



## **Alcon Posts 12.5 Percent Rise in Second Quarter Sales**

### **Second Quarter Highlights**

- *Sales increased to \$1.89 billion (+11.3 percent organic growth, +12.5 percent reported)*
- *Adjusted operating income rose 19.5 percent (+18.8 percent reported)*
- *Adjusted diluted EPS increased 14.4 percent to \$2.22 (+13.9 percent to \$2.21 reported)*
- *Advanced technology intraocular lens sales rose 22.3 percent organically (+23.8 percent reported)*
- *Glaucoma pharmaceutical sales increased 17.2 percent organically (+17.5 percent reported)*
- *Sales in emerging markets rose 24.2 percent organically (+28.8 percent reported)*
- *DuoTrav<sup>®</sup> combination ophthalmic solution launched in Japan*
- *AcrySof<sup>®</sup> IQ ReSTOR<sup>®</sup> Toric received CE mark in European Union*

**HUENENBERG, Switzerland – July 26, 2010** – Alcon, Inc. (NYSE:ACL) reported that global sales rose 12.5 percent to \$1.89 billion for the second quarter of 2010, or 11.3 percent excluding the impact of foreign exchange fluctuations and acquisitions. Revenue from acquisitions added 40 basis points to sales growth in the quarter, while foreign currency fluctuations added 80 basis points of growth.

Net earnings for the second quarter of 2010 grew 15.1 percent to \$670 million, or \$2.21 per diluted share, compared to \$582 million, or \$1.94 per diluted share in the second quarter of 2009. Non-GAAP adjusted net earnings would have grown 15.8 percent to \$674 million, or \$2.22 per diluted share, compared to second quarter 2009 net earnings.

Adjusted net earnings in the second quarter of 2010 exclude \$4 million in other operating expenses related to the potential change of control and merger proposal from Novartis AG. Reconciliations of reported and adjusted results for the second quarter are included in the financial tables below.

“Our strong performance in the first half of this year was driven by the successful global execution of our operational strategies and was further supported by a lower first half comparison period. We have risen above the global reimbursement challenges in 2010 to achieve very positive organic sales growth at the Alcon group level and market share expansion of our key promoted brands on a global basis. Key growth drivers like advanced technology intraocular lenses, glaucoma treatments and emerging markets are providing both near-term and durable long-term opportunities,” said Kevin Buehler, Alcon’s president and chief executive officer. “These results and our outlook for the balance of the year reflect an improved market environment that we expect to support sustainable organic sales growth and operating leverage in the future.”

### **Sales Highlights**

Summarized below are sales highlights for the second quarter of 2010. All growth comparisons are for the second quarter of 2010 compared to the second quarter of 2009. Organic sales

growth rates exclude currency impacts and acquisitions and are non-GAAP measures that are reconciled in a table at the end of this release.

