Full Year 2022 Results

Johnson & Johnson

2022 Sales

$94.9B Worldwide Increased ▲ **1.3%**

Excluding acquisitions/ divestitures on an operational basis: Worldwide Increased ▲ **6.2%***

Diluted Earnings Per Share

$6.73 | Decreased ▼ **(13.8)%**

Adjusted Diluted Earnings Per Share*

$10.15 | Increased ▲ **3.6%**

"Our full year 2022 results reflect the continued strength and stability of our three business segments, despite macroeconomic challenges. I am inspired by our employees who make a difference in the health and lives of people around the world every day. As we look ahead to 2023, Johnson & Johnson is well-positioned to drive near-term growth, while also investing strategically to deliver long-term value."

Joaquin Duato
Chairman of the Board & Chief Executive Officer
Johnson & Johnson

$15.0 Billion — Worldwide Consumer Health Sales[2]

Consumer Health worldwide reported sales decreased (0.5)%, but increased 3.6% operationally[1]. Primary operational drivers:

Motrin IB · TYLENOL · Imodium · Neutrogena · SUDAFED · o.b.

$52.6 Billion — Worldwide Pharmaceutical Sales[2]

Pharmaceutical worldwide reported sales increased 1.7% or 6.7% operationally[1]. Primary operational drivers:

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

$27.4 Billion — Worldwide MedTech Sales

MedTech worldwide reported sales increased 1.4% or 6.2% operationally[1]. Primary operational drivers:

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

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 January 24, 2023, 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 January 24, 2023, 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.

4th Quarter 2022 Earnings Call

January 24, 2023

Johnson & Johnson

Cautionary Note on Forward-looking Statements

This presentation contains “forward-looking statements” as defined in the Private Securities Litigation Reform Act of 1995 regarding, among other things: future operating and financial performance, product development, market position and business strategy, and the anticipated separation of the Company’s Consumer Health business. The viewer is cautioned not to rely on these forward-looking statements. These statements are based on current expectations of future events. If underlying assumptions prove inaccurate or known or unknown risks or uncertainties materialize, actual results could vary materially from the expectations and projections of Johnson & Johnson. Risks and uncertainties include, but are not limited to: economic factors, such as interest rate and currency exchange rate fluctuations; competition, including technological advances, new products and patents attained by competitors; challenges inherent in new product research and development, including uncertainty of clinical success and obtaining regulatory approvals; uncertainty of commercial success for new and existing products; challenges to patents; the impact of patent expirations; the ability of the company to successfully execute strategic plans; the impact of business combinations and divestitures; manufacturing difficulties or delays, internally or within the supply chain; product efficacy or safety concerns resulting in product recalls or regulatory action; significant adverse litigation or government action, including related to product liability claims; changes to applicable laws and regulations, including tax laws and global health care reforms; trends toward health care cost containment; changes in behavior and spending patterns of purchasers of health care products and services; financial instability of international economies and legal systems and sovereign risk; increased scrutiny of the health care industry by government agencies; the Company’s ability to satisfy the necessary conditions to consummate the separation of the Company’s Consumer Health business on a timely basis or at all; the Company’s ability to successfully separate the Company’s Consumer Health business and realize the anticipated benefits from the separation; the New Consumer Health Company’s ability to succeed as a standalone publicly traded company; and risks related to the impact of the COVID-19 global pandemic, such as the scope and duration of the outbreak, government actions and restrictive measures implemented in response, material delays and cancellations of medical procedures, supply chain disruptions and other impacts to the business, or on the company’s ability to execute business continuity plans, as a result of the COVID-19 pandemic. A further list and descriptions of these risks, uncertainties and other factors can be found in Johnson & Johnson’s Annual Report on Form 10-K for the fiscal year ended January 2, 2022, including in the sections captioned “Cautionary Note Regarding Forward-Looking Statements” and “Item 1A. Risk Factors,” and in Johnson & Johnson’s subsequent Quarterly Reports on Form 10-Q and other filings with the Securities and Exchange Commission. Copies of these filings are available online at www.sec.gov, www.jnj.com or on request from Johnson & Johnson. Any forward-looking statement made in this presentation speaks only as of the date of this presentation. Johnson & Johnson does not undertake to update any forward-looking statement as a result of new information or future events or developments.

Cautionary Note on Non-GAAP Financial Measures

This presentation refers to certain non-GAAP financial measures. These non-GAAP financial measures should not be considered replacements for, and should be read together with, the most comparable GAAP financial measures.

A reconciliation of these non-GAAP financial measures to the most directly comparable GAAP financial measures can be found in the accompanying financial schedules of the earnings release and the Investor Relations section of the Company’s website at www.investor.jnj.com/sales-earnings.cfm.

Strategic Partnerships, Collaborations & Licensing Arrangements

During the course of this presentation, we will discuss a number of products and compounds developed in collaboration with strategic partners or licensed from other companies. The following is an acknowledgement of those relationships:

Immunology	REMICADE and SIMPONI/ SIMPONI ARIA marketing partners are Schering-Plough (Ireland) Company, a subsidiary of Merck & Co., Inc. and Mitsubishi Tanabe Pharma Corporation; TREMFYA discovered using MorphoSys AG antibody technology
Neuroscience	INVEGA SUSTENNA/ XEPLION/ INVEGA TRINZA/ TREVICTA/ INVEGA HAFYERA are subject to a technology license agreement from Alkermes Pharma Ireland Limited, and RISPERDAL CONSTA developed in collaboration with Alkermes, Inc.
Infectious Diseases	PREZCOBIX / REZOLSTA fixed-dose combination, SYMTUZA and ODEFSEY developed in collaboration with Gilead Sciences, Inc., and JULUCA and CABENUVA developed in collaboration with ViiV Healthcare UK. Research and development activities for the Company's COVID-19 vaccine, including the ENSEMBLE clinical trial and the delivery of doses for the U.S., have been funded in part with federal funds from the U.S. Department of Health and Human Services, Office of the Assistant Secretary for Preparedness and Response, Biomedical Advanced Research and Development Authority (BARDA), under Contract No. HHSO100201700018C, and in collaboration with the National Institute of Allergy and Infectious Diseases (NIAID), part of the National Institutes of Health (NIH) at the U.S. Department of Health and Human Services (HHS)
Cardiovascular/ Metabolism/Other	INVOKANA/ INVOKAMET/ VOKANAMET/ INVOKAMET XR fixed-dose combination licensed from Mitsubishi Tanabe Pharma Corporation; XARELTO co-developed with Bayer HealthCare AG; PROCRIT/ EPREX licensed from Amgen Inc., and X-Linked Retinitis Pigmentosa: AAV-RPGR licensed from MeiraGTx
Oncology	IMBRUVICA developed in collaboration and co-marketed in the U.S. with Pharmacyclics, LLC, an AbbVie company; ZYTIGA licensed from BTG International Ltd.; VELCADE developed in collaboration with Millennium: The Takeda Oncology Company; DARZALEX and DARZALEX FASPRO licensed from Genmab A/S, BALVERSA licensed and discovered in collaboration with Astex Pharmaceuticals, Inc.; ERLEADA licensed from Regents of California and Memorial Sloan Kettering; cilta-cel licensed and developed in collaboration with Legend Biotech USA Inc. and Legend Biotech Ireland Limited, niraparib licensed from TESARO, Inc., an oncology-focused business within GSK, lazertinib licensed from Yuhan Corporation, DuoBody platform licensed from Genmab A/S relates to several bispecific antibody programs, ENHANZE platform licensed from Halozyme Therapeutics, Inc.
Pulmonary Hypertension	UPTRAVI license and supply agreement with Nippon Shinyaku (co-promotion in Japan), and OPSUMIT co-promotion agreement with Nippon Shinyaku in Japan
Global Public Health	Janssen's Monovalent Ebola Vaccine is developed in collaboration with Bavarian Nordic A/S, and MVA-BN-Filo® is licensed-in from Bavarian Nordic A/S. The program has benefited from funding and preclinical services from the National Institute of Allergy and Infectious Diseases (NIAID), part of NIH, NIAID support included 2 product development contracts starting in 2008 and 8 pre-clinical services contracts. This program is also receiving funding from the IMI2 Joint Undertaking under EBOVAC1 (grant nr. 115854), EBOVAC2 (grant nr. 115861), EBOVAC3 (grant nr. 800176), EBOMAN (grant nr. 115850) and EBODAC (grant nr. 115847). The IMI2 Joint Undertaking receives support from the European Union's Horizon 2020 research and innovation program and the European Federation of Pharmaceutical Industries and Associations (EFPIA). Further funding for the Ebola vaccine regimen has been provided by BARDA, within the U.S. Department of Health and Human Services' Office of the Assistant Secretary for Preparedness and Response, under Contract Numbers HHSO100201700013C and HHSO100201500008C. The initial work on Ebola was conducted which was extended from 2002 until 2011. 2002 and 2007 via a Cooperative Research and Development Agreement (CRADA is AI-0114) between Janssen/Crucell and the Vaccine Research Center (VRC)/NIAID, part of the NIH. Janssen/Crucell have licenses to much of VRC's Ebola IP specific for human adenovirus under the Ad26/Ad35 Ebola vaccine CRADA invention. VAC69120 (Filovirus multivalent vaccine) developed in collaboration with Bavarian Nordic; funding: NIH Division of Microbiology and Infectious Diseases (DMID), under Contract Number HHSN272200800056C.

