



# First Quarter Results Fiscal Year 2015

February 5, 2015

## 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 first 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 impact of the following items:
  1. Foreign currency translation.
  2. Amortization of acquisition-related intangibles is excluded from our Earnings Per Share metric. Unless otherwise noted, when we refer to Earnings Per Share, we are referring to the adjusted basis (commonly referred to as “Cash EPS”), excluding acquisition-related intangibles.
  3. All adjustments to current and prior year as noted on the “Adjustment Reconciliation” schedules in the appendix of this presentation.

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**

- Pleased with our strong first quarter results
- Good performance in both of our segments:
  - Core business is strong
  - Recent product launches continue to gain traction
- Emerging markets and safety-engineered products remain key growth drivers
- Closing of the CareFusion acquisition expected in the first calendar quarter
- Raising currency-neutral revenue and EPS guidance

	First Quarter		
	\$	Growth %	FXN Growth%
<b>Revenues</b>	\$2,051	1.8%	5.3%
<b>EPS</b>	\$1.20	(12.4%)	(3.6%)
<b>Adjusted EPS</b>	\$1.53	7.0%	15.4%

## **Christopher Reidy**

**Chief Financial Officer and Executive  
Vice President of Administration**

- Strong first quarter results, ahead of expectations
- Results aided by a strong flu season
- Tax rate improvements driven by R&D tax credit
- Adjusted EPS exceeded expectations
- Raising currency-neutral revenue and EPS guidance

	First Quarter		
	\$	Growth %	FXN Growth%
<b>Total Revenues</b>	<b>\$2,051</b>	<b>1.8%</b>	<b>5.3%</b>
<b>Medical</b>	<b>1,072</b>	<b>0.8%</b>	<b>4.2%</b>
<b>Life Sciences</b>	<b>979</b>	<b>3.0%</b>	<b>6.5%</b>
Diagnostics	691	2.8%	6.5%
Biosciences	288	3.3%	6.7%



	First Quarter		
	\$	Reported Growth %	FXN Growth%
<b>U.S.</b>	<b>\$881</b>	<b>3.7%</b>	<b>3.7%</b>
<b>Medical</b>	<b>457</b>	<b>3.6%</b>	<b>3.6%</b>
<b>Life Sciences</b>	<b>424</b>	<b>3.9%</b>	<b>3.9%</b>
Diagnostics	331	3.2%	3.2%
Biosciences	93	6.5%	6.5%
<b>International</b>	<b>\$1,170</b>	<b>0.4%</b>	<b>6.4%</b>
<b>Medical</b>	<b>615</b>	<b>(1.2%)</b>	<b>4.6%</b>
<b>Life Sciences</b>	<b>556</b>	<b>2.3%</b>	<b>8.5%</b>
Diagnostics	360	2.5%	9.5%
Biosciences	196	1.8%	6.8%

- Emerging Markets financial highlights for FY 2015:

	<b>FXN Growth %</b>	<b>% of BD Revenues</b>
Q1	12.4%	26.5%

- First quarter growth in key markets and platforms (FXN)