- U.S. sales increased 12.7 percent due to strong contributions from advanced technology **AcrySof**<sup>®</sup> intraocular lenses, healthy growth in glaucoma sales and the stronger seasonal impact of a severe allergy season on sales of **Patanol**<sup>®</sup> and **Pataday**<sup>®</sup> ophthalmic solutions and **Patanase**<sup>®</sup> nasal spray. Sales growth included 90 basis points from acquisitions and also benefitted from a more favorable market environment when compared to the second quarter of 2009.
- Sales in international markets rose 10.8 percent on an organic basis (+12.3 percent reported) due to strong sales of pharmaceutical products and balanced contributions from most global markets.
  - Sales in emerging markets increased 24.2 percent on an organic basis (+28.8 percent reported), led by the BRIC nations (Brazil, Russia, India and China), which rose 28.9 percent organically (+40.0 percent reported).
  - International pharmaceutical sales rose 12.7 percent organically (+13.7 percent reported) with broadly-based growth in all therapeutic areas.
- Global sales of pharmaceutical products were \$837 million, an increase of 16.5 percent on an organic basis (+17.4 percent reported), due to continued solid global performance of the glaucoma franchise and a severe allergy season in the United States.
  - Global glaucoma sales rose 17.2 percent organically (+17.5 percent reported). The **Azopt**<sup>®</sup> family of products (**Azopt**<sup>®</sup> and **AZARGA**<sup>®</sup> ophthalmic suspensions) increased 15.1 percent organically (+14.8 percent reported), led by continued market penetration of **AZARGA**<sup>®</sup> outside the United States. Global sales of the **TRAVATAN**<sup>®</sup> family of products (**TRAVATAN**<sup>®</sup>, **TRAVATAN Z**<sup>®</sup> and **DuoTrav**<sup>®</sup> ophthalmic solutions) rose 13.8 percent on an organic basis (+14.3 percent reported).
  - Global sales of allergy products rose 31.9 percent on an organic basis (+32.5 percent reported) as the severe allergy season in the United States drove sales of **Patanol**<sup>®</sup> and **Pataday**<sup>®</sup> ophthalmic solutions.
- Global surgical sales increased 7.4 percent on an organic basis (+8.7 percent reported) to \$823 million, primarily attributable to a 7.3 percent organic rise (+8.3 percent reported) in sales of intraocular lenses.
  - Global sales of advanced technology intraocular lenses rose 22.3 percent organically (+23.8 percent reported) on increasing adoption and utilization by cataract surgeons of the **AcrySof**<sup>®</sup> **IQ ReSTOR**<sup>®</sup> **+3.0** lens and the **AcrySof**<sup>®</sup> **IQ Toric** lens.
- Global sales of consumer eye care products rose 7.7 percent on an organic basis (+9.2 percent reported) to \$226 million on the strong global performance the **Systane**<sup>®</sup> family of lubricant eye drops.

## Earnings Highlights

Summarized below are earnings highlights for the second quarter of 2010. All growth comparisons are for the second quarter of 2010 compared to the second quarter of 2009.

- Gross profit margin was consistent with management expectations at 77.4 percent compared to 75.3 percent in 2009. The increase was primarily attributable to the impact of foreign exchange rates on cost of goods sold in each period.
- Operating income rose 18.8 percent to \$751 million, or 39.8 percent of sales. Non-GAAP adjusted operating income would have increased 19.5 percent to \$755 million, or 40.0 percent of sales. This performance was attributable to strong sales growth,

positive price contribution and SG&A leverage, as well as the temporary impact of foreign exchange on gross profit margin. Adjusted operating income in the second quarter of 2010 excludes \$4 million in pre-tax other operating expenses related to the potential change of control and the merger proposal from Novartis.

- Net earnings in the second quarter of 2010 rose 15.1 percent to \$670 million, or \$2.21 per diluted share. Non-GAAP adjusted net earnings would have risen 15.8 percent to \$674 million, or \$2.22 per diluted share. Adjusted net earnings exclude \$4 million in costs related to the potential change of control.

### Other Highlights

- On July 6, 2010, the company announced it had entered into a definitive agreement to acquire LenSx Lasers, Inc., an ophthalmic laser surgery company that has developed a customizable, image-guided femtosecond laser. This laser provides the surgeon with a complementary technology to perform certain steps in a cataract procedure with the precision of a laser instead of performing these steps manually with handheld instruments.
- On June 11, 2010, Alcon Japan Ltd. announced the launch in Japan of **DuoTrav**<sup>®</sup> combination ophthalmic solution for the treatment of glaucoma and ocular hypertension.
- The company has begun the transition to **TRAVATAN Z**<sup>®</sup> ophthalmic solution as its exclusive prostaglandin analogue (PGA) in the United States for the treatment of open-angle glaucoma and ocular hypertension. **TRAVATAN Z**<sup>®</sup> is the only PGA available in the United States that does not contain benzalkonium chloride (BAK), a common preservative to which some patients are sensitive or allergic.
- The company received a CE mark in the European Union for the **AcrySof**<sup>®</sup> **IQ ReSTOR**<sup>®</sup> **Toric** intraocular lens for the correction of both presbyopia and astigmatism and for the **WaveLight**<sup>®</sup> **FS-200** femtosecond laser for the creation of corneal flaps during refractive laser surgery.
- **Systane**<sup>®</sup> **BALANCE** lubricant eye drops, designed specifically for patients with meibomian gland dysfunction, was launched in the United States in July.
- On May 7, 2010, the company filed a drug approval application in selected European Union markets for a BAK-free formulation of **TRAVATAN**<sup>®</sup> ophthalmic solution.
- On May 20, 2010, the company filed a New Drug Application (NDA) with the U.S. Food and Drug Administration (FDA) for a new formulation of moxifloxacin for the treatment of bacterial conjunctivitis.
- The company filed an Abbreviated New Drug Application (ANDA) with the FDA on May 10, 2010 for a generic version of bromfenac sodium, a non-steroidal anti-inflammatory drug (NSAID) used to treat pain and swelling following eye surgery.