Agenda

1. CEO Remarks
2. Enterprise Highlights
3. Sales Performance and Earnings Review
4. Capital Allocation and Guidance
5. Q&A

Joaquin Duato
Chairman of the Board and
Chief Executive Officer

Joseph J. Wolk
Executive Vice President,
Chief Financial Officer

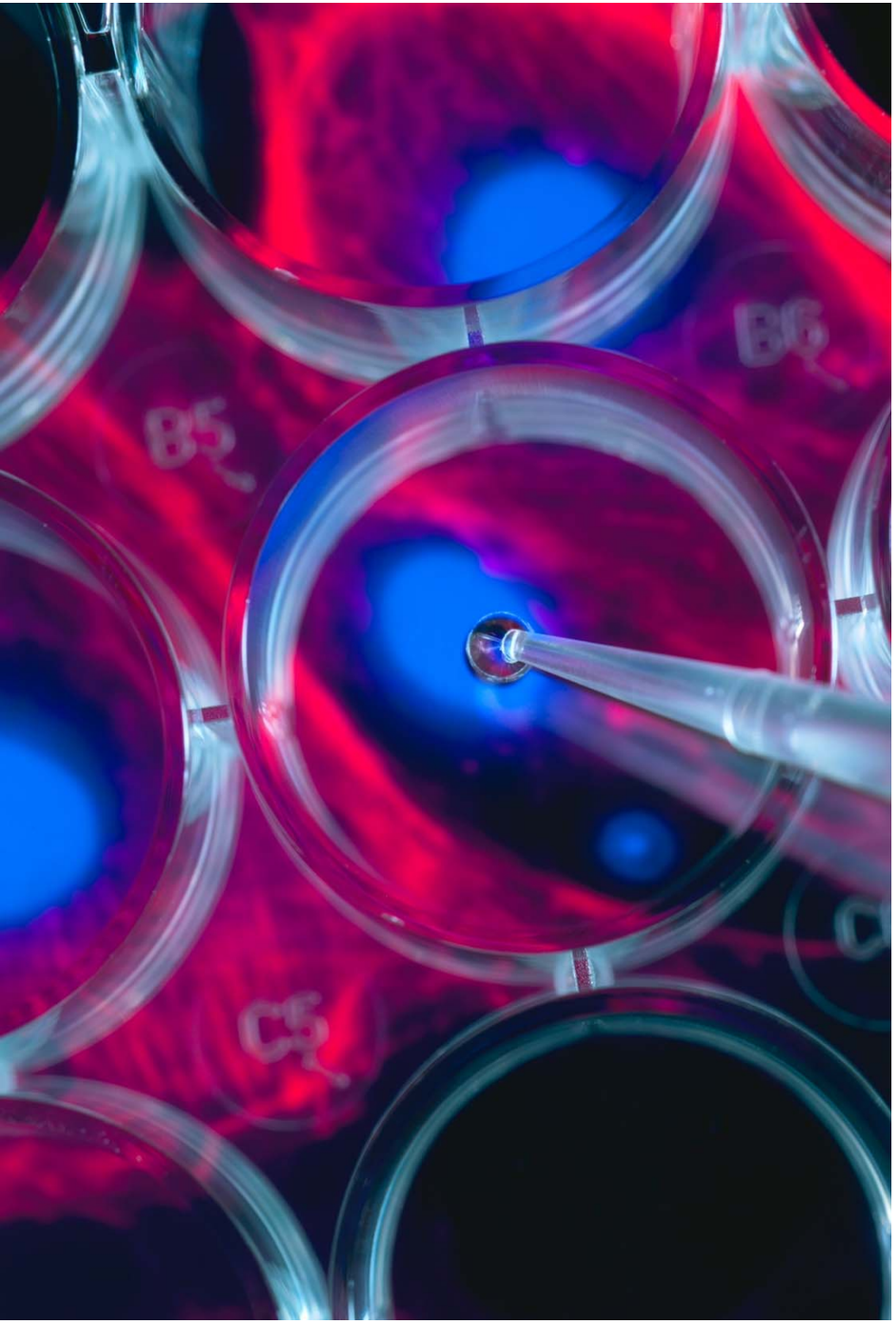
Jessica Moore
Vice President,
Investor Relations

Johnson & Johnson

Joaquin Duato

Chairman of the Board and Chief Executive Officer

Johnson & Johnson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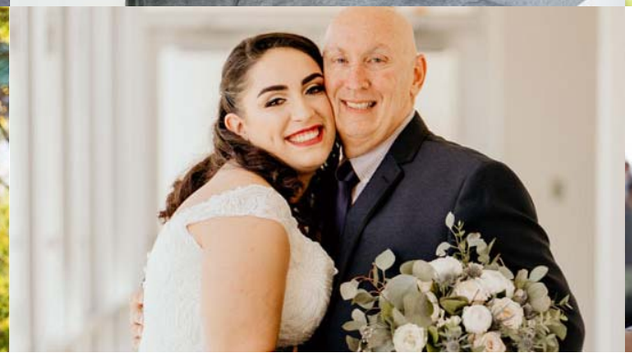


Jessica Moore

Vice President,
Investor Relations

Johnson & Johnson

4th Quarter 2022 Sales

Dollars in Billions Regional Sales Results	Q4 2022	Q4 2021	% CHANGE Reported	% CHANGE Operational[1]
U.S.	**$12.5**	**$12.2**	**2.9%**	**2.9%**
Europe	5.8	6.9	(16.0)	(6.3)
Western Hemisphere (ex U.S.)	1.5	1.5	5.9	11.8
Asia-Pacific, Africa	3.8	4.3	(10.0)	3.1
International	**11.2**	**12.6**	**(11.5)**	**(1.1)**
Worldwide (WW)	**$23.7**	**$24.8**	**(4.4)%**	**0.9%**

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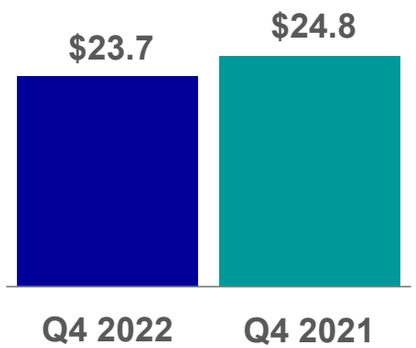
[1] Non-GAAP measure; excludes the impact of translational currency; see reconciliation schedules in the Investors section of the company's website
Note: Values may not add due to rounding

4th Quarter 2022 Financial Highlights

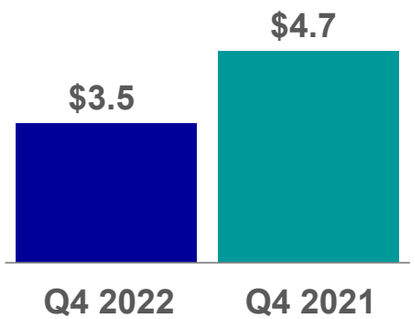
Dollars in Billions, except EPS
Reported %; Operational %[1]

Sales



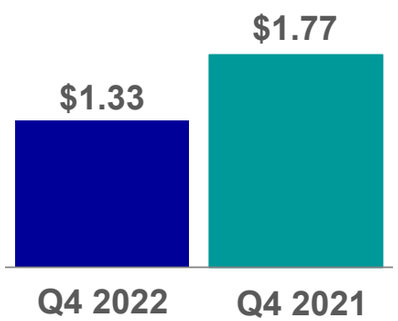
(4.4)%; **0.9%**[1]

GAAP Earnings



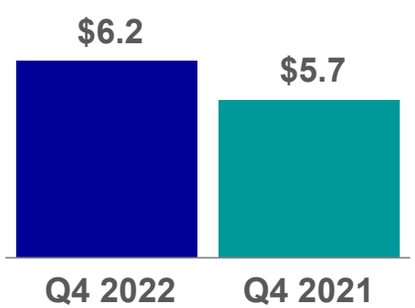
(25.7)%

GAAP EPS



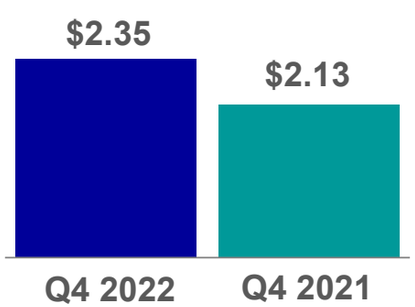
(24.9)%

Adjusted Earnings[2]



9.5%

Adjusted EPS[2]



10.3%; **15.5%**[1]

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[1] Non-GAAP measure; excludes the impact of translational currency; see reconciliation schedules in the Investors section of the company's website
[2] Non-GAAP measure; excludes intangible amortization expense and special items; see reconciliation schedules in the Investors section of the company's website

Full Year 2022 Sales

Dollars in Billions **Regional Sales Results**	**2022**	**2021**	**% CHANGE** **Reported**	**% CHANGE** **Operational[1]**
U.S.	**$48.6**	**$47.2**	**3.0%**	**3.0%**
Europe	23.4	23.6	(0.6)	11.0
Western Hemisphere (ex U.S.)	6.1	5.8	6.5	10.2
Asia-Pacific, Africa	16.8	17.3	(2.8)	6.2
International	**46.4**	**46.6**	**(0.6)**	**9.1**
Worldwide (WW)	**$94.9**	**$93.8**	**1.3%**	**6.1%**

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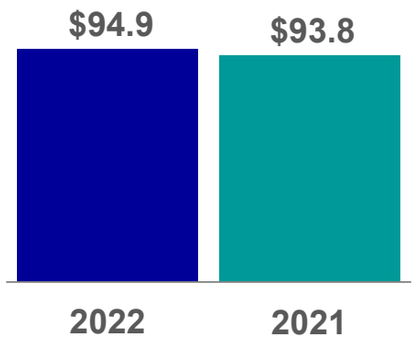
[1] Non-GAAP measure; excludes the impact of translational currency; see reconciliation schedules in the Investors section of the company's website
Note: Values may not add due to rounding

Full Year 2022 Financial Highlights

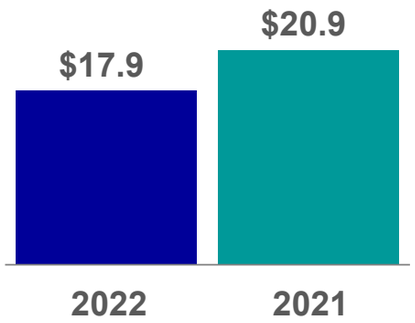
Dollars in Billions, except EPS
Reported %; Operational %[1]

