter Results Fiscal Year 2013

August 1, 2013

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 third quarter 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.
- **A copy of the release, including the financial schedules, is posted on the “Investors” section of the BD.com website.**

Results from Continuing Operations

- The following financial information represents results from continuing operations. Certain financial information excludes the following items:
 1. The impact of foreign currency translation, including hedge gains or losses.
 2. The impact of a \$20 million charge resulting from various pension settlements that occurred in the fourth quarter of fiscal year 2012.
 3. The estimated impact of the medical device excise tax, which began January 1, 2013, in conjunction with the U.S. healthcare reform.
 4. The impact of a \$22 million charge resulting from a pending antitrust class action settlement in the third quarter of fiscal year 2013.
- The values reflected in this presentation reflect the reclassification change of the Discovery Labware unit (excluding the Advanced Bioprocessing platform) to discontinued operations in fiscal year 2012.

FXN = Estimated foreign exchange-neutral currency growth.

\$ = Dollars in millions except per share data.

Note: All figures on accompanying slides are rounded. Totals may not add due to rounding. Percentages are based on un-rounded figures.

Vincent A. Forlenza

Chairman, CEO and President

- Solid third quarter results demonstrate that we are executing and delivering on our strategy
- Growth driven by Medical and Diagnostic segments
 - ◆ Lower-than-expected results in Biosciences due to timing of orders and funding delays
- Continued strength in international safety and emerging markets
- Committed to delivering on our strategy of improving patient and healthcare worker safety
- Confident in delivering on previous guidance ranges

FY 2013 Financial Highlights

	Third Quarter			Year-to-Date		
	\$	Growth %	FXN Growth %	\$	Growth %	FXN Growth %
Revenues	\$2,053	3.6%	5.1%	\$5,953	3.7%	4.8%
EPS	\$1.47	-3.3%	~flat	\$4.21	6.6%	7.8%
Adjusted EPS, Ex. Med Device Tax	\$1.58	3.9%	7.2%	\$4.37	10.6%	11.9%

Christopher Reidy

Chief Financial Officer and Executive
Vice President of Administration

Suketu P. Upadhyay
Senior Vice President, Finance

- Solid third quarter performance
- Benefitting from our diverse portfolio, despite continued macroeconomic challenges
- Revenue growth in line with expectations
 - ◆ Contributions from new acquisitions, new product launches, safety products and geographic expansion
 - ◆ Unfavorable Q2 timing has normalized, as expected
- Earnings per share slightly above expectations, partly from favorable timing of expenses
- Repurchased \$50 million of common stock
- On track to deliver:
 - ◆ Revenues 4.5% to 5.0% FXN
 - ◆ Adjusted EPS 11.0% to 11.5% FXN, ex-medical device tax and pending litigation settlement

FY 2013 Revenues by Segment

	Third Quarter			Year-to-Date		
	\$	Reported Growth %	FXN Growth%	\$	Reported Growth %	FXN Growth%
Total Revenues	\$2,053	3.6%	5.1%	\$5,953	3.7%	4.8%
Medical	1,140	6.6%	7.9%	3,186	4.7%	5.8%
Diagnostics	655	2.0%	3.6%	1,966	3.9%	4.9%
Biosciences	257	-4.2%	-2.5%	801	-0.6%	0.9%



FY 2013 U.S. and International Revenues

	Third Quarter			Year-to-Date		
	\$	Reported Growth %	FXN Growth %	\$	Reported Growth %	FXN Growth %
U.S.	\$848	1.3%	1.3%	\$2,501	1.5%	1.5%
Medical	449	4.4%	4.4%	1,287	1.9%	1.9%
Diagnostics	310	-1.5%	-1.5%	953	0.8%	0.8%
Biosciences	89	-3.3%	-3.3%	262	2.4%	2.4%
International	\$1,205	5.3%	7.9%	\$3,452	5.3%	7.3%
Medical	692	8.0%	10.3%	1,899	6.8%	8.6%
Diagnostics	345	5.4%	8.6%	1,013	6.9%	8.9%
Biosciences	168	-4.6%	-2.1%	540	-2.1%	0.2%

- Emerging Markets financial highlights for FY 2013:

