

3RD QUARTER 2018 RESULTS

Q3 2018 SALES

\$20.3B | **WORLDWIDE INCREASED ▲ 3.6%** | Excluding acquisitions/divestitures on an operational basis worldwide sales | **INCREASED ▲ 6.1%***

DILUTED EARNINGS PER SHARE

\$1.44

ADJUSTED DILUTED EARNINGS PER SHARE*

\$2.05

INCREASE ▲

7.9%



Alex Gorsky

Chairman and
Chief Executive Officer
Johnson & Johnson

“We are pleased with our strong third-quarter performance, which reflects continued above-market growth in our Pharmaceutical business, accelerating sales momentum in our Consumer business and consistent progress in our Medical Devices business. I’m confident that with our collaborative and inspired J&J colleagues around the world, unique broad-based business model and strategic investments in innovation, we are well positioned for success today and into the future.”

WORLDWIDE CONSUMER SALES

\$3.4B

Consumer worldwide sales increased: **1.8%**

Primary contributors to growth:



WORLDWIDE PHARMACEUTICAL SALES

\$10.3B

Pharmaceutical worldwide sales increased: **6.7%**

Primary contributors to growth:



WORLDWIDE MEDICAL DEVICES SALES

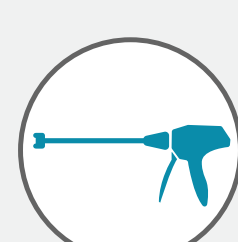
\$6.6B

Medical Devices worldwide sales decreased: **(0.2%)**

Primary contributors to growth:



ELECTROPHYSIOLOGY



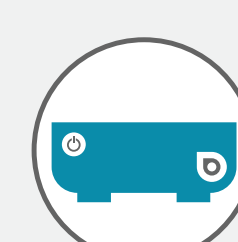
ENDOCUTTERS



BIOSURGERY



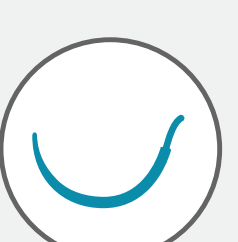
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WOUND
CLOSURE

For full financial data and non-GAAP reconciliations, please refer to Johnson & Johnson’s earnings release issued on October 16, 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 October 16, 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.