- ◆ China 23.1%
- ◆ Emerging Markets Safety 17.8%

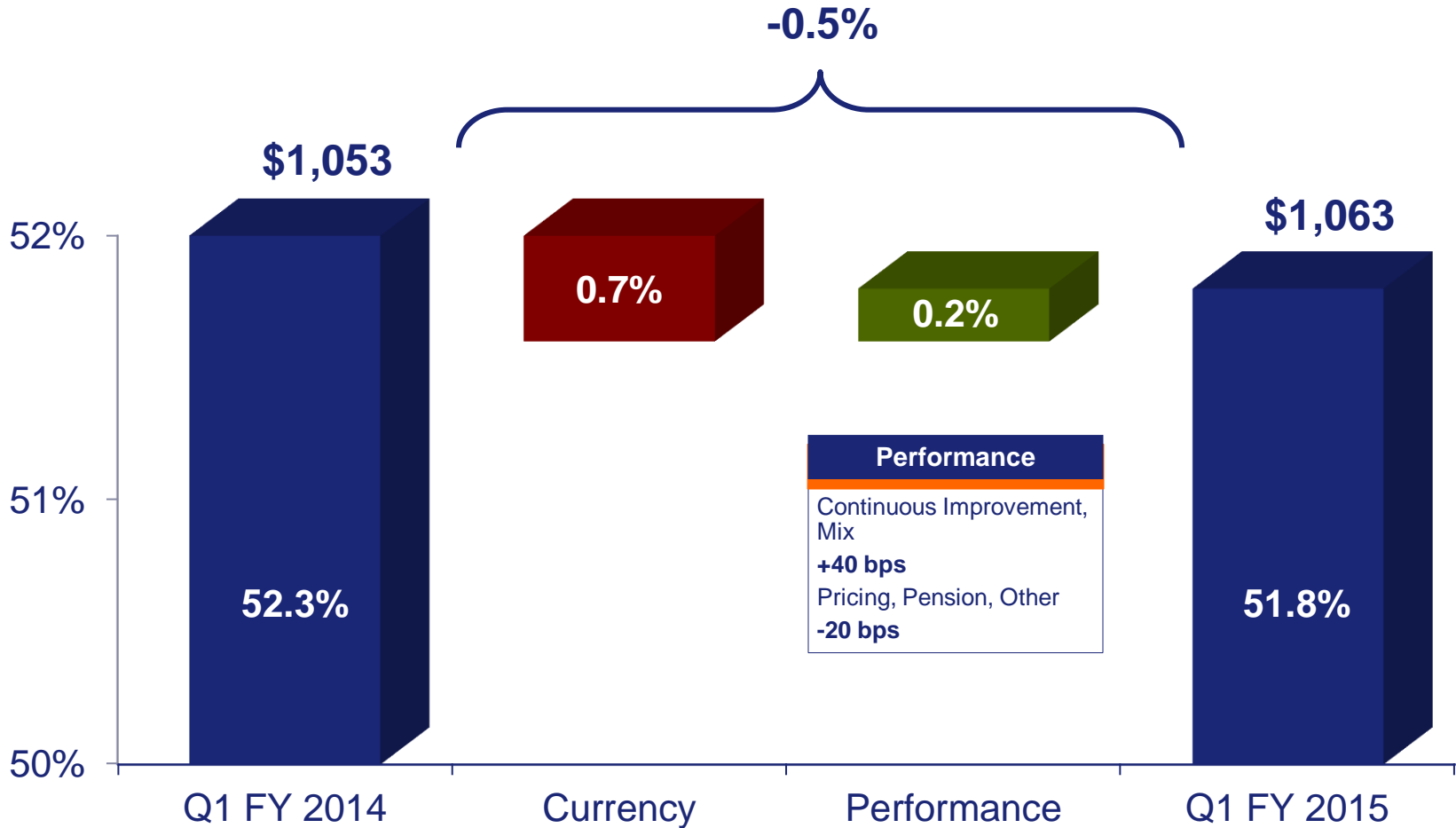
	First Quarter		
	\$	Reported Growth %	FXN Growth%
<b>Total Safety</b>	<b>\$573</b>	<b>2.9%</b>	<b>5.9%</b>
<b>By Geography</b>			
U.S.	309	(1.9%)	(1.9%)
International	265	9.2%	16.1%
<b>By Segment</b>			
Medical	296	3.9%	6.6%
Life Sciences*	278	2.0%	5.3%

\* Note: The safety values within Life Sciences are reflective of the Preanalytical Systems and Diagnostic Systems contributions.