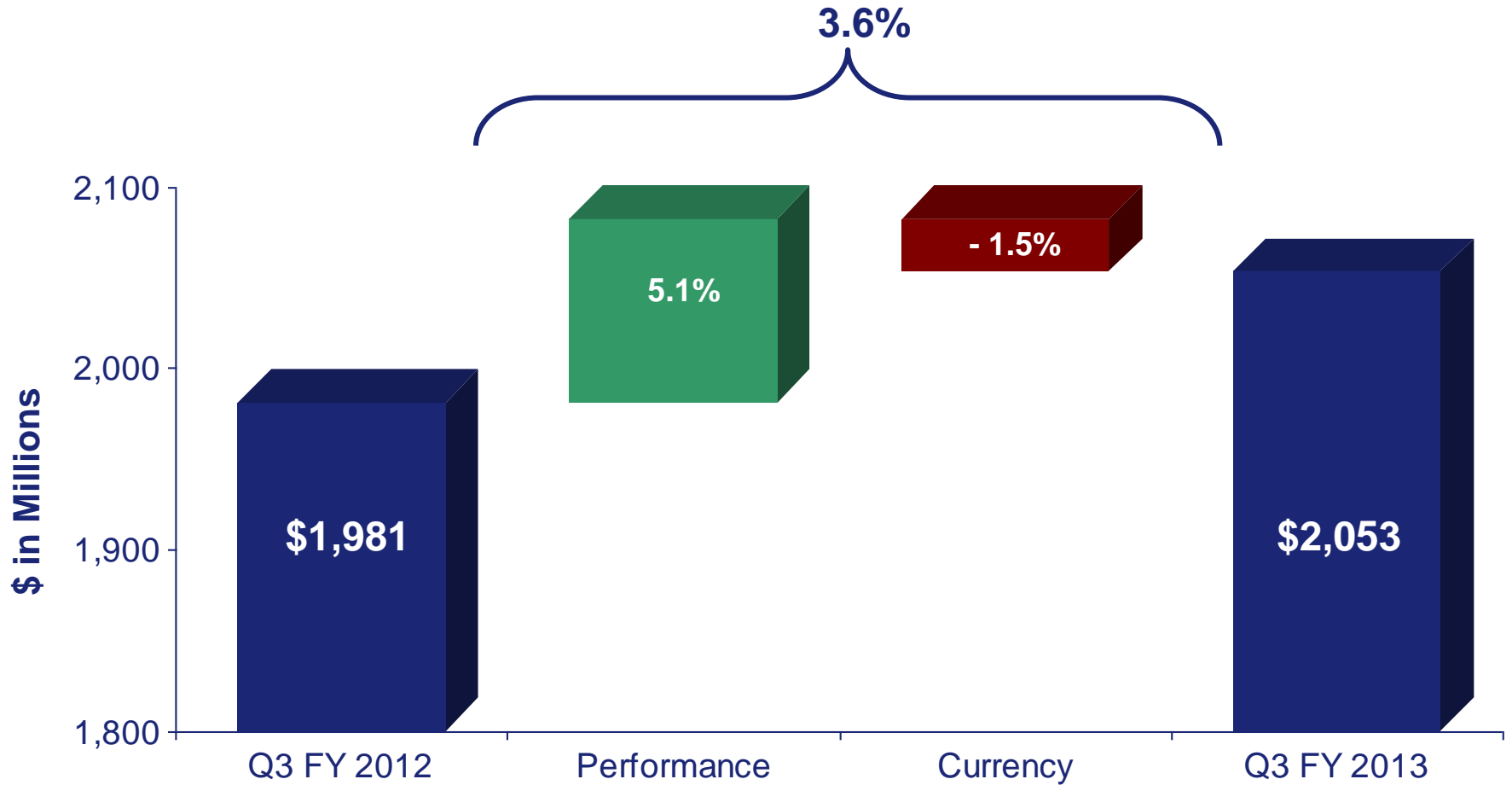
	FXN Growth %	% of BD Revenues
Q3	12.8%	24.6%

- Strong double-digit growth in key markets and platforms (FXN)
 - ◆ China: 18.2%
 - ◆ Emerging Markets Safety: 17.8%
- Solid growth in key geographies, driven by an attractive return on investment profile

