Q3 ’17 EARNINGS CALL

OCTOBER 25, 2017

AMGEN®

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 October 25, 2017 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. Our results may be affected by our ability to successfully market both new and existing products domestically and internationally, clinical and regulatory developments involving current and future products, sales growth of recently launched products, competition from other products including biosimilars, difficulties or delays in manufacturing our products and global economic conditions. In addition, sales of our products are affected by pricing pressure, political and public scrutiny and 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. 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, including our devices, after they are on the market. Our business may be impacted by government investigations, litigation and product liability claims. In addition, our business may be impacted by the adoption of new tax legislation or exposure to additional tax liabilities. 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, or we may fail to prevail in present and future intellectual property litigation. We perform a substantial amount of our commercial manufacturing activities at a few key facilities, including in Puerto Rico, and also depend on third parties for a portion of our manufacturing activities, 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 many 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. Certain of our distributors, customers and payers have substantial purchasing leverage in their dealings with us. The discovery of significant problems with a product similar to one of our products that implicate an entire class of products could have a material adverse effect on sales of the affected products and on our business and results of operations. Our efforts to acquire other companies or products and to integrate the operations of companies we have acquired may not be successful. We may not be able to access the capital and credit markets on terms that are favorable to us, or at all. We are increasingly dependent on information technology systems, infrastructure and data security. Our stock price is volatile and may be affected by a number of events. 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
Q3 ’17 Business Results	David Meline
Global Commercial Review	Tony Hooper
R&D Review	Sean Harper
Q&A	All

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BUILDING A FOUNDATION FOR LONG-TERM GROWTH

- **We are effectively managing the business during this period of portfolio transition**
- **Focused on volume-driven growth with Prolia® and our recently launched products**
- **The opportunity with our biosimilars business is coming into focus**
- **Exciting prospects in our next set of late-stage pipeline assets**
- **Hurricane recovery efforts are well underway at our Puerto Rico manufacturing facility, with no expected impact on product supply**

Q3 ’17 BUSINESS RESULTS

DAVID MELINE
EXECUTIVE VICE PRESIDENT
AND CHIEF FINANCIAL OFFICER

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8% NON-GAAP EPS GROWTH IN Q3 ’17 DRIVEN BY HIGHER OPERATING MARGINS

$ Millions, Except Non-GAAP EPS

Item	Q3 ’17	Q3 ’16	B/(W) %
Revenue	$5,773	$5,811	(1)%
Product Sales	5,453	5,516	(1)%
Other Revenues	320	295	
Non-GAAP Operating Expenses	2,740	2,895	5%
Cost of Sales *% of product sales*	735 *13.5%*	715 *13.0%*	
R&D *% of product sales*	858 *15.7%*	963 *17.5%*	
SG&A *% of product sales*	1,147 *21.0%*	1,217 *22.1%*	
Non-GAAP Operating Income *% of product sales*	3,033 *55.6%*	2,916 *52.9%*	4%
Other Income/(Expense)	(58)	(109)	
Non-GAAP Net Income	$2,399	$2,276	5%
Non-GAAP EPS	$3.27	$3.02	8%
Average Shares	733	753	3%
Non-GAAP Tax Rate	19.4%	18.9%	(0.5) pts

All income statement items for Q3 ’17 and/or Q3 ’16, except revenue, other income/(expense) and average shares, are 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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FREE CASH FLOW WAS $3.3B IN Q3 ’17

$ Billions

Cash Flow Data	Q3 ’17	Q3 ’16
Capital Expenditures	$0.2	$0.2
Free Cash Flow*	3.3	2.5
Share Repurchase	0.8	0.7
Dividends Paid	0.8	0.7
Balance Sheet Data	**Q3 ’17**	**Q3 ’16**
Cash and Investments	41.4	38.0
Debt Outstanding	35.8	35.3

***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**

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2017 GUIDANCE

	Updated Guidance	Previous Guidance
Revenue	$22.7B–$23.0B	$22.5B–$23.0B
Non-GAAP EPS*	$12.50–$12.70	$12.15–$12.65
Non-GAAP Tax Rate*	18.0%–19.0%	18.5%–19.5%
Capital Expenditures	~ $700M	~ $700M

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GLOBAL COMMERCIAL REVIEW

TONY HOOPER
EXECUTIVE VICE PRESIDENT,
GLOBAL COMMERCIAL OPERATIONS

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Q3 ’17 GLOBAL COMMERCIAL REVIEW

$ Millions, Net Sales	Q3 ’17			Q3 ’16	YoY △
	U.S.	ROW	Total	Total	Total
Prolia®	298	166	464	379	22%
KYPROLIS®	135	72	207	183	13%
XGEVA®	282	105	387	394	(2%)
Neulasta®	977	146	1,123	1,200	(6%)
NEUPOGEN®	96	42	138	183	(25%)
Enbrel®	1,309	54	1,363	1,452	(6%)
Aranesp®	285	231	516	531	(3%)
EPOGEN®	264	0	264	335	(21%)
Sensipar®/Mimpara®	373	84	457	415	10%
Repatha®	62	27	89	40	*
Nplate®	96	63	159	151	5%
Vectibix®	65	103	168	164	2%
BLINCYTO®	34	18	52	29	79%
Other†	21	45	66	60	10%
Total Product Sales	$4,297	$1,156	$5,453	$5,516	(1%)
Total Revenues			$5,773	$5,811	(1%)