# Q1 FY 2015 Adjusted Gross Margin Change Year-Over-Year

% of Revenue





# Q1 FY 2015 Adjusted Income Statement

	Favorable (Unfavorable)				
	Adjusted Q1 FY 2015	Adjusted Q1 FY 2014	\$ Change	% Change	FXN % Change
Revenues	\$2,051	\$2,015	\$37	1.8%	5.3%
Gross Profit	1,063	1,053	10	1.0%	5.9%
% of Revenues	51.8%	52.3%			
SSG&A	532	531	(1)	(0.2%)	(3.2%)
% of Revenues	25.9%	26.4%			
R&D	129	126	(3)	(2.5%)	(3.6%)
% of Revenues	6.3%	6.2%			
Operating Income	402	396	6	1.5%	10.1%
% of Revenues	19.6%	19.7%			
Tax Rate	21.0%	24.8%			
<b>Adjusted EPS</b>	<b>\$1.53</b>	<b>\$1.43</b>	<b>\$0.10</b>	<b>7.0%</b>	<b>15.4%</b>

## Growth % (FXN)

	Q1 FY 2015 Actual	November Guidance	February Guidance
<b>Total BD Revenues</b>	<b>5.3%</b>	<b>4.5% to 5%</b>	<b>~5%</b>
Medical	4.2%	4.5% to 5%	~4.5% to 5%
Life Sciences	6.5%	~ 4.5%	~5%
Diagnostics	6.5%	~4.0% to 4.5%	~5%
Biosciences	6.7%	~4.5% to 5%	~4.5% to 5%
<b>Adjusted EPS</b>	<b>15.4%</b>	<b>8% to 9%</b>	<b>9% to 10%</b>

## **Vincent A. Forlenza**

**Chairman, CEO and President**

## Medical Program/Product

## Planned Launch Date

BD Intelliport™ Medication Management System   Q1 FY 2015 FDA Clearance  
● Q3 FY 2015 Launch

BD Insulin Infusion Sets

- FY 2015 FDA Clearance
- FY 2016 Launch

BD Simplist™ Prefilled Injectables

- Heparin Sodium Injection, USP
- FY 2016
- Hydromorphone Hydrochloride Injection, USP
- FY 2016



# New Program and Product Launch Updates: Life Sciences

## Diagnostic Systems Program/Product

## Planned Launch Date

### BD MAX™

- Enteric Parasite
- GC/CT and GC/CT/Trich
- Extended Enteric Bacterial
- Enteric Viral
- Vaginitis / Vaginosis

- Launched EU / Q3 FY 2015 U.S.
- Q3 FY 2015 EU
- 1H FY 2016 EU
- 1H FY 2016 EU
- FY 2016

### BD Veritor™ – Next Generation

- FY 2016

### BD Totalys™

- Launched EU / Q4 FY 2015 U.S.

