

FULL YEAR 2017 RESULTS

2017 WORLDWIDE SALES

\$76.5B | **WORLDWIDE INCREASED ▲ 6.3%** | Excluding acquisitions/divestitures on an operational basis worldwide sales **INCREASED ▲ 2.4%***

DILUTED EARNINGS PER SHARE

\$0.47

ADJUSTED DILUTED EARNINGS PER SHARE*

\$7.30

INCREASE ▲ **8.5%**



Alex Gorsky
Chairman and
Chief Executive Officer
Johnson & Johnson

“Johnson & Johnson delivered strong adjusted earnings per share growth of 8.5% and total shareholder return of greater than 24% in 2017, driven by the robust performance of our Pharmaceutical business, while continuing to make investments in acquisitions, innovation and strategic partnerships to accelerate growth in each of our businesses. As we enter 2018 and look beyond, we are experiencing an incredible pace of change in health-care. Johnson & Johnson is uniquely positioned to lead during this dynamic era and deliver innovative solutions for patients and consumers that drive sustainable, long-term growth. We are pleased with the passage of recent legislation modernizing the U.S. tax system, which enables Johnson & Johnson to invest in innovation at higher levels to help address the most challenging unmet medical needs facing healthcare today. I want to thank all of our talented colleagues for their commitment, passion and dedication to transforming the lives of patients and consumers worldwide.”

WORLDWIDE CONSUMER SALES

\$13.6B | Consumer worldwide sales increased: **2.2%**

Primary contributors to growth:



WORLDWIDE PHARMACEUTICAL SALES

\$36.3B | Pharmaceutical worldwide sales increased: **8.3%**

Primary contributors to growth:



WORLDWIDE MEDICAL DEVICES SALES

\$26.6B | Medical Devices worldwide sales increased: **5.9%**

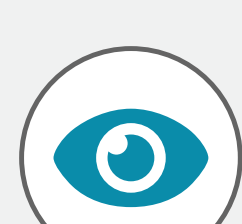
Primary contributors to growth:



SURGICAL
VISION



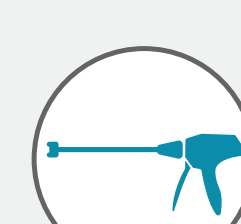
ELECTROPHYSIOLOGY



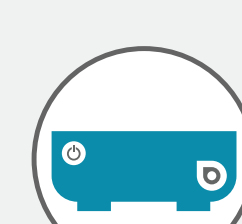
ACUVUE®
CONTACT LENSES



WOUND
CLOSURE



ENDOCUTTERS



ENERGY



BIOSURGERY

For full financial data and non-GAAP reconciliations, please refer to Johnson & Johnson's earnings release issued on January 23, 2018, 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 January 23, 2018, 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.