Sales



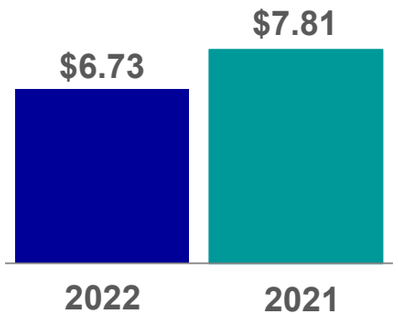
1.3%; **6.1%**[1]

GAAP Earnings



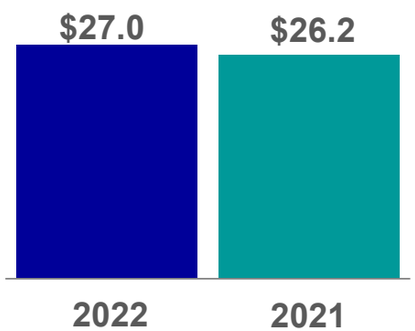
(14.1)%

GAAP EPS



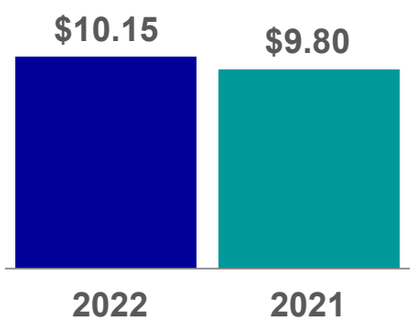
(13.8)%

Adjusted Earnings[2]



3.2%

Adjusted EPS[2]



3.6%; **9.2%**[1]

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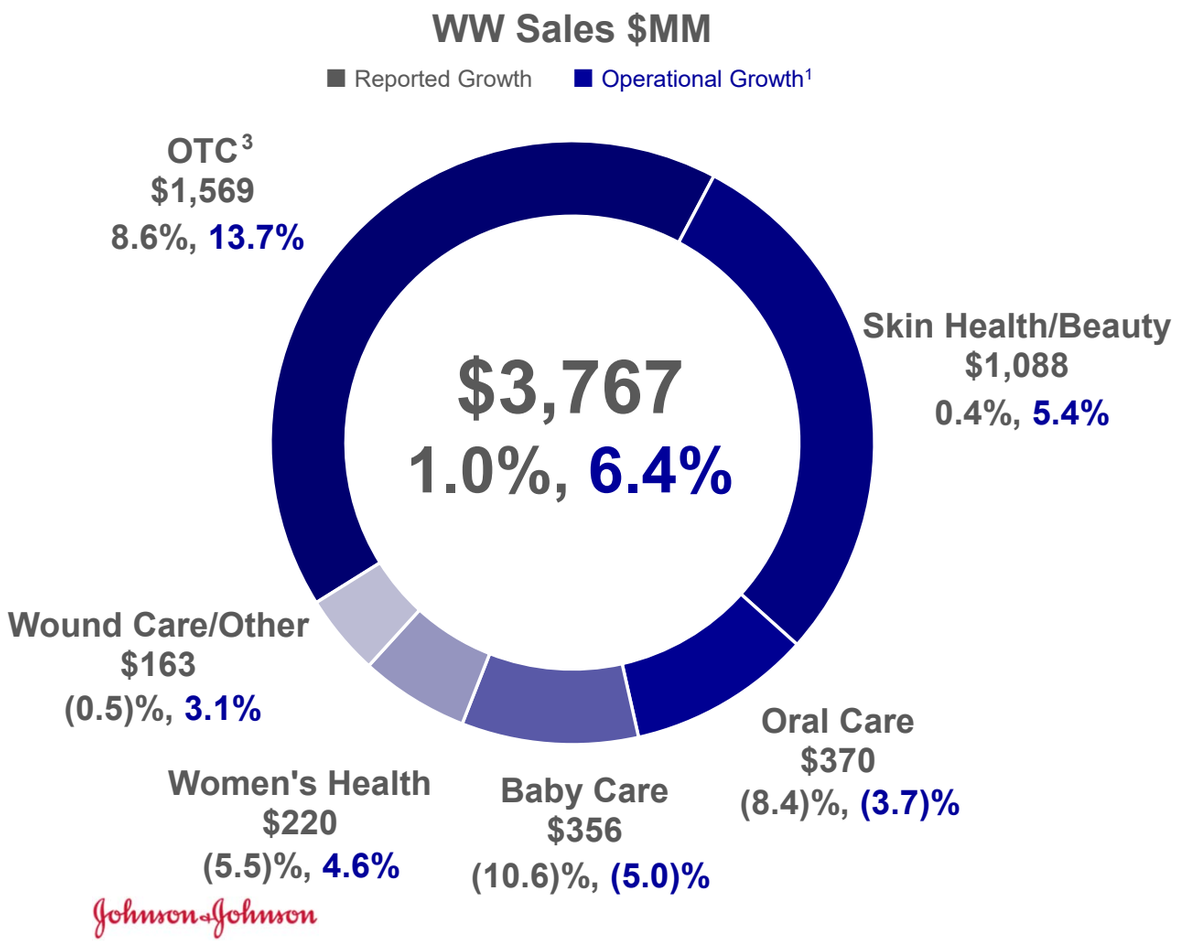
[1] Non-GAAP measure; excludes the impact of translational currency; see reconciliation schedules in the Investors section of the company's website
[2] Non-GAAP measure; excludes intangible amortization expense and special items; see reconciliation schedules in the Investors section of the company's website

Consumer Health Highlights – 4th Quarter 2022

Operational growth[1] driven by OTC and U.S. Skin Health / Beauty

Reported[3]: WW 1.0%, U.S. 10.9%, Int'l (5.8)%

Operational[1,3]: WW 6.4%, U.S. 10.9%, Int'l 3.2%



Key Drivers of Operational Performance[1,3]

OTC[3]	• Growth driven by price actions primarily in the U.S., increased Cough/Cold/Flu adult and pediatric incidences, and category recovery, partially offset by supply constraints
Skin Health/ Beauty	• Growth driven by price actions, lapping prior year higher-level of supply constraints, and NEUTROGENA strength in club and e-commerce channels, partially offset by U.S. portfolio simplification, negative impacts of COVID-19 in China, and suspension of personal care sales in Russia
Oral Care	• Decline driven by category decline, competitive pressures in EMEA and China, and negative impacts of COVID-19 in China, partially offset by price actions
Baby Care	• Decline driven by weakness in India, negative impacts of COVID-19 in China, and suspension of personal care sales in Russia, partially offset by price actions
Women's Health	• Growth driven by price actions and continued strong performance in India
Wound Care/Other	• Growth driven by price actions and supply recovery

Adjusted Operational Sales[2,3]: WW 6.4%, U.S. 11.0%, Int'l 3.2%

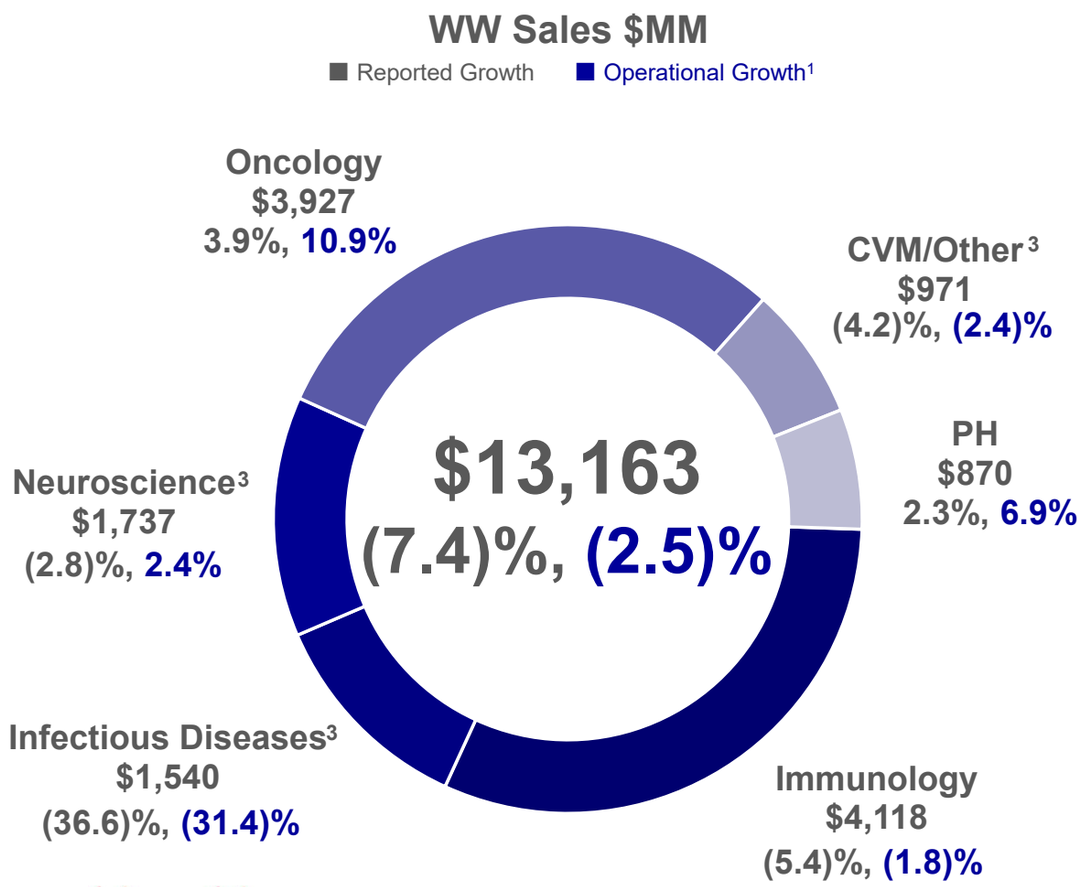
[1] Non-GAAP measure; excludes the impact of translational currency; see reconciliation schedules in the Investors section of the company's website
[2] Non-GAAP measure; excludes acquisitions and divestitures and translational currency; see reconciliation schedules in the Investors section of the company's website
[3] Certain international OTC products, primarily in China, were reclassified from the Pharmaceutical segment to the Consumer Health segment based on operational changes; Note: Values may not add due to rounding