## Biosciences Program/Product

## Planned Launch Date

### BD Horizon™ (Sirigen) Dyes



- Q1 FY 2015 - 1 Launched
- FY 2015 - 2 Expected

### BD X-14 Research Instrument

- 2H FY 2015

### BD FACSVia™

- Q4 FY 2015

**CareFusion  
Acquisition  
Announced  
10/5/14**

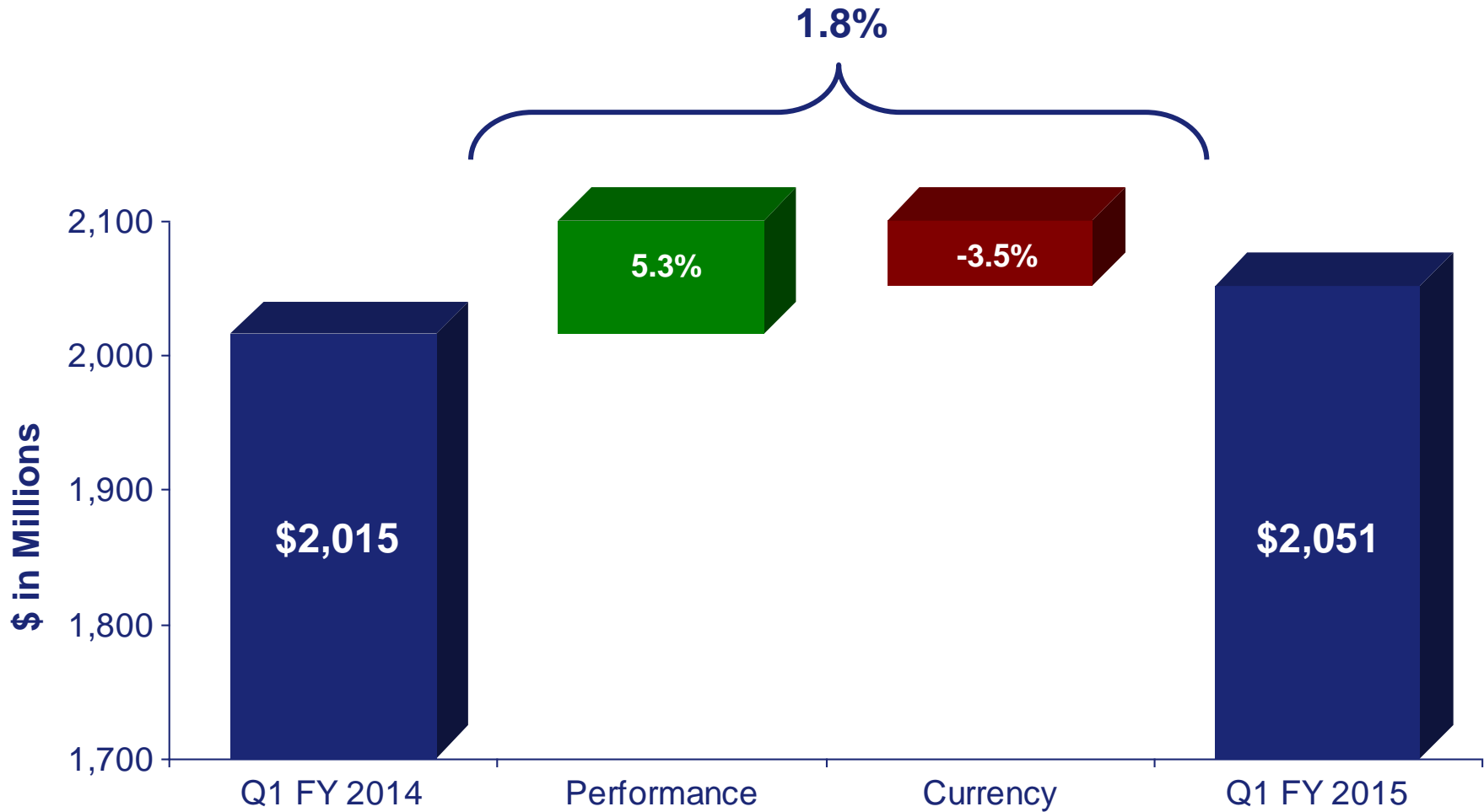
**Acquisition  
expected to close  
in the first quarter  
of 2015**



- Off to a very good start this fiscal year
- Strategy delivering results:
  - Core business is strong
  - Recent product launches continue to gain traction
  - International growth remains robust
- Closing of CareFusion acquisition expected in the first calendar quarter
- Raising currency-neutral revenue and EPS guidance

# Q & A

# Q1 FY 2015 Revenue Growth Year-Over-Year





# Q1 FY 2015 Adjustment Reconciliation

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

	Three Months Ended December 31,					
	Reported FY 2015	Financing Related Costs <sup>(1)</sup>	Transaction & Integration Costs <sup>(2)</sup>	Purchase Accounting Adjustments <sup>(3)</sup>	Litigation Related Charge <sup>(4)</sup>	Adjusted FY 2015
REVENUES	\$ 2,051	-	-	-	-	\$ 2,051
Gross Profit	1,045	-	-	\$ 18	-	1,063
% of Revenues	50.9%					51.8%
Selling and administrative expense	544	-	-	-	\$ (12)	532
% of Revenues	26.5%					25.9%
Research and development expense	129	-	-	-	-	129
% of Revenues	6.3%					6.3%
Acquisition-related costs	23	-	\$ (23)	-	-	-
OPERATING INCOME	349	-	23	18	12	402
% of Revenues	17.0%					19.6%
Interest Expense	(76)	\$ 44	-	-	-	(32)
Other income, net	2	-	-	-	-	2
Income tax provision	50	16	5	6	4	80
Effective Tax Rate	17.4%					21.0%
NET INCOME	236	28	18	12	7	302
% of Revenues	11.5%					14.7%
Diluted Earnings per Share	\$ 1.20	\$ 0.14	\$ 0.09	\$ 0.06	\$ 0.04	\$ 1.53

<sup>(1)</sup> Represents financing related costs associated with the pending CareFusion acquisition.