### Financial Guidance

The company raised its full year 2010 guidance for organic sales growth from the mid-to-high single digits to the high single digits. It also raised its earnings per share guidance to a range of \$7.45 to \$7.62. The higher guidance includes the impact of European fiscal austerity actions, a currency headwind in the second half of the year and higher research and development spending on internal projects as well as business development initiatives. The guidance includes the on-going impact of health care reform, which is expected to reduce full year 2010 sales by \$20 million and earnings per share by \$0.06. Full year guidance excludes costs related to a potential change of control to and/or merger with Novartis and the first quarter impacts of a change in royalty estimate. It also excludes the catch-up impact of the change in tax treatment of U.S. retiree medical expenses related to U.S. health care reform.

The full year guidance assumes renewal of the U.S. Research and Experimentation tax credit in the fourth quarter of 2010 with retroactive application.

### **Company Description**

Alcon, Inc. is the world's leading eye care company, with sales of approximately \$6.5 billion in 2009. Alcon, which has been dedicated to the ophthalmic industry for 65 years, researches, develops, manufactures and markets pharmaceuticals, surgical equipment and devices, contacts lens solutions and other vision care products that treat diseases, disorders and other conditions of the eye. Alcon operates in 75 countries and sells products in 180 markets. For more information on Alcon, Inc., visit the Company's web site at [www.alcon.com](http://www.alcon.com).

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### **Caution Concerning Forward-Looking Statements**

*This press release contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. These forward-looking statements principally relate to statements regarding the expectations of our management with respect to the future performance of various aspects of our business. These statements involve known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performances or achievements expressed or implied by our forward-looking statements. Words such as "may," "will," "should," "could," "would," "expect," "plan," "anticipate," "believe," "hope," "intend," "estimate," "project," "predict," "potential" and similar expressions are intended to identify forward-looking statements. These statements reflect the views of our management as of the date of this press release with respect to future events and are based on assumptions and subject to risks and uncertainties and are not intended to give any assurance as to future results. Given these uncertainties, you should not place undue reliance on these forward-looking statements. Factors that might cause future results to differ include, but are not limited to, the following: the development of commercially viable products may take longer and cost more than expected; changes in reimbursement procedures by third-party payers may affect our sales and profits; a weakening economy could affect demand for our products; competition may lead to worse than expected financial condition and results of operations; currency exchange rate fluctuations may negatively affect our financial condition and results of operations; completion of a potential change of control to Novartis; completion of a potential merger with Novartis; pending or future litigation, including with respect to a potential merger with Novartis, may negatively impact our financial condition and results of operations; litigation settlements may adversely impact our financial condition; the occurrence of excessive property and casualty, general liability or business interruption losses, for which we are self-insured, may adversely impact our financial condition; product recalls or withdrawals may negatively impact our financial condition or results of operations; government regulation or legislation may negatively impact our financial condition or results of operations; changes in tax laws or regulations in the jurisdictions in which we and our subsidiaries are subject to taxation may adversely impact our financial performance; supply and manufacturing disruptions could negatively impact our financial condition or results of operations. You should read this press release with the understanding that our actual future results may be materially different from what we expect. We qualify all of our forward-looking statements by these cautionary statements. Except to the extent required under the federal securities laws and the rules and regulations promulgated by the Securities and Exchange Commission, we undertake no obligation to publicly update or revise any of these forward-looking statements, whether to reflect new information or future events or circumstances or otherwise.*