Pharmaceutical Highlights – 4th Quarter 2022

Excluding COVID-19 Vaccine, solid operational growth[1] driven by key brands

Reported[3]: WW (7.4)%, U.S. (0.6)%, Int'l (14.9)%

Operational[1,3]: WW (2.5)%, U.S. (0.6)%, Int'l (4.5)%



Key Drivers of Operational Performance[1,3]	
Immunology	• STELARA increase driven by market and share growth in both CD and UC, as well as a favorable PPA, partially offset by unfavorable patient mix, increased rebates, timing of shipments in ASPAC, and austerity measures in Europe • Strength in TREMFYA due to share gains in both PsO and PsA and market growth, partially offset by an unfavorable PPA, patient mix, and rebates • REMICADE decline due to biosimilar competition
Infectious Diseases[3]	• Decline driven by the COVID-19 Vaccine and increased OUS competition for PREZISTA/PREZCOBIX/REZOLSTA
Neuroscience[3]	• Paliperidone long-acting injectables growth due to strength of INVEGA SUSTENNA/XEPLION and INVEGA TRINZA/TREVICTA driven by new patient starts and persistency, and launch of INVEGA HAFYERA, partially offset by unfavorable patient mix, PPAs, and the loss of exclusivity in EU
Oncology	• DARZALEX increase driven by share gains in all regions, continued strong market growth, and uptake of the subcutaneous formulation • Continued strong share gains and market growth for ERLEADA • Growth partially offset by ZYTIGA loss of exclusivity in EU • IMBRUVICA decline due to global competitive pressures and a suppressed CLL market, but maintains its market leadership position
Cardiovascular/ Metabolism/ Other (CVM/Other)[3]	• XARELTO increase due to volume growth and share gains, partially offset by patient mix and rebating • INVOKANA/INVOKAMET decline due to continued competitive pressures and increased utilization of government channels
Pulmonary Hypertension (PH)	• Increase driven by strong market growth and share gains from UPTRAVI and OPSUMIT, despite COVID-19 related pressures • Continued declines in Other Pulmonary Hypertension

Adjusted Operational Sales[2,3]: WW (2.3)%, U.S. (0.4)%, Int'l (4.4)%

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DARZALEX (daratumumab) Remicade (infliximab) Uptravi (selexipag) Symtuza (darunavir/cobicistat/emtricitabine/tenofovir alafenamide tablets) Opsumit (macitentan) Xarelto (rivaroxaban) Erleada (apalutamide) Stelara (ustekinumab) Simponi (golimumab) Zytiga (abiraterone acetate) imbruvica (ibrutinib) INVEGA SUSTENNA (paliperidone palmitate) Tremfya (guselkumab)

[1] Non-GAAP measure; excludes the impact of translational currency; see reconciliation schedules in the Investors section of the company's website

[2] Non-GAAP measure; excludes acquisitions and divestitures and translational currency; see reconciliation schedules in the Investors section of the company's website

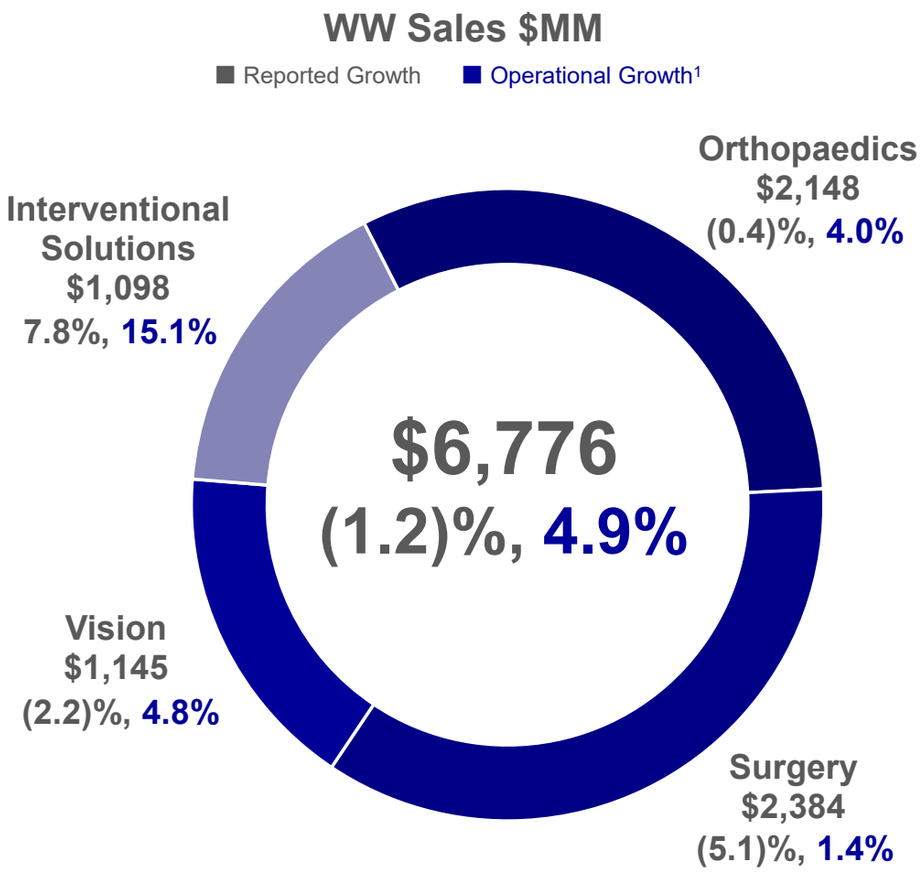
[3] Certain international OTC products, primarily in China, were reclassified from the Pharmaceutical segment to the Consumer Health segment based on operational changes; Note: Values may not add due to rounding

MedTech Highlights – 4th Quarter 2022

Operational growth[1] driven by market recovery and innovation partially offset by impacts in China

Reported: WW (1.2)%, U.S. 7.1%, Int'l (8.6)%

Operational[1]: WW 4.9%, U.S. 7.1%, Int'l 2.9%



Key Drivers of Operational Performance[1]

Interventional Solutions	• **Electrophysiology**: Double digit increase driven by market growth, new product performance (OCTARAY, QDOT and VIZIGO), and commercial execution, partially offset by COVID-19 related procedure disruption in China • **Abiomed**: Includes sales as of December 22, 2022
Orthopaedics	• **Hips:** Growth (~ +10% U.S. / ~ +6% WW) reflects continued procedure recovery and strength across the portfolio (ACTIS Stem and PINNACLE Dual Mobility with pull through enabled by KINCISE & VELYS Hip Navigation) partially offset by impacts of volume-based procurement and COVID-19 related procedure disruption in China • **Trauma:** Growth primarily driven by uptake of recently launched products (Advanced Nailing Systems, VA Clavicle) partially offset by softer procedure volumes in the U.S. and impacts of volume-based procurement and COVID-19 related procedure disruption in China • **Knees:** Growth (~ +12% U.S. / ~ +8% WW) driven primarily by procedure recovery, strength of the ATTUNE portfolio and pull through related to the VELYS Robotic assisted solution, partially offset by impacts of volume-based procurement and COVID-19 related procedure disruption in China and timing of OUS tenders • **Spine, Sports & Other:** Growth reflects market recovery and benefit from new products (VELYS Digital Solutions, INHANCE, SYMPHONY), partially offset by impacts of volume-based procurement and COVID-19 related procedure disruption in China and competitive pressures in Spine • **Spine:** WW: ~ -6%, U.S.: ~ +2%, OUS ~ -17%

Surgery	• **Advanced:**
	  • **Endocutters:** ~ -1% Primarily due to impacts of volume-based procurement and COVID-19 related procedure disruption in China as well as stocking reductions and competitive pressures predominately in the U.S. Decline was partially offset by market recovery and strength of new products OUS and a benefit from a reclass from General Surgery (~+110 bps).
	  • **Biosurgery:** ~ +2% Reflects benefits from new products (SURGIFLO, SURGICEL Powder and VISTASEAL) partially offset by strong U.S. market demand in the prior year for infection prevention products and COVID-19 related procedure disruption in China
	  • **Energy:** ~ Flat driven by strength of new products (ENSEAL X1, HD1000i) coupled with competitive supply challenges, offset by impacts of volume-based procurement and COVID-19 related procedure disruption in China
	• **General:** Growth driven primarily by market recovery coupled with technology penetration (Barbed & PLUS Sutures)

Vision	• **Contact Lenses/Other:** Growth driven by strong performance in the ACUVUE OASYS 1-Day family (including recent launches of OASYS MAX 1-day and OASYS Multifocal), price actions, and effective commercial execution, partially offset by supply challenges • **Surgical:** Decline reflects comparisons to strong prior year Refractive market and supply challenges, partially offset by strong demand for TECNIS portfolio (including recently launched products TECNIS Eyhance and TECNIS Synergy)

Adjusted Operational Sales[2]: WW 4.4%, U.S. 5.9%, Int'l 3.0%

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[2] Non-GAAP measure; excludes acquisitions and divestitures and translational currency; see reconciliation schedules in the Investors section of the company's website
Note: Values may not add due to rounding; The MedTech segment was previously referred to as the Medical Devices segment

DePuy Synthes · ETHICON · Johnson & Johnson VISION · Biosense Webster · CERENOVUS

