Johnson & Johnson

Q3 2017 RESULTS

Q3 2017 SALES

$19.7B — WORLDWIDE INCREASED ▲ **10.3%**

Excluding acquisitions/ divestitures on an operational basis, worldwide sales INCREASED ▲ **3.8%***

DILUTED EARNINGS PER SHARE
$1.37

ADJUSTED DILUTED EARNINGS PER SHARE*
$1.90 — INCREASE ▲ **13.1%**

Alex Gorsky
Chairman and
Chief Executive Officer
Johnson & Johnson

"Johnson & Johnson accelerated growth in the third quarter. This is driven by the strong performance of our Pharmaceutical business, and augmented by Actelion and other recent acquisitions across the enterprise that will continue to fuel growth," said Alex Gorsky, Chairman and Chief Executive Officer. "Our dedicated colleagues continue to focus on advancing our pipelines to bring innovative solutions to patients and consumers around the globe."

WORLDWIDE CONSUMER SALES

$3.4B

Consumer worldwide sales increased: **2.9%**

Primary contributors to growth:

TYLENOL · OGX beauty pure and simple · Neutrogena · nicorette

WORLDWIDE PHARMACEUTICAL SALES

$9.7B

Pharmaceutical worldwide sales increased: **15.4%**

Primary contributors to growth:

Stelara (ustekinumab) · Opsumit macitentan · DARZALEX (daratumumab) injection for intravenous infusion 100 mg/5 mL, 400 mg/20 mL · imbruvica (ibrutinib) 140mg capsules

WORLDWIDE MEDICAL DEVICES SALES

$6.6B

Medical Devices worldwide sales increased: **7.1%**

Primary contributors to growth:

ELECTROPHYSIOLOGY · ACUVUE® CONTACT LENSES · SURGICAL VISION · WOUND CLOSURE

For full financial data and non-GAAP reconciliations, please refer to Johnson & Johnson's earnings release issued on October 17, 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 October 17, 2017, as well as the most recently filed Johnson & Johnson Reports on Forms 10-K and 10-Q. Johnson & Johnson does not undertake to update any forward-looking statement as a result of new information or future events or developments.