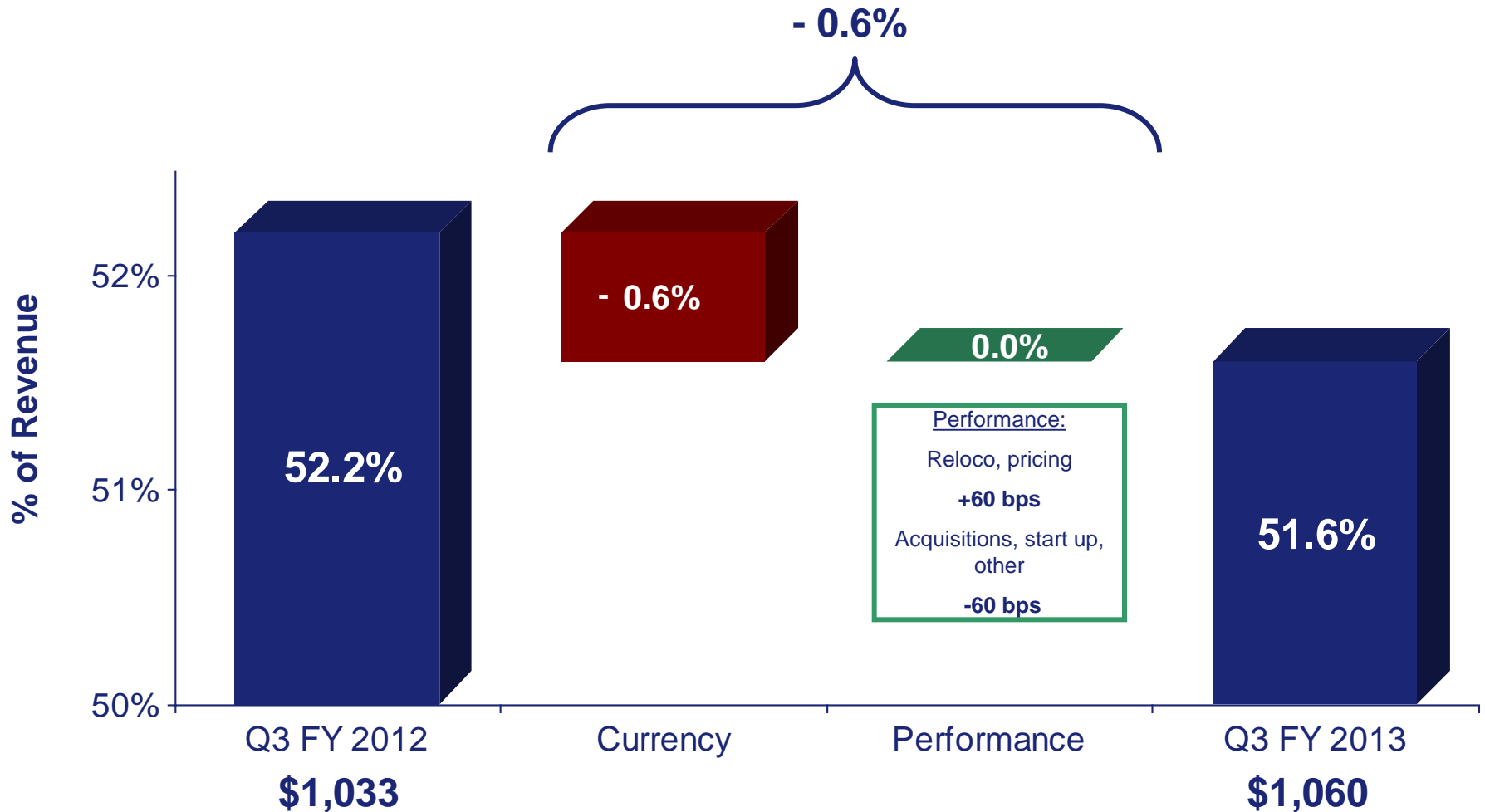
FY 2013 Safety Revenues

	Third Quarter			Year-to-Date		
	\$	Reported Growth %	FXN Growth %	\$	Reported Growth %	FXN Growth %
Total Safety	\$538	7.4%	8.7%	\$1,564	5.9%	6.7%
By Geography						
U.S.	301	5.6%	5.6%	879	2.4%	2.4%
International	237	9.9%	12.7%	685	10.7%	12.7%
By Segment						
Medical	268	11.5%	12.8%	776	8.4%	9.3%
Diagnostics	270	3.7%	4.8%	788	3.6%	4.3%

Q3 FY 2013 Revenue Growth Year-Over-Year



Q3 FY 2013 Gross Margin Change Year-Over-Year





Q3 FY 2013 Income Statement

Favorable (Unfavorable)

	Adjusted Q3 FY 2013	Q3 FY 2012	Favorable (Unfavorable)		FXN % Change
			\$ Change	% Change	
Revenues	\$2,053	\$1,981	\$72	3.6%	5.1%
Gross Profit	1,060	1,033	27	2.6%	5.1%
% of Revenues	51.6%	52.2%			
SSG&A	512	469	(43)	-9.2%	-10.8%
% of Revenues	25.0%	23.7%			
R&D	121	115	(6)	-5.3%	-5.6%
% of Revenues	5.9%	5.8%			
Operating Income	427	449	(22)	-5.0%	-0.9%
% of Revenues	20.8%	22.7%			
Tax Rate	23.8%	25.6%			
EPS	\$1.54	\$1.52	\$0.02	1.3%	4.6%
EPS, Ex. Med Device Tax	\$1.58	\$1.52	\$0.06	3.9%	7.2%

Ex-MDT
- 8.0%

Ex-MDT
+ 2.0%



YTD June FY 2013 Income Statement

Favorable (Unfavorable)

	Adjusted YTD FY 2013	YTD FY 2012	\$ Change	% Change	FXN % Change
Revenues	5,953	5,741	212	3.7%	4.8%
Gross Profit	3,084	2,952	132	4.5%	5.5%
% of Revenues	51.8%	51.4%			
SSG&A	1,523	1,439	(84)	-5.8%	-6.9%
% of Revenues	25.6%	25.1%			
R&D	362	344	(18)	-5.1%	-5.2%
% of Revenues	6.1%	6.0%			
Operating Income	1,200	1,169	31	2.6%	3.9%
% of Revenues	20.2%	20.4%			
Tax Rate	24.4%	24.8%			
EPS	\$4.28	\$3.95	\$0.33	8.4%	9.6%
EPS, Ex. Med Device Tax	\$4.37	\$3.95	\$0.42	10.6%	11.9%

Ex-MDT
- 5.0%














Ex-MDT
+ 6.3%



Growth % (FXN)	May Guidance	August Guidance
Total BD Revenues	4.5% to 5.0%	4.5% to 5.0%
Medical	~ 5.0%	5.0% to 6.0% ⁽¹⁾
Diagnostics	~ 5.0%	~ 5.0%
Biosciences	1.0% to 2.0%	1.0% to 2.0%
Adjusted EPS of \$5.72 to \$5.75	8.5% to 9.0%	8.5% to 9.0%
Adjusted EPS, Ex. Medical Device Tax	11.0% to 11.5%	11.0% to 11.5%

⁽¹⁾ Denotes change in guidance.

