BD Announces Results For 2016 Second Fiscal Quarter

- Announces adjusted revenues of \$3.071 billion, an increase of 49.7 percent, or 55.2 percent on a currencyneutral basis. On a comparable, currency-neutral basis, adjusted revenues grew 5.3 percent. As reported, revenues increased 49.6 percent to \$3.067 billion.

- Adjusted diluted earnings per share of \$2.18 increased 35.4 percent, or 44.7 percent on a currency-neutral basis. As reported, diluted earnings per share were \$1.56.

- Raises fiscal year 2016 adjusted diluted earnings per share guidance to \$8.50 to \$8.57. On a currency-neutral basis, the Company continues to expect adjusted diluted earnings per share to be between \$9.01 and \$9.08. As reported, the Company expects full fiscal year diluted earnings per share to be between \$6.14 and \$6.21.

FRANKLIN LAKES, N.J., May 5, 2016 /PRNewswire/ -- BD (Becton, Dickinson and Company) (NYSE: BDX), a leading global medical technology company, today reported quarterly adjusted revenues of \$3.071 billion for the second fiscal quarter ended March 31, 2016, an increase of 49.7 percent over the prior-year period reported revenues, or 55.2 percent on a currency-neutral basis. On a comparable, currency-neutral basis, second quarter adjusted revenues grew 5.3 percent. As reported, second quarter revenues were \$3.067 billion, an increase of 49.6 percent over the prior-year period.

"We are pleased with our second quarter revenue growth and strong operating performance," said Vincent A. Forlenza, Chairman, CEO and President. "Our results this quarter continue to demonstrate the breadth and diversity of the growth drivers within our portfolio. This performance enables us to continue to create value for shareholders and provides us with the capacity to invest for the future."

Second Quarter and Six-Month Fiscal 2016 Operating Results

Adjusted diluted earnings per share were \$2.18, compared with \$1.61 in the prior-year period. This represents an increase of 35.4 percent, or 44.7 percent on a currency-neutral basis. On a reported basis, diluted earnings per share for the second quarter were \$1.56 compared with \$1.08 in the prior-year period.

For the six-month period ended March 31, 2016, adjusted diluted earnings per share were \$4.13, compared with \$3.14 in the prior-year period. This represents an increase of 31.5 percent, or 44.9 percent on a currency-neutral basis. On a reported basis, diluted earnings per share were \$2.62 compared with \$2.28 in the prior-year period.

Segment Results

In the BD Medical segment, worldwide adjusted revenues for the quarter were \$2.135 billion, an increase of 93.1 percent over the prior-year period reported revenues, or 99.5 percent on a currency-neutral basis. On a comparable, currency-neutral basis, adjusted Medical revenues grew 6.1 percent. The segment's revenue growth reflects solid performance across the Medication and Procedural Solutions, Medication Management Solutions, and Diabetes Care units. Strong performance in the Pharmaceutical Systems and Respiratory Solutions units was aided, in part, by volume increases driven by customer ordering patterns and capital placements, respectively. On a reported basis, Medical revenues were \$2.131 billion, an increase of 92.8 percent over the prior-year period.

For the six-month period ended March 31, 2016, BD Medical adjusted revenues of \$4.194 billion increased 92.6 percent over the prior-year period reported revenues, or 100.5 percent on a currency-neutral basis. On a comparable, currency-neutral basis, adjusted revenues grew 4.0 percent. On a reported basis, revenues were \$4.185 billion, an increase of 92.2 percent over the prior-year period.

In the BD Life Sciences segment, reported worldwide revenues for the quarter were \$936 million, a decrease of 1.0 percent from the prioryear period, or an increase of 3.4 percent on a currency-neutral basis. The segment's results reflect solid growth in the Preanalytical Systems and Diagnostic Systems units, and Biosciences unit revenues that were about flat when compared with the prior-year period revenues. Growth in the Diagnostic Systems unit was driven by strong core microbiology sales, and was aided, in part, by a late flu season in comparison to the prior year which experienced a strong flu season in the first fiscal quarter. Within the Biosciences unit, strong growth in research instruments and reagents in the U.S. was offset by tender delays in Africa and a difficult comparison to the prior year in Europe.

For the six-month period ended March 31, 2016, BD Life Sciences revenues of \$1.869 billion decreased 2.9 percent, and increased 2.5 percent on a currency-neutral basis.

Geographic Results

Second quarter adjusted revenues in the U.S. of \$1.722 billion represent an increase of 99.6 percent over the prior-year period reported revenues. On a comparable basis, adjusted U.S. revenues increased 5.7 percent, with notable growth across both segments. Within the BD Medical segment, strong performance across the segment was aided, in part, by the aforementioned timing of customer orders and capital placements in the Pharmaceutical Systems and Respiratory Solutions units, respectively. Growth in the BD Life Sciences segment was driven by strong reagent sales and instrument placements in the Biosciences unit and solid growth in the Diagnostic Systems and Preanalytical Systems units. Growth in the Diagnostic Systems unit was aided by the late peak in the flu season. On a reported basis, U.S. revenues were \$1.719 billion, an increase of 99.2 percent over the prior-year period.

Revenues outside of the U.S. were \$1.349 billion, representing an increase of 13.5 percent over the prior-year period reported revenues, or an increase of 23.0 percent on a currency-neutral basis. On a comparable, currency-neutral basis, international revenues grew 4.8 percent. Within the BD Medical segment, growth was driven by continued strength in Europe and sales of safety-engineered products, particularly in China. Growth in the Medical Segment was aided, in part, by the aforementioned timing of customer orders and capital placements in the Pharmaceutical Systems and Respiratory Solutions units, respectively. Growth in the Life Sciences segment was driven by Preanalytical Systems and strong microbiology sales, partially offset by the aforementioned tender delays in Africa.

For the six-month period ended March 31, 2016, adjusted revenues in the U.S. were \$3.419 billion, representing an increase of 96.1 percent compared with the prior-year period reported revenues. On a comparable basis, adjusted U.S. revenues grew 3.6 percent. On a reported basis, U.S. revenues were \$3.410 billion, an increase of 95.5 percent over the prior-year period. Revenues outside of the U.S. were \$2.644

billion, representing an increase of 12.1 percent over the prior-year period reported revenues, or an increase of 23.8 percent on a foreign currency-neutral basis. On a comparable, currency-neutral basis, revenues outside the U.S. grew 3.5 percent.