<sup>(2)</sup> Represents transaction and integration costs incurred in connection with the pending CareFusion acquisition.

<sup>(3)</sup> Represents the non-cash expense associated with the amortization of acquisition related identifiable intangible assets.

<sup>(4)</sup> Represents a charge for plaintiff's attorneys' fees associated with the unfavorable verdict in the antitrust and false advertising lawsuit filed against BD by RTI.



# Q1 FY 2015 Reconciliation – FX Impact

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

	Three Months Ended December 31,						
	Adjusted FY 2015	Adjusted FY 2014	Adjusted Growth \$	Adjusted Growth %	Foreign Currency Translation	FXN Change	FXN Growth
REVENUES	\$ 2,051	\$ 2,015	\$ 37	1.8%	\$ (70)	\$ 107	5.3%
Gross Profit	1,063	1,053	10	1.0%	(52)	62	5.9%
% of Revenues	51.8%	52.3%					
Selling and administrative expense	532	531	(1)	-0.2%	16	(17)	(3.2%)
% of Revenues	25.9%	26.4%					
Research and development expense	129	126	(3)	(2.5%)	1	(4)	(3.6%)
% of Revenues	6.3%	6.2%					
Acquisition-related costs	-	-	-	-	-	-	-
OPERATING INCOME	402	396	6	1.5%	(34)	40	10.1%
% of Revenues	19.6%	19.7%					
Interest Expense	(32)	(34)	1	4.3%	-	1	4.2%
Other income, net	2	1	1	NM	3	(2)	NM
Income tax provision	80	93	13	NM	7	6	NM
Effective Tax Rate	21.0%	24.8%					
NET INCOME	302	284	18	6.4%	(24)	43	15.0%
% of Revenues	14.7%	14.1%					
Diluted Earnings per Share	\$ 1.53	\$ 1.43	\$ 0.10	7.0%	\$ (0.12)	\$ 0.22	15.4%

NM - Not Meaningful

FXN = Foreign Currency Neutral



# Q1 FY 2015 Reconciliation of Non-GAAP Financial Measures

(Unaudited)

	Three Months Ended December 31,						
	FY 2015	FY 2014	Growth	Foreign Currency Translation	Foreign Currency Neutral Change	Growth %	Foreign Currency Neutral Growth %
Reported Diluted Earnings per Share	\$ 1.20	\$ 1.37	\$ (0.17)	\$ (0.12)	\$ (0.05)	(12.4%)	(3.6%)
Financing related costs associated with the pending CareFusion acquisition. (\$44 million or \$28 million after-tax)	0.14	-					
Transaction and integration costs incurred in connection with the pending CareFusion acquisition. (\$23 million or \$18 million after-tax)	0.09	-					
Non-cash expense associated with the amortization of acquisition related identifiable intangible assets. (\$18 million or \$12 million after-tax and \$18 million or \$13 million after-tax, respectively)	0.06	0.06					
Charge for plaintiff's attorneys' fees associated with the unfavorable verdict in the antitrust and false advertising lawsuit filed against BD by RTI. (\$12 million or \$7 million after-tax)	0.04	-					
Adjusted Diluted Earnings per Share	\$ 1.53	\$ 1.43	\$ 0.10	\$ (0.12)	\$ 0.22	7.0%	15.4%





# FY 2015 Reconciliation - FX Impact Emerging Markets and China

(Unaudited; Amounts in millions)

	Three Months Ended December 31,				
	FY 2015	FY 2014	Reported	% Change FXN	FX Impact
Total Emerging Markets Revenues	\$ 543	\$ 503	7.9%	12.4%	4.5%
Total Emerging Markets Safety Revenues	\$ 122	\$ 108	12.3%	17.8%	5.5%
China Revenues	\$ 152	\$ 124	22.7%	23.1%	0.4%