Vincent A. Forlenza
Chairman, CEO and President

Program and Product Launch Updates

Medical Program/Product	Planned Launch Date
CRISI Medical Systems	  Licensing Agreement
Cato Software Solutions	 Acquired
BD Simplist™ Prefilled Injectables <ul style="list-style-type: none"> • Diphenhydramine Hydrochloride Injection, USP • Metoclopramide Injection, USP • Ondansetron Injection, USP 	 Launched  FDA Approved  FDA Approved   FDA Approved
BD Nano with EasyFlow™ Technology	 Launched
Safety Syringes, Inc. (“SSI”) <ul style="list-style-type: none"> • BD UltraSafe PLUS™ Passive Needle Guard 	 Acquired  Launched
BD Neopak™ Glass Prefillable Syringe	  Launched

 Completed in the current year
 NEW: New items completed since last quarter

Program and Product Launch Updates

Diagnostics Program/Product

Planned Launch Date

BD Veritor™

- RSV
- Strep A

- ✓ Launched WW
- ✓ Launched Japan/Q2 FY 2013 (FDA Cleared)
 - Q2 FY 2014 Full WW Launch

BD MAX™

- C.Diff
- Staph SR
- Enteric Bacteria
- GC/CT and GC/CT/Trich

- ✓ Launched WW
 - Q4 FY 2013 EU / Q2 FY 2014 U.S.
- ✓ Launched EU, Q2 FY 2014 U.S.
 - Q3 FY 2014 WW

BD Totalys™ Front-End Automation

- Q4 FY 2013 EU(1Q Delay)/Q4 FY 2014 U.S.

BD Viper™

- Trich
- LT HPV-GT
- LT with GC/CT

- Q4 FY 2013 U.S.
- Q1 FY 2014 EU(1Q Delay)
- Q1 FY 2014 EU(1Q Delay)/Q2 FY 2014 U.S.

Biosciences Program/Product

Planned Launch Date

Flow Cytometry Cell Analyzer

- BD LSRFortessa™ X-20



Q3 FY 2013

Analyzers for CD4 Testing

- BD FACSPresto™
- BD ClearCount™

• Q2 FY 2014

• On Hold



Completed in the current year



New items completed since last quarter

- Delivered solid third quarter and year-to-date results
- Continued to deliver on our strategy
 - ◆ Accelerating revenue growth
 - ◆ Delivering underlying margin expansion
 - ◆ Driving effective capital deployment
- Key growth drivers continuing to perform as expected
 - ◆ New products, strategic acquisitions, geographic expansion
- Reaffirming BDX guidance ranges on revenue and EPS
- Committed to delivering value to customers and shareholders

Simplify, Focus, Finish

Q & A

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Q3 FY 2013 Reconciliation – Pending Litigation Settlement

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

	Three Months Ended June 30,				
	Reported FY 2013	Pending Litigation Settlement ⁽¹⁾	Adjusted FY 2013	Reported FY 2012	Adjusted % Growth
REVENUES	\$ 2,053	-	\$ 2,053	\$ 1,981	3.6%
Gross Profit	1,060	-	1,060	1,033	2.6%
% of Revenues	51.6%		51.6%	52.2%	
Selling and administrative % of Revenues	534 26.0%	\$ (22)	512 25.0%	469 23.7%	-9.2%
Research and development % of Revenues	121 5.9%	-	121 5.9%	115 5.8%	-5.3%
OPERATING INCOME	405	22	427	449	-5.0%
% of Revenues	19.7%		20.8%	22.7%	
Income tax provision	87	8	96	107	NM
Effective Tax Rate	23.0%		23.8%	25.6%	
INCOME FROM CONTINUING OPERATIONS	292	14	306	312	-1.9%
% of Revenues	14.2%		14.9%	15.7%	
Diluted Earnings per Share from Continuing Operations	\$ 1.47	\$ 0.07	\$ 1.54	\$ 1.52	1.3%

NM - Not Meaningful

⁽¹⁾ Represents a charge associated with the pending litigation settlement related to indirect purchaser antitrust class action cases.

All figures rounded. Totals may not add due to rounding.



Q3 FY 2013 Reconciliation – FX Impact

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

	Three Months Ended June 30,					
	Adjusted FY 2013	Reported FY 2012	Adjusted Growth \$	Foreign Currency Translation	FXN Change	FXN Growth
REVENUES	\$ 2,053	\$ 1,981	\$ 72	\$ (29)	\$ 101	5.1%
Gross Profit % of Revenues	1,060 51.6%	1,033 52.2%	27	(26)	53	5.1%
Selling and administrative % of Revenues	512 25.0%	469 23.7%	(43)	7	(51)	-10.8%
Research and development % of Revenues	121 5.9%	115 5.8%	(6)	0	(6)	-5.6%
OPERATING INCOME % of Revenues	427 20.8%	449 22.7%	(22)	(18)	(4)	-0.9%
Income tax provision Effective Tax Rate	96 23.8%	107 25.6%	11	6	6	NM
INCOME FROM CONTINUING OPERATIONS % of Revenues	306 14.9%	312 15.7%	(6)	(11)	5	1.6%
Diluted Earnings per Share from Continuing Operations	\$ 1.54	\$ 1.52	\$ 0.02	\$ (0.05)	\$ 0.07	4.6%

NM - Not Meaningful

FXN = Foreign Currency Neutral

All figures rounded. Totals may not add due to rounding.