Fiscal 2016 Outlook for Full Year

The Company continues to estimate that currency-neutral adjusted revenues for the full fiscal year 2016, including the accretion from the acquisition of CareFusion, will increase 24.5 to 25.0 percent. Including the impact of foreign currency, as adjusted and as reported revenues are now expected to increase 21.5 to 22.0 percent. This is an increase from previously issued guidance of 20.0 to 20.5 percent growth. On a comparable, currency-neutral basis, the Company continues to estimate organic adjusted revenues will increase 4.5 to 5.0 percent when adjusting for the impact of closed acquisitions and divestitures.

The Company has raised its fiscal 2016 adjusted diluted earnings per share guidance to be between \$8.50 and \$8.57 which represents growth of approximately 19.0 to 20.0 percent. This is an increase from previously issued guidance of \$8.37 to \$8.44 which represented approximately 17.0 to 18.0 percent growth. On a currency-neutral basis, the Company continues to expect full-year fiscal 2016 adjusted diluted earnings per share to be between \$9.01 and \$9.08, which represents growth of approximately 26.0 to 27.0 percent over fiscal 2015 adjusted diluted earnings per share of \$7.16. Adjusted diluted earnings per share exclude, among other specified items, the non-cash amortization of intangible assets, and include approximately 22.0 percentage points of accretion from the CareFusion acquisition. As reported, the Company expects full fiscal year diluted earnings per share to be between \$6.14 and \$6.21.

Conference Call Information

A conference call regarding BD's second quarter results will be broadcast live on BD's website, <u>www.bd.com/investors</u>, along with related slides, at 8:00 a.m. (ET) Thursday, May 5, 2016. The conference call will be available for replay on BD's website, <u>www.bd.com/investors</u>, or at 1-800-585-8367 (domestic) and 1-404-537-3406 (international) through the close of business on Thursday, May 12, 2016, confirmation number 83710101.

Non-GAAP Financial Measures/Financial Tables

This news release contains certain non-GAAP financial measures. Reconciliations of these and other non-GAAP measures to the comparable GAAP measures are included in the attached financial tables. Within the attached financial tables presented, certain columns and rows may not add due to the use of rounded numbers. Percentages and earnings per share amounts presented are calculated from the underlying amounts.

All "comparable" basis revenue growth rates presented throughout this release include the results of CareFusion Corporation ("CareFusion") in the current and prior-year periods. Adjusted revenues for the current period for the Company and the Medical segment in the U.S. exclude the amortization of a write down of deferred revenue made in connection with our acquisition of CareFusion, which served to lower reported revenues for the period. Adjusted revenue growth rates presented on a comparable basis reflect the aforementioned adjustments and further exclude the impact of a distribution agreement change in the Respiratory Solutions unit. Current and prior-year adjusted diluted earnings per share results exclude the impact of purchase accounting adjustments, including the non-cash amortization of acquisition-related intangible assets; and integration and restructuring costs. Prior-year adjusted diluted earnings per share results also excludes the impact of financing and transaction costs; a litigation-related charge and the dilutive impact of shares issued in the CareFusion acquisition prior to the consolidation of its operating results beginning on April 1, 2015. We also provide these measures on a currency-neutral basis after eliminating the effect of foreign currency translation, where applicable. Reconciliations of these amounts to the most directly comparable GAAP measures are included in the tables at the end of this release.

About BD

BD is a global medical technology company that is *advancing the world of health* by improving medical discovery, diagnostics and the delivery of care. BD leads in patient and health care worker safety and the technologies that enable medical research and clinical laboratories. The company provides innovative solutions that help advance medical research and genomics, enhance the diagnosis of infectious disease and cancer, improve medication management, promote infection prevention, equip surgical and interventional procedures, optimize respiratory care and support the management of diabetes. The company partners with organizations around the world to address some of the most challenging global health issues. BD has more than 45,000 associates across 50 countries who work in close collaboration with customers and partners to help enhance outcomes, lower health care delivery costs, increase efficiencies, improve health care safety and expand access to health. For more information on BD, please visit www.bd.com.

This press release, including the section entitled "Fiscal 2016 Outlook for Full Year", contains certain estimates and other forward-looking statements (as defined under Federal securities laws) regarding BD's performance, including future revenues and earnings per share. All such statements are based upon current expectations of BD and involve a number of business risks and uncertainties. Actual results could vary materially from anticipated results described, implied or projected in any forward-looking statement. With respect to forward-looking statements contained herein, a number of factors could cause actual results to vary materially. These factors include, but are not limited to: risks relating to the integration of CareFusion's operations, products and employees into BD and the possibility that the anticipated synergies and other benefits of the proposed acquisition will not be realized or will not be realized within the expected timeframe; potential cuts in governmental healthcare spending, which could result in reduced demand for our product or downward pricing pressure; measures to contain healthcare costs; adverse changes in regional, national or foreign economic conditions, including any impact on our ability to access credit markets and finance our operations, the demand for our products and services as a result of reduced government funding, lower utilization rates or otherwise, or our suppliers' ability to provide products needed for our operations; changes in interest or foreign currency exchange rates: our ability to successfully integrate any businesses we acquire: the adverse impact of cyber-attacks on our information systems or products; competitive factors including technological advances and new products introduced by competitors; interruptions in our supply chain or manufacturing processes; pricing and market pressures; difficulties inherent in product development, delays in product introductions and uncertainty of market acceptance of new products; adverse changes in geopolitical conditions; increases in energy costs and their effect on, among other things, the cost of producing BD's products; efficacy or safety concerns relating to product recalls: fluctuations in costs and availability of raw materials and in BD's ability to maintain favorable supplier arrangements and relationships; new or changing laws and regulations impacting our business or changes in enforcement practices with respect to such laws; uncertainties of litigation (as described in BD's filings with the Securities and Exchange Commission); future healthcare reform, including changes in government pricing and reimbursement policies or other cost containment reforms: the effects of potential pandemic diseases: and issuance of new or revised accounting standards, as well as other factors discussed in BD's filings with the Securities and Exchange Commission. We do not intend to update any forward-looking statements to reflect events or circumstances after the date hereof except as required by applicable laws or regulations.

