



Pioneering science delivers vital medicines™

Q1 '15 Earnings Call

April 21, 2015

Safe Harbor Statement

This presentation contains forward-looking statements that are based on management's current expectations and beliefs and are subject to a number of risks, uncertainties and assumptions that could cause actual results to differ materially from those described. All statements, other than statements of historical fact, are statements that could be deemed forward-looking statements, including statements about estimates of revenues, operating margins, capital expenditures, cash, other financial metrics, expected legal, arbitration, political, regulatory or clinical results or practices, customer and prescriber patterns or practices, reimbursement activities and outcomes and other such estimates and results. Forward-looking statements involve significant risks and uncertainties, including those discussed below and more fully described in the Securities and Exchange Commission (SEC) reports filed by Amgen, including Amgen's most recent annual report on Form 10-K and any subsequent periodic reports on Form 10-Q and Form 8-K. Please refer to Amgen's most recent Forms 10-K, 10-Q and 8-K for additional information on the uncertainties and risk factors related to our business. Unless otherwise noted, Amgen is providing this information as of April 21, 2015 and expressly disclaims any duty to update information contained in this presentation.

No forward-looking statement can be guaranteed and actual results may differ materially from those we project. The Company's results may be affected by our ability to successfully market both new and existing products domestically and internationally, clinical and regulatory developments (domestic or foreign) involving current and future products, sales growth of recently launched products, competition from other products (domestic or foreign) and difficulties or delays in manufacturing our products. In addition, sales of our products are affected by reimbursement policies imposed by third-party payers, including governments, private insurance plans and managed care providers and may be affected by regulatory, clinical and guideline developments and domestic and international trends toward managed care and healthcare cost containment as well as U.S. legislation affecting pharmaceutical pricing and reimbursement. Government and others' regulations and reimbursement policies may affect the development, usage and pricing of our products. Furthermore, our research, testing, pricing, marketing and other operations are subject to extensive regulation by domestic and foreign government regulatory authorities. We or others could identify safety, side effects or manufacturing problems with our products after they are on the market. Our business may be impacted by government investigations, litigation and products liability claims. If we fail to meet the compliance obligations in the corporate integrity agreement between us and the U.S. government, we could become subject to significant sanctions. Further, while we routinely obtain patents for our products and technology, the protection offered by our patents and patent applications may be challenged, invalidated or circumvented by our competitors. We depend on third parties for a significant portion of our manufacturing capacity for the supply of certain of our current and future products and limits on supply may constrain sales of certain of our current products and product candidate development. In addition, we compete with other companies with respect to some of our marketed products as well as for the discovery and development of new products. Discovery or identification of new product candidates cannot be guaranteed and movement from concept to product is uncertain; consequently, there can be no guarantee that any particular product candidate will be successful and become a commercial product. Further, some raw materials, medical devices and component parts for our products are supplied by sole third-party suppliers. Our efforts to integrate the operations of companies we have acquired may not be successful. Cost saving initiatives may result in us incurring impairment or other related charges on our assets. We may experience difficulties, delays or unexpected costs and not achieve anticipated benefits and savings from our recently announced restructuring plan. Our business performance could affect or limit the ability of our Board of Directors to declare a dividend or our ability to pay a dividend or repurchase our common stock.

This presentation includes GAAP and non-GAAP financial measures. In accordance with the requirements of SEC Regulation G, reconciliations between these two measures, if these slides are in hard copy, accompany the hard copy presentation or, if these slides are delivered electronically, are available on the Company's website at www.amgen.com within the Investors section.

Agenda

Introduction	Arvind Sood
Opening Remarks	Bob Bradway
Q1 '15 Business Results	David Meline
Global Commercial Review	Tony Hooper
R&D Review	Sean Harper
Q&A	All

Delivered Solid Results in Q1

- **We are off to a strong start in 2015**
- **Our performance this quarter is a good indication that we are on track to deliver on our long-term objectives**
- **Our new product cycle is unfolding as the pipeline delivers**
- **Transformation to a more focused operating model in full execution mode in 2015**
- **Discipline to control expenses ahead of the launch investments we will make later this year**
- **We continue to deliver for our shareholders**

Q1 '15 Adjusted Income Statement

\$ Millions, Except Adjusted EPS

Item	Q1 '15	Q1 '14	B/(W) %
Revenue	\$5,033	\$4,521	11%
Product Sales	4,874	4,356	12%
Other Revenues	159	165	
Operating Expenses	2,584	2,661	3%
Cost of Sales <i>% of product sales</i>	735 <i>15.1%</i>	684 <i>15.7%</i>	
R&D <i>% of product sales</i>	856 <i>17.6%</i>	994 <i>22.8%</i>	
SG&A <i>% of product sales</i>	993 <i>20.4%</i>	983 <i>22.6%</i>	
Operating Income <i>% of product sales</i>	2,449 <i>50.2%</i>	1,860 <i>42.7%</i>	32%
Other Income/(Expense)	(146)	(160)	
Net Income	\$1,911	\$1,438	33%
Adjusted EPS	\$2.48	\$1.87	33%
Average Shares	770	768	(0%)
Tax Rate	17.0%	15.4%	(1.6) pts

All income statement items for Q1 '15 and/or Q1 '14, except revenue and other income and expense, are adjusted, non-GAAP financial measures—if this slide is in hard copy, see reconciliations accompanying the presentation, or if this slide is delivered electronically, see reconciliations available at: www.amgen.com within the Investors section

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Q1 '15 Balance Sheet and Cash Flow