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**ALCON, INC. AND SUBSIDIARIES**  
**Condensed Consolidated Statements of Earnings (Unaudited)**  
(in millions, except share data)

	Three months ended June 30,		Six months ended June 30,	
	2010	2009	2010	2009
Sales	\$ 1,886	\$ 1,677	\$ 3,607	\$ 3,170
Cost of goods sold	<u>426</u>	<u>415</u>	<u>818</u>	<u>769</u>
Gross profit	1,460	1,262	2,789	2,401
Selling, general and administrative	508	468	1,000	940
Research and development	184	157	353	303
Amortization of intangibles	13	5	24	12
Other operating expenses	<u>4</u>	<u>--</u>	<u>8</u>	<u>--</u>
Operating income	751	632	1,404	1,146
Other income (expense):				
Gain (loss) from foreign currency, net	(5)	9	(7)	(1)
Interest income	8	13	16	24
Interest expense	(2)	(5)	(5)	(10)
Other, net	<u>16</u>	<u>2</u>	<u>36</u>	<u>6</u>
Earnings before income taxes	768	651	1,444	1,165
Income taxes	<u>98</u>	<u>69</u>	<u>201</u>	<u>131</u>
Net earnings	<u>\$ 670</u>	<u>\$ 582</u>	<u>\$ 1,243</u>	<u>\$ 1,034</u>
Basic earnings per common share	<u>\$ 2.23</u>	<u>\$ 1.95</u>	<u>\$ 4.14</u>	<u>\$ 3.46</u>
Diluted earnings per common share	<u>\$ 2.21</u>	<u>\$ 1.94</u>	<u>\$ 4.09</u>	<u>\$ 3.44</u>
Basic weighted average common shares	300,453,325	298,744,287	300,218,403	298,663,437
Diluted weighted average common shares	303,645,943	300,638,975	303,618,180	300,328,778

**ALCON, INC. AND SUBSIDIARIES**  
**Global Sales**  
(USD in millions)

	<b>Three Months Ended June 30,</b>				<b>Foreign Currency Change</b>	<b>Change in Constant Currency</b>	
	<b>2010</b>	<b>2009</b>	<b>Change</b>				
<b>Geographic Sales</b>							
<b>Alcon United States:</b>							
Pharmaceutical	\$ 471	\$ 391	20.5	%	--	%	20.5 %
Surgical	310	296	4.7		--		4.7
Consumer Eye Care	109	103	5.8		--		5.8
<b>Total United States Sales</b>	<b>890</b>	<b>790</b>	<b>12.7</b>		<b>--</b>		<b>12.7</b>
<b>Alcon International:</b>							
Pharmaceutical	366	322	13.7		1.0		12.7
Surgical	513	461	11.3		1.5		9.8
Consumer Eye Care	117	104	12.5		2.9		9.6
<b>Total International Sales</b>	<b>996</b>	<b>887</b>	<b>12.3</b>		<b>1.5</b>		<b>10.8</b>
<b>Total Global Sales</b>	<b>\$ 1,886</b>	<b>\$ 1,677</b>	<b>12.5</b>		<b>0.8</b>		<b>11.7</b>
<b>Global Product Sales</b>							
Infection/inflammation	\$ 248	\$ 208	19.2	%	--	%	19.2 %
Glaucoma	322	274	17.5		0.3		17.2
Allergy	212	160	32.5		0.6		31.9
Otic/nasal	114	103	10.7		---		10.7
Other pharmaceuticals/rebates	(59)	(32)	N/M		N/M		N/M
<b>Total Pharmaceutical</b>	<b>837</b>	<b>713</b>	<b>17.4</b>		<b>0.4</b>		<b>17.0</b>
Intraocular lenses	313	289	8.3		1.0		7.3
Cataract/vitreoretinal/other	482	440	9.5		0.9		8.6
Refractive	28	28	--		--		--
<b>Total Surgical</b>	<b>823</b>	<b>757</b>	<b>8.7</b>		<b>0.9</b>		<b>7.8</b>
Contact lens disinfectants	123	116	6.0		0.8		5.2
Artificial tears	80	70	14.3		1.4		12.9
Other	23	21	9.5		4.7		4.8
<b>Total Consumer Eye Care</b>	<b>226</b>	<b>207</b>	<b>9.2</b>		<b>1.5</b>		<b>7.7</b>
<b>Total Global Sales</b>	<b>\$ 1,886</b>	<b>\$ 1,677</b>	<b>12.5</b>		<b>0.8</b>		<b>11.7</b>