*Change in excess of 100%

†Other includes Bergamo, MN Pharma, IMLYGIC®, Corlanor® and Parsabiv™

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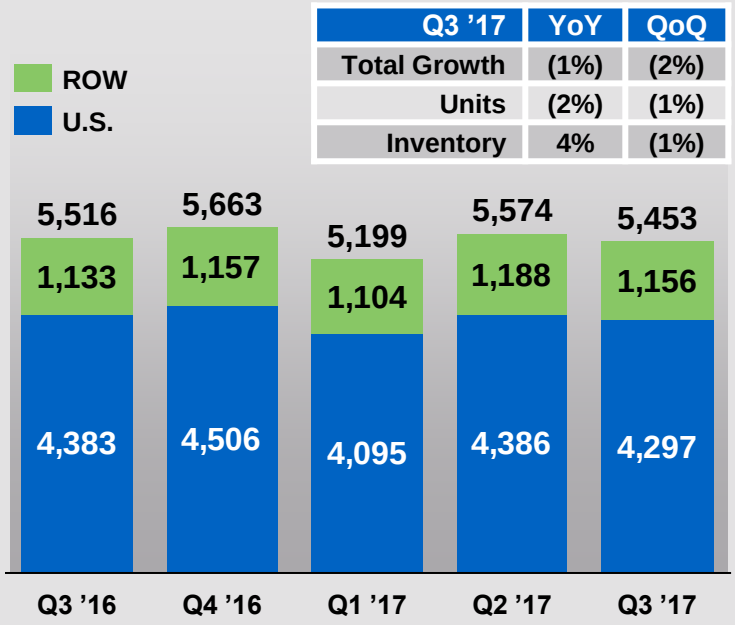
Q3 ’17 PRODUCT SALES DECLINED 1% YOY

$ Millions, Net Sales



	Q3 ’17	YoY	QoQ
Total Growth		(1%)	(2%)
Units		(2%)	(1%)
Inventory		4%	(1%)

Highlights

- **Strong volume growth from Prolia® and recently launched products, including Repatha® and KYPROLIS®, helped partially offset declines in our mature brands**
- **International sales grew 5%, excluding the impact of foreign exchange,* driven by 8% volume growth**

***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; Note: Inventory represents wholesaler and, based on prescription data for Enbrel® and Sensipar®, end-user inventories**

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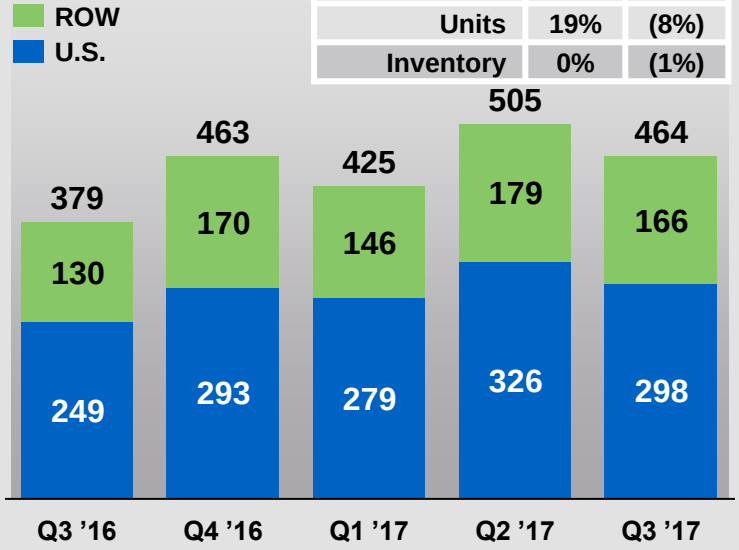
Q3 ’17 PROLIA® SALES GREW 22% YOY

$ Millions, Net Sales

	Q3 ’17	YoY	QoQ
Total Growth		22%	(8%)
Units		19%	(8%)
Inventory		0%	(1%)



Highlights

- Prolia® continues to deliver exceptional performance after being on the market for seven years
  - Primarily from share gains globally
- QoQ decline follows typical patterns for Q1 and Q3
- Expect Prolia® to remain a significant growth driver, and we are investing accordingly

Note: Inventory represents wholesaler inventories

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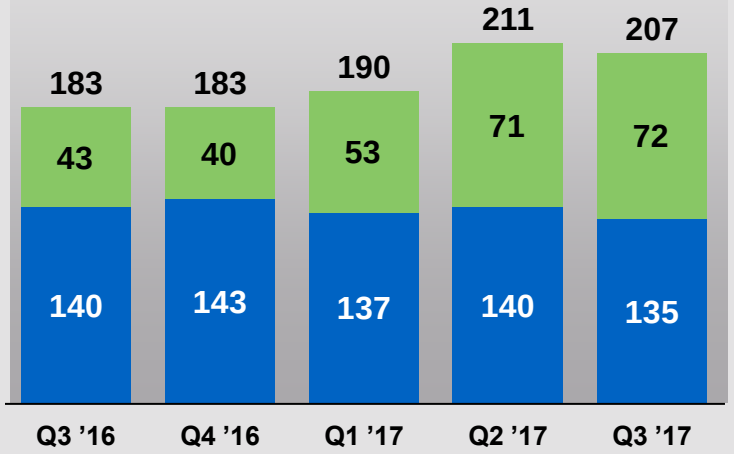
Q3 ’17 KYPROLIS® SALES GREW 13% YOY

$ Millions, Net Sales

	Q3 ’17	YoY	QoQ
Total Growth		13%	(2%)
Units		18%	1%
Inventory		0%	0%



Highlights

- **Strong YoY unit growth in a competitive multiple myeloma segment with several new entrants**
  - **Strong growth continues outside the U.S. in both existing and new markets**
- **KYPROLIS® combinations have now demonstrated overall survival improvement in two compelling sets of data**