\$ Billions

Cash Flow Data	Q1 '15	Q1 '14
Capital Expenditures	\$0.1	\$0.2
Free Cash Flow*	1.2	1.0
Share Repurchase	0.5	–
Dividends Paid	0.6	0.5
Balance Sheet Data	Q1 '15	Q1 '14
Cash and Investments†	\$27.1	\$23.2
Debt Outstanding	30.3	32.0

*Non-GAAP financial measure—if this slide is in hard copy, see reconciliations accompanying the presentation, or if this slide is delivered electronically, see reconciliations available at: www.amgen.com within the Investors section

†Q1 '14 includes long-term restricted investments

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2015 Revenue and EPS Guidance

	Updated Guidance	Previous Guidance
Revenue	\$20.9B–\$21.3B	\$20.8B–\$21.3B
Adjusted EPS*	\$9.35–\$9.65	\$9.05–\$9.40
Adjusted Tax Rate*	18%–19%	18%–19%
Capital Expenditures	~ \$800M	~ \$800M

*Adjusted, non-GAAP financial measure—if this slide is in hard copy, see reconciliations accompanying the presentation, or if this slide is delivered electronically, or amounts pertain to previously issued financial guidance, see reconciliations available at: www.amgen.com within the Investors section

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Global Commercial Review

Tony Hooper

Executive Vice President, Global Commercial Operations

Q1 '15 Global Commercial Review

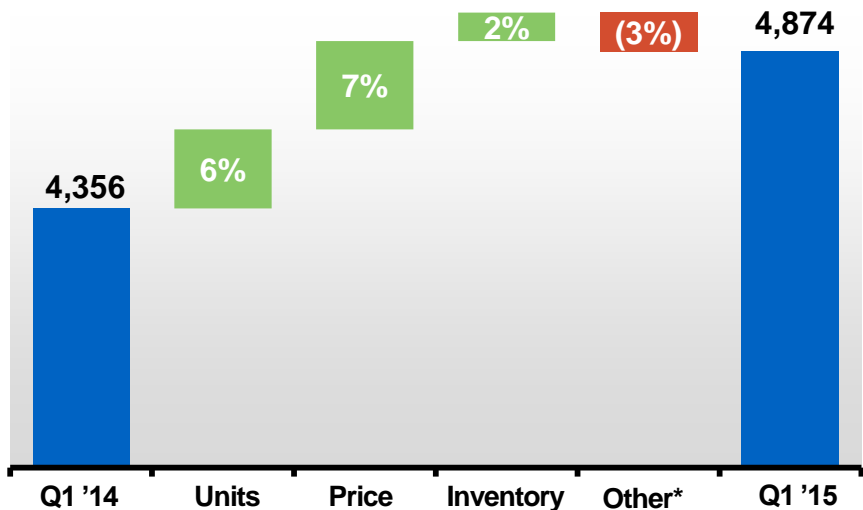
\$ Millions, Net Sales	Q1 '15			Q1 '14	YoY Δ
	U.S.	ROW	Total	Total	Total
Enbrel [®]	\$1,052	\$64	\$1,116	\$988	13%
Prolia [®]	170	102	272	196	39%
XGEVA [®]	245	95	340	279	22%
Vectibix [®]	47	75	122	103	18%
Kyprolis [®]	97	11	108	68	59%
Sensipar [®] /Mimpara [®]	241	93	334	270	24%
Nplate [®]	78	48	126	113	12%
Neulasta [®] /NEUPOGEN [®]	1,103	277	1,380	1,379	0%
Neulasta [®]	922	212	1,134	1,090	4%
NEUPOGEN [®]	181	65	246	289	(15%)
EPOGEN [®]	534	0	534	462	16%
Aranesp [®]	189	291	480	460	4%
BLINCYTO [®]	15	0	15	0	*
Other [†]	0	47	47	38	24%
Total Product Sales	\$3,771	\$1,103	\$4,874	\$4,356	12%

*Not meaningful; †Other includes Bergamo and MN Pharma

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Q1 '15 Product Sales Grew 12% YoY

\$ Millions, Net Sales



Key Drivers

- YoY sales growth driven by price and higher unit demand
- Significant contribution from Enbrel[®], Prolia[®], EPOGEN[®], Sensipar[®] and XGEVA[®]
- U.S. grew 15%; international grew 10% at constant currency

Note: Inventory represents wholesaler and, based on prescription data for ENBREL and Sensipar[®], end-user inventories

*Other includes changes in estimated sales deductions and returns, foreign currency exchange impacts and/or other sales adjustments

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Q1 '15 Product Sales Declined 6% QoQ

\$ Millions, Net Sales



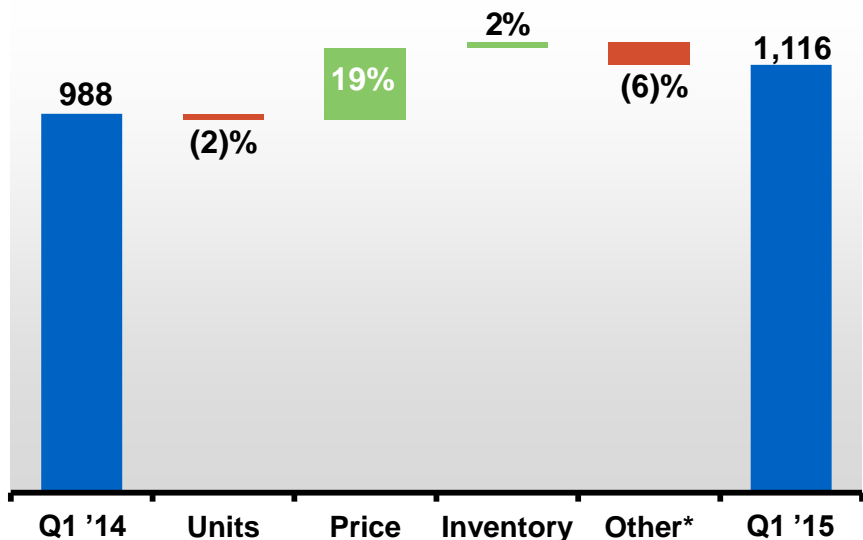
Key Drivers

- Unit declines in line with historical first quarter patterns
- Q1 negatively impacted by anticipated U.S. inventory declines