N/M - Not Meaningful

Note: Change in constant currency calculates sales growth without the impact of foreign exchange fluctuations. Management believes constant currency sales change is an important measure of the company's operations because it provides investors with a clearer picture of the core rate of sales growth due to changes in unit volumes and local currency prices. This measure is considered a non-GAAP financial measure as defined by Regulation G promulgated by the U.S. Securities and Exchange Commission.

**ALCON, INC. AND SUBSIDIARIES**  
**Global Sales**  
(USD in millions)

	Six Months Ended June 30,				Foreign Currency Change		Change in Constant Currency	
	2010	2009	Change					
<b>Geographic Sales</b>								
<b>Alcon United States:</b>								
Pharmaceutical	\$ 808	\$ 698	15.8	%	--	%	15.8	%
Surgical	597	554	7.8		--		7.8	
Consumer Eye Care	211	196	7.7		--		7.7	
<b>Total United States Sales</b>	<b>1,616</b>	<b>1,448</b>	<b>11.6</b>		<b>--</b>		<b>11.6</b>	
<b>Alcon International:</b>								
Pharmaceutical	757	641	18.1		5.0		13.1	
Surgical	998	876	13.9		5.3		8.6	
Consumer Eye Care	236	205	15.1		7.3		7.8	
<b>Total International Sales</b>	<b>1,991</b>	<b>1,722</b>	<b>15.6</b>		<b>5.4</b>		<b>10.2</b>	
<b>Total Global Sales</b>	<b>\$ 3,607</b>	<b>\$ 3,170</b>	<b>13.8</b>		<b>3.0</b>		<b>10.8</b>	
<b>Global Product Sales</b>								
Infection/inflammation	\$ 478	\$ 410	16.6	%	2.0	%	14.6	%
Glaucoma	625	507	23.3		3.0		20.3	
Allergy	350	303	15.5		1.3		14.2	
Otic/nasal	198	179	10.6		1.1		9.5	
Other pharmaceuticals/rebates	(86)	(60)	N/M		N/M		N/M	
<b>Total Pharmaceutical</b>	<b>1,565</b>	<b>1,339</b>	<b>16.9</b>		<b>2.4</b>		<b>14.5</b>	
Intraocular lenses	604	537	12.5		3.6		8.9	
Cataract/vitreoretinal/other	935	840	11.3		3.2		8.1	
Refractive	56	53	5.7		1.9		3.8	
<b>Total Surgical</b>	<b>1,595</b>	<b>1,430</b>	<b>11.5</b>		<b>3.2</b>		<b>8.3</b>	
Contact lens disinfectants	238	222	7.2		2.7		4.5	
Artificial tears	161	135	19.3		5.2		14.1	
Other	48	44	9.1		4.6		4.5	
<b>Total Consumer Eye Care</b>	<b>447</b>	<b>401</b>	<b>11.5</b>		<b>3.8</b>		<b>7.7</b>	
<b>Total Global Sales</b>	<b>\$ 3,607</b>	<b>\$ 3,170</b>	<b>13.8</b>		<b>3.0</b>		<b>10.8</b>	

N/M - Not Meaningful

Note: Change in constant currency calculates sales growth without the impact of foreign exchange fluctuations. Management believes constant currency sales change is an important measure of the company's operations because it provides investors with a clearer picture of the core rate of sales growth due to changes in unit volumes and local currency prices. This measure is considered a non-GAAP financial measure as defined by Regulation G promulgated by the U.S. Securities and Exchange Commission.