Condensed Consolidated Statement of Earnings

4th Quarter 2022

(Unaudited; Dollar and Shares in Millions Except Per Share Figures)

	2022		2021		% Increase (Decrease)
	Amount	% to Sales	Amount	% to Sales	
Sales to customers	$23,706	100.0	$24,804	100.0	(4.4)
Cost of products sold	7,765	32.8	7,955	32.1	(2.4)
Gross Profit	**15,941**	**67.2**	**16,849**	**67.9**	**(5.4)**
Selling, marketing and administrative expenses	6,512	27.4	7,154	28.9	(9.0)
Research and development expense	3,841	16.2	4,720	19.0	(18.6)
In-process research and development	173	0.7	0	0.0	
Interest (income) expense, net	(77)	(0.3)	47	0.2	
Other (income) expense, net	1,207	5.1	9	0.0	
Restructuring	84	0.4	83	0.3	
Earnings before provision for taxes on income	4,201	17.7	4,836	19.5	(13.1)
Provision for taxes on income	681	2.9	100	0.4	581.0
Net Earnings	**$3,520**	**14.8**	**$4,736**	**19.1**	**(25.7)**
Net earnings per share (Diluted)	**$1.33**		**$1.77**		**(24.9)**
Average shares outstanding (Diluted)	**2,650.1**		**2,670.2**		
Effective tax rate	**16.2%**		**2.1%**		
Adjusted earnings before provision for taxes and net earnings[1]					
Earnings before provision for taxes on income	**$7,418**	**31.3**	**$6,339**	**25.6**	**17.0**
Net earnings	**$6,218**	**26.2**	**$5,678**	**22.9**	**9.5**
Net earnings per share (Diluted)	**$2.35**		**$2.13**		**10.3**
Effective tax rate	**16.2%**		**10.4%**		

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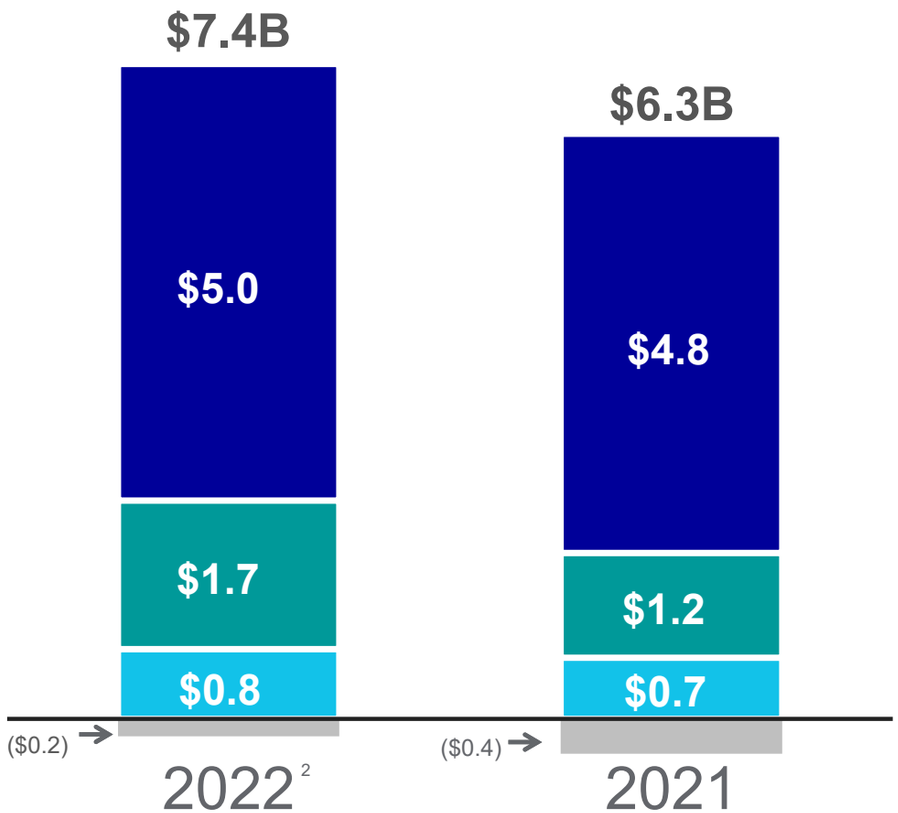
[1] Non-GAAP measure; excludes intangible amortization expense and special items; see reconciliation schedules in the Investors section of the company's website

Adjusted Income Before Tax by Segment[1]

4th Quarter 2022



	% to Sales	
	Q4 2022	Q4 2021
Pharmaceutical[3]	38.2%	33.9%
MedTech	25.3%	18.1%
Consumer Health[3]	22.0%	18.6%
Total	**31.3%**	**25.6%**

Pharmaceutical
MedTech
Consumer Health
Expenses Not Allocated to Segments

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1 Non-GAAP measure; excludes amortization expense and special items; see reconciliation schedules in the Investors section of the company's website
2 Estimated as of 1/24/2023
3 Certain international OTC products, primarily in China, were reclassified from the Pharmaceutical segment to the Consumer Health segment based on operational changes
Note: Values may not add due to rounding

Joseph J. Wolk

Executive Vice President,
Chief Financial Officer

Johnson & Johnson

Notable Announcements in 4th Quarter 2022[1]

Pharmaceutical

- **Regulatory:**
  - U.S. FDA Approves TECVAYLI (teclistamab-cqyv), the First Bispecific T-cell Engager Antibody for the Treatment of Patients with Relapsed or Refractory Multiple Myeloma
  - Janssen Submits Biologics License Application to U.S. FDA for Talquetamab for the Treatment of Patients with Relapsed or Refractory Multiple Myeloma
- **Data Release:**
  - New TREMFYA (guselkumab) Data Shows an Overall Clinical Response Rate of Approximately 80 Percent in a Phase 2b Induction Study of Adults with Moderately to Severely Active Ulcerative Colitis
  - Janssen to Highlight Latest Scientific Advances in Hematologic Diseases at ASH 2022 with Clinical and Real-World Data Across Innovative Pipeline and Distinguished Portfolio
  - Late-Breaking Data from Pivotal Phase 3 PRECISION Study Demonstrates Significant and Sustained Effect of Aprocitentan on Lowering Blood Pressure for Patients with Difficult-to-Control Hypertension
  - New TREMFYA (guselkumab) Post-Hoc Analysis Reveals Active Psoriatic Arthritis Patients With Early Efficacy Had Meaningful Long-Term Improvement in Health-Related Quality of Life
  - New TREMFYA (guselkumab) Post-Hoc Analysis Reveals Early Efficacy Predicted Longer-Term Efficacy And Sustained Achievement Among A Diverse Active Psoriatic Arthritis Patient Population

MedTech

- **Regulatory:**
  - DePuy Synthes Receives FDA Clearance for TELIGEN System
- **Data Release:**
  - CERENOVUS Reveals Positive Outcomes with Thrombectomy in Global Registry Studying Stroke-Inducing Blood Clots

Enterprise

- Johnson & Johnson Names CEO Joaquin Duato as Chairman of the Board
- Johnson & Johnson Completes Acquisition of Abiomed

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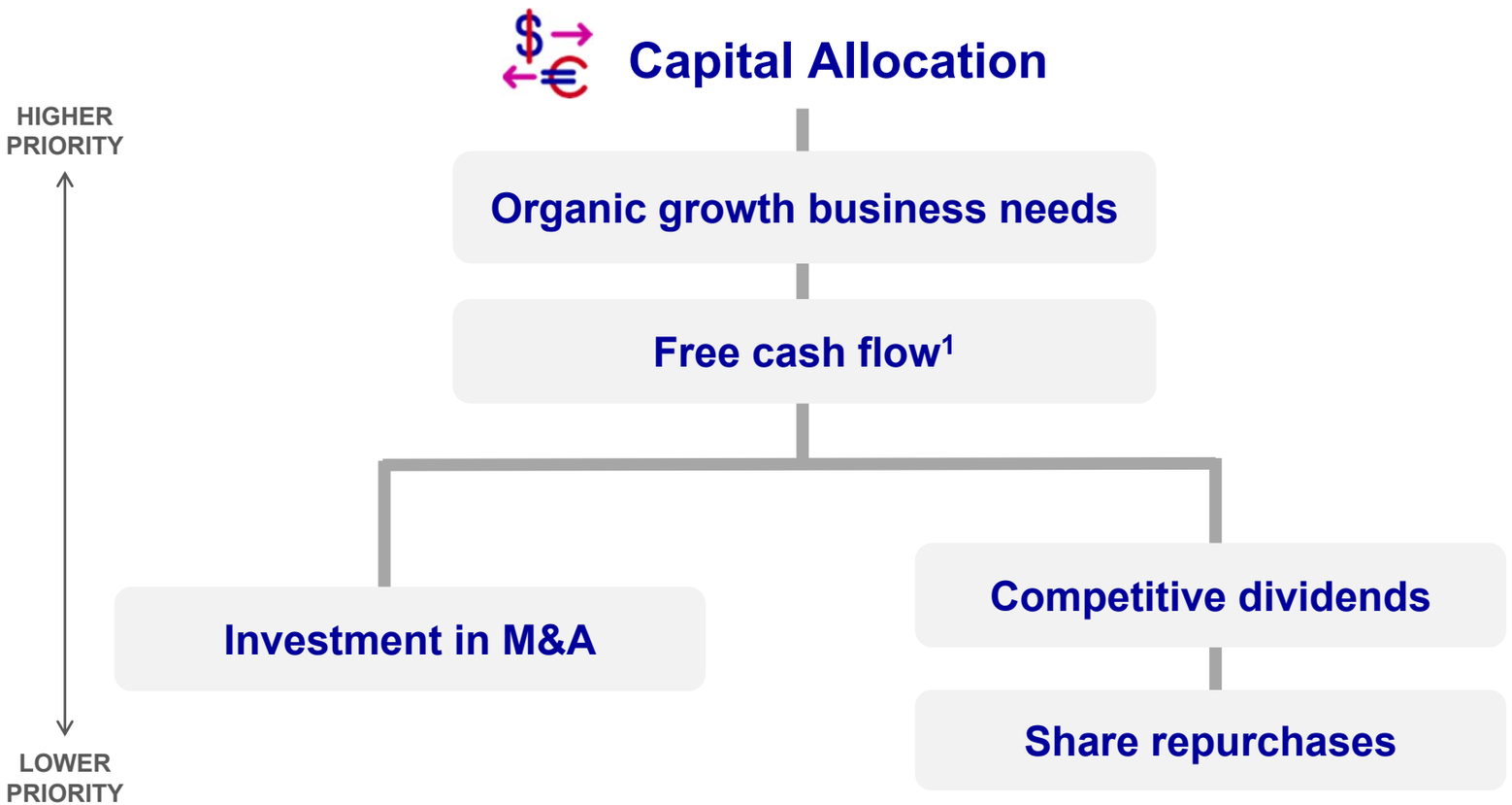
[1] These developments and all other news releases are available on the company's website at news releases or JNJ.com news releases, as well as www.factsabouttalc.com, www.factsaboutourprescriptionopioids.com, and www.LTLManagementInformation.com