Note: Inventory represents wholesaler and, based on prescription data for Enbrel® and Sensipar®, end-user inventories
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Q1 '15 Enbrel® Sales Grew 13% YoY

\$ Millions, Net Sales



Key Drivers

- Sales growth driven by price
- Rheumatology and dermatology segments grew 23% and 30%, respectively, YoY on a value basis
- Competition in dermatology is intensifying

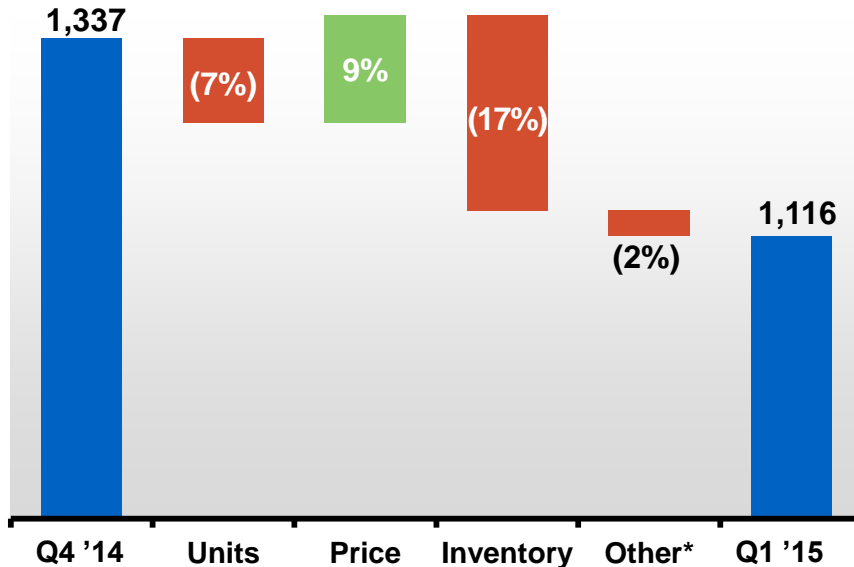
Note: Inventory represents wholesaler and, based on prescription data, end-user inventories

*Other includes changes in estimated sales deductions and returns, foreign currency exchange impacts and/or other sales adjustments

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Q1 '15 Enbrel[®] Sales Declined 17% QoQ

\$ Millions, Net Sales



Key Drivers

- Q1 negatively impacted by inventory declines
- Unit demand decline in line with historical first quarter patterns

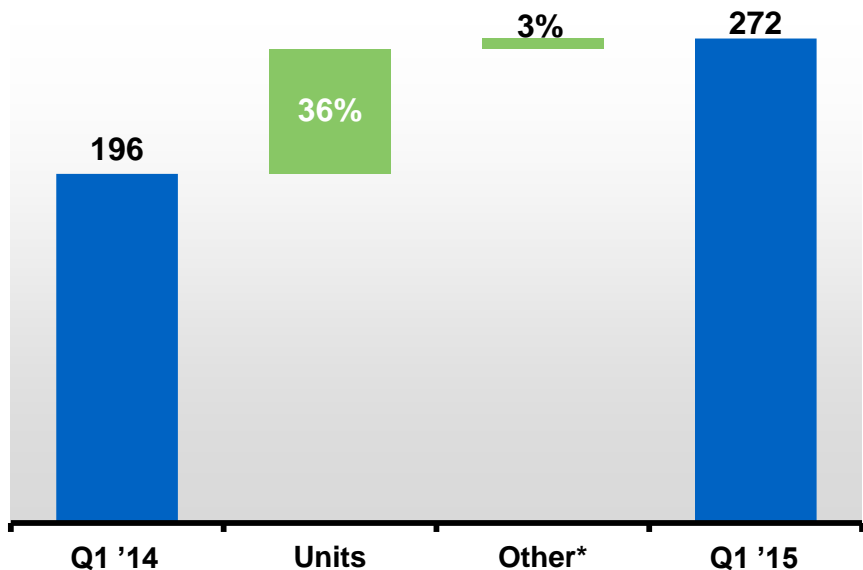
Note: Inventory represents wholesaler and, based on prescription data, end-user inventories

*Other includes changes in estimated sales deductions and returns, foreign currency exchange impacts and/or other sales adjustments

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Q1 '15 Prolia® Sales Grew 39% YoY