# Q1 FY 2015 Revenues by Region: Old Segment Structure

Three Months Ended December 31,  
(Unaudited; Amounts in millions)

	United States		
	FY 2015	FY 2014	% Change
<u>BD MEDICAL</u>			
Medical Surgical Systems	\$ 268	\$ 262	2.2
Diabetes Care	123	122	0.8
Pharmaceutical Systems	66	57	16.2
<u>BD MEDICAL</u>	<u>\$ 457</u>	<u>\$ 441</u>	<u>3.6</u>
<u>BD DIAGNOSTICS</u>			
Preanalytical Systems	\$ 172	\$ 171	0.3
Diagnostic Systems	159	149	6.5
<u>TOTAL</u>	<u>\$ 331</u>	<u>\$ 321</u>	<u>3.2</u>
<u>BD BIOSCIENCES</u>	<u>\$ 93</u>	<u>\$ 87</u>	<u>6.5</u>
<u>TOTAL UNITED STATES</u>	<u>\$ 881</u>	<u>\$ 849</u>	<u>3.7</u>

Three Months Ended December 31,  
(Unaudited; Amounts in millions)

	International				
	FY 2015	FY 2014	% Change		
			Reported	FXN	FX Impact
<u>BD MEDICAL</u>					
Medical Surgical Systems	\$ 333	\$ 317	5.0	10.6	(5.6)
Diabetes Care	141	142	(0.8)	6.1	(6.9)
Pharmaceutical Systems	141	164	(13.7)	(8.3)	(5.4)
<u>TOTAL</u>	<u>\$ 615</u>	<u>\$ 622</u>	<u>(1.2)</u>	<u>4.6</u>	<u>(5.8)</u>
<u>BD DIAGNOSTICS</u>					
Preanalytical Systems	\$ 182	\$ 176	3.2	10.1	(6.9)
Diagnostic Systems	179	175	1.8	8.9	(7.1)
<u>TOTAL</u>	<u>\$ 360</u>	<u>\$ 351</u>	<u>2.5</u>	<u>9.5</u>	<u>(7.0)</u>
<u>BD BIOSCIENCES</u>	<u>\$ 196</u>	<u>\$ 192</u>	<u>1.8</u>	<u>6.8</u>	<u>(5.0)</u>
<u>TOTAL INTERNATIONAL</u>	<u>\$ 1,170</u>	<u>\$ 1,166</u>	<u>0.4</u>	<u>6.4</u>	<u>(6.0)</u>

Three Months Ended December 31, (continued)  
(Unaudited; Amounts in millions)

	Total				
	FY 2015	FY 2014	% Change		
			Reported	FXN	FX Impact
<u>BD MEDICAL</u>					
Medical Surgical Systems	\$ 601	\$ 579	3.7	6.8	(3.1)
Diabetes Care	263	264	(0.1)	3.6	(3.7)
Pharmaceutical Systems	208	221	(6.0)	(1.9)	(4.1)
<u>TOTAL</u>	<u>\$ 1,072</u>	<u>\$ 1,064</u>	<u>0.8</u>	<u>4.2</u>	<u>(3.4)</u>
<u>BD DIAGNOSTICS</u>					
Preanalytical Systems	\$ 353	\$ 347	1.8	5.2	(3.4)
Diagnostic Systems	338	325	4.0	7.8	(3.8)
<u>TOTAL</u>	<u>\$ 691</u>	<u>\$ 672</u>	<u>2.8</u>	<u>6.5</u>	<u>(3.7)</u>
<u>BD BIOSCIENCES</u>	<u>\$ 288</u>	<u>\$ 279</u>	<u>3.3</u>	<u>6.7</u>	<u>(3.4)</u>
<u>TOTAL REVENUES</u>	<u>\$ 2,051</u>	<u>\$ 2,015</u>	<u>1.8</u>	<u>5.3</u>	<u>(3.5)</u>

Note: The information provided is for comparison purposes only and does not represent the current two segment structure of the Company.