Note: Inventory represents wholesaler inventories

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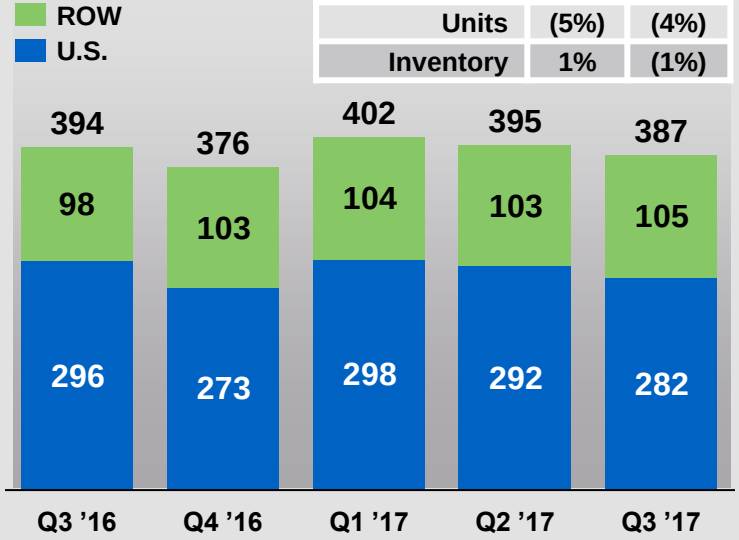
XGEVA® (denosumab)

Q3 ’17 XGEVA® SALES DECLINED 2% YOY

$ Millions, Net Sales

	Q3 ’17	YoY	QoQ
Total Growth		(2%)	(2%)
Units		(5%)	(4%)
Inventory		1%	(1%)



Highlights

- YoY decline primarily due to a shift in the timing of purchases by some larger end customers
- Expect approval of SRE prevention indication in multiple myeloma in 2018

SRE = skeletal-related event

Note: Inventory represents wholesaler inventories

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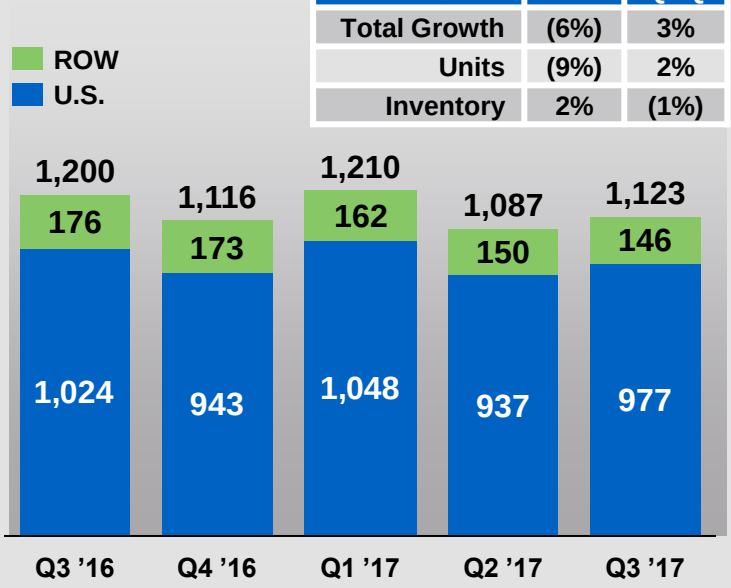
Q3 ’17 NEULASTA® SALES DECLINED 6% YOY

$ Millions, Net Sales

	Q3 ’17	YoY	QoQ
Total Growth		(6%)	3%
Units		(9%)	2%
Inventory		2%	(1%)



Highlights

- YoY decline due to
  - A shift in the timing of purchases by some larger end customers
  - Low single-digit decline in usage of myelosuppressive chemotherapy regimens due to newer immunotherapies
- Neulasta® Onpro® kit share grew to 56% of U.S. Neulasta® units in Q3 ’17

Note: Inventory represents wholesaler inventories

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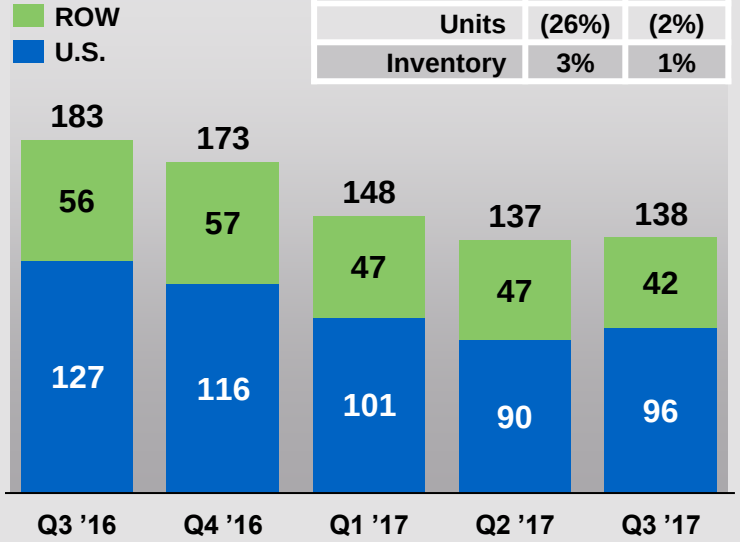
Q3 ’17 NEUPOGEN® SALES DECLINED 25% YOY

NEUPOGEN® (FILGRASTIM)

$ Millions, Net Sales

	Q3 ’17	YoY	QoQ
Total Growth		(25%)	1%
Units		(26%)	(2%)
Inventory		3%	1%



Highlights

- **Unit declines driven by short-acting biosimilar competition**
  - **Expect these competitive dynamics to continue**
- **In the U.S., NEUPOGEN® exited Q3 ’17 with ~ 41% share of short-acting segment while maintaining pricing discipline**

Note: Inventory represents wholesaler inventories

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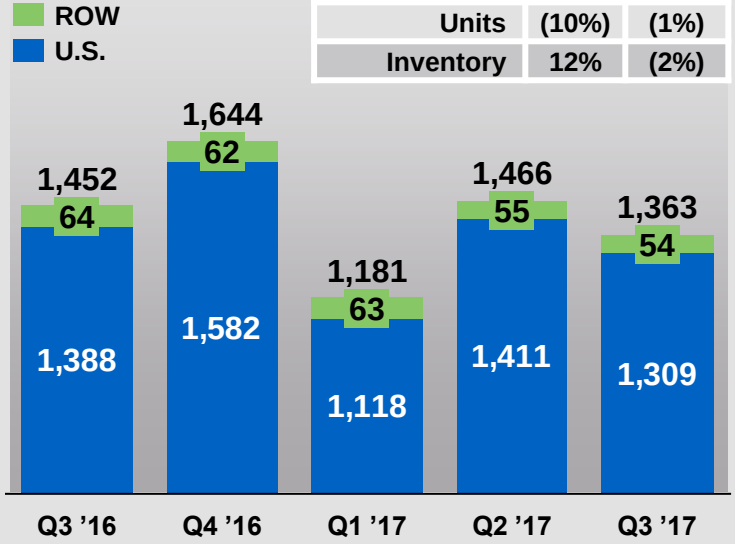
Q3 ’17 ENBREL® SALES DECLINED 6% YOY