Q3 FY 2013 Reconciliation of Non-GAAP Financial Measures

(Unaudited)

	Three Months Ended June 30,						
	2013	2012	Growth	Foreign Currency Translation	Foreign Currency Neutral Change	Growth %	Foreign Currency Neutral Growth %
Selling and Administrative Reconciliation - Adjusted FX Impact							
Reported Selling and administrative	\$ 534	\$ 469	\$ (65)	\$ 7	\$ (73)	(13.9%)	(15.5%)
Charge associated with the pending litigation settlement related to indirect purchaser antitrust class action cases	(22)	-					
Adjusted Selling and administrative	512	469	\$ (43)	\$ 7	\$ (51)	(9.2%)	(10.8%)
Medical device excise tax which went into effect in January 2013 under the U.S. Patient Protection and Affordable Care Act	(13)	-					
Adjusted Selling and administrative without Medical Device Excise Tax	\$ 499	\$ 469	\$ (30)	\$ 7	\$ (37)	(6.4%)	(8.0%)

	Three Months Ended June 30,						
	2013	2012	Growth	Foreign Currency Translation	Foreign Currency Neutral Change	Growth %	Foreign Currency Neutral Growth %
Operating Income Reconciliation - Adjusted FX Impact							
Reported Operating Income	\$ 405	\$ 449	\$ (44)	\$ (18)	\$ (26)	(9.9%)	(5.8%)
Charge associated with the pending litigation settlement related to indirect purchaser antitrust class action cases	22	-					
Adjusted Operating Income	427	449	\$ (22)	\$ (18)	\$ (4)	(5.0%)	(0.9%)
Medical device excise tax which went into effect in January 2013 under the U.S. Patient Protection and Affordable Care Act	13	-					
Adjusted Operating Income without Medical Device Excise Tax	\$ 440	\$ 449	\$ (9)	\$ (18)	\$ 9	(2.1%)	2.0%

All figures rounded. Totals may not add due to rounding.



Q3 FY 2013 Reconciliation of Non-GAAP Financial Measures

(Unaudited)

	Three Months Ended June 30,						
	2013	2012	Growth	Foreign Currency Translation	Foreign Currency Neutral Change	Growth %	Foreign Currency Neutral Growth %
Reported Diluted Earnings per Share from Continuing Operations	\$ 1.47	\$ 1.52	\$ (0.05)	\$ (0.05)	\$ 0.00	(3.3%)	0.0%
Charge associated with the pending litigation settlement related to indirect purchaser antitrust class action cases (\$22 million or \$14 million after-tax)	0.07	0.00					
Adjusted Diluted Earnings per Share from Continuing Operations	1.54	1.52	\$ 0.02	\$ (0.05)	\$ 0.07	1.3%	4.6%
Medical device excise tax which went into effect in January 2013 under the U.S. Patient Protection and Affordable Care Act (\$13 million or \$9 million after-tax)	0.04	0.00					
Adjusted Diluted Earnings per Share from Continuing Operations without Medical Device Excise Tax	\$ 1.58	\$ 1.52	\$ 0.06	\$ (0.05)	\$ 0.11	3.9%	7.2%

All figures rounded. Totals may not add due to rounding.

