Johnson & Johnson

FULL YEAR 2018 RESULTS

FULL YEAR 2018 SALES

$81.6B

WORLDWIDE INCREASED ▲ **6.7%**

Excluding acquisitions/ divestitures on an operational basis worldwide sales INCREASED ▲ **5.5%***

DILUTED EARNINGS PER SHARE

$5.61

ADJUSTED DILUTED EARNINGS PER SHARE*

$8.18 INCREASED ▲ **12.1%**

Alex Gorsky
Chairman and
Chief Executive Officer
Johnson & Johnson

"Johnson & Johnson delivered another year of strong operational sales growth of 6.3% and achieved our 35th consecutive year of adjusted operational earnings growth at 9.8% in 2018. This can be attributed to accelerated underlying sales performance across each of our businesses, where we also leveraged our scale across the enterprise to improve margins. Looking ahead, the strength of our broad-based business and disciplined approach to portfolio management positions us to continue to fuel investments in innovation that enable us to capitalize on strategic opportunities and deliver strong performance over the long-term. Our performance is the result of our talented Johnson & Johnson colleagues and their extraordinary dedication to help advance health and well-being for patients and customers around the world."

WORLDWIDE CONSUMER SALES

$13.9B

Consumer worldwide sales increased: **1.8%**

Primary contributors to growth:

Dr.Ci:Labo, Zarbee's Naturals, Motrin IB, Tylenol, OGX beauty pure and simple, nicorette, Neutrogena, Aveeno Active Naturals

WORLDWIDE PHARMACEUTICAL SALES

$40.7B

Pharmaceutical worldwide sales increased: **12.4%**

Primary contributors to growth:

Zytiga (abiraterone acetate), Stelara (ustekinumab), imbruvica (ibrutinib) 140mg capsules, DARZALEX (daratumumab), INVEGA SUSTENNA (paliperidone palmitate) 39mg, 78mg, 117mg, 156mg, 234mg, Simponi ARIA golimumab for infusion, Opsumit macitentan, Tremfya (guselkumab)

WORLDWIDE MEDICAL DEVICES SALES

$27.0B

Medical Devices worldwide sales increased: **1.5%**

Primary contributors to growth:

SURGICAL VISION, ELECTROPHYSIOLOGY, ACUVUE® CONTACT LENSES, BIOSURGERY, ENDOCUTTERS, WOUND CLOSURE, ENERGY

For full financial data and non-GAAP reconciliations, please refer to Johnson & Johnson's earnings release issued on January 22, 2019, 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.