BECTON DICKINSON AND COMPANY

CONSOLIDATED INCOME STATEMENTS

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

	2016	2015	a/ 01
		2015	% Change
REVENUES	\$ 3,067	\$ 2,051	49.6
Cost of products sold	1,584	1,005	57.6
Selling and administrative expense	732	511	43.2
Research and development expense	182	129	40.4
Acquisitions and other restructurings	104	113	(7.9
TOTAL OPERATING COSTS			
AND EXPENSES	2,601	1,758	47.9
OPERATING INCOME	466	293	59.3
Interest expense	(99)	(91)	8.5
Interest income	3	8	(63.8
Other income, net	6	15	(62.7
INCOME BEFORE INCOME TAXES	376	225	67.1
Income tax provision	38	9	NM
NET INCOME	\$ 338	\$ 216	56.4
EARNINGS PER SHARE			
Basic Earnings per Share	\$ 1.59	\$ 1.10	44.5
Diluted Earnings per Share	\$ 1.56	\$ 1.08	44.4
AVERAGE SHARES OUTSTANDING (in thousands)	212 469	196 085	

 Basic
 212,469
 196,085

 Diluted
 216,538
 199,938

NM - Not Meaningful

BECTON DICKINSON AND COMPANY

CONSOLIDATED INCOME STATEMENTS

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

		Six Mor	ths Ended Mar	rch 31,
	2016		2015	% Change
REVENUES	\$ 6,054	\$	4,102	47.6
Cost of products sold	3,162		2,011	57.2
Selling and administrative expense	1,480		1,055	40.3
Research and development expense	369		258	42.8
Acquisitions and other restructurings	225		136	65.2
TOTAL OPERATING COSTS				
AND EXPENSES	5,236		3,460	51.3
OPERATING INCOME	818		642	27.5
Interest expense	(196)		(167)	17.1
Interest income	9		19	(51.5
Other income, net	11		17	(35.5
INCOME BEFORE INCOME TAXES	642		510	25.8
Income tax provision	75		58	28.4
NET INCOME	\$ 567	\$	452	25.5

EARNINGS PER SHARE

15.1
14.9

Diluted 216,695 198,493	Basic	212,077	194,447	
	Diluted	216,695	198,493	

BECTON DICKINSON AND COMPANY

SUPPLEMENTAL REVENUE INFORMATION

REVENUES BY BUSINESS SEGMENTS AND UNITS - UNITED STATES

Three Months Ended March 31,

(Unaudited; Amounts in millions)

		А		В		С	D=(A-B)/B	E=(C-B)/B
	As Re		Reported	Reported 2015		justed	% Ch	ange
	2	2016				016	Reported	Adjusted
BD MEDICAL								
Medication and Procedural Solutions	\$	484	\$	256	\$	484	89.3	89.3
Medication Management Solutions		442		-		442	NM	NM
Diabetes Care		125		120		125	4.3	4.3
Pharmaceutical Systems		81		72		81	13.5	13.5
Respiratory Solutions		149		-		149	NM	NM
Deferred Revenue Adjustment *		(4)		-		-	NM	-
TOTAL	\$	1,278	\$	447	\$	1,281	185.8	186.6
BD LIFE SCIENCES								
Preanalytical Systems	\$	175	\$	170	\$	175	3.0	3.0
Diagnostic Systems		156		149		156	4.9	4.9
Biosciences		110		97		110	13.2	13.2
TOTAL	\$	441	\$	416	\$	441	6.1	6.1
TOTAL UNITED STATES	\$	1,719	\$	863	\$	1,722	99.2	99.6

* In accordance with U.S. GAAP business combination accounting rules, CareFusion's deferred revenue balance was written down to reflect a fair value measurement as of the acquisition date. The deferred revenue adjustment represents the amortization of this write-down which primarily relates to software maintenance contracts in the United States. Revenues for these contracts is typically deferred and recognized over the term of the contracts.

NM - Not Meaningful

BECTON DICKINSON AND COMPANY

SUPPLEMENTAL REVENUE INFORMATION

REVENUES BY BUSINESS SEGMENTS AND UNITS - INTERNATIONAL

Three Months Ended March 31, (continued)

		A		В		С	D=(A-B)/B	E=(A-B-C)/B			
	As Re		s Reported			FX	% C	hange			
	2	2016		2016 2		015	In	npact	Reported	FXN	
BD MEDICAL											
Medication and Procedural Solutions	\$	348	\$	309	\$	(34)	12.5	23.4			
Medication Management Solutions		94		-		(6)	NM	NM			
Diabetes Care		118		127		(12)	(6.6)	3.0			
Pharmaceutical Systems		229		223		(16)	3.1	10.2			
Respiratory Solutions		64		-		(3)	NM	NM			
TOTAL	\$	853	\$	658	\$	(71)	29.6	40.4			
BD LIFE SCIENCES											
Preanalytical Systems	\$	165	\$	169	\$	(18)	(2.2)	8.4			
Diagnostic Systems		163		169		(13)	(3.6)	4.3			
Biosciences		167		192		(10)	(12.8)	(7.5)			

TOTAL	\$ 495	\$ 530	\$ (42)	 (6.5)	1.4
TOTAL INTERNATIONAL	\$ 1,349	\$ 1,188	\$ (113)	 13.5	23.0

NM - Not Meaningful

BECTON DICKINSON AND COMPANY

SUPPLEMENTAL REVENUE INFORMATION

REVENUES BY BUSINESS SEGMENTS AND UNITS - TOTAL

Three Months Ended March 31, (continued)

(Unaudited; Amounts in millions)

		А		В		С		D	E=(A-B)/B	F=(A-B-D)/B	G=(C-B)/B	H=(C-B-D)/B
										% Cł	nange	
		As Re	eported		A	djusted		FX				Adjusted
	;	2016		2015		2016	Ir	npact	Reported	FXN	Adjusted	FXN
BD MEDICAL												
Medication and Procedural Solutions	\$	831	\$	565	\$	831	\$	(34)	47.2	53.2	47.2	53.2
Medication Management Solutions		536		-		536		(6)	NM	NM	NM	NM
Diabetes Care		243		247		243		(12)	(1.3)	3.6	(1.3)	3.6
Pharmaceutical Systems		311		294		311		(16)	5.6	11.0	5.6	11.0
Respiratory Solutions		213		-		213		(3)	NM	NM	NM	NM
Deferred Revenue Adjustment *		(4)		-		-		-	NM	NM	-	-
TOTAL	\$	2,131	\$	1,106	\$	2,135	\$	(71)	92.8	99.2	93.1	99.5
BD LIFE SCIENCES												
Preanalytical Systems	\$	340	\$	339	\$	340	\$	(18)	0.4	5.7	0.4	5.7
Diagnostic Systems		319		318		319		(13)	0.4	4.6	0.4	4.6
Biosciences		277		289		277		(10)	(4.1)	(0.5)	(4.1)	(0.5)
TOTAL	\$	936	\$	945	\$	936	\$	(42)	(1.0)	3.4	(1.0)	3.4
								_				
TOTAL REVENUES	\$	3,067	\$	2,051	\$	3,071	\$	(113)	49.6	55.1	49.7	55.2