# Q1 FY 2014 Adjustment Reconciliation

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

	Three Months Ended December 31,		
	Reported FY 2014	Purchase Accounting Adjustments <sup>(1)</sup>	Adjusted FY 2014
REVENUES	\$ 2,015	-	\$ 2,015
Gross Profit	1,035	\$ 18	1,053
% of Revenues	51.3%		52.3%
Selling and administrative expense	531	-	531
% of Revenues	26.4%		26.4%
Research and development expense	126	-	126
% of Revenues	6.2%		6.2%
Acquisition-related costs	-	-	-
OPERATING INCOME	378	18	396
% of Revenues	18.8%		19.7%
Interest Expense	(34)	-	(34)
Other income, net	1	-	1
Income tax provision	88	6	93
Effective Tax Rate	24.4%		24.8%
NET INCOME	271	13	284
% of Revenues	13.5%		14.1%
Diluted Earnings per Share	\$ 1.37	\$ 0.06	\$ 1.43

<sup>(1)</sup> Represents the non-cash expense associated with the amortization of acquisition related identifiable intangible assets.



# FY 2014 Total Year Adjustment Reconciliation

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

	Twelve Months Ended September 30,											
	Reported FY 2014	Asset Write-Offs <sup>(1)</sup>	Contract Termination Charge <sup>(2)</sup>	Gain on Investment <sup>(3)</sup>	Program Termination Charge <sup>(4)</sup>	Pension Settlement Charge <sup>(5)</sup>	Carrying Amount Adjustment <sup>(6)</sup>	Workforce Reduction Charge <sup>(7)</sup>	Acquisition Related Items <sup>(8)</sup>	Adjusted FY 2014	Amortization of Acquired Intangibles <sup>(9)</sup>	Adjusted FY 2014 <sup>(10)</sup> for "Cash" EPS
REVENUES	\$ 8,446	-	-	-	-	-	-	-	-	\$ 8,446	-	\$ 8,446
Gross Profit	4,301	-	-	-	-	\$ 2	\$ 5	\$ 14	-	4,322	\$ 74	4,396
% of Revenues	50.9%									51.2%		52.0%
Selling and administrative	2,145	-	\$ (11)	-	-	(2)	-	(11)	\$ (6)	2,115	-	2,115
% of Revenues	25.4%									25.0%		25.0%
Research and development	550	\$ (20)	-	-	\$ (6)	-	-	(11)	-	514	-	514
% of Revenues	6.5%									6.1%		6.1%
OPERATING INCOME	1,606	20	11	-	6	3	5	36	6	1,693	74	1,767
% of Revenues	19.0%									20.0%		20.9%
Other income (expense), net	5	-	-	\$ (8)	-	-	-	-	-	(3)	-	(3)
Income tax provision	337	8	3	(3)	2	1	2	13	2	365	24	389
Effective Tax Rate	22.1%									22.8%		23.2%
INCOME FROM CONTINUING OPERATIONS	1,185	12	8	(5)	4	2	3	23	4	1,235	50	1,285
% of Revenues	14.0%									14.6%		15.2%
Diluted Earnings per Share from Continuing Operations	\$ 5.99	\$ 0.06	\$ 0.04	\$ (0.03)	\$ 0.02	\$ 0.01	\$ 0.02	\$ 0.12	\$ 0.02	\$ 6.25	\$ 0.25	\$ 6.50

<sup>(1)</sup> Represents a write-off of capitalized product software and, to a lesser extent, fixed assets primarily resulting from the discontinuance of an instrument product development program in the Life Sciences segment.

<sup>(2)</sup> Represents the cost associated with the decision to early terminate a European distributor arrangement in the Life Sciences segment.

<sup>(3)</sup> Represents a gain from a cash distribution received from the sale of company, in which BD had a small equity ownership.

<sup>(4)</sup> Represents a charge associated with the decision to terminate a research and development program in the Medical segment; the charge relates to program asset write-offs and obligations.