\$ Millions, Net Sales



Key Drivers

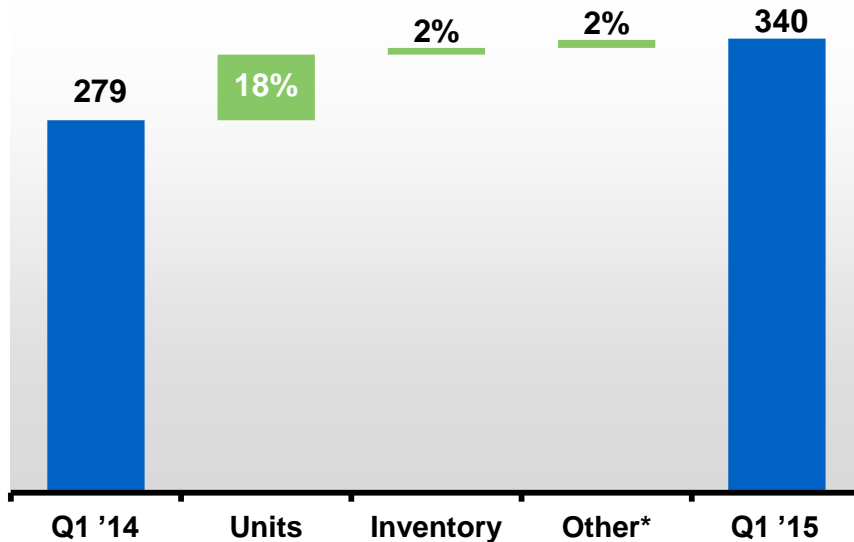
- Worldwide sales grew 39% YoY driven by higher unit demand
- Unit share gains of ~ 3 pts in the U.S. and ~ 4 pts in Europe

*Other includes changes in price, estimated sales deductions and returns, foreign currency exchange impacts and/or other sales adjustments

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Q1 '15 XGEVA[®] Sales Grew 22% YoY

\$ Millions, Net Sales



Key Drivers

- **Worldwide sales grew 22% YoY driven by higher unit demand**
- **Continued to capture share in growing market segments; unit share gains of ~ 4 pts in the U.S. and ~ 7 pts in Europe**

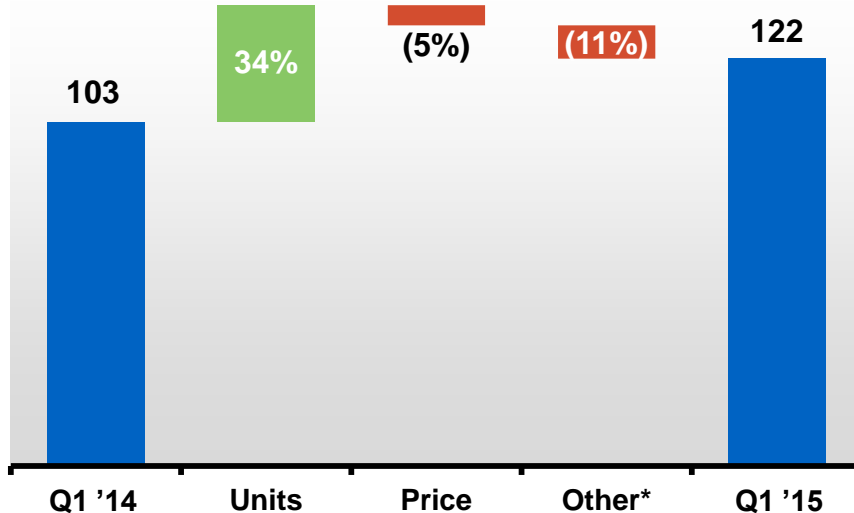
Note: Inventory represents wholesaler inventories

*Other includes price, changes in estimated sales deductions and returns, foreign currency exchange impacts and/or other sales adjustments

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Q1 '15 Vectibix[®] Sales Grew 18% YoY

\$ Millions, Net Sales



mCRC = metastatic colorectal cancer

*Other includes changes in estimated sales deductions and returns, foreign currency exchange impacts and/or other sales adjustments; †U.S. = wild-type KRAS; EU = wild-type RAS

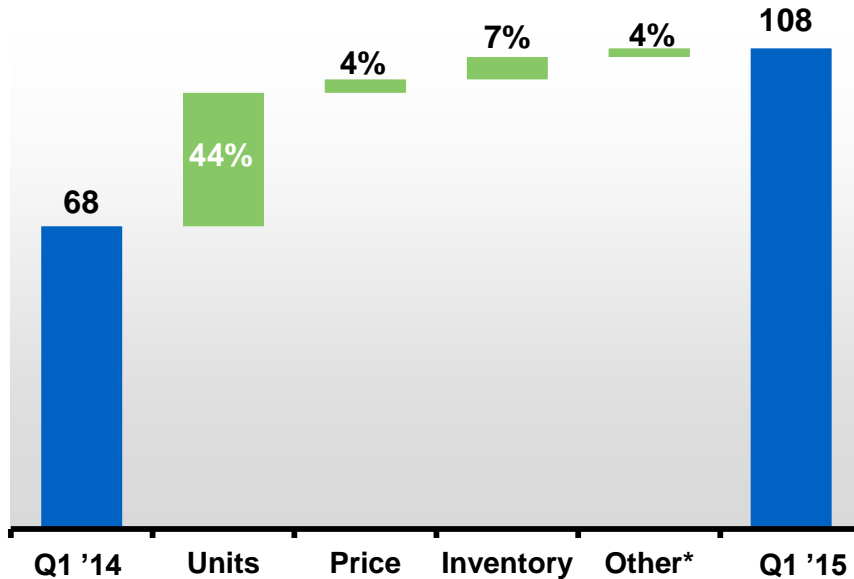
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Key Drivers

- Growth due to higher unit demand in first-line mCRC[†] in combination with FOLFOX in the U.S. and EU
- U.S. mCRC Indications[†]
 - First line in combination with FOLFOX
 - Third line as monotherapy
- EU mCRC Indications[†]
 - First line in combination with FOLFOX or FOLFIRI
 - Second line in combination with FOLFIRI
 - Third line as monotherapy

Q1 '15 Kyprolis[®] Sales Grew 59% YoY

\$ Millions, Net Sales



Key Drivers

- Sales grew 59% driven by higher unit demand
- Next major inflection point will come from label expansion into relapsed disease (second line) from ASPIRE data