* In accordance with U.S. GAAP business combination accounting rules, CareFusion's deferred revenue balance was written down to reflect a fair value measurement as of the acquisition date. The deferred revenue adjustment represents the amortization of this write-down which primarily relates to software maintenance contracts in the United States. Revenues for these contracts is typically deferred and recognized over the term of the contracts.

NM - Not Meaningful

BECTON DICKINSON AND COMPANY

SUPPLEMENTAL REVENUE INFORMATION

REVENUES BY BUSINESS SEGMENTS AND UNITS - UNITED STATES

Six Months Ended March 31,

		A		В		С	D=(A-B)/B	E=(C-B)/B	
		As	Reported		% Change				
	2	2016		2015		016	Reported	Adjusted	
BD MEDICAL									
Medication and Procedural Solutions	\$	975	\$	524	\$	975	86.1	86.1	
Medication Management Solutions		886		-		886	NM	NM	
Diabetes Care		259		243		259	6.8	6.8	
Pharmaceutical Systems		144		138		144	4.6	4.6	
Respiratory Solutions		288		-		288	NM	NM	
Deferred Revenue Adjustment *		(9)		-		-	NM	-	
TOTAL	\$	2,544	\$	904	\$	2,553	181.2	182.3	
BD LIFE SCIENCES									
Preanalytical Systems	\$	353	\$	342	\$	353	3.2	3.2	
Diagnostic Systems		305		308		305	(0.9)	(0.9)	
Biosciences		208		190		208	9.7	9.7	
TOTAL	\$	866	\$	839	\$	866	3.2	3.2	

TOTAL UNITED STATES	\$ 3,410	\$ 1,744	\$ 3,419	95.5	96.1

* In accordance with U.S. GAAP business combination accounting rules, CareFusion's deferred revenue balance was written down to reflect a fair value measurement as of the acquisition date. The deferred revenue adjustment represents the amortization of this write-down which primarily relates to software maintenance contracts in the United States. Revenues for these contracts is typically deferred and recognized over the term of the contracts.

NM - Not Meaningful

BECTON DICKINSON AND COMPANY

SUPPLEMENTAL REVENUE INFORMATION

REVENUES BY BUSINESS SEGMENTS AND UNITS - INTERNATIONAL

Six Months Ended March 31, (continued)

(Unaudited; Amounts in millions)

		А		В		С	D=(A-B)/B	E=(A-B-C)/B	
		As Rep		ported		FX	% Change		
		2016		2015		npact	Reported	FXN	
BD MEDICAL									
Medication and Procedural Solutions	\$	705	\$	642	\$	(80)	9.9	22.3	
Medication Management Solutions		200		-		(19)	NM	NM	
Diabetes Care		240		267		(31)	(10.3)	1.1	
Pharmaceutical Systems		363		364		(33)	(0.3)	8.6	
Respiratory Solutions		134		-		(9)	NM	NM	
TOTAL	\$	1,641	\$	1,273	\$	(171)	28.9	42.3	
BD LIFE SCIENCES									
Preanalytical Systems	\$	331	\$	351	\$	(43)	(5.5)	6.8	
Diagnostic Systems		327		347		(35)	(5.8)	4.3	
Biosciences		344		387		(26)	(11.1)	(4.3)	
TOTAL	\$	1,003	\$	1,085	\$	(105)	(7.6)	2.0	
TOTAL INTERNATIONAL	\$	2,644	s	2,358	\$	(275)	12.1	23.8	
TOTAL INTERNATIONAL	à	2,044	à	2,330	- Þ	(275)	12.1	23.0	

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BECTON DICKINSON AND COMPANY

SUPPLEMENTAL REVENUE INFORMATION

REVENUES BY BUSINESS SEGMENTS AND UNITS - TOTAL

Six Months Ended March 31, (continued)

	 А		В		С		D	E=(A-B)/B	F=(A-B-D)/B	G=(C-B)/B	H=(C-B-D)/B
									% C	hange	
	 As Re	eported		А	djusted		FX				Adjusted
	2016		2015		2016	Ir	mpact	Reported	FXN	Adjusted	FXN
BD MEDICAL											
Medication and Procedural Solutions	\$ 1,680	\$	1,165	\$	1,680	\$	(80)	44.1	51.0	44.1	51.0
Medication Management Solutions	1,087		-		1,087		(19)	NM	NM	NM	NM
Diabetes Care	499		510		499		(31)	(2.2)	3.8	(2.2)	3.8
Pharmaceutical Systems	507		502		507		(33)	1.0	7.5	1.0	7.5
Respiratory Solutions	422		-		422		(9)	NM	NM	NM	NM
Deferred Revenue Adjustment *	 (9)		-	-	-		-	NM	NM	-	-
TOTAL	\$ 4,185	\$	2,177	\$	4,194	\$	(171)	92.2	100.0	92.6	100.5
BD LIFE SCIENCES											
Preanalytical Systems	\$ 684	\$	692	\$	684	\$	(43)	(1.2)	5.0	(1.2)	5.0
Diagnostic Systems	632		655		632		(35)	(3.5)	1.8	(3.5)	1.8
Biosciences	 552		577		552		(26)	(4.2)	0.3	(4.2)	0.3
TOTAL	\$ 1,869	\$	1,925	\$	1,869	\$	(105)	(2.9)	2.5	(2.9)	2.5
TOTAL REVENUES	\$ 6,054	\$	4,102	\$	6,063	\$	(275)	47.6	54.3	47.8	54.5

* In accordance with U.S. GAAP business combination accounting rules, CareFusion's deferred revenue balance was written down to reflect a fair value measurement as of the acquisition date. The deferred revenue adjustment represents the amortization of this write-down which primarily relates to software maintenance contracts in the United States. Revenues for these contracts is typically deferred and recognized over the term of the contracts.