$ Millions, Net Sales

	Q3 ’17	YoY	QoQ
Total Growth		(6%)	(7%)
Units		(10%)	(1%)
Inventory		12%	(2%)



Highlights

- Sales declined 6% YoY, consistent with underlying prescription declines
- Low single-digit YoY decline in net selling price* in Q3
- Expect prescription and net selling price trends to continue for full years 2017 and 2018
- 

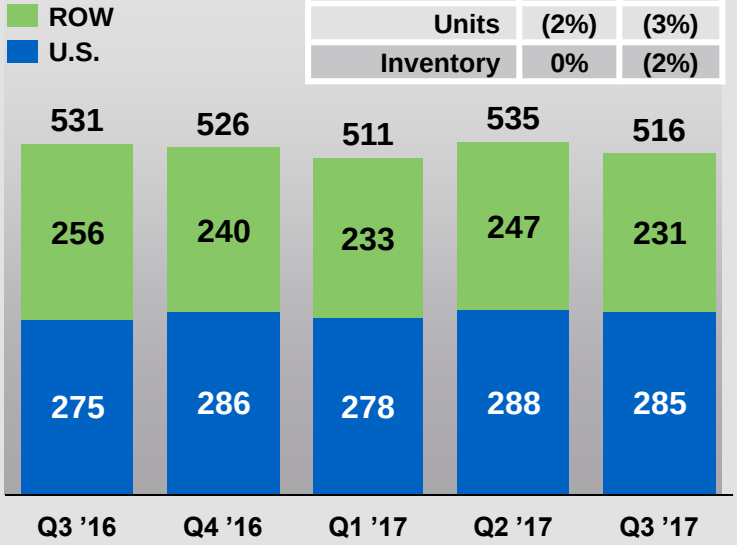
***Net selling price represents the impact of list price changes as well as contracting and access changes**
Note: Inventory represents wholesaler and, based on prescription data, end-user inventories

Q3 ’17 ARANESP® SALES DECLINED 3% YOY

Aranesp® (darbepoetin alfa)

$ Millions, Net Sales

	Q3 ’17	YoY	QoQ
Total Growth		(3%)	(4%)
Units		(2%)	(3%)
Inventory		0%	(2%)



Highlights

- YoY decline driven by
  - Unfavorable changes in foreign exchange rates
  - Lower unit demand globally

Note: Inventory represents wholesaler inventories

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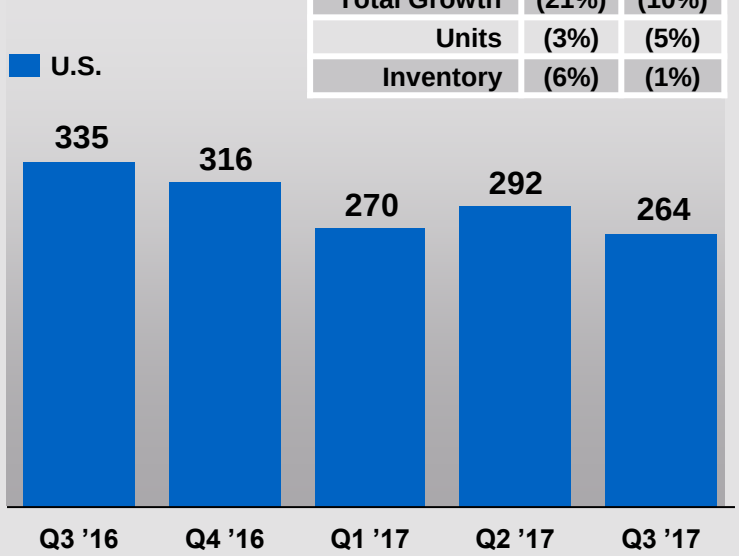
Q3 ’17 EPOGEN® SALES DECLINED 21% YOY

EPOGEN (EPOETIN ALFA) RECOMBINANT

$ Millions, Net Sales

	Q3 ’17	YoY	QoQ
Total Growth		(21%)	(10%)
Units		(3%)	(5%)
Inventory		(6%)	(1%)



Highlights

- YoY sales decline driven primarily by net selling price* and unfavorable changes in inventory levels
  - Net selling price decline is primarily due to our extended supply agreement with DaVita

*Net selling price represents the impact of list price changes as well as contracting and access changes
Note: Inventory represents wholesaler inventories

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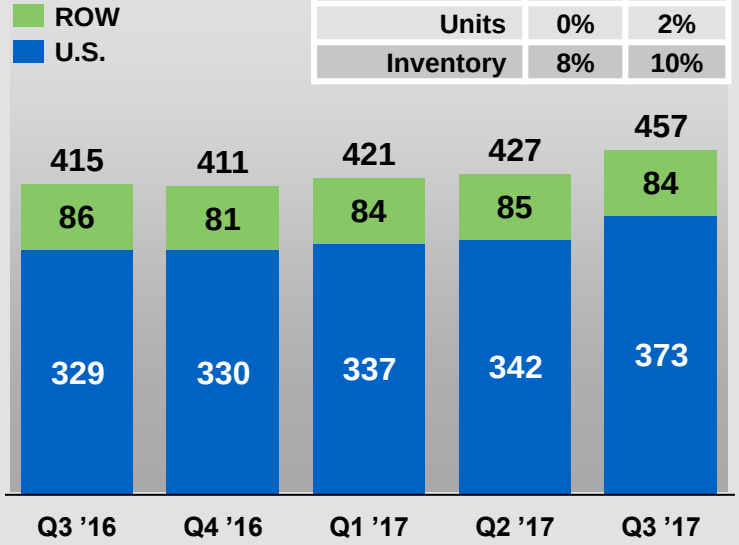
Q3 ’17 SENSIPAR® SALES GREW 10% YOY