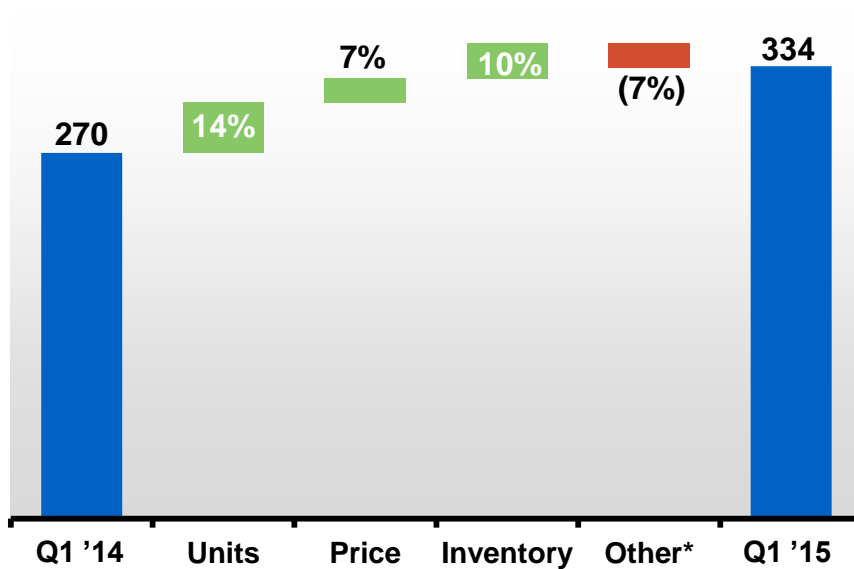
Note: Inventory represents wholesaler inventories

*Other includes changes in estimated sales deductions and returns, foreign currency exchange impacts and/or other sales adjustments

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Q1 '15 Sensipar® Sales Grew 24% YoY

\$ Millions, Net Sales



Key Drivers

- Growth due to unit demand, favorable changes in inventory levels and price

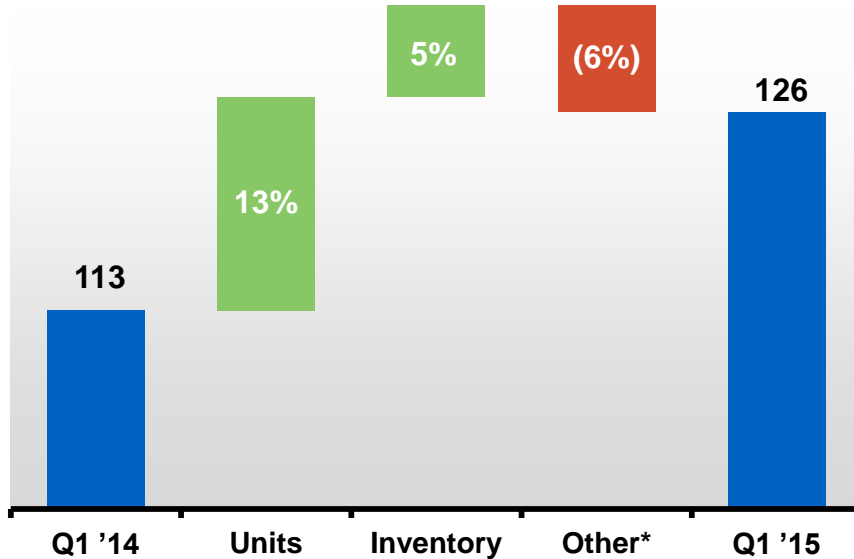
Note: Inventory represents wholesaler and, based on prescription data, end-user inventories

*Other includes changes in estimated sales deductions and returns, foreign currency exchange impacts and/or other sales adjustments

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Q1 '15 Nplate® Sales Grew 12% YoY

\$ Millions, Net Sales



Key Drivers

- Sales grew 12% driven by higher unit demand

Note: Inventory represents wholesaler inventories

*Other includes price, changes in estimated sales deductions and returns, foreign currency exchange impacts and/or other sales adjustments

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Q1 '15 Neulasta® Sales Grew 4% YoY

\$ Millions, Net Sales



Key Drivers

- Sales growth of 4% driven primarily by price
- On-body Injector for Neulasta® launched during Q1 '15

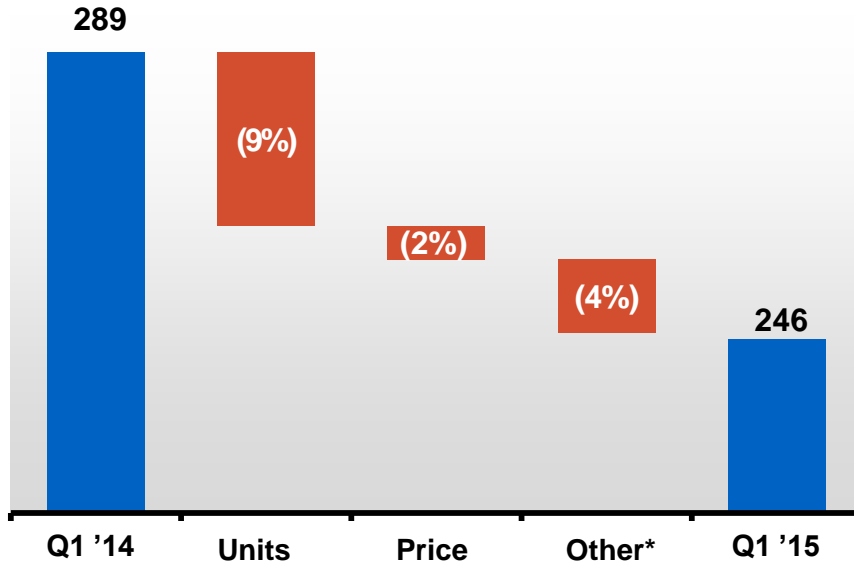
Note: Inventory represents wholesaler inventories