NM - Not Meaningful

BECTON DICKINSON AND COMPANY

SUPPLEMENTAL INFORMATION

RECONCILIATION OF REPORTED REVENUE CHANGE TO COMPARABLE ADJUSTED REVENUE CHANGE - UNITED STATES

Three Months Ended March 31,

(Unaudited; Amounts in millions)

		Α	B Defer			C=A+B	. <u> </u>	D BD		E CFN		ratory		D+E+F	H=(C-G)/G Comparable
	Re	eported	Reve	nue	A	djusted	Re	ported	Re	ported	Adjust		His	storical	Adjusted
		2016	Adjust	ment		2016	2	2015	2	2015	20		2	2015	% Change
BD MEDICAL															
Medication and Procedural Solutions	\$	484	\$	-	\$	484	\$	256	\$	212	\$	-	\$	467	3.5
Medication Management Solutions		442		-		442		-		418		-		418	5.9
Diabetes Care		125		-		125		120		-		-		120	4.3
Pharmaceutical Systems		81		-		81		72		-		-		72	13.5
Respiratory Solutions		149		-		149		-		161		(23)		138	8.3
Deferred Revenue Adjustment *		(4)		4		-		-		-				-	
TOTAL	\$	1,278	\$	4	\$	1,281	\$	447	\$	790	\$	(23)	\$	1,214	5.5
BD LIFE SCIENCES															
Preanalytical Systems	\$	175	\$	-	\$	175	\$	170	\$	-	\$	-	\$	170	3.0
Diagnostic Systems		156		-		156	-	149		-		-		149	4.9
Biosciences		110		-		110		97		-		-		97	13.2
TOTAL	\$	441	\$	-	\$	441	\$	416	\$	-	\$	-	\$	416	6.1
TOTAL UNITED STATES	\$	1,719	\$	4	\$	1,722	\$	863	\$	790	\$	(23)	\$	1,630	5.7

* In accordance with U.S. GAAP business combination accounting rules, CareFusion's deferred revenue balance was written down to reflect a fair value measurement as of the acquisition date. The deferred revenue adjustment represents the amortization of this write-down which primarily relates to software maintenance contracts in the United States. Revenues for these contracts is typically deferred and recognized over the term of the contracts.

** To reflect the impact of a distribution agreement change in the Respiratory Solutions unit that occurred toward the end of fiscal 2015, as if it had occurred as of October 1, 2014.

BECTON DICKINSON AND COMPANY

SUPPLEMENTAL INFORMATION

RECONCILIATION OF REPORTED REVENUE CHANGE TO COMPARABLE FXN REVENUE CHANGE - INTERNATIONAL

Three Months Ended March 31, (continued)

		Α		В		С	D	=B+C		E	F=(A-D-E)/D
				BD	C	FN	Com	parable	Com	parable	Comparable
	Re	ported	Re	ported	Rep	ported	His	torical		FX	FXN
	2	016	2	015	2	015	2	015	Im	npact	% Change
BD MEDICAL											
Medication and Procedural Solutions	\$	348	\$	309	\$	56	\$	365	\$	(34)	4.6
Medication Management Solutions		94		-		94		94		(6)	6.6
Diabetes Care		118		127		-		127		(12)	3.0
Pharmaceutical Systems		229		223		-		223		(16)	10.2
Respiratory Solutions		64		-		57		57		(3)	17.1
TOTAL	\$	853	\$	658	\$	207	\$	865	\$	(71)	6.9
BD LIFE SCIENCES											
Preanalytical Systems	\$	165	\$	169	\$	-	\$	169	\$	(18)	8.4
Diagnostic Systems		163		169		-		169		(13)	4.3
Biosciences		167		192		-		192		(10)	(7.5)
TOTAL	\$	495	s	530	\$	-	\$	530	s	(42)	1.4

TOTAL INTERNATIONAL	\$ 1,349	\$ 1,188	\$ 207	\$ 1,395	\$ (113)	_	4.8

BECTON DICKINSON AND COMPANY

COMPANY

SUPPLEMENTAL INFORMATION

RECONCILIATION OF REPORTED REVENUE CHANGE TO COMPARABLE ADJUSTED FXN REVENUE CHANGE - TOTAL

Three Months Ended March 31, (continued)

(Unaudited; Amounts in millions)

	 A	B		(C=A+B	 D		E		F	G	=D+E+F	 н	I=(C-G-
	eported 2016	Defer Reve Adjust	enue		djusted 2016	BD eported 2015	Re	CFN eported 2015	Adjust	ment **	Hi	mparable istorical 2015	parable FX 1pact	Compa⊢ Adjus FXI % Cha
BD MEDICAL														
Medication and Procedural Solutions	\$ 831	\$	-	\$	831	\$ 565	\$	267	\$	-	\$	832	\$ (34)	
Medication Management Solutions	536		-		536	-		512		-		512	(6)	
Diabetes Care	243		-		243	247		-		-		247	(12)	
Pharmaceutical Systems	311		-		311	294		-		-		294	(16)	
Respiratory Solutions	213		-		213	-		218		(23)		195	(3)	
Deferred Revenue Adjustment *	 (4)		4		-	 -		-		-		-	 	
TOTAL	\$ 2,131	\$	4	\$	2,135	\$ 1,106	\$	997	\$	(23)	\$	2,079	\$ (71)	
BD LIFE SCIENCES														
Preanalytical Systems	\$ 340	\$	-	\$	340	\$ 339	\$	-	\$	-	\$	339	\$ (18)	
Diagnostic Systems	319		-		319	318		-		-		318	(13)	
Biosciences	 277		-		277	 289		-		-		289	 (10)	
TOTAL	\$ 936	\$	-	\$	936	\$ 945	\$	-	\$	-	\$	945	\$ (42)	
TOTAL REVENUES	\$ 3,067	\$	4	\$	3,071	\$ 2,051	\$	997	\$	(23)	\$	3,025	\$ (113)	

* In accordance with U.S. GAAP business combination accounting rules, CareFusion's deferred revenue balance was written down to reflect a fair value measurement as of the acquisition date. The deferred revadjustment represents the amortization of this write-down which primarily relates to software maintenance contracts in the United States. Revenues for these contracts is typically deferred and recognized over the term of the contracts.

