3rd Quarter 2022 Results

3rd Quarter 2022 Sales

$23.8B Worldwide Increased ▲ **1.9%**

Excluding acquisitions/ divestitures on an operational basis: Worldwide Increased ▲ **8.2%***

Diluted Earnings Per Share

$1.68 Increased ▲ **22.6%**

Adjusted Diluted Earnings Per Share*

$2.55 Decreased ▼ **(1.9%)**





Joaquin Duato
Chief Executive Officer
Johnson & Johnson

"Our third quarter performance demonstrates our continued strength and resilience across all three of our businesses. Through the ongoing efforts of our teams around the world, we continue to navigate the dynamic macroeconomic environment and remain focused on delivering transformative healthcare solutions. Looking ahead, I remain confident in our business and ability to continue advancing our innovative portfolio and pipeline."

$3.8 Billion

Worldwide Consumer Health Sales[2]

Consumer Health worldwide reported sales decreased (0.4)%, but increased 4.7% operationally[1]. Primary operational drivers:

Neutrogena · Motrin IB · Aveeno · TYLENOL · ZYRTEC · o.b.

$13.2 Billion

Worldwide Pharmaceutical Sales[2]

Pharmaceutical worldwide reported sales increased 2.6% or 9.0% operationally[1]. Primary operational drivers:

Stelara (ustekinumab) · DARZALEX (daratumumab) injection for intravenous infusion 100 mg/5 mL, 400 mg/20 mL · Tremfya (guselkumab) · Xarelto rivaroxaban · Erleada (apalutamide) 60 mg tablets · Uptravi selexipag tablets · INVEGA SUSTENNA palperidone palmitate

$6.8 Billion

Worldwide MedTech Sales

MedTech worldwide reported sales increased 2.1% or 8.1% operationally[1]. Primary operational drivers:

Electrophysiology · Contact Lens · Wound Closure · Trauma · Energy · Endocutters · Biosurgery · Knees · Hips

Note: values may have been rounded; the MedTech segment was previously referred to as the Medical Devices segment.

For full financial data and non-GAAP reconciliations, please refer to Johnson & Johnson's earnings release issued on October 18, 2022 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.

[1]Non-GAAP measure; excludes the impact of translational currency.

[2]Certain international OTC products, primarily in China, were reclassified from the Pharmaceutical segment to the Consumer Health segment based on operational changes.

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 18, 2022 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.