*Other includes changes in units, estimated sales deductions and returns, foreign currency exchange impacts and/or other sales adjustments

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Q1 '15 NEUPOGEN[®] Sales Declined 15% YoY

\$ Millions, Net Sales



Key Drivers

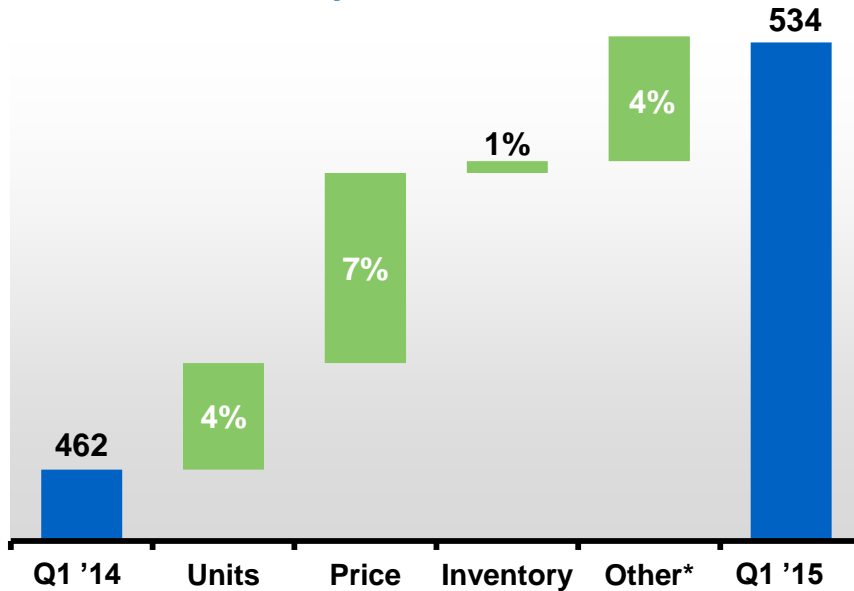
- Sales decline of 15% driven primarily by competition in U.S.
- Relatively stable share of short-acting filgrastim market during Q1 '15

*Other includes changes in estimated sales deductions and returns, foreign currency exchange impacts, changes in wholesaler inventories and/or other sales adjustments

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Q1 '15 EPOGEN[®] Sales Grew 16% YoY

\$ Millions, Net Sales



Key Drivers

- Growth driven primarily by price and, to a lesser extent, higher unit demand

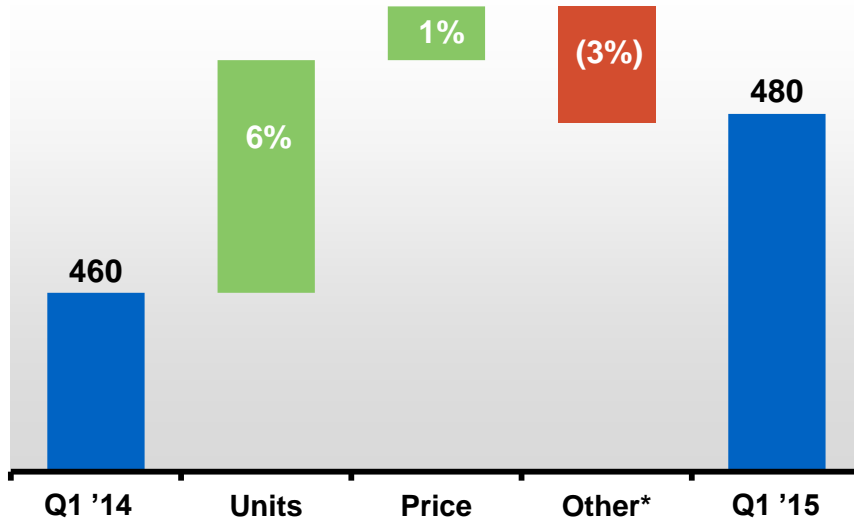
Note: Inventory represents wholesaler inventories

*Other includes changes in estimated sales deductions and returns and/or other sales adjustments

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Q1 '15 Aranesp[®] Sales Grew 4% YoY

\$ Millions, Net Sales



Key Drivers

- Sales grew 4% driven by higher unit demand, due mainly to timing of tender orders in international markets

*Other includes changes in estimated sales deductions and returns, foreign currency exchange impacts, changes in wholesaler inventories and/or other sales adjustments

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R&D Review

Sean E. Harper, M.D.

Executive Vice President, Research and Development

Q1 '15 Development Update

Cardiovascular

- **Corlanor[®] (ivabradine)**
 - Approved in the U.S. to reduce the risk of hospitalization for worsening heart failure in patients with chronic heart failure*
- **Repatha[™] (evolocumab)[†]**
 - Submitted for marketing approval in Japan
- **Omecamtiv mecarbil[‡]**
 - Completed enrollment in oral Phase 2 study in patients with heart failure—data expected in H2 2015

Oncology

- **Kyprolis[®] (carfilzomib)**
 - Priority review of sNDA for relapsed multiple myeloma (MM) underway in U.S.
 - Regulatory review underway in EU for relapsed MM
 - Superior to Velcade[®] in Phase 3 ENDEAVOR study in relapsed MM
 - Initiating Phase 3 study with weekly dosing in relapsed and refractory MM

*See prescribing information for full indication; [†]Trade name provisionally approved by FDA; [‡]Developed in collaboration with Cytokinetics
sNDA = supplemental New Drug Application; PDUFA = Prescription Drug User Fee Act
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Q1 '15 Development Update