** To reflect the impact of a distribution agreement change in the Respiratory Solutions unit that occurred toward the end of fiscal 2015, as if it had occurred as of October 1, 2014.

BECTON DICKINSON AND COMPANY

SUPPLEMENTAL INFORMATION

RECONCILIATION OF REPORTED REVENUE CHANGE TO COMPARABLE ADJUSTED REVENUE CHANGE - UNITED STATES

Six Months Ended March 31,

	 A	B		 =A+B	 D		E		F	 D+E+F	H=(C-G)/G
		Defe			BD		CFN		iratory	nparable	Comparable
	eported	Reve		djusted	eported		eported		ment **	storical	Adjusted
	 2016	Adjust	ment	 2016	 2015	2	2015	20	15	 2015	% Change
BD MEDICAL											
Medication and Procedural Solutions	\$ 975	\$	-	\$ 975	\$ 524	\$	427	\$	-	\$ 951	2.5
Medication Management Solutions	886		-	886	-		843		-	843	5.1
Diabetes Care	259		-	259	243		-		-	243	6.8
Pharmaceutical Systems	144		-	144	138		-		-	138	4.6
Respiratory Solutions	288		-	288	-		333		(46)	287	0.6
Deferred Revenue Adjustment *	 (9)		9	 -	 -		-		-	 -	
TOTAL	\$ 2,544	\$	9	\$ 2,553	\$ 904	\$	1,603	\$	(46)	\$ 2,462	3.7
BD LIFE SCIENCES											
Preanalytical Systems	\$ 353	\$	-	\$ 353	\$ 342	\$	-	\$	-	\$ 342	3.2
Diagnostic Systems	305		-	305	308		-		-	308	(0.9)
Biosciences	 208		-	 208	 190		-			 190	9.7
TOTAL	\$ 866	\$	-	\$ 866	\$ 839	\$	-	\$	-	\$ 839	3.2
TOTAL UNITED STATES	\$ 3,410	\$	9	\$ 3,419	\$ 1,744	\$	1,603	\$	(46)	\$ 3,301	3.6

* In accordance with U.S. GAAP business combination accounting rules, CareFusion's deferred revenue balance was written down to reflect a fair value measurement as of the acquisition date. The deferred revenue adjustment represents the amortization of this write-down which primarily relates to software maintenance contracts in the United States. Revenues for these contracts is typically deferred and recognized over the term of the contracts.

** To reflect the impact of a distribution agreement change in the Respiratory Solutions unit that occurred toward the end of fiscal 2015, as if it had occurred as of October 1, 2014.

BECTON DICKINSON AND COMPANY

SUPPLEMENTAL INFORMATION

RECONCILIATION OF REPORTED REVENUE CHANGE TO COMPARABLE FXN REVENUE CHANGE - INTERNATIONAL

Six Months Ended March 31, (continued)

(Unaudited; Amounts in millions)

		A			В	-		с		D=B+C	 -	E	F=(A-D-E)/[_
					BD			FN		mparable		parable	Comparable	е
	R	eported		Rep	ported			orted	F	listorical		FX	FXN	
		2016	. –	20	015	-	20	015		2015	 In	npact	% Change	
BD MEDICAL														
Medication and Procedural Solutions	\$	705	5	5	642		\$	117	\$	758	\$	(80)	3.5	5
Medication Management Solutions		200			-			208		208		(19)	5.2	2
Diabetes Care		240			267			-		267		(31)	1.1	1
Pharmaceutical Systems		363			364			-		364		(33)	8.6	6
Respiratory Solutions		134	_		-			138		138		(9)	2.8	3
TOTAL	\$	1,641		5	1,273	-	\$	463	\$	1,736	 \$	(171)	4.4	1
BD LIFE SCIENCES														
Preanalytical Systems	\$	331		5	351		\$	-	\$	351	\$	(43)	6.8	
Diagnostic Systems		327			347			-		347		(35)	4.3	3
Biosciences		344			387	_		-		387		(26)	(4.3	3)
TOTAL	\$	1,003		5	1,085	-	\$	-	\$	1,085	 \$	(105)	2.0)
TOTAL INTERNATIONAL	\$	2,644		5	2,358	-	\$	463	\$	2,821	\$	(275)	3.5	5

BECTON DICKINSON AND COMPANY

SUPPLEMENTAL INFORMATION

RECONCILIATION OF REPORTED REVENUE CHANGE TO COMPARABLE ADJUSTED FXN REVENUE CHANGE - TOTAL

Six Months Ended March 31, (continued)

(Unaudited; Amounts in millions)

		A	В		(C=A+B		D		E	I	=	G	D+E+F		н	l=(C-(
			Defer	rred				BD		CFN	Respi	ratory	Cor	nparable	Com	parable	Comp Adju
	R	eported	Reve	enue	A	djusted	R	leported	R	eported	Adjust	ment **	Hi	storical		FX	E
		2016	Adjust	ment		2016		2015		2015	20	15		2015	In	npact	% Cl
BD MEDICAL																	
Medication and Procedural Solutions	\$	1,680	\$	-	\$	1,680	\$	1,165	\$	544	\$	-	\$	1,709	\$	(80)	
Medication Management Solutions		1,087		-		1,087		-		1,051		-		1,051		(19)	
Diabetes Care		499		-		499		510		-		-		510		(31)	
Pharmaceutical Systems		507		-		507		502		-		-		502		(33)	
Respiratory Solutions		422		-		422		-		471		(46)		425		(9)	
Deferred Revenue Adjustment *		(9)		9		-		-		-		-		-		-	
TOTAL	\$	4,185	\$	9	\$	4,194	\$	2,177	\$	2,066	\$	(46)	\$	4,198	\$	(171)	
BD LIFE SCIENCES																	
Preanalytical Systems	\$	684	\$	-	\$	684	\$	692	\$	-	\$	-	\$	692	\$	(43)	
Diagnostic Systems		632		-		632		655		-		-		655		(35)	
Biosciences		552		-		552		577		-		-		577		(26)	
TOTAL	\$	1,869	\$	-	\$	1,869	\$	1,925	\$	-	\$	-	\$	1,925	\$	(105)	_
TOTAL REVENUES	\$	6,054	\$	9	\$	6,063	\$	4,102	\$	2,066	\$	(46)	\$	6,122	\$	(275)	

of the contracts.