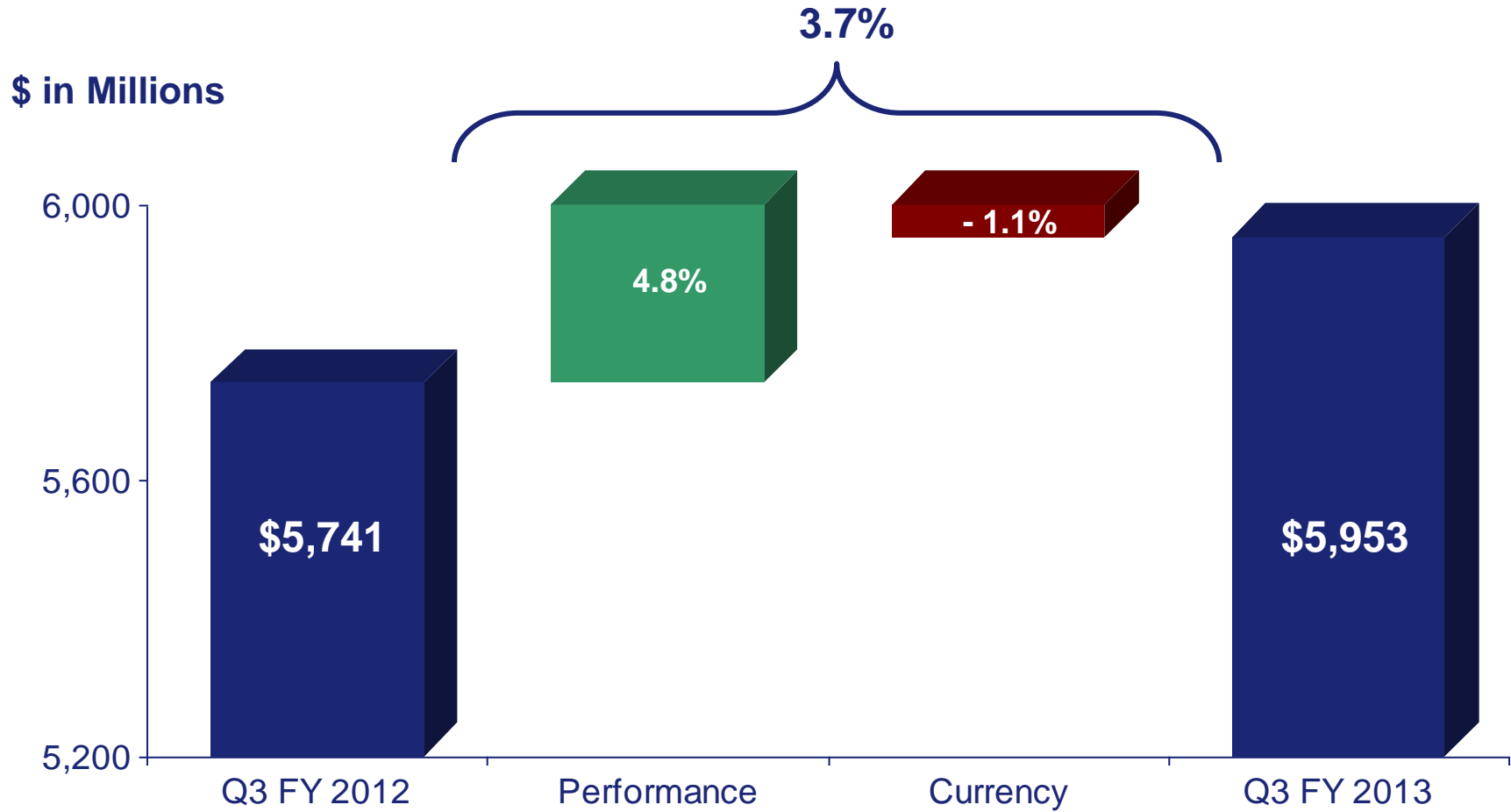


Q3 FY 2013 Reconciliation - FX Impact Emerging Markets and China

(Unaudited; Amounts in thousands)

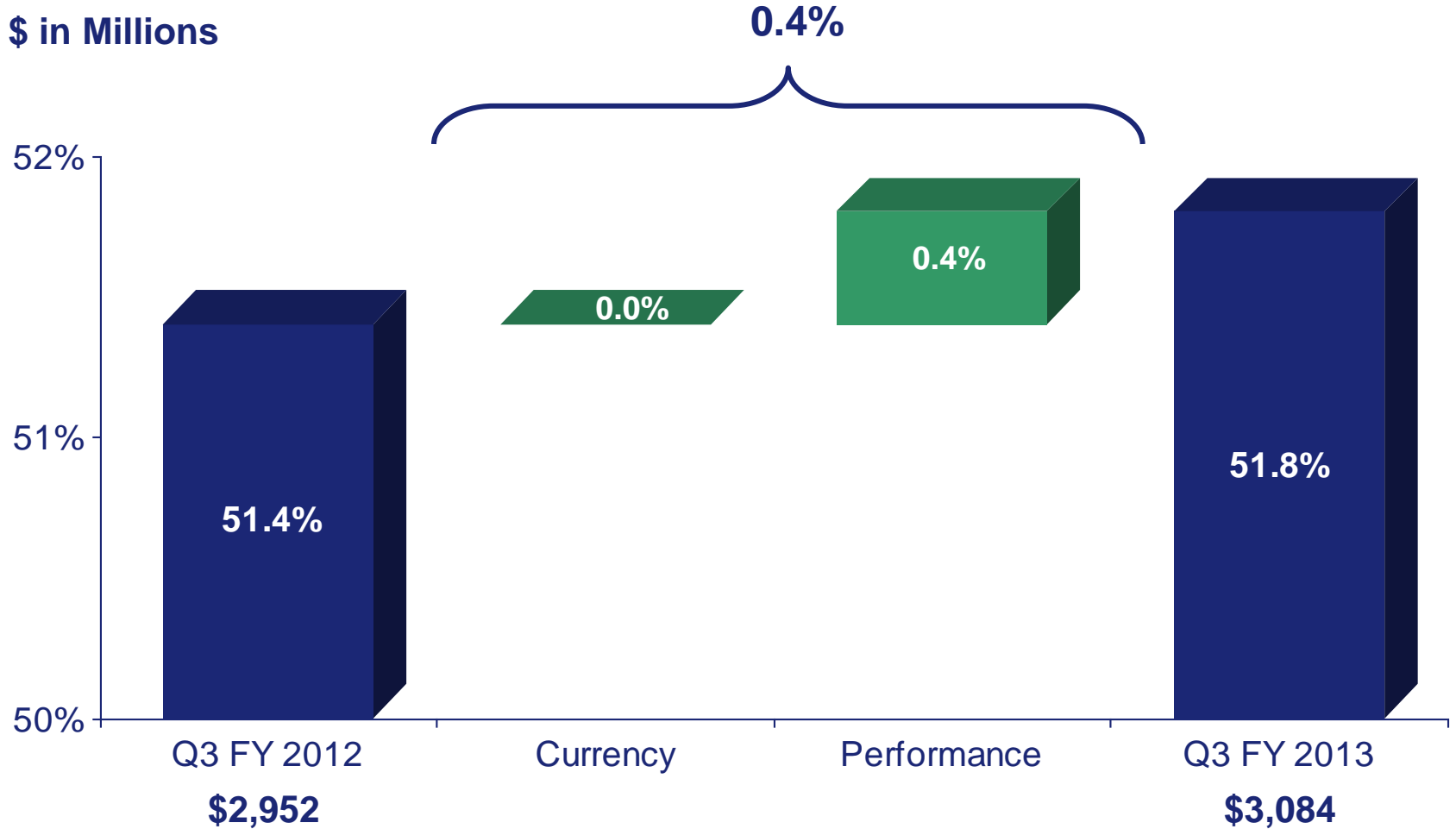
	Three Months Ended June 30,				
	2013	2012	% Change		
			Reported	FXN	FX Impact
Total Emerging Markets Revenues	\$ 505,717	\$ 452,466	11.8	12.8	(1.0)
Total Emerging Markets Safety Revenues	\$ 107,630	\$ 92,665	16.1	17.8	(1.7)
China Revenues	\$ 110,229	\$ 91,478	20.5	18.2	2.3