<sup>(5)</sup> Primarily represents non-cash 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 in each year. The charges also included settlement losses associated with certain foreign pension plans.

<sup>(6)</sup> Represents an adjustment to the carrying amount of an asset that is being held for sale.

<sup>(7)</sup> Represents a charge associated with workforce reduction actions at certain locations.

<sup>(8)</sup> Represents acquisition-related costs incurred in connection with the pending acquisitions.

<sup>(9)</sup> Represents non-cash expenses associated with the amortization of acquisition related intangibles.

<sup>(10)</sup> Beginning in fiscal year 2015, adjusted values will exclude the amortization of acquisition related intangibles.



# FY 2014 Total Year Reconciliation – FX Impact

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

	Twelve Months Ended September 30,						
	Adjusted FY 2014 EPS	Adjusted FY 2013 EPS	Adjusted Growth \$	Adjusted Growth %	Foreign Currency Translation	FXN Change	FXN Growth
REVENUES	\$ 8,446	\$ 8,054	\$ 392	4.9%	\$ (29)	\$ 421	5.2%
Gross Profit	4,396	4,247	149	3.5%	(69)	217	5.1%
% of Revenues	52.0%	52.7%					
Selling and administrative	2,115	2,056	(59)	-2.9%	12	(71)	-3.4%
% of Revenues	25.0%	25.5%					
Research and development	514	494	(20)	-3.9%	(1)	(19)	-3.8%
% of Revenues	6.1%	6.1%					
OPERATING INCOME	1,767	1,696	70	4.2%	(57)	128	7.5%
% of Revenues	20.9%	21.1%					
Other (expense) income, net	(3)	9	(13)	NM	(8)	(5)	-55.2%
Income tax provision	388	399	11	NM	23	(12)	NM
Effective Tax Rate	23.2%	24.8%					
INCOME FROM CONTINUING OPERATIONS	1,286	1,208	78	6.4%	(43)	121	10.0%
% of Revenues	15.2%	15.0%					
Diluted Earnings per Share from Continuing Operations	\$ 6.50	\$ 6.06	\$ 0.44	7.3%	\$ (0.22)	\$ 0.66	10.9%

NM - Not Meaningful

FXN = Foreign Currency Neutral



# FY 2015 Outlook Reconciliation

	<u>Reported Basis</u>	<u>FX Impact</u>	<u>FXN Basis</u>
Revenues - Full Year FY 2015 estimated growth	(~1.0%)	(~6.0%)	~5%
	<u>Full Year FY 2015 (estimated)</u>	<u>Full Year FY 2014</u>	<u>% Increase</u>
Reported Fully Diluted Earnings per Share	\$ 5.98 - 6.05 \$	5.99	NM
Financing-related acquisition costs	0.14	0.02	
Acquisition-related transaction and integration costs	0.09	-	
Amortization of acquisition related identifiable intangible assets	0.25	0.26	
Litigation-related charge	0.04	-	
Employee termination costs	-	0.12	
Research and development charges <sup>(1)</sup>	-	0.08	
Pension settlement charge	-	0.01	
Other specified items, net <sup>(2)</sup>	-	0.03	
Adjusted Fully Diluted Earnings per Share	<u>\$ 6.50 - 6.57 \$</u>	<u>6.50</u>	0.0% - 1.0%
FX Impact			(9.0%)
Adjusted FXN Growth			<u>9.0% - 10.0%</u>

NM - Not Meaningful  
FXN = Foreign Currency Neutral

<sup>(1)</sup> Includes a write-off of capitalized software, and to a lesser extent, fixed assets primarily resulting from the discontinuance of an instrument product development program in the Life Sciences segment and a charge associated with the decision to terminate a research and development program in the Medical segment.

<sup>(2)</sup> Includes a charge recorded in the Life Sciences segment for contract termination costs that resulted from the early termination of a European distributor arrangement. Also includes a charge resulting from the adjustment to the carrying amount of an asset that is being held for sale, and a gain resulting from the sale of a company in which we held a small equity ownership interest.