** To reflect the impact of a distribution agreement change in the Respiratory Solutions unit that occurred toward the end of fiscal 2015, as if it had occurred as of October 1, 2014.

BECTON DICKINSON AND COMPANY SUPPLEMENTAL REVENUE INFORMATION SAFETY REVENUES (Unaudited; Amounts in millions)

				Th	ree Mor	nths Ended	March 31,	
		А		В		С	D=(A-B)/B	E=(A-B-C)/B
		As Re	ported			FX	% C	hange
	2	016		2015	In	npact	Reported	FXN
TOTAL SAFETY REVENUES								
United States	\$	443	\$	294	\$	-	50.7	50.7
International		290		256		(31)	13.1	25.1
TOTAL	\$	733	\$	550	\$	(31)	33.2	38.8
BY SEGMENT								
BD Medical	\$	465	\$	281	\$	(17)	65.5	71.6
BD Life Sciences		268		269		(14)	(0.5)	4.6
TOTAL	\$	733	\$	550	\$	(31)	33.2	38.8

			s	ix Mont	hs Ended M	larch 31,	
	 Α		В		С	D=(A-B)/B	E=(A-B-C)/B
	 As Re	eported			FX	<u>%</u> C	hange
	 2016		2015	In	npact	Reported	FXN
TOTAL SAFETY REVENUES							
United States	\$ 890	\$	602	\$	-	47.7	47.7
International	 580		521		(69)	11.3	24.6
TOTAL	\$ 1,470	\$	1,123	\$	(69)	30.8	37.0
BY SEGMENT							
BD Medical	\$ 932	\$	577	\$	(37)	61.6	68.0
BD Life Sciences	 538		547		(33)	(1.6)	4.3
TOTAL	\$ 1,470	\$	1,123	\$	(69)	30.8	37.0

BECTON DICKINSON AND COMPANY

SUPPLEMENTAL INFORMATION

RECONCILIATION OF SAFETY REVENUE CHANGE TO COMPARABLE FXN REVENUE CHANGE

					Т	hree Mon	ths Ende	d March 3	1,			
		А		В		С	D	=B+C		E	F=(A	-D-E)/D
		BD		BD	(CFN	Com	parable	Com	parable	Com	parable
	Re	ported	Re	ported	Re	ported	His	torical	F	=x	F	-XN
	2	016	2	015	2	015	2	015	Im	pact	% C	Change
TOTAL SAFETY REVENUES												
United States	\$	443	\$	294	\$	130	\$	424	\$	-		4.5
International		290		256		36		292		(31)		9.9
TOTAL	\$	733	\$	550	\$	165	\$	715	\$	(31)		6.7
BY SEGMENT												
BD Medical	\$	465	\$	281	\$	165	\$	446	\$	(17)		8.0
BD Life Sciences		268		269		-		269		(14)		4.6
TOTAL	\$	733	\$	550	\$	165	\$	715	\$	(31)		6.7

		Six Month	s Ended March 31,		
Α	В	С	D=B+C	E	F=(A-D-E)/D
BD	BD	CFN	Comparable	Comparable	Comparable
Reported	Reported	Reported	Historical	FX	FXN

		2016	 2015	 2015	 2015	. –	Im	pact	_	% Change
TOTAL SAFETY REVENUES										
United States	\$	890	\$ 602	\$ 252	\$ 854		\$	-		4.2
International		580	 521	 79	 600	_		(69)	_	8.1
TOTAL	\$	1,470	\$ 1,123	\$ 331	\$ 1,454	_	\$	(69)		5.8
BY SEGMENT										
BD Medical	\$	932	\$ 577	\$ 331	\$ 908		\$	(37)		6.7
BD Life Sciences	-	538	 547	 -	 547	_		(33)		4.3
TOTAL	\$	1,470	\$ 1,123	\$ 331	\$ 1,454	Ι_	\$	(69)	_	5.8

BECTON DICKINSON AND COMPANY

SUPPLEMENTAL INFORMATION

RECONCILIATION OF REPORTED DILUTED EPS TO ADJUSTED DILUTED EPS (Unaudited)

	Three Months Ended March 31,															
	2	2016	_	2	2015		Gi	rowth	 Cu	oreign rrency nslation	Foreig Curren Neutra Growt	ncy al		Growth %	<u>, </u>	_'
Reported Diluted Earnings per Share	\$	1.56	_	\$	1.08		\$	0.48	 6	(0.14)	\$ 0.0	62	-	44.4%	<u> </u>	_
Purchase Accounting Adjustments (\$115 million or \$73 million after-tax and \$9 million or \$3 million after-tax, respectively)		0.34	(1))	0.01	(2)										
Restructuring Costs (\$64 million or \$35 million after-tax and \$62 million or \$36 million after-tax, respectively) $^{\rm (3)}$		0.16			0.18											
Integration Costs (\$40 million or \$25 million after-tax and \$18 million or \$10 million after-tax, respectively) $^{\rm (3)}$		0.12			0.05											
Transaction Costs (\$33 million or \$19 million after-tax) $^{\left(3 ight) }$		-			0.10											
Financing Costs (\$58 million or \$34 million after-tax) (3)		-			0.17											
Dilutive Share Impact ⁽⁴⁾		-			0.02											
Adjusted Diluted Earnings per Share	\$	2.18	-	\$	1.61		\$	0.57	\$ 6	(0.15)	\$ 0.	72	-	35.4%)	_

(1) Includes non-cash amortization expense of \$136 million pre-tax associated with acquisition related identifiable intangible assets, including CareFusion, as well as the net amortization of purchase accounting adjustments of \$1 million pre-tax to reflect CareFusion's fixed assets, debt and deferred revenue balances at fair value as of the acquisition date. Also includes \$22 million of pre-tax income related to a net favorable change in the fair value of contingent consideration payments associated with certain acquisitions.

(2) Represents non-cash amortization expense associated with acquisition related identifiable intangible assets of \$18 million pre-tax, partially offset by an acquisition-date accounting gain of \$9 million pre-tax related to a previously held equity investment.

⁽³⁾ Represents restructuring, integration, transaction and financing costs associated with the CareFusion acquisition and portfolio rationalization.