Capital Allocation Strategy



Priorities are clear and remain unchanged

Dollars in Billions	Q4 2022
Cash and Marketable Securities	$24
Debt	($40)
Net Debt	($16)
Free Cash Flow[1,2]	~$17

Note: values may have been rounded

Full Year 2022:

$14.6B invested in R&D

$11.7B in dividends paid to shareholders

$2.5B in share repurchases; **~50%** of the program completed[3]

Note: values may have been rounded

[1] Non-GAAP measure; cash flow from operations less CAPEX
[2] Estimated as of January 24, 2023. Cash flow from operations, the most directly comparable GAAP financial measure, will be included in subsequent SEC filings
[3] Announced $5B share repurchase program on September 14, 2022

2023 P&L Guidance

	January	Comments
Adjusted Operational Sales[1,2,6]	3.5% - 4.5%	Midpoint of 4.0%
Operational Sales[2,6]	$96.9B - $97.9B 4.5% – 5.5%	Midpoint of $97.4B or 5.0%
Estimated Reported Sales [3,6]	$96.9B - $97.9B 4.5% – 5.5%	No FX impact
Adjusted Pre-Tax Operating Margin[4,5]	Approximately flat	OPEX leverage offset by inflationary pressures
Net Other Income[4]	$1.9 - $2.1 billion	Favorable employee benefit-related items
Net Interest Expense / (Income)	$250 - $350 million	Financing charges related to the Abiomed Acquisition
Effective Tax Rate[4]	15.5% - 16.5%	Based on current tax laws and anticipated geographic mix
Adjusted EPS (Operational)[2,4]	$10.40 - $10.60 2.5% - 4.5%	Midpoint of $10.50 or 3.5%
Adjusted EPS (Reported)[3,4]	$10.45 - $10.65 3.0% - 5.0%	+$0.05 or +0.5% FX impact Midpoint of $10.55 or 4.0%

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[1] Non-GAAP measure; excludes acquisitions and divestitures
[2] Non-GAAP measure; excludes the impact of translational currency
[3] Euro Average Rate: January 2023 = $1.08
Note: Percentages may be rounded

[4] Non-GAAP measure; excludes intangible amortization expense and special items
[5] Sales less: COGS, SM&A and R&D expenses
[6] Excludes COVID-19 Vaccine

2023 Sales Commentary

	January
Adjusted Operational Sales[1,2,4]	3.5% - 4.5%
Operational Sales[2,4]	$96.9B - $97.9B 4.5% – 5.5%
Estimated Reported Sales[3,4]	$96.9B - $97.9B 4.5% – 5.5%

Adjusted Operational Sales Commentary by Segment

- **Pharmaceutical**: Above market growth driven by key brands and uptake of recently launched products partially offset by LOEs
- **MedTech**: Competitive growth fueled by market recovery and uptake of recently launched products
- **Consumer Health**: Growth in-line with the market and strategic pricing to offset inflationary pressures

Phasing Considerations by Segment

Pharmaceutical

- Anticipate first half operational sales growth lower than the second half driven by:
  - Impact from LOE products in Europe
  - Ramp of new product launches
  - Continued pricing pressures

MedTech

- Anticipate first half operational sales growth lower than the second half driven by:
  - Ongoing procedure recovery
  - Q4 COVID-19 impacts in China continuing into 2023
  - Ramp of new product launches

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[1] Non-GAAP measure; excludes acquisitions and divestitures
[2] Non-GAAP measure; excludes the impact of translational currency
Note: Percentages may be rounded
[3] Euro Average Rate: January 2023 = $1.08
[4] Excludes COVID-19 Vaccine

Anticipated 2023 Milestones Driving Long-Term Value Creation

Consumer Health

Expect to complete the separation

Pharmaceutical

Important launches, approvals and data readouts

MedTech

Key pipeline program updates

Johnson & Johnson

Q&A

Joaquin Duato

Chairman of the Board and
Chief Executive Officer

Joseph J. Wolk

Executive Vice President,
Chief Financial Officer

Jessica Moore

Vice President,
Investor Relations

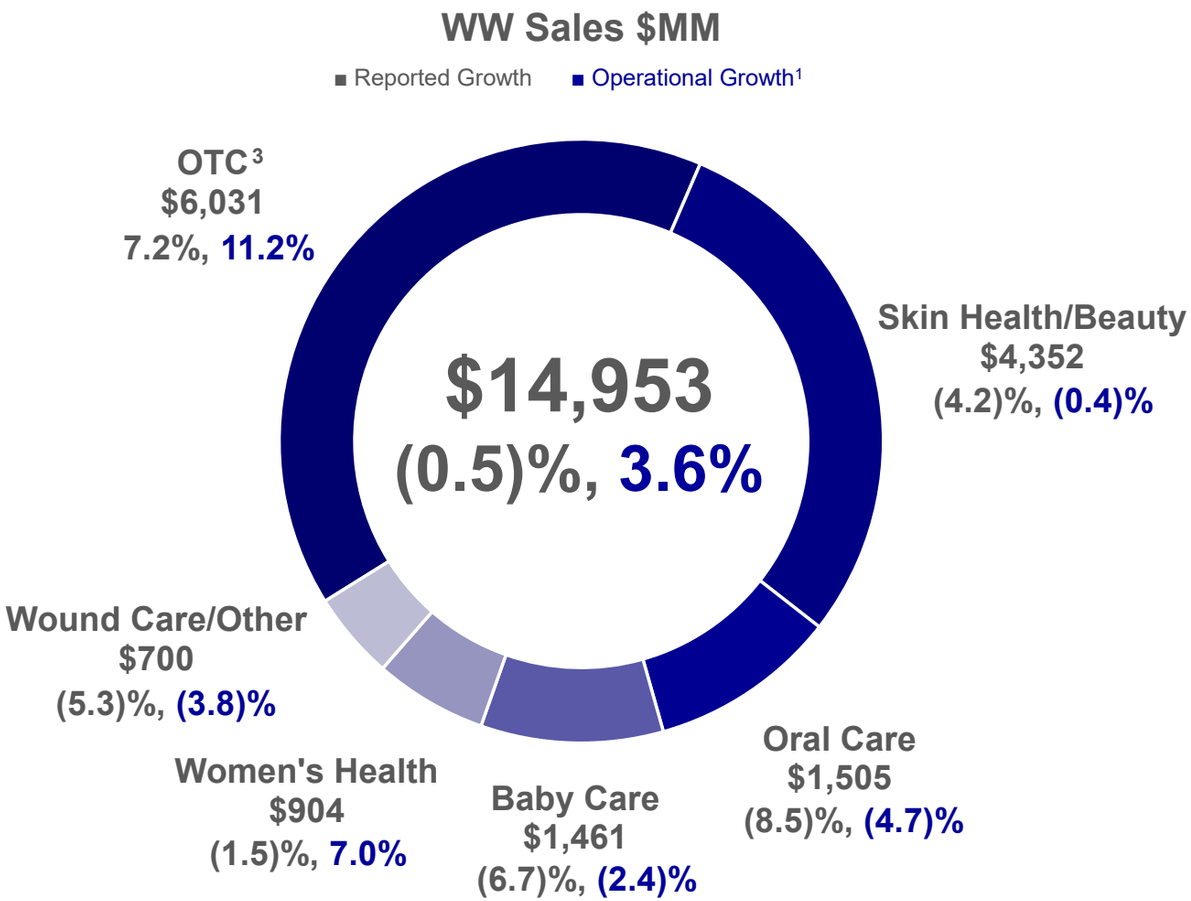

Johnson & Johnson

Consumer Health Highlights – Full Year 2022

Adjusted operational[2] growth driven by OTC

Reported[3]: WW (0.5)%, U.S. 1.3%, Int'l (1.9)%

Operational[1,3]: WW 3.6%, U.S. 1.3%, Int'l 5.3%



Key Drivers of Operational Performance[1,3]	
OTC[3]	• Growth driven by increased Cough/Cold/Flu, adult and pediatric incidences, price actions primarily in the U.S., and increased consumption due in China due to COVID-19, partially offset by supply constraints
Skin Health/ Beauty	• Decline driven by supply constraints in the U.S. partially offset by price actions and strong new product performance in ASPAC and LATAM
Oral Care	• Decline driven by portfolio simplification in the U.S., competitive pressures in EMEA and China, category decline and pricing pressures in EMEA, as well as suspension of personal care sales in Russia and negative COVID-19 impacts in China
Baby Care	• Decline driven by category deceleration and competitive pressures in the U.S., suspension of personal care sales in Russia, and weakness in India
Women's Health	• Growth driven by lapping prior year supply constraints in EMEA, strength in India, and price actions in LATAM, partially offset by suspension of personal care sales in Russia
Wound Care/Other	• Decline driven by lapping strong prior year consumption, competitive pressure in the U.S., and decreased consumption in China