**ALCON, INC. AND SUBSIDIARIES**  
**Condensed Consolidated Balance Sheets (Unaudited)**  
(in millions, except share data)

	June 30, 2010	December 31, 2009
<b>Assets</b>		
Current assets:		
Cash and cash equivalents	\$ 2,295	\$ 3,007
Short term investments	603	479
Trade receivables, net	1,411	1,346
Inventories	596	626
Deferred income tax assets	178	162
Other current assets	252	213
Total current assets	5,335	5,833
Long term investments	256	73
Property, plant and equipment, net	1,274	1,304
Intangible assets, net	533	255
Goodwill	690	688
Long term deferred income tax assets	369	391
Other assets	142	142
Total assets	<u>\$ 8,599</u>	<u>\$ 8,686</u>
<b>Liabilities and Shareholders' Equity</b>		
Current liabilities:		
Accounts payable	\$ 330	\$ 321
Short term borrowings	291	607
Current maturities of long term debt	57	--
Other current liabilities	1,106	1,047
Total current liabilities	1,784	1,975
Long term debt, net of current maturities	--	56
Long term deferred income tax liabilities	68	59
Other long term liabilities	719	691
Contingencies		
Shareholders' equity:		
Common shares	42	42
Additional paid-in capital	1,589	1,535
Accumulated other comprehensive income	17	203
Retained earnings	4,738	4,533
Treasury shares, at cost	(358)	(408)
Total shareholders' equity	6,028	5,905
Total liabilities and shareholders' equity	<u>\$ 8,599</u>	<u>\$ 8,686</u>

**ALCON, INC. AND SUBSIDIARIES**  
**Condensed Consolidated Statements of Cash Flows (Unaudited)**  
(in millions)

	<b>Six months ended June 30,</b>	
	<b>2010</b>	<b>2009</b>
Cash provided by (used in) operating activities:		
Net earnings	\$ 1,243	\$ 1,034
Adjustments to reconcile net earnings to cash provided from operating activities:		
Depreciation	104	92
Amortization of intangibles	24	12
Share-based payments	36	41
Tax benefits from share-based compensation	6	1
Deferred income taxes	(3)	65
Loss (gain) on sale of assets	(32)	55
Unrealized appreciation on trading securities	(5)	(66)
Other, net	4	6
Changes in operating assets and liabilities, net of effects from business acquisition:		
Trade receivables	(136)	(144)
Inventories	(27)	(35)
Other assets	(15)	(2)
Accounts payable	20	18
Other current liabilities	78	31
Other long term liabilities	13	7
Net cash from operating activities	<u>1,310</u>	<u>1,115</u>
Cash provided by (used in) investing activities:		
Purchases of property, plant and equipment	(142)	(139)
Acquisition of business, net of cash acquired	(157)	--
Purchases of intangible assets	(137)	(1)
Purchases of investments	(1,303)	(657)
Proceeds from sales and maturities of investments	972	717
Other, net	3	--
Net cash from investing activities	<u>(764)</u>	<u>(80)</u>
Cash provided by (used in) financing activities:		
Net proceeds from (repayment of) short term debt	(269)	(187)
Repayment of long term debt	--	(1)
Dividends on common shares	(1,037)	(1,048)
Acquisition of treasury shares	(12)	(5)
Proceeds from exercise of stock options	56	10
Tax benefits from share-based payment arrangements	17	--
Net cash from financing activities	<u>(1,245)</u>	<u>(1,231)</u>
Effect of exchange rates on cash and cash equivalents	<u>(13)</u>	<u>7</u>
Net increase (decrease) in cash and cash equivalents	(712)	(189)
Cash and cash equivalents, beginning of period	3,007	2,449
Cash and cash equivalents, end of period	<u>\$ 2,295</u>	<u>\$ 2,260</u>