⁽⁴⁾ Represents the dilutive impact of BD shares issued as part of purchase consideration for CareFusion acquisition prior to the consolidation of its operating results beginning on April 1, 2015. The quarter-todate adjusted diluted average shares outstanding (in thousands) is 197,436.

BECTON DICKINSON AND COMPANY

SUPPLEMENTAL INFORMATION

RECONCILIATION OF REPORTED DILUTED EPS TO ADJUSTED DILUTED EPS (Unaudited)

	Six Months Ended March 31,					
					Foreign	
				Foreign	Currency	
				Currency	Neutral	
	2016	2015	Growth	Translation	Growth	Growth %
Reported Diluted Earnings per Share	\$ 2.62	\$ 2.28	\$ 0.34	\$ (0.40)	\$ 0.74	14.9%
Purchase Accounting Adjustments (\$268 million or \$193 million after-tax and \$27 million or \$15 million after-tax, respectively)	0.89	(1) 0.08	(2)			
Restructuring Costs (\$149 million or \$89 million after-tax and \$62 million or \$36 million after-tax, respectively) $^{\rm (3)}$	0.41	0.18		(0.01)		

Integration Costs (\$75 million or \$47 million after-tax and \$31 million or \$19 million after-tax, respectively) $^{\rm (3)}$	0.22	0.10				
Transaction Costs (\$43 million or \$29 million after-tax) $^{\left(3\right) }$	-	0.15				
Financing Costs (\$102 million or \$62 million after-tax) $^{\left(3 ight) }$	-	0.31				
Litigation-related Charge (\$12 million or \$7 million after-tax) $^{\left(4 ight) }$	-	0.04				
Dilutive Share Impact ⁽⁵⁾	-	0.02				
Adjusted Diluted Earnings per Share	\$ 4.13	\$ 3.14	\$ 0.99	\$ (0.42)	\$ 1.41	31.5%

⁽¹⁾ Includes non-cash amortization expense of \$285 million pre-tax associated with acquisition related identifiable intangible assets, including CareFusion, as well as the net amortization of purchase accounting adjustments of \$5 million pre-tax to reflect CareFusion's fixed assets, debt and deferred revenue balances at fair value as of the acquisition date. Also includes \$22 million of pre-tax income related to a net favorable change in the fair value of contingent consideration payments associated with certain acquisitions.

(2) Represents non-cash amortization expense associated with acquisition related identifiable intangible assets of \$35 million pre-tax, partially offset by an acquisition-date accounting gain of \$9 million pre-tax related to a previously held equity investment.

⁽³⁾ Represents restructuring, integration, transaction and financing costs associated with the CareFusion acquisition and portfolio rationalization.

(4) Represents a charge for plaintiffs attorneys' fees associated with the unfavorable verdict in the antitrust and false advertising lawsuit filed against BD by RTI.

(5) Represents the dilutive impact of BD shares issued as part of purchase consideration for CareFusion acquisition prior to the consolidation of its operating results beginning on April 1, 2015. The year-to-date adjusted diluted average shares outstanding (in thousands) is 197,390.

BECTON DICKINSON AND COMPANY SUPPLEMENTAL INFORMATION FY2016 OUTLOOK RECONCILIATION (Amounts in millions, except per share data)

	FY2015			FY2016 Outlook					
	Re	evenues	% Increase	FX Impact	% Increase FXN				
BDX As Reported Revenue	\$	10,282	21.5% - 22.0%	~(3.0%)	24.5% - 25.0%				
Deferred Revenue Adjustment		20	NM	NM	NM				
BDX As Adjusted Revenue		10,302	21.5% - 22.0%	~(3.0%)	24.5% - 25.0%				
CareFusion First Half Revenue		2,066							
Respiratory Solution Adjustment (1)		(78)							
			% Increase FXN						
			Comparable						
BDX Comparable Revenue		12,290	4.5% - 5.0%						
Inorganic Revenue ⁽²⁾		(27)	Comparable Organic						
BDX Comparable Organic Revenue	\$	12,263	4.5% - 5.0%						
BD Medical Revenue	\$	6,460							
Deferred Revenue Adjustment		20							
BD Medical As Adjusted Revenue		6,480							
CareFusion First Half Revenue		2,066							
Respiratory Solution Adjustment (1)		(78)							
			% Increase FXN						
			Comparable						
BD Medical Comparable Revenue	\$	8,469	4.5% - 5.0%						

			FY2016 Outlook	
	Operat	ing Income	Operating Margin	n (% of Sales)
BDX Adjusted Operating Income	\$	2.177	21.1%	
CareFusion First Half Operating Income	÷	388	NM	
BDX Comparable Adjusted Operating Income	\$	2,566	20.7%	~21.0% - 22.0%

	FY2016 Outlook							
		Full Year		Full Year				
		FY2016		FY2015	% Increase			
	(estimated)						
Reported Fully Diluted Earnings per Share	\$	6.14 - 6.21	\$	3.35	NM			
Purchase Accounting Adjustments		1.73		2.17				
Restructuring Costs		0.41	(3)	0.80				
Integration Costs		0.22	(3)	0.29				

Transaction Costs	-	0.19	
Financing Costs	-	0.31	
Litigation-related Charge	-	0.04	
Employee Termination Cost-related Amounts	-	(0.01)	
Dilutive Share Impact	-	0.02	
Adjusted Fully Diluted Earnings per Share	\$ 8.50 - 8.57	\$ 7.16	19.0% - 20.0%
FX Impact	\$ (0.51)		~(7.0%)
Adjusted FXN Growth	\$ 9.01 - 9.08		26.0% - 27.0%

⁽¹⁾ To reflect the impact of a distribution agreement change in the Respiratory Solutions unit that occurred toward the end of fiscal 2015, as if it had occurred as of October 1, 2014.
 ⁽²⁾ Adjusts FY2015 revenues for the following closed divestitures: Simplist and Spine.
 ⁽³⁾ FY2016 restructuring and integration cost reflect year-to-date realized costs.

NM- Not Meaningful

FXN- Foreign Currency Neutral

To view the original version on PR Newswire, visit: <u>http://www.prnewswire.com/news-releases/bd-announces-results-for-2016-second-fiscal-guarter-300263297.html</u>

SOURCE BD (Becton, Dickinson and Company)