Adjusted Operational Sales[2,3]: WW 3.9%, U.S. 1.5%, Int'l 5.8%

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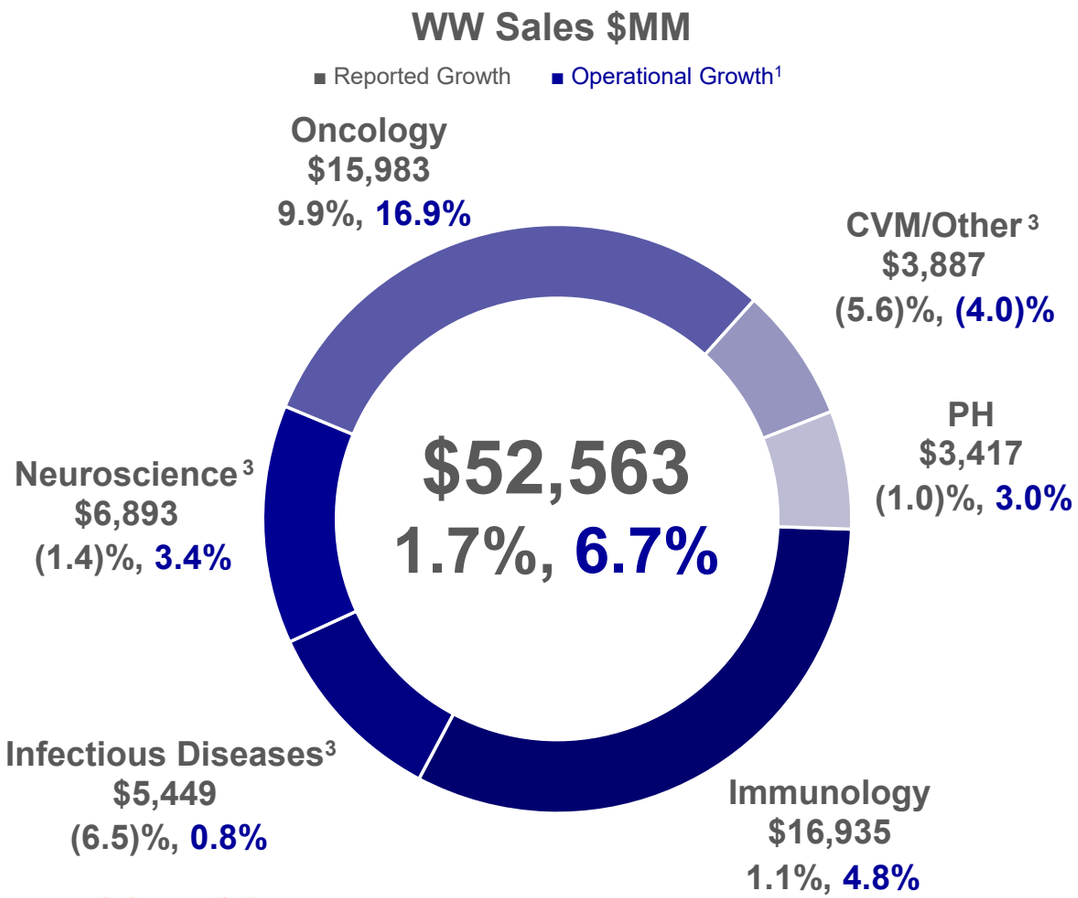
[1] Non-GAAP measure; excludes the impact of translational currency; see reconciliation schedules in the Investors section of the company's website
[2] Non-GAAP measure; excludes acquisitions and divestitures and translational currency; see reconciliation schedules in the Investors section of the company's website
[3] Certain international OTC products, primarily in China, were reclassified from the Pharmaceutical segment to the Consumer Health segment based on operational changes; Note: Values may not add due to rounding

Pharmaceutical Highlights – Full Year 2022

11th consecutive year of above-market performance driven by double-digit growth in key products

Reported[3]: WW 1.7%, U.S. 2.3%, Int'l 1.0%

Operational[1,3]: WW 6.7%, U.S. 2.3%, Int'l 11.9%



Key Drivers of Operational Performance[1,3]	
Immunology	• Growth driven by continued strong uptake of STELARA in CD and UC • Strength of TREMFYA in PsO and uptake in PsA • REMICADE decline due to biosimilar competition
Infectious Diseases[3]	• Growth driven by the contribution of the COVID-19 Vaccine • Partially offset by increased competition for PREZISTA/PREZCOBIX/REZOLSTA and PREZISTA OUS LOE
Neuroscience[3]	• Paliperidone long-acting injectables growth due to strength of INVEGA SUSTENNA/XEPLION and INVEGA TRINZA/TREVICTA from new patient starts and persistency, and the launch of INVEGA HAFYERA
Oncology	• DARZALEX increase driven by continued strong market growth and share gains in all regions and uptake of the subcutaneous formulation • Continued strong global launch uptake of ERLEADA • IMBRUVICA decline primarily driven competitive pressures and market suppression • ZYTIGA decline due to loss of exclusivity in EU
Cardiovascular/ Metabolism/ Other (CVM/Other)[3]	• Decline driven by lower sales of PROCRIT/EPREX due to biosimilar competition • INVOKANA/INVOKAMET decline due to continued share erosion
Pulmonary Hypertension (PH)	• Growth driven by sales of OPSUMIT and UPTRAVI due to continued share gains and market growth, despite COVID-19 pressures

Adjusted Operational Sales[2,3]: WW 6.8%, U.S. 2.5%, Int'l 12.0%

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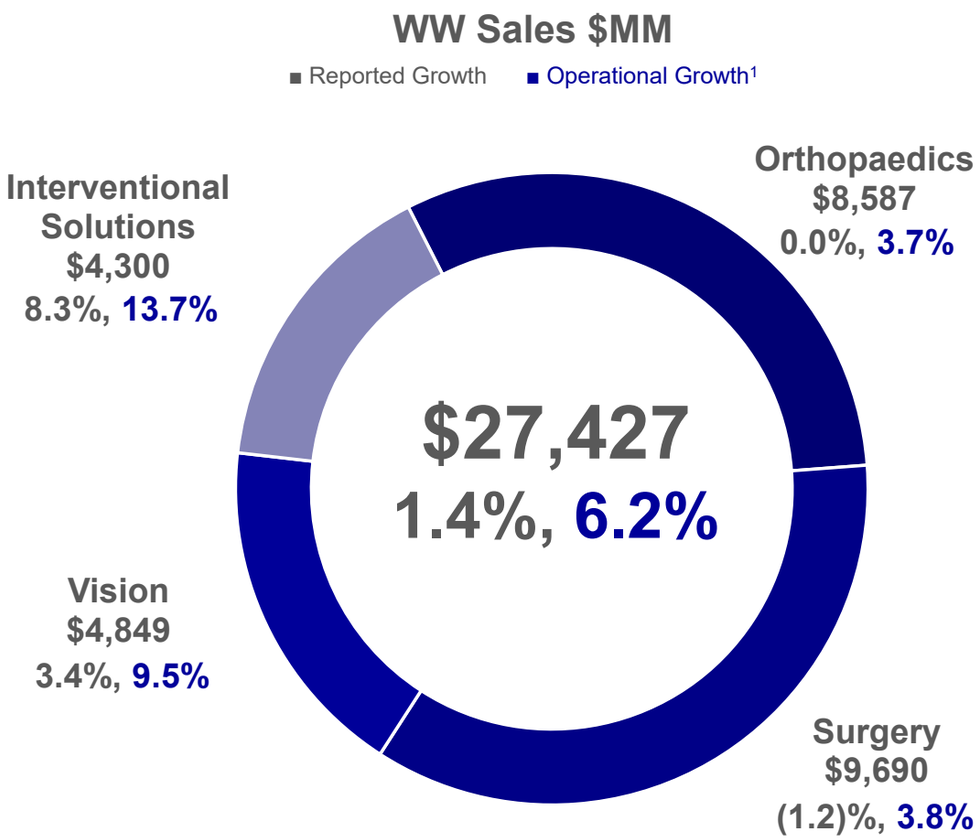
[1] Non-GAAP measure; excludes the impact of translational currency; see reconciliation schedules in the Investors section of the company's website
[2] Non-GAAP measure; excludes acquisitions and divestitures and translational currency; see reconciliation schedules in the Investors section of the company's website
[3] Certain international OTC products, primarily in China, were reclassified from the Pharmaceutical segment to the Consumer Health segment based on operational changes; Note: Values may not add due to rounding

MedTech Highlights – Full Year 2022

Growth primarily driven by market recovery, commercial initiatives and innovation

Reported: WW 1.4%, U.S. 5.4%, Int'l (2.3)%

Operational[1]: WW 6.2%, U.S. 5.4%, Int'l 6.9%



Key Drivers of Operational Performance[1]

Interventional Solutions	• **Electrophysiology**: Market recovery, success of new products (VIZIGO and CARTO V7), and commercial strategies continuing to enhance global leadership
Orthopaedics	• **Hips:** Growth reflects market recovery combined with continued strength of our portfolio including ACTIS Stem and pull through from enabling technologies – KINCISE & VELYS Hip Navigation, partially offset by volume-based procurement in China and OUS tender timing • **Trauma:** Growth reflects global market recovery and uptake of new products including Advanced Nailing Systems and VA Clavicle • **Knees:** Growth primarily driven by procedure recovery, strength of the ATTUNE portfolio, and pull through related to the VELYS Robotic assisted solution, partially offset by volume-based procurement in China and OUS tender timing • **Spine, Sports & Other:** Growth driven primarily by market recovery and benefit from new products (VELYS Digital Solutions, INHANCE, SYMPHONY), partially offset by competitive pressures in Spine and impacts of volume-based procurement • **Spine:** WW: ~ -4%, U.S.: ~ -5%, OUS: ~ -1%