Sensipar® (cinacalcet HCl) Tablets 30mg·60mg·90mg

$ Millions, Net Sales

	Q3 ’17	YoY	QoQ
Total Growth		10%	7%
Units		0%	2%
Inventory		8%	10%



Highlights

- YoY sales growth driven primarily by net selling price*
- In the U.S., we are preparing to launch Parsabiv™ in January 2018 when CMS reimbursement becomes effective

CMS = Centers for Medicare & Medicaid Services; *Net selling price represents the impact of list price changes as well as contracting and access changes
Note: Inventory represents wholesaler and, based on prescription data, end-user inventories

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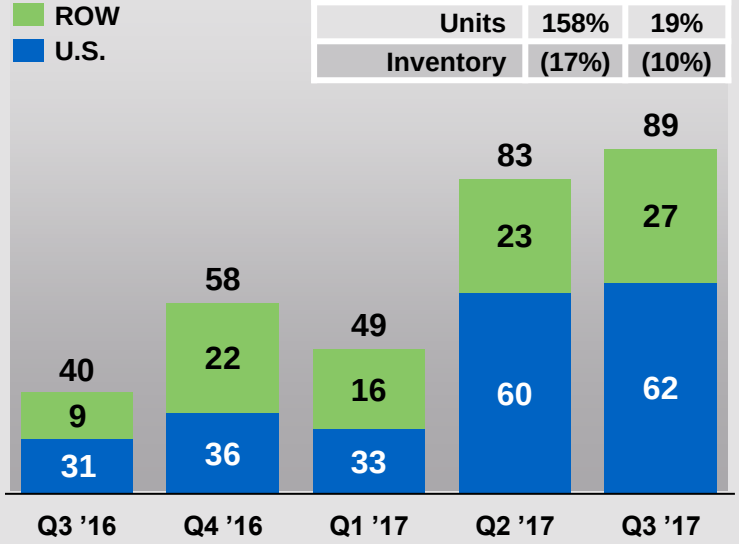
Q3 ’17 REPATHA® SALES GREW 123% YOY

Repatha (evolocumab) injection 140 mg/mL

$ Millions, Net Sales

	Q3 ’17	YoY	QoQ
Total Growth		123%	7%
Units		158%	19%
Inventory		(17%)	(10%)



Highlights

- Strong competitive execution continues in U.S. and Europe
- YoY growth driven by higher unit demand
  - QoQ growth negatively impacted by accounting adjustments and inventory changes related to Q2 ’17
- Cardiovascular outcomes data under FDA priority review with December 2, 2017 PDUFA target action date

PDUFA = Prescription Drug User Fee Act
Note: Inventory represents wholesaler inventories

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R&D REVIEW

SEAN E. HARPER, M.D.
EXECUTIVE VICE PRESIDENT,
RESEARCH AND DEVELOPMENT

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Q3 ’17 R&D UPDATE

Cardiovascular

- **Repatha®**
  - **Supplemental Biologics License Application to update label with data on reducing cardiovascular events is under priority review by FDA with a PDUFA target action date of December 2, 2017**
  - **Phase 3 study of Repatha® on top of maximally tolerated statin therapy in type 2 diabetic patients with hypercholesterolemia met its co-primary endpoints of the percent reduction from baseline in LDL-C at week 12 and mean percent reduction from baseline at weeks 10 and 12, with no new safety findings**
- **AMG 899**
  - **Exploring potential out-licensing opportunities for our once-daily cholesteryl ester transfer protein (CETP) inhibitor**
- **AMG 986**
  - **Novel small molecule agonist of the apelin APJ receptor associated with the body’s biologic stress response to heart failure**
  - **Human validation of target in heart failure**
  - **Preclinical data that supports testing in both HFrEF and HFpEF**
  - **Phase 1 study in healthy volunteers and heart failure patients currently enrolling**

LDL-C = low-density lipoprotein cholesterol; HFrEF = heart failure with reduced ejection fraction; HFpEF = heart failure with preserved ejection fraction

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Q3 ’17 R&D UPDATE

Inflammation

- **Tezepelumab**
  - **Novel investigational drug designed to block thymic stromal lymphopoietin (TSLP)—an upstream epithelial driver of inflammation in asthma**
  - **Significantly reduced asthma exacerbations for a broad population of patients with uncontrolled asthma in Phase 2b study**
    - **Annual asthma exacerbation rate reductions of 61%, 71% and 66% in the tezepelumab arms receiving either 70 mg Q4W, 210 mg Q4W or 280 mg Q2W, respectively ($p < 0.001$ for all comparisons to placebo)**
    - **Inhibition of TSLP appears to have broader physiological effects than the targeting of individual Th2 cytokines**
    - **Inhibition of TSLP may also benefit patients with non-Th2 inflammation**
    - **The incidence of adverse events was similar between the tezepelumab and placebo groups**
  - **Advancing asthma program to Phase 3 in collaboration with AstraZeneca**

Q4W = every 4 weeks; Q2W = every 2 weeks; Th2 = Type 2 T helper cell; Tezepelumab is developed in collaboration with AstraZeneca