YTD June FY 2013 Revenue Growth Year-Over-Year





YTD June FY 2013 Gross Margin Change Year-Over-Year





YTD June FY 2013 Reconciliation – Pending Litigation Settlement

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

	Nine Months Ended June 30,				
	Reported FY 2013	Pending Litigation Settlement ⁽¹⁾	Adjusted FY 2013	Reported FY 2012	Adjusted % Growth
REVENUES	\$ 5,953	-	\$ 5,953	\$ 5,741	3.7%
Gross Profit	3,084	-	3,084	2,952	4.5%
% of Revenues	51.8%		51.8%	51.4%	
Selling and administrative	1,545	\$ (22)	1,523	1,439	-5.8%
% of Revenues	25.9%		25.6%	25.1%	
Research and development	362	-	362	344	-5.1%
% of Revenues	6.1%		6.1%	6.0%	
OPERATING INCOME	1,178	22	1,200	1,169	2.6%
% of Revenues	19.8%		20.2%	20.4%	
Income tax provision	267	8	275	275	NM
Effective Tax Rate	24.2%		24.4%	24.8%	
INCOME FROM CONTINUING OPERATIONS	838	14	852	835	2.0%
% of Revenues	14.1%		14.3%	14.5%	
Diluted Earnings per Share from Continuing Operations	\$ 4.21	\$ 0.07	\$ 4.28	\$ 3.95	\$ 8.4%

NM - Not Meaningful

⁽¹⁾ Represents a charge associated with the pending litigation settlement related to indirect purchaser antitrust class action cases.

All figures rounded. Totals may not add due to rounding.



YTD June FY 2013 Reconciliation – FX Impact

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

	Nine Months Ended June 30,					
	Adjusted FY 2013	Reported FY 2012	Adjusted Growth \$	Foreign Currency Translation	FXN Change	FXN Growth
REVENUES	\$ 5,953	\$ 5,741	\$ 212	\$ (64)	\$ 276	4.8%
Gross Profit % of Revenues	3,084 51.8%	2,952 51.4%	132	(31)	163	5.5%
Selling and administrative % of Revenues	1,523 25.6%	1,439 25.1%	(84)	16	(100)	-6.9%
Research and development % of Revenues	362 6.1%	344 6.0%	(18)	0	(18)	-5.2%
OPERATING INCOME % of Revenues	1,200 20.2%	1,169 20.4%	31	(15)	46	3.9%
Income tax provision Effective Tax Rate	275 24.4%	275 24.8%	(0)	5	(5)	NM
INCOME FROM CONTINUING OPERATIONS % of Revenues	852 14.3%	835 14.5%	17	(10)	27	3.2%
Diluted Earnings per Share from Continuing Operations	\$ 4.28	\$ 3.95	\$ 0.33	\$ (0.05)	\$ 0.38	9.6%

NM - Not Meaningful

FXN = Foreign Currency Neutral

All figures rounded. Totals may not add due to rounding.



YTD June FY 2013 Reconciliation of Non-GAAP Financial Measures

(Unaudited)

	Nine Months Ended June 30,						
	2013	2012	Growth	Foreign Currency Translation	Foreign Currency Neutral Change	Growth %	Foreign Currency Neutral Growth %
Selling and Administrative Reconciliation - Adjusted FX Impact							
Reported Selling and administrative	\$ 1,545	\$ 1,439	\$ (106)	\$ 16	\$ (122)	(7.3%)	(8.5%)
Charge associated with the pending litigation settlement related to indirect purchaser antitrust class action cases	(22)	-					
Adjusted Selling and administrative	1,523	1,439	\$ (84)	\$ 16	\$ (100)	(5.8%)	(6.9%)
Medical device excise tax which went into effect in January 2013 under the U.S. Patient Protection and Affordable Care Act	(27)	-					
Adjusted Selling and administrative without Medical Device Excise Tax	\$ 1,495	\$ 1,439	\$ (56)	\$ 16	\$ (72)	(3.9%)	(5.0%)

	Nine Months Ended June 30,						
	2013	2012	Growth	Foreign Currency Translation	Foreign Currency Neutral Change	Growth %	Foreign Currency Neutral Growth %
Operating Income Reconciliation - Adjusted FX Impact							
Reported Operating Income	\$ 1,178	\$ 1,169	\$ 9	\$ (15)	\$ 24	0.7%	2.0%
Charge associated with the pending litigation settlement related to indirect purchaser antitrust class action cases	22	-					
Adjusted Operating Income	1,200	1,169	\$ 31	\$ (15)	\$ 46	2.6%	3.9%
Medical device excise tax which went into effect in January 2013 under the U.S. Patient Protection and Affordable Care Act	27	-					
Adjusted Operating Income without Medical Device Excise Tax	\$ 1,227	\$ 1,169	\$ 58	\$ (15)	\$ 73	5.0%	6.3%

All figures rounded. Totals may not add due to rounding.