Surgery	• **Advanced:**
	  • **Endocutters:** ~ +3% Driven by market recovery, new products (ECHELON Staple Line Reinforcement), and a reclass from General Surgery offsetting competitive pressure in the U.S.
	  • **Biosurgery:** ~ +5% Market recovery and success of newer products (VISTASEAL and SURGICEL POWDER), partially offset by strong market demand in the prior year for infection prevention products
	  • **Energy:** ~ +3% Primarily due to market recovery, benefits from new products (ENSEAL & HARMONIC), and competitive supply challenges
	• **General:** Growth primarily driven by market recovery and continued strength of the Suture portfolio

Vision	• **Contact Lenses/Other:** Growth driven primarily by market recovery and benefits from new products (ACUVUE OASYS MAX and ACUVUE OASYS Multifocal) • **Surgical:** Growth primarily due to market recovery and benefits from uptake of recently launched products (TECNIS EYHANCE and TECNIS SYNERGY), partially offset by higher prior year U.S. Refractory market

Adjusted Operational Sales[2]: WW 6.1%, U.S. 5.0%, Int'l 7.0%

[1] Non-GAAP measure; excludes the impact of translational currency; see reconciliation schedules in the Investors section of the company's website
[2] Non-GAAP measure; excludes acquisitions and divestitures and translational currency; see reconciliation schedules in the Investors section of the company's website
Note: Values may not add due to rounding; The MedTech segment was previously referred to as the Medical Devices segment

Condensed Consolidated Statement of Earnings

Full Year 2022

(Unaudited; Dollar and Shares in Millions Except Per Share Figures)

	2022		2021		% Increase (Decrease)
	Amount	% to Sales	Amount	% to Sales	
Sales to customers	$94,943	100.0	$93,775	100.0	1.3
Cost of products sold	31,089	32.7	29,855	31.8	4.1
Gross Profit	**63,854**	**67.3**	**63,920**	**68.2**	**(0.1)**
Selling, marketing and administrative expenses	24,765	26.1	24,659	26.3	0.4
Research and development expense	14,603	15.4	14,714	15.7	(0.8)
In-process research and development	783	0.8	900	1.0	
Interest (income) expense, net	(214)	(0.2)	130	0.1	
Other (income) expense, net	1,871	2.0	489	0.5	
Restructuring	321	0.3	252	0.3	
Earnings before provision for taxes on income	21,725	22.9	22,776	24.3	(4.6)
Provision for taxes on income	3,784	4.0	1,898	2.0	99.4
Net Earnings	**$17,941**	**18.9**	**$20,878**	**22.3**	**(14.1)**
Net earnings per share (Diluted)	**$6.73**		**$7.81**		**(13.8)**
Average shares outstanding (Diluted)	**2,663.9**		**2,674.0**		
Effective tax rate	**17.4%**		**8.3%**		
Adjusted earnings before provision for taxes and net earnings[1]					
Earnings before provision for taxes on income	**$31,880**	**33.6**	**$30,464**	**32.5**	**4.6**
Net earnings	**$27,038**	**28.5**	**$26,195**	**27.9**	**3.2**
Net earnings per share (Diluted)	**$10.15**		**$9.80**		**3.6**
Effective tax rate	**15.2%**		**14.0%**		

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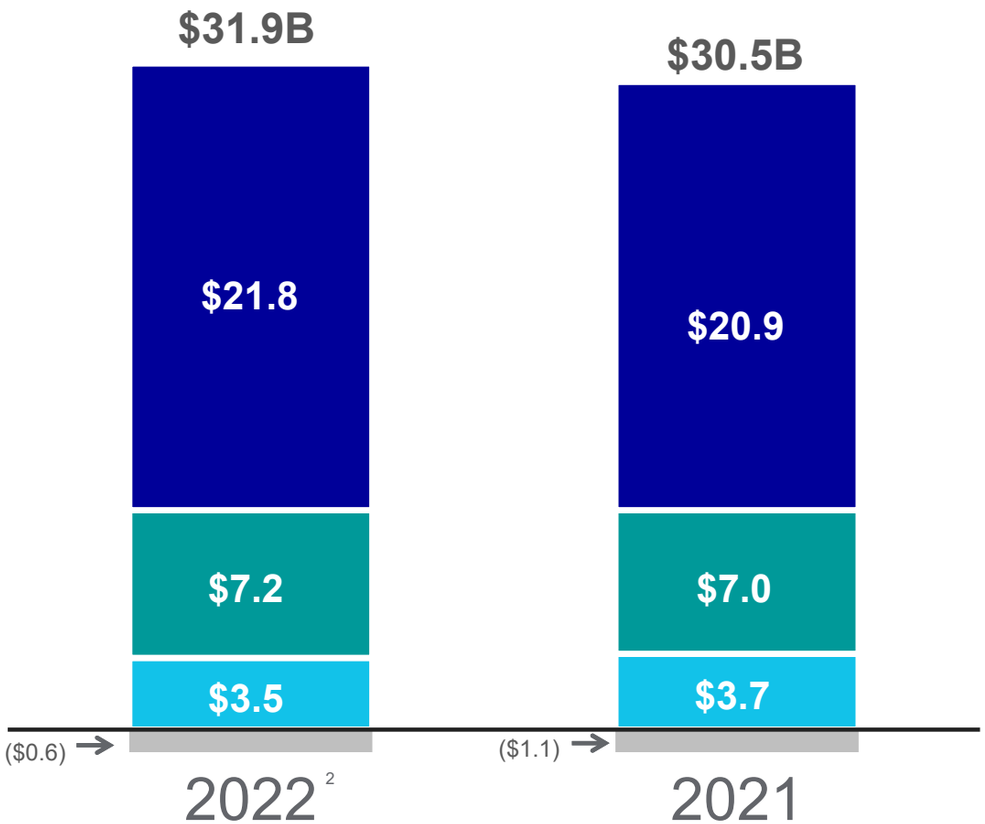
[1] Non-GAAP measure; excludes intangible amortization expense and special items; see reconciliation schedules in the Investors section of the company's website

Adjusted Income Before Tax by Segment[1]

Full Year 2022



	% to Sales	
	FY 2022	FY 2021
Pharmaceutical[3]	41.5%	40.4%
MedTech	26.1%	25.7%
Consumer Health[3]	23.6%	24.5%
Total	**33.6%**	**32.5%**

- Pharmaceutical
- MedTech
- Consumer Health
- Expenses Not Allocated to Segments

1 Non-GAAP measure; excludes amortization expense and special items; see reconciliation schedules in the Investors section of the company's website
2 Estimated as of 1/24/2023
3 Certain international OTC products, primarily in China, were reclassified from the Pharmaceutical segment to the Consumer Health segment based on operational changes

Pharmaceutical Pipeline – Key Events in 2023*

POTENTIAL APPROVALS US/EU

EU **niraparib**
L1 Prostate cancer metastatic castration-resistant in combination with abiraterone acetate and Prednisone

US **talquetamab (GPRC5D/CD3)**
EU Relapsed Refractory Multiple Myeloma

US **ERLEADA (apalutamide)**
EU Tablet Reduction

US **aprocitentan**
Difficult to treat hypertension

US **EDURANT (rilpivirine)**
HIV pediatric 2-12 year old

PLANNED SUBMISSIONS US/EU

US **niraparib**
L1 Prostate cancer metastatic castration-resistant in combination with abiraterone acetate and Prednisone

✓ EU **talquetamab (GPRC5D/CD3)**
Relapsed Refractory Multiple Myeloma

US **BALVERSA (erdafitinib)**
EU Urothelial cancer

aprocitentan
EU Difficult to treat hypertension

US **EDURANT (rilpivirine)**
EU HIV pediatric 2-12 year old

OPSUMIT (macitentan)
EU Pediatric pulmonary arterial hypertension

US **macitentan w/tadalafil FDC**
EU Pulmonary arterial hypertension

US **VAC18193**
EU RSV Adult Vaccine

POTENTIAL CLINICAL DATA

Phase III

IMBRUVICA (ibrutinib)
Relapsed Refractory patients with Mantle Cell Lymphoma in combination with venetoclax (SYMPATICO)

DARZALEX (daratumumab)
Frontline multiple myeloma transplant ineligible (CEPHEUS)

CARVYKTI (ciltacabtagene autoleucel)
Relapsed Refractory multiple myeloma w/1-3 PL (CARTITUDE-4)

BALVERSA (erdafitinib)
Urothelial cancer (THOR)

RYBREVANT (amivantamab)
Frontline Non Small Cell Lung Cancer in combination with chemotherapy (PAPILLON)

OPSUMIT (macitentan)
Pediatric pulmonary arterial hypertension (TOMORROW)

UPTRAVI (selexipag)
Pediatric pulmonary arterial hypertension (SALTO)

macitentan w/tadalafil FDC
Pulmonary arterial hypertension (A DUE)

SPRAVATO (esketamine)
Treatment Resistant Major Depressive Disorder (ESCAPE-TRD)

TREMFYA (guselkumab)
Crohn's Disease

TREMFYA (guselkumab)
Ulcerative Colitis Monotherapy

Phase II

BALVERSA (erdafitinib)
Tumor Agnostic (RAGNAR)

TAR-200 (RIS/gemcitabine plus cetrelimab)
Non muscle invasive bladder cancer (SR-1 Early Data)

RYBREVANT (amivantamab)
Solid Tumors (GIC2001)

nipocalimab
Rheumatoid Arthritis

nipocalimab
Hemolytic disease of the fetus and newborn

*This information is accurate as of January 24, 2023 to the best of the Company's knowledge. Johnson & Johnson assumes no obligation to update this information.

✓ = Achieved

Johnson & Johnson