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Q3 ’17 R&D UPDATE

Oncology

- **KYPROLIS®**
  - **Supplemental New Drug Application to include overall survival data from the Phase 3 head-to-head ENDEAVOR study currently under review with a U.S. PDUFA target action date of April 30, 2018**
  - **At a prespecified interim analysis, a Phase 3 study of 70 mg/m^2 weekly vs. 27 mg/m^2 twice weekly KYPROLIS® with dexamethasone successfully met the PFS primary endpoint of superior efficacy of the weekly regimen in relapsed and refractory multiple myeloma patients, with no new safety findings**
- **CytomX**
  - **Entered strategic collaboration to co-develop a Probody™ T-cell engaging bispecific antibody against EGFRxCD3, along with exclusive worldwide rights to develop and commercialize up to three additional, undisclosed targets**

PFS = progression-free survival; EGFR = epidermal growth factor receptor; BiTE® = bispecific T-cell engager

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Q3 ’17 R&D UPDATE

Oncology

- **AMG 596**
  - **Phase 1 study of EGFRviii BiTE® currently recruiting glioblastoma patients**
- **AMG 673**
  - **Phase 1 study of extended half-life CD33 BiTE® currently enrolling relapsed or refractory AML patients**
- **AMG 701**
  - **Phase 1 study of extended half-life BCMA BiTE® to begin recruiting relapsed or refractory multiple myeloma patients in Q4 2017**
- **Aranesp®**
  - **Phase 3 postmarketing requirement study of Aranesp® vs. placebo in anemic patients with advanced non-small cell lung cancer receiving multicycle chemotherapy was stopped early upon successfully meeting its primary endpoint of noninferiority in overall survival with no new safety findings**

AML = acute myeloid leukemia; BCMA = B-cell maturation antigen

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Q3 ’17 R&D UPDATE

Bone Health

- **Prolia®**
  - **Currently under FDA review for the treatment of patients with glucocorticoid-induced osteoporosis with a U.S. PDUFA target action date of May 28, 2018**
- **EVENITY™**
  - **Results published from the Phase 3 ARCH study in postmenopausal women with osteoporosis demonstrating superior fracture reduction with EVENITY™ followed by alendronate compared to alendronate alone, with additional details on the observed cardiovascular safety signal**
  - **Currently evaluating all EVENITY™ Phase 3 data to ensure a comprehensive understanding of the cardiovascular safety results**
  - **Will work in close collaboration with the FDA within the timeline of the Complete Response Letter received in July 2017**

EVENITY™ trade name provisionally approved by FDA, developed in collaboration with UCB globally, as well as our joint venture partner Astellas in Japan

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Q3 ’17 R&D UPDATE

Neuroscience

- **AMG 301**
  - **Human monoclonal antibody for the prevention of migraine that inhibits the PAC1 receptor**
  - **Mechanistically differentiated from CGRP—potential for additive activity with Aimovig™**
  - **Phase 2 study currently enrolling patients with episodic and chronic migraine**

Biosimilars

- **MVASI™ (bevacizumab-awwb, ABP 215)**
  - **FDA approved for all eligible indications of the reference product, Avastin® (bevacizumab)**
- **ABP 980 (biosimilar trastuzumab)**
  - **Under review by FDA and European Medicines Agency with a U.S. Biosimilar User Fee Act target action date of May 28, 2018**

PAC1 = pituitary adenylate cyclase-activating polypeptide type I receptor; CGRP = calcitonin gene-related peptide; Aimovig™ trade name provisionally approved by FDA; AMG 301 and Aimovig™ are developed in collaboration with Novartis AG

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KEY PIPELINE MILESTONES

Clinical Program	Indication	Projected Milestones
Repatha®	Hyperlipidemia	Regulatory reviews (CV outcomes data)
Tezepelumab	Severe uncontrolled asthma	Phase 3 initiation
KYPROLIS®	Relapsed or refractory multiple myeloma	Regulatory reviews (ENDEAVOR OS data) Regulatory submissions (ASPIRE OS data)
XGEVA®	Prevention of SREs in multiple myeloma	Regulatory reviews
Prolia®	Glucocorticoid-induced osteoporosis	U.S. regulatory review
EVENITY™ (romosozumab)	Postmenopausal osteoporosis	Regulatory submissions
Aimovig™ (erenumab)	Migraine prevention	U.S. regulatory review
ABP 215 biosimilar bevacizumab (Avastin®)	Oncology	EU regulatory review
ABP 980 biosimilar trastuzumab (Herceptin®)	Oncology	Regulatory reviews

CV = cardiovascular; OS = overall survival; SRE = skeletal-related event; Tezepelumab developed in collaboration with AstraZeneca; EVENITY™ trade name provisionally approved by FDA, developed in collaboration with UCB globally, as well as our joint venture partner Astellas in Japan; Aimovig™ trade name provisionally approved by FDA, developed in collaboration with Novartis AG

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Q3 ’17 EARNINGS CALL

OCTOBER 25, 2017

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RECONCILIATIONS

AMGEN®

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

	Three months ended September 30,		Nine months ended September 30,	
	2017	2016	2017	2016
Revenues:				
Product sales	$ 5,453	$ 5,516	$ 16,226	$ 16,229
Other revenues	320	295	821	797
Total revenues	5,773	5,811	17,047	17,026
Operating expenses:				
Cost of sales	990	1,027	3,010	3,095
Research and development	877	990	2,519	2,762
Selling, general and administrative	1,170	1,244	3,443	3,739
Other	297	23	347	121
Total operating expenses	3,334	3,284	9,319	9,717
Operating income	2,439	2,527	7,728	7,309
Interest expense, net	325	325	972	932
Interest and other income, net	267	216	627	503
Income before income taxes	2,381	2,418	7,383	6,880
Provision for income taxes	360	401	1,140	1,093
Net income	$ 2,021	$ 2,017	$ 6,243	$ 5,787
Earnings per share:				
Basic	$ 2.78	$ 2.70	$ 8.52	$ 7.70
Diluted	$ 2.76	$ 2.68	$ 8.46	$ 7.63
Weighted average shares used in calculation of earnings per share:				
Basic	728	747	733	752
Diluted	733	753	738	758