YTD June FY 2013 Reconciliation of Non-GAAP Financial Measures

(Unaudited)

	Nine Months Ended June 30,						
	2013	2012	Growth	Foreign Currency Translation	Foreign Currency Neutral Change	Growth %	Foreign Currency Neutral Growth %
Reported Diluted Earnings per Share from Continuing Operations	\$ 4.21	\$ 3.95	\$ 0.26	\$ (0.05)	\$ 0.31	6.6%	7.8%
Charge associated with the pending litigation settlement related to indirect purchaser antitrust class action cases (\$22 million or \$14 million after-tax)	0.07	0.00					
Adjusted Diluted Earnings per Share from Continuing Operations	4.28	3.95	\$ 0.33	\$ (0.05)	\$ 0.38	8.4%	9.6%
Medical device excise tax which went into effect in January 2013 under the U.S. Patient Protection and Affordable Care Act (\$27 million or \$18 million after-tax)	0.09	0.00					
Adjusted Diluted Earnings per Share from Continuing Operations without Medical Device Excise Tax	\$ 4.37	\$ 3.95	\$ 0.42	\$ (0.05)	\$ 0.47	10.6%	11.9%

All figures rounded. Totals may not add due to rounding.



FY 2012 Reconciliation

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

	Twelve Months Ended September 30,							
	Reported FY 2012	Pension Settlement Charge ⁽¹⁾	Adjusted FY 2012	Reported FY 2011	Impairment Charge ⁽²⁾	Adjusted FY 2011	Adjusted % Growth	
REVENUES	\$ 7,708	-	\$ 7,708	\$ 7,584	-	\$ 7,584	1.6%	
Gross Profit	3,953	\$ 11	3,964	3,959	-	3,959	0.1%	
% of Revenues	51.3%		51.4%	52.2%		52.2%		
Selling and administrative	1,923	(8)	1,916	1,824	-	1,824	-5.1%	
% of Revenues	25.0%		24.9%	24.0%		24.0%		
Research and development	472	(2)	470	\$ 470	\$ (9)	460	-2.2%	
% of Revenues	6.1%		6.1%	6.2%		6.1%		
OPERATING INCOME	1,558	20	1,578	1,666	9	1,675	-5.8%	
% of Revenues	20.2%		20.5%	22.0%		22.1%		
Income tax provision	363	7	370	\$ 417	4	421	NM	
Effective Tax Rate	24.6%		24.8%	25.8%		25.8%		
INCOME FROM CONTINUING OPERATIONS	1,110	13	1,123	1,201	6	1,207	-6.9%	
% of Revenues	14.4%		14.6%	15.8%		15.9%		
Diluted Earnings per Share from Continuing Operations	\$ 5.30	\$ 0.06	\$ 5.37	\$ 5.31	\$ 0.03	\$ 5.33	0.8%	

NM - Not Meaningful

⁽¹⁾ Primarily represents a non-cash pension settlement charge 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 for the year. The charge also included settlement losses associated with certain foreign pension plans.

⁽²⁾ Represents a non-cash impairment charge resulting from the discontinuance of a research program within the Diagnostic Systems unit.

All figures rounded. Totals may not add due to rounding.



FY 2013 Guidance Summary

	Original FY 2013 Guidance	August Guidance
Revenues – Reported	3.5% - 4.0%	3.5% - 4.0%
Revenues – FXN	4.0% - 4.5%	4.5% - 5.0%*
Gross Profit	51.5% - 51.7%	51.6% - 51.8%*
SSG&A	25.5% - 25.7%	25.6% - 25.8%*
R&D	6.1% - 6.3%	6.1% - 6.3%
Operating Income	20.0% - 20.2% ⁽¹⁾	20.0% - 20.2% ⁽¹⁾
Tax Rate	24.3% – 24.5%	24.3% – 24.5%
EPS Growth		
Reported / Adjusted	6.0% - 6.5%	6.5% - 7.0%*
FXN	7.5% - 8.0%	8.5% - 9.0%*
FXN, Ex-Medical Device Tax	10.5% - 11.0%	11.0% - 11.5%*
EPS \$	\$5.69 - \$5.72	\$5.72 - \$5.75*
Share Repurchase	~ \$500M	~ \$500M

- Asterisks denote guidance values which have changed from original guidance, though there are no changes in August.
- (1) Operating income full year guidance includes the unfavorable impact of the medical device tax (~60 bps)



FY 2013 Outlook Reconciliation

	<u>Reported Basis</u>	<u>FX Impact</u>	<u>FXN Basis</u>
Revenues - Full Year 2013 estimated growth	3.5% - 4.0%	(1.0%)	4.5% - 5.0%
	<u>Full Year 2013 (estimated)</u>	<u>Full Year 2012</u>	<u>% Increase</u>
Reported Fully Diluted Earnings per Share from Continuing Operations	\$ 5.68	\$ 5.30	NM
Pending Litigation Settlement ⁽¹⁾	0.07		
Pension Settlement Charge ⁽²⁾		0.06	
Adjusted Fully Diluted Earnings per Share from Continuing Operations	\$ <u>5.75</u>	\$ <u>5.37</u>	6.5% - 7.0%
FX Impact			<u>(2.0%)</u>
Adjusted FXN Growth			8.5% - 9.0%
Medical Device Excise Tax Impact ⁽³⁾			<u>(2.5%)</u>
Adjusted FXN Growth (excluding the medical device excise tax)			11.0% - 11.5%

⁽¹⁾ Represents a charge associated with the pending litigation settlement related to indirect purchaser antitrust class action cases.

⁽²⁾ Primarily represents a non-cash pension settlement charge 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 for the year. The charge also included settlement losses associated with certain foreign pension plans.

⁽³⁾ Represents the medical device excise tax which went into effect in January 2013 under the U.S. Patient Protection and Affordable Care Act.