Oncology

- **Vectibix®**
 - Approved for use in combination with FOLFIRI in *RAS* wild-type first-line mCRC in the EU
- **Talimogene laherparepvec**
 - FDA Advisory Committee meeting on April 29 to discuss monotherapy indication for metastatic melanoma
 - Completed Phase 1b enrollment in combination with pembrolizumab in metastatic melanoma

Inflammation

- **Brodalumab***
 - Global submissions for moderate-to-severe plaque psoriasis expected midyear
 - Terminated Phase 2 asthma study for futility at interim analysis

Nephrology

- **AMG 416**
 - Global submissions for secondary hyperparathyroidism expected in H2 2015

BLA = biologics license application

*Developed in collaboration with AstraZeneca

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We Have Numerous Pipeline Milestones in 2015

Clinical Program	Indication	Milestone
Repatha™ (evolocumab)*	Dyslipidemia	Global regulatory reviews
Corlanor® (ivabradine)	Chronic heart failure	Approved
Kyprolis® (carfilzomib)	Relapsed multiple myeloma	ENDEAVOR Phase 3 data received Global regulatory reviews
Talimogene laherparepvec	Metastatic melanoma	Global regulatory reviews
Brodalumab†	Asthma	Phase 2 terminated
	Moderate-to-severe plaque psoriasis	Global submissions
AMG 416	Secondary hyperparathyroidism	Phase 3 data received Global submissions
AMG 334	Episodic migraine	Phase 3 initiation
Omecamtiv mecarbil‡	Chronic heart failure	Phase 2 data
ABP 501 (biosimilar adalimumab)	Moderate-to-severe rheumatoid arthritis	Phase 3 data received
ABP 215 (biosimilar bevacizumab)	Advanced NSCLC	Phase 3 data

NSCLC = non-small-cell lung cancer

*Trade name provisionally approved by FDA; †Developed in collaboration with AstraZeneca; ‡Developed in collaboration with Cytokinetics

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Positioned Well For Future Sustainable Growth

- **Our focus, expense discipline and priorities are clear:**
 - **Successfully execute on new product launches**
 - **Grow key products, including Enbrel[®], Prolia[®], XGEVA[®], Vectibix[®], Sensipar[®] and Nplate[®]**
 - **Advance our robust pipeline of important medicines**
 - **Transform our business to increase agility and deliver efficiencies and cost savings across the company**
 - **Continue to deliver progress against long-term objectives**



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Reconciliations

Amgen Inc.
Condensed Consolidated Statements of Income - GAAP
(In millions, except per share data)
(Unaudited)

	Three months ended	
	March 31,	
	2015	2014
Revenues:		
Product sales.....	\$ 4,874	\$ 4,356
Other revenues.....	159	165
Total revenues.....	<u>5,033</u>	<u>4,521</u>
Operating expenses:		
Cost of sales.....	1,033	1,090
Research and development.....	894	1,027
Selling, general and administrative.....	1,026	1,023
Other.....	58	17
Total operating expenses.....	<u>3,011</u>	<u>3,157</u>
Operating income.....	2,022	1,364
Interest expense, net.....	252	259
Interest and other income, net.....	<u>106</u>	<u>99</u>
Income before income taxes.....	1,876	1,204
Provision for income taxes.....	<u>253</u>	<u>131</u>
Net income.....	<u>\$ 1,623</u>	<u>\$ 1,073</u>
Earnings per share:		
Basic.....	\$ 2.13	\$ 1.42
Diluted.....	\$ 2.11	\$ 1.40
Weighted average shares used in calculation of earnings per share:		
Basic.....	761	757
Diluted.....	770	768

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Amgen Inc.
Condensed Consolidated Balance Sheets - GAAP
(In millions)
(Unaudited)

	<u>March 31,</u> <u>2015</u>	<u>December 31,</u> <u>2014</u>
Assets		
Current assets:		
Cash, cash equivalents and marketable securities.....	\$ 27,118	\$ 27,026
Trade receivables, net.....	2,548	2,546
Inventories.....	2,686	2,647
Other current assets.....	<u>2,712</u>	<u>2,494</u>
Total current assets.....	35,064	34,713
Property, plant and equipment, net.....	5,123	5,223
Intangible assets, net.....	12,265	12,693
Goodwill.....	14,721	14,788
Other assets.....	<u>1,779</u>	<u>1,592</u>
Total assets.....	<u>\$ 68,952</u>	<u>\$ 69,009</u>
Liabilities and Stockholders' Equity		
Current liabilities:		
Accounts payable and accrued liabilities.....	\$ 5,836	\$ 6,508
Current portion of long-term debt.....	<u>500</u>	<u>500</u>
Total current liabilities.....	6,336	7,008
Long-term debt.....	29,841	30,215
Long-term deferred tax liability.....	3,330	3,461
Other non-current liabilities.....	2,939	2,547
Stockholders' equity.....	<u>26,506</u>	<u>25,778</u>
Total liabilities and stockholders' equity.....	<u>\$ 68,952</u>	<u>\$ 69,009</u>
Shares outstanding.....	760	760

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Amgen Inc.
GAAP to Adjusted Reconciliations
(In millions)
(Unaudited)

