

Summary

Reported Sales

\$20.7Bil

+1.7%

GAAP Net Income

\$4Bil

+32%

GAAP EPS

\$1.50

+34%

Non-GAAP EPS

\$1.88

+4.6%

Segment Sales Details



WW Consumer

+0.9%



WW Pharmaceutical

+3.5%



WW Medical Devices

-0.5%

Sales Mix



Geographic Sales Change

United States

+1.4%



Western Hemisphere, ex. US

+2.6%



Europe

-1.4%



APAC, Africa

+6.6%



Outlook



Reported Sales

\$82Bil

\$85.4-86.2Bil

FY19

FY20
Projection

Non-GAAP EPS

\$8.68

\$8.95-9.10

FY19

FY20
Projection

“As we enter into 2020 and this next decade, our strategic investments focused on advancing our pipelines and driving innovation across our entire product portfolio, position us well to deliver long-term sustainable growth and value to our shareholders.”

- Alex Gorsky, CEO

Other Highlights

Gross profit

\$13.6Bil

+1.3%



Adjusted net earnings

\$5.02Bil

-6.4%



Effective tax rate

4.9%



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