

Q1 2017 RESULTS

Q1 2017 SALES

\$17.8B INCREASE ▲
1.6%

Excluding Acquisitions/
Divestitures, operational
sales INCREASE ▲
1.2%*

DILUTED EARNINGS PER SHARE

\$1.61

ADJUSTED DILUTED EARNINGS PER SHARE

\$1.83*

INCREASE ▲
5.8%*



Alex Gorsky

Chairman and
Chief Executive Officer
Johnson & Johnson

“Johnson & Johnson’s first-quarter results are in line with our expectations and we are confident we will achieve the full-year financial guidance we established at the beginning of the year. The pending acquisition of Actelion demonstrates our ongoing commitment to bringing innovation to patients with significant unmet needs, and provides a unique opportunity for us to expand our portfolio with leading, differentiated in-market medicines and promising late-stage products. We look forward to the associates from Actelion joining the Johnson & Johnson Family of Companies.”

WORLDWIDE CONSUMER SALES

\$3.2B

Consumer worldwide sales increase: **1.0%**

Primary contributors to growth:



TYLENOL

OGX
beauty pure and simple

NeoStrata®



Motrin IB

WORLDWIDE PHARMACEUTICAL SALES

\$8.2B

Pharmaceutical worldwide sales increase: **0.8%**

Primary contributors to growth:



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

imbruvica
(ibrutinib) 140mg capsules

Stelara
(ustekinumab)

ONCE-MONTHLY
INVEGA SUSTENNA
paliperidone palmitate extended-release
orally disintegrating suspension
39mg, 78mg, 117mg, 156mg, 234mg

WORLDWIDE MEDICAL DEVICES SALES

\$6.3B

Medical Devices worldwide sales increase: **3.0%**

Primary contributors to growth:



ELECTROPHYSIOLOGY



ACUVUE®
CONTACT LENSES



ENDOCUTTERS



SURGICAL
VISION



WOUND
CLOSURE

For full financial data and non-GAAP reconciliations, please refer to Johnson & Johnson’s earnings release issued on April 18, 2017, available at <http://www.investor.jnj.com/sales-earnings.cfm>.

*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.

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 18, 2017, as well as the Johnson & Johnson Annual Report on Form 10-K for the fiscal year ended January 1, 2017. Johnson & Johnson does not undertake to update any forward-looking statement as a result of new information or future events or developments.