**ALCON, INC. AND SUBSIDIARIES**  
**Reconciliation of Non-GAAP Financial Measures**  
(in millions, except per share data)

<b>Operating Income</b>				
	<b>Q2 2010</b>	<b>Q2 2009</b>	<b>Growth %</b>	<b>Q2 2010 % of Sales</b>
<b>As Reported</b>	\$ 751	\$ 632	18.8%	39.8%
<b>Change of Control Expenses</b>	4	--		
<b>As Adjusted</b>	<b>\$ 755</b>	<b>\$ 632</b>	<b>19.5</b>	<b>40.0</b>

<b>Net Earnings</b>			
	<b>Q2 2010</b>	<b>Q2 2009</b>	<b>Growth %</b>
<b>As Reported</b>	\$ 670	\$ 582	15.1%
<b>Change of Control Expenses</b>	4	--	
<b>As Adjusted</b>	<b>\$ 674</b>	<b>\$ 582</b>	<b>15.8</b>

<b>Diluted EPS</b>			
	<b>Q2 2010</b>	<b>Q2 2009</b>	<b>Growth %</b>
<b>As Reported</b>	\$ 2.21	\$ 1.94	13.9%
<b>Change of Control Expenses</b>	0.01	--	
<b>As Adjusted</b>	<b>\$ 2.22</b>	<b>\$ 1.94</b>	<b>14.4</b>

Note: Adjusted operating income, net earnings and adjusted diluted EPS measure the results of the company's operations without certain items that did not pertain to the comparable period. Management believes these measures are an important measure of the company's operations because they provide investors with a clearer picture of the core operations of the company. These measures are considered non-GAAP financial measures as defined by Regulation G promulgated by the U.S. Securities and Exchange Commission.

**ALCON, INC. AND SUBSIDIARIES**  
**Reconciliation of Non-GAAP Financial Measures**

	Three Months Ended June 30,			Foreign Currency Change	Acquisition Change	Organic Change
	2010	2009	Change			
<b>Sales by Product Line:</b>						
Pharmaceutical	\$ 837	\$ 713	17.4%	0.4%	0.5%	16.5%
Surgical	823	757	8.7	0.9	0.4	7.4
Consumer Eye Care	226	207	9.2	1.5	--	7.7
<b>Total Global Sales</b>	<b>\$ 1,886</b>	<b>\$ 1,677</b>	<b>12.5</b>	<b>0.8</b>	<b>0.4</b>	<b>11.3</b>

<b>Q2 2010 Sales</b>	<b>Change</b>		<b>Foreign Currency Change</b>		<b>Acquisition Change</b>		<b>Organic Change</b>	
<b>United States</b>	12.7	%	--	%	0.9	%	11.8	%
<b>International markets</b>	12.3		1.5		--		10.8	
<b>Emerging markets</b>	28.8		4.6		--		24.2	
<b>BRIC nations</b>	40.0		11.1		--		28.9	
<b>Glaucoma pharmaceuticals</b>	17.5		0.3		--		17.2	
<b>Azopt<sup>®</sup> family</b>	14.8		(0.3)		--		15.1	
<b>TRAVATAN<sup>®</sup> family</b>	14.3		0.5		--		13.8	
<b>Allergy pharmaceuticals</b>	32.5		0.6		--		31.9	
<b>Intraocular lenses</b>	8.3		1.0		--		7.3	
<b>Advanced technology intraocular lenses</b>	23.8		1.5		--		22.3	

Note: Organic change calculates sales growth without the impact of foreign exchange fluctuations and acquisitions. Management believes organic sales change is an important measure of the company's operations because it provides investors with a clearer picture of the core rate of sales growth due to changes in unit volumes and local currency prices. This measure is considered a non-GAAP financial measure as defined by Regulation G promulgated by the U.S. Securities and Exchange Commission. Certain reclassifications have been made to prior year amounts to conform to current year presentation.