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

	September 30, 2017 (Unaudited)	December 31, 2016
Assets		
Current assets:		
Cash, cash equivalents and marketable securities	$ 41,351	$ 38,085
Trade receivables, net	3,404	3,165
Inventories	2,927	2,745
Other current assets	2,070	2,015
Total current assets	49,752	46,010
Property, plant and equipment, net	4,914	4,961
Intangible assets, net	8,873	10,279
Goodwill	14,776	14,751
Other assets	2,016	1,625
Total assets	$ 80,331	$ 77,626
Liabilities and Stockholders' Equity		
Current liabilities:		
Accounts payable and accrued liabilities	$ 6,194	$ 6,801
Short-term borrowings and current portion of long-term debt	1,999	4,403
Total current liabilities	8,193	11,204
Long-term debt	33,777	30,193
Long-term deferred tax liabilities	2,131	2,436
Long-term tax liabilities	2,733	2,419
Other noncurrent liabilities	1,268	1,499
Stockholders' equity	32,229	29,875
Total liabilities and stockholders' equity	$ 80,331	$ 77,626
Shares outstanding	727	738

Amgen Inc.
GAAP to Non-GAAP Reconciliations
(In millions)
(Unaudited)

	Three months ended September 30,		Nine months ended September 30,	
	2017	2016	2017	2016
GAAP cost of sales	$ 990	$ 1,027	$ 3,010	$ 3,095
Adjustments to cost of sales:				
Acquisition-related expenses **(a)**	(255)	(311)	(883)	(934)
Certain net charges pursuant to our restructuring initiative	-	(1)	-	(1)
Total adjustments to cost of sales	(255)	(312)	(883)	(935)
Non-GAAP cost of sales	$ 735	$ 715	$ 2,127	$ 2,160
GAAP cost of sales as a percentage of product sales	18.2%	18.6%	18.6%	19.1%
Acquisition-related expenses **(a)**	-4.7	-5.6	-5.5	-5.8
Certain net charges pursuant to our restructuring initiative	0.0	0.0	0.0	0.0
Non-GAAP cost of sales as a percentage of product sales	13.5%	13.0%	13.1%	13.3%
GAAP research and development expenses	$ 877	$ 990	$ 2,519	$ 2,762
Adjustments to research and development expenses:				
Acquisition-related expenses **(a)**	(19)	(20)	(57)	(58)
Certain net charges pursuant to our restructuring initiative	-	(7)	(5)	(5)
Total adjustments to research and development expenses	(19)	(27)	(62)	(63)
Non-GAAP research and development expenses	$ 858	$ 963	$ 2,457	$ 2,699
GAAP research and development expenses as a percentage of product sales	16.1%	17.9%	15.5%	17.0%
Acquisition-related expenses **(a)**	-0.4	-0.4	-0.4	-0.4
Certain net charges pursuant to our restructuring initiative	0.0	0.0	0.0	0.0
Non-GAAP research and development expenses as a percentage of product sales	15.7%	17.5%	15.1%	16.6%
GAAP selling, general and administrative expenses	$ 1,170	$ 1,244	$ 3,443	$ 3,739
Adjustments to selling, general and administrative expenses:				
Acquisition-related expenses **(b)**	(22)	(26)	(79)	(154)
Certain net charges pursuant to our restructuring initiative	(1)	(1)	(1)	(5)
Other	-	-	(3)	-
Total adjustments to selling, general and administrative expenses	(23)	(27)	(83)	(159)
Non-GAAP selling, general and administrative expenses	$ 1,147	$ 1,217	$ 3,360	$ 3,580
GAAP selling, general and administrative expenses as a percentage of product sales	21.5%	22.6%	21.2%	23.0%
Acquisition-related expenses **(b)**	-0.5	-0.5	-0.5	-0.9
Certain net charges pursuant to our restructuring initiative	0.0	0.0	0.0	0.0
Other	0.0	0.0	0.0	0.0
Non-GAAP selling, general and administrative expenses as a percentage of product sales	21.0%	22.1%	20.7%	22.1%
GAAP operating expenses	$ 3,334	$ 3,284	$ 9,319	$ 9,717
Adjustments to operating expenses:				
Adjustments to cost of sales	(255)	(312)	(883)	(935)
Adjustments to research and development expenses	(19)	(27)	(62)	(63)
Adjustments to selling, general and administrative expenses	(23)	(27)	(83)	(159)
Certain net charges pursuant to our restructuring initiative **(c)**	(10)	(5)	(56)	(15)
Expense related to various legal proceedings	-	-	-	(105)
Acquisition-related adjustments **(d)**	(287)	(18)	(291)	(1)
Total adjustments to operating expenses	(594)	(389)	(1,375)	(1,278)
Non-GAAP operating expenses	$ 2,740	$ 2,895	$ 7,944	$ 8,439
GAAP operating income	$ 2,439	$ 2,527	$ 7,728	$ 7,309
Adjustments to operating expenses	594	389	1,375	1,278
Non-GAAP operating income	$ 3,033	$ 2,916	$ 9,103	$ 8,587
GAAP operating income as a percentage of product sales	44.7%	45.8%	47.6%	45.0%
Adjustments to cost of sales	4.7	5.6	5.5	5.8
Adjustments to research and development expenses	0.4	0.4	0.4	0.4
Adjustments to selling, general and administrative expenses	0.5	0.5	0.5	0.9
Certain net charges pursuant to our restructuring initiative **(c)**	0.1	0.2	0.3	0.1
Expense related to various legal proceedings	0.0	0.0	0.0	0.6
Acquisition-related adjustments **(d)**	5.2	0.4	1.8	0.1
Non-GAAP operating income as a percentage of product sales	55.6%	52.9%	56.1%	52.9%
GAAP income before income taxes	$ 2,381	$ 2,418	$ 7,383	$ 6,880
Adjustments to operating expenses	594	389	1,375	1,278
Non-GAAP income before income taxes	$ 2,975	$ 2,807	$ 8,758	$ 8,158
GAAP provision for income taxes	$ 360	$ 401	$ 1,140	$ 1,093
Adjustments to provision for income taxes:				
Income tax effect of the above adjustments to operating expenses **(e)**	204	127	440	412
Other income tax adjustments **(f)**	12	3	36	28
Total adjustments to provision for income taxes	216	130	476	440
Non-GAAP provision for income taxes	$ 576	$ 531	$ 1,616	$ 1,533
GAAP tax rate as a percentage of income before taxes	15.1%	16.6%	15.4%	15.9%
Adjustments to provision for income taxes:				
Income tax effect of the above adjustments to operating expenses **(e)**	3.9	2.2	2.6	2.6
Other income tax adjustments **(f)**	0.4	0.1	0.5	0.3
Total adjustments to provision for income taxes	4.3	2.3	3.1	2.9
Non-GAAP tax rate as a percentage of income before taxes	19.4%	18.9%	18.5%	18.8%
GAAP net income	$ 2,021	$ 2,017	$ 6,243	$ 5,787
Adjustments to net income:				
Adjustments to income before income taxes, net of the income tax effect	390	262	935	866
Other income tax adjustments **(f)**	(12)	(3)	(36)	(28)
Total adjustments to net income	378	259	899	838
Non-GAAP net income	$ 2,399	$ 2,276	$ 7,142	$ 6,625