	Three months ended	
	March 31,	
	2015	2014
GAAP cost of sales	\$ 1,033	\$ 1,090
Adjustments to cost of sales:		
Acquisition-related expenses (a)	(284)	(404)
Accelerated depreciation and other charges pursuant to our restructuring initiative	(14)	-
Stock option expense	-	(2)
Total adjustments to cost of sales	<u>(298)</u>	<u>(406)</u>
Adjusted cost of sales	<u>\$ 735</u>	<u>\$ 684</u>
GAAP research and development expenses	\$ 894	\$ 1,027
Adjustments to research and development expenses:		
Acquisition-related expenses (b)	(21)	(31)
Accelerated depreciation and other charges pursuant to our restructuring initiative	(17)	-
Stock option expense	-	(2)
Total adjustments to research and development expenses	<u>(38)</u>	<u>(33)</u>
Adjusted research and development expenses	<u>\$ 856</u>	<u>\$ 994</u>
GAAP selling, general and administrative expenses	\$ 1,026	\$ 1,023
Adjustments to selling, general and administrative expenses:		
Acquisition-related expenses (b)	(29)	(38)
Certain charges pursuant to our restructuring initiative	(4)	-
Stock option expense	-	(2)
Total adjustments to selling, general and administrative expenses	<u>(33)</u>	<u>(40)</u>
Adjusted selling, general and administrative expenses	<u>\$ 993</u>	<u>\$ 983</u>
GAAP operating expenses	\$ 3,011	\$ 3,157
Adjustments to operating expenses:		
Adjustments to cost of sales	(298)	(406)
Adjustments to research and development expenses	(38)	(33)
Adjustments to selling, general and administrative expenses	(33)	(40)
Certain charges pursuant to our restructuring and other cost savings initiatives (c)	(57)	(15)
Other	(1)	(2)
Total adjustments to operating expenses	<u>(427)</u>	<u>(496)</u>
Adjusted operating expenses	<u>\$ 2,584</u>	<u>\$ 2,661</u>
GAAP operating income	\$ 2,022	\$ 1,364
Adjustments to operating expenses	427	496
Adjusted operating income	<u>\$ 2,449</u>	<u>\$ 1,860</u>
GAAP income before income taxes	\$ 1,876	\$ 1,204
Adjustments to operating expenses	427	496
Adjusted income before income taxes	<u>\$ 2,303</u>	<u>\$ 1,700</u>
GAAP provision for income taxes	\$ 253	\$ 131
Income tax effect of the above adjustments (d)	139	131
Adjusted provision for income taxes	<u>\$ 392</u>	<u>\$ 262</u>
GAAP net income	\$ 1,623	\$ 1,073
Adjustments to income before income taxes, net of the income tax effect of the above adjustments	288	365
Adjusted net income	<u>\$ 1,911</u>	<u>\$ 1,438</u>

Provided April 21, 2015, as part of an oral presentation and is qualified by such, contains forward-looking statements, actual results may vary materially; Amgen disclaims any duty to update.

Amgen Inc.
GAAP to Adjusted Reconciliations
(In millions, except per share data)
(Unaudited)

The following table presents the computations for GAAP and Adjusted diluted EPS.

	Three months ended		Three months ended	
	March 31, 2015		March 31, 2014	
	GAAP	Adjusted	GAAP	Adjusted
Net income.....	\$ 1,623	\$ 1,911	\$ 1,073	\$ 1,438
Weighted-average shares for diluted EPS.....	770	770	768	768
Diluted EPS.....	<u>\$ 2.11</u>	<u>\$ 2.48</u>	<u>\$ 1.40</u>	<u>\$ 1.87</u>

- (a) The adjustments related primarily to non-cash amortization of intangible assets, including developed product technology rights, acquired in business combinations. The 2014 adjustments also included a \$99-million charge related to the termination of a supply contract with F. Hoffmann-La Roche Ltd. as a result of acquiring the licenses to filgrastim and pegfilgrastim effective January 1, 2014.
- (b) The adjustments related primarily to non-cash amortization of intangible assets acquired in business combinations.
- (c) The adjustments related primarily to severance expenses.
- (d) The tax effect of the adjustments between our GAAP and Adjusted results takes into account the tax treatment and related tax rate(s) that apply to each adjustment in the applicable tax jurisdiction(s). Generally, this results in a tax impact at the U.S. marginal tax rate for certain adjustments, including the majority of amortization of intangible assets, whereas the tax impact of other adjustments, including restructuring expense, depends on whether the amounts are deductible in the respective tax jurisdictions and the applicable tax rate(s) in those jurisdictions. Due to these factors, the effective tax rates for the adjustments to our GAAP income before income taxes, for the three months ended March 31, 2015 and 2014, were 32.6% and 26.4%, respectively.

Amgen Inc.
Reconciliations of Free Cash Flow
(In millions)
(Unaudited)

	Three months ended	
	March 31,	
	2015	2014
Operating Cash Flow.....	\$ 1,329	\$ 1,142
Capital Expenditures.....	(118)	(172)
Free Cash Flow.....	<u>\$ 1,211</u>	<u>\$ 970</u>

Reconciliation of GAAP EPS Guidance to Adjusted
EPS Guidance for the Year Ending December 31, 2015
(Unaudited)

	2015		
GAAP diluted EPS guidance	\$ 7.78	-	\$ 8.13
Known adjustments to arrive at Adjusted earnings*:			
Acquisition-related expenses..... (a)		1.21	
Restructuring charges.....	0.31	-	0.36
Adjusted diluted EPS guidance	<u>\$ 9.35</u>	-	<u>\$ 9.65</u>

* The known adjustments are presented net of their related tax impact which amount to approximately \$0.71 to \$0.73 per share in the aggregate.

(a) The adjustments relate primarily to non-cash amortization of intangible assets acquired in prior year business combinations.

Reconciliation of GAAP Tax Rate Guidance to Adjusted
Tax Rate Guidance for the Year Ending December 31, 2015
(Unaudited)

	2015		
GAAP tax rate guidance	13%	-	15%
Tax rate effect of known adjustments discussed above.....	4%	-	5%
Adjusted tax rate guidance	<u>18%</u>	-	<u>19%</u>

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