

Q1 2016 EARNINGS

Q1 2016 SALES

\$17.5B

Excluding acquisitions/
divestitures and hepatitis C
sales, on an operational basis

WORLDWIDE SALES
INCREASE ▲

6.9%*

ADJUSTED NET EARNINGS

\$4.7B

INCREASE ▲
6.1%*

ADJUSTED DILUTED EARNINGS PER SHARE

\$1.68

INCREASE ▲
7.7%*



“We are off to a strong start to the year, supported by our first quarter underlying sales growth. Our Pharmaceuticals business continues to deliver impressive levels of growth, we have steady improvement in our Consumer business, and we are seeing momentum in our Medical Devices businesses, all of which are fueling our optimism for the full-year ahead.”

Alex Gorsky

Chairman & Chief Executive Officer,
Johnson & Johnson

WORLDWIDE CONSUMER SALES

\$3.2B

Excluding acquisitions/divestitures, on an operational basis, **worldwide sales increased 1.9%.***

Primary contributors:



TYLENOL

Motrin_{IB}



LISTERINE

WORLDWIDE PHARMACEUTICAL SALES

\$8.2B

Excluding acquisitions/divestitures and hepatitis C sales, on an operational basis, **worldwide sales increased 12.3%.***

New products that contributed to growth:



imbruvica[®]
(ibrutinib) 140mg capsules

Xarelto
rivaroxaban

DARZALEX[®]
(daratumumab)
injection for intravenous infusion
100 mg/5 mL, 400 mg/20 mL

Invokana[®]
canagliflozin tablets

Invokamet[®]
canagliflozin/metformin HCl
tablets

WORLDWIDE MEDICAL DEVICES SALES

\$6.1B

Excluding acquisitions/divestitures, on an operational basis, **worldwide sales increased 3.0%.***

Primary contributors:



ELECTROPHYSIOLOGY



JOINT
RECONSTRUCTION



ENDOCUTTERS



BIOSURGERY



ACUVUE[®]
CONTACT LENSES

*Non-GAAP financial measure; non-GAAP financial measures should not be considered replacements for, and should be read together with, the most comparable GAAP financial measures. For full financial data and non-GAAP reconciliations, please refer to the Johnson & Johnson's earnings release issued on April 19, 2016, available at <http://www.investor.jnj.com/sales-earnings.cfm>.

Caution Concerning Forward-Looking Statements: This document contains “forward-looking statements” as defined in the Private Securities Litigation Reform Act of 1995 regarding future operating and financial performance. You are cautioned not to rely on these forward-looking statements, which are based on current expectations of future events. For important information about the risks and uncertainties that could cause actual results to vary materially from the assumptions, expectations, and projections expressed in any forward-looking statements, review the “Note to Investors Concerning Forward-Looking Statements” included in the Johnson & Johnson earnings release issued on April 19, 2016, as well as the Johnson & Johnson Annual Report on Form 10-K for the fiscal year ended January 3, 2016. Johnson & Johnson does not undertake to update any forward-looking statement as a result of new information or future events or developments.