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

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

	Three months ended September 30, 2017		Three months ended September 30, 2016	
	GAAP	Non-GAAP	GAAP	Non-GAAP
Net income	$ 2,021	$ 2,399	$ 2,017	$ 2,276
Weighted-average shares for diluted EPS	733	733	753	753
Diluted EPS	$ 2.76	$ 3.27	$ 2.68	$ 3.02

	Nine months ended September 30, 2017		Nine months ended September 30, 2016	
	GAAP	Non-GAAP	GAAP	Non-GAAP
Net income	$ 6,243	$ 7,142	$ 5,787	$ 6,625
Weighted-average shares for diluted EPS	738	738	758	758
Diluted EPS	$ 8.46	$ 9.68	$ 7.63	$ 8.74

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

(b) The adjustments related primarily to non-cash amortization of intangible assets acquired in business combinations. For the nine months ended September 30, 2016, the adjustment also included a $73-million charge resulting from the reacquisition of Prolia®, XGEVA® and Vectibix® license agreements in certain markets from Glaxo Group Limited.

(c) For the nine months ended September 30, 2017, the adjustment related primarily to severance expenses associated with our restructuring initiative.

(d) For the three and nine months ended September 30, 2017, the adjustments related primarily to net charges associated with the discontinuance of the internal development of AMG 899.

(e) The tax effect of the adjustments between our GAAP and non-GAAP 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 and nine months ended September 30, 2017, were 34.3% and 32.0%, respectively, compared with 32.6% and 32.2% for the corresponding periods of the prior year.

(f) The adjustments related to certain acquisition items and prior period items excluded from GAAP earnings.

Amgen Inc.
Reconciliations of Cash Flows
(In millions)
(Unaudited)

	Three months ended September 30,		Nine months ended September 30,	
	2017	2016	2017	2016
Net cash provided by operating activities	$ 3,454	$ 2,662	$ 8,165	$ 7,254
Net cash used in investing activities	(1,976)	(2,389)	(3,946)	(7,436)
Net cash (used in) provided by financing activities	(1,107)	582	(4,460)	(477)
Increase (decrease) in cash and cash equivalents	371	855	(241)	(659)
Cash and cash equivalents at beginning of period	2,629	2,630	3,241	4,144
Cash and cash equivalents at end of period	$ 3,000	$ 3,485	$ 3,000	$ 3,485

	Three months ended September 30,		Nine months ended September 30,	
	2017	2016	2017	2016
Net cash provided by operating activities	$ 3,454	$ 2,662	$ 8,165	$ 7,254
Capital expenditures	(158)	(167)	(511)	(511)
Free cash flow	$ 3,296	$ 2,495	$ 7,654	$ 6,743

Amgen Inc.
Reconciliation of GAAP EPS Guidance to Non-GAAP
EPS Guidance for the Year Ending December 31, 2017
(Unaudited)

GAAP diluted EPS guidance		$	10.96	- $	11.20
Known adjustments to arrive at non-GAAP*:					
Acquisition-related expenses	(a)		1.49		
Restructuring charges			0.06	-	0.10
Tax adjustments	(b)		(0.05)		
Non-GAAP diluted EPS guidance		$	12.50	- $	12.70

* The known adjustments are presented net of their related tax impact which amount to approximately $0.72 per share, in the aggregate.

(a) The adjustments relate primarily to non-cash amortization of intangible assets acquired in prior year business combinations, as well as charges associated with the discontinuance of the internal development of AMG 899.

(b) The adjustments relate to certain prior period items excluded from GAAP earnings.

Our GAAP diluted EPS guidance does not include the effect of non-GAAP adjustments triggered by events that may occur subsequent to this press release such as acquisitions, asset impairments, litigation and changes in the fair value of our contingent consideration.

Reconciliation of GAAP Tax Rate Guidance to Non-GAAP
Tax Rate Guidance for the Year Ending December 31, 2017
(Unaudited)

	2017		
GAAP tax rate guidance	15.5%	-	16.5%
Tax rate effect of known adjustments discussed above		2.5%	
Non-GAAP tax rate guidance	18.0%	-	19.0%

Amgen Inc.
International Sales Performance Adjusted for Foreign Exchange

Amgen has presented international sales performance excluding the impact of foreign exchange. This measure adjusts for the translation effect of changes in average foreign exchange rates between the current period and the corresponding period in the prior year. Amgen's calculation to adjust for the impact of foreign exchange results in prior period weighted-average, foreign exchange rates being applied to current period product sales. Amgen believes that excluding the impact of foreign exchange enhances an investor's overall understanding of the financial performance and prospects for the future of Amgen's core business activities by facilitating comparisons of results of core business operations among current, past and future periods.

Q3 ’17 EARNINGS CALL

OCTOBER 25, 2017

AMGEN®