The following table shows information by reportable segment for 2018, 2017 and 2016 (in millions):

|                       | 2018 |         | 2017 |        | 2016 |        |
|-----------------------|------|---------|------|--------|------|--------|
| Americas:             |      |         |      |        |      |        |
| Net sales             | \$   | 112,093 | \$   | 96,600 | \$   | 86,613 |
| Operating income      | \$   | 34,864  | \$   | 30,684 | \$   | 28,172 |
|                       |      |         |      |        |      |        |
| Europe:               |      |         |      |        |      |        |
| Net sales             | \$   | 62,420  | \$   | 54,938 | \$   | 49,952 |
| Operating income      | \$   | 19,955  | \$   | 16,514 | \$   | 15,348 |
|                       |      |         |      |        |      |        |
| Greater China:        |      |         |      |        |      |        |
| Net sales             | \$   | 51,942  | \$   | 44,764 | \$   | 48,492 |
| Operating income      | \$   | 19,742  | \$   | 17,032 | \$   | 18,835 |
|                       |      |         |      |        |      |        |
| Japan:                |      |         |      |        |      |        |
| Net sales             | \$   | 21,733  | \$   | 17,733 | \$   | 16,928 |
| Operating income      | \$   | 9,500   | \$   | 8,097  | \$   | 7,165  |
|                       |      |         |      |        |      |        |
| Rest of Asia Pacific: |      |         |      |        |      |        |
| Net sales             | \$   | 17,407  | \$   | 15,199 | \$   | 13,654 |
| Operating income      | \$   | 6,181   | \$   | 5,304  | \$   | 4,781  |

A reconciliation of the Company's segment operating income to the Consolidated Statements of Operations for 2018, 2017 and 2016 is as follows (in millions):

|                                  | 2018         | 2017         | 2016         |
|----------------------------------|--------------|--------------|--------------|
| Segment operating income         | \$<br>90,242 | \$<br>77,631 | \$<br>74,301 |
| Research and development expense | (14,236)     | (11,581)     | (10,045)     |
| Other corporate expenses, net    | (5,108)      | (4,706)      | (4,232)      |
| Total operating income           | \$<br>70,898 | \$<br>61,344 | \$<br>60,024 |

The U.S. and China were the only countries that accounted for more than 10% of the Company's net sales in 2018, 2017 and 2016. There was no single customer that accounted for more than 10% of net sales in 2018, 2017 and 2016. Net sales for 2018, 2017 and 2016 and long-lived assets as of September 29, 2018 and September 30, 2017 were as follows (in millions):

|                 | 2018          |    | 2017    |    | 2016    |  |
|-----------------|---------------|----|---------|----|---------|--|
| Net sales:      |               |    |         |    |         |  |
| U.S.            | \$<br>98,061  | \$ | 84,339  | \$ | 75,667  |  |
| China (1)       | 51,942        |    | 44,764  |    | 48,492  |  |
| Other countries | 115,592       |    | 100,131 |    | 91,480  |  |
| Total net sales | \$<br>265,595 | \$ | 229,234 | \$ | 215,639 |  |

|                         | 2018         | 2017 |        |  |
|-------------------------|--------------|------|--------|--|
| Long-lived assets:      |              |      |        |  |
| U.S.                    | \$<br>23,963 | \$   | 20,637 |  |
| China (1)               | 13,268       |      | 10,211 |  |
| Other countries         | 4,073        |      | 2,935  |  |
| Total long-lived assets | \$<br>41,304 | \$   | 33,783 |  |

<sup>(1)</sup> China includes Hong Kong and Taiwan. Long-lived assets located in China consist primarily of product tooling and manufacturing process equipment and assets related to